

FIBRE HORIZONS

A newsletter of the FTTH Council Europe

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FIBRE HORIZONS is a monthly newsletter published by the FTTH Council Europe and distributed to readers interested in Fibre to the Home networks and the activities of the Council.

Did You Hear?



“User behaviour is changing dramatically – we are permanently connected, and information is a key driver for success. We believe optical fibre is the medium that makes communication and sharing information more comfortable, accessible and individual.”

Michel Riva, CEO of Reichle & De-Massari

In the Spotlight

Regulatory policy and FTTH roll-out

Regulation is an important tool that policy makers can use to influence how a market develops.

In the case of Fibre to the Home (FTTH), regulatory objectives often seem to pull in different directions. On the one hand, regulation is applied to promote competition and secure the best value for the consumer. On the other hand, regulators aim to encourage investment in fibre networks by allowing operators to earn a fair return on their investment.

The situation is further complicated by the fact that copper and fibre networks cannot be considered in isolation. Services over copper compete with those over fibre for investment as well as end-user subscriptions, both within the same organisation and between competitors. Regulations applied to copper access networks will influence take-up of fibre services in the same market and vice versa.

DotEcon was commissioned by the FTTH Council Europe to examine how regulatory measures can encourage investment in fibre access networks, looking at how the existing regulatory framework might be better applied, as well as potential new solutions. The results of the study were presented in a recent webinar. DotEcon warns that focusing too hard on promoting retail competition over fibre networks, assuming they are *already in place*, runs the risk of discouraging the investment needed to turn this assumption into reality.

[Watch the webinar replay](#) >

[Download the webinar presentation](#) (PDF) >

[Download the final report](#) (PDF) >

Webinar on ‘Marketing Fibre to the Global Consumer’

In a free FTTH Council Europe webinar on 20 November, SNL Kagan presented success stories of marketing strategies and tactics employed by FTTH operators. They analysed how multinational telecoms operators promote fibre-optic broadband services to consumers in their local and global markets, and how this affects subscriber acquisition and revenues. Findings based around case studies of three multinational telcos, namely France Telecom-Orange, Telefónica, and TeliaSonera, are available for download here.

[Download the webinar presentation](#) (PDF) >

CEO interview: Michel Riva, CEO of Reichle & De-Massari

This month, we talked to Michel Riva, CEO of Reichle & De-Massari (R&M), a Swiss company specialising in connectivity and cable products. With its firm belief that fibre is the future, R&M is directing the majority of its R&D budget towards FTTH products. Riva talks about his experiences of FTTH deployment in the contrasting markets of the Middle East and Switzerland.

[Read the interview with Michel Riva](#) (PDF) >

The FTTH Award: Nominate your fibre heroes!

The FTTH Council Europe Award is a prestigious award that recognizes outstanding contributions to the adoption of FTTH in Europe. The winners of the award will be presented in a plenary session at the FTTH Conference 2013 on 21 February 2013. The award has two categories:

- **Individual Award:** This award honours an individual person for his/her special efforts to make FTTH happen in Europe. This could be a manager within an operator company who made a clear decision for FTTH, a technician who implemented a favourable solution for FTTH, a decision maker/politician who created a positive environment for FTTH or any other person who supported the roll-out of FTTH in Europe on an individual basis.
- **Operators Award:** This award is given to a European operator that has made a positive decision to adopt FTTH in their network. The selection of the winner will not only be done on the size of the network or the amount of investment. Specific aspects like the economic, political and competitive environment and the enthusiasm for FTTH will be taken into account as well.

[Submit a nomination](#) >

Deadline for nominations is 30 November 2012.

The winners will be revealed at the FTTH Conference 2013, which takes place on 19 – 21 February 2013 at the ExCeL exhibition centre in London. We hope you will join us! FTTH Council Europe member employees qualify for a promotional rate – contact info@ftthcouncil.eu for details.

REGISTER NOW

We look forward to seeing you in February!

Newsbeat

[MEP Hökmark wants Gigabit targets for Europe](#) (speech at FTTH Council Europe workshop)

[KPN ups Reggefiber stake to 51%](#)

[Google Fiber installations kick off today](#)

[Finland: Plan for universal 100Mbps service by 2015 on track](#)

[Swisscom testet in Flerden neue Glasfaser-Technologie](#) (in German)

Upcoming Events

The FTTH Council Europe will be speaking or exhibiting at the following events:

26 November [Cologne IT Summit 2012](#) in Cologne, Germany

26 – 28 November [ECTA Regulatory Conference 2012](#) in Brussels, Belgium

28 November telegraphen_lounge (Deutsche Telekom) in Berlin, Germany

12 – 13 December [FTTH MENA Conference 2012](#) in Doha, Qatar

19 – 21 February 2013 [FTTH Conference 2013](#) in London, UK

Join our social media communities

Be first to find out about the latest developments at the FTTH Council Europe by joining our active social media communities. We have more than 2,700 members in our LinkedIn Group, nearly 1200 followers on Twitter and 489 “likes” on Facebook – so you’ll be in great company!



About Us

The FTTH Council Europe is an industry organisation with a mission to accelerate the availability of fibre-based, ultra-high-speed access networks to consumers and businesses. The Council promotes this technology because it will deliver a flow of new services that enhance the quality of life, contribute to a better environment and increase economic competitiveness. The FTTH Council Europe consists of more than 150 member companies. www.ftthcouncil.eu

For general matters, please contact our Secretariat on info@ftthcouncil.eu.

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