

## FIBRE HORIZONS

### A newsletter of the FTTH Council Europe

#### Vol. 3, Issue 7 – September 2012

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.

We have reached more than 5,000 readers this month. Thank you for your fidelity!

#### Did You Hear?



“It is no longer a question whether to invest in FTTH or not. Instead the questions are how to capture the maximum benefit for the greatest number of people and how to optimise the invested capital.”

*Karin Ahl, President of the FTTH Council Europe*

#### In the Spotlight

##### Funding Europe's €202 billion fibre upgrade

Data collected by the FTTH Council Europe shows that over the past five years about 5 million new fibre (FTTH/B) connections have been activated and 26 million homes passed. To meet the targets outlined in the Digital Agenda for Europe, at least 1.2 million homes would need to be connected **every month**. Clearly, Europe needs a new approach to the deployment of high-speed broadband. The current approach is too slow.

Is lack of capital the problem? According to research undertaken by analysts at Ventura Team and Portland Advisers on behalf of the Council: Apparently not. Stefan Stanislawski and Jacek Krauze have calculated that there is a potential €230 billion of investment available over the next eight years and this supply of capital “could easily expand if the right deals are available”. The senior debt and private equity markets would like to invest in telecoms; the problem is that they are not finding suitable deals.

Ventura Team and Portland Advisers then set out to investigate how Europe could fund a “fibre switchover” – a joint programme between government and industry to modernise Europe's access network by replacing all copper pairs with optical fibre. They decided to design – and market test – a business structure that would encourage the financial sector to invest in FTTH. Regulatory incentives and smarter government interventions would also be key.

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

[View the webinar replay](#) >

## **I want Fibre... and I want it NOW!**

Tired of your Internet connection? Want Fibre to the Home? Like "I want fibre" page on Facebook and tell us why it's cool!!

Post photos of yourself, family, colleagues, friends, your kids and their friends, alone or in a group, with clear "I want fibre" message (wearing home-made T-shirts, hats, holding signs, posters, etc). The best ones will be used as profile pictures.

[www.facebook.com/pages/I-want-fibre/174248502650699](http://www.facebook.com/pages/I-want-fibre/174248502650699)

We particularly welcome contributions from teenagers!

## **FTTH Council Europe meets Vice President Neelie Kroes**

On 13 September the President of the FTTH Council Europe, Karin Ahl, and the Director General, Hartwig Tauber, met with European Commission Vice President Neelie Kroes to discuss the latest developments on the Next Generation Access broadband market.

Karin Ahl reemphasized the support of FTTH Council Europe for Vice President Kroes efforts to drive forward the Digital Agenda. The FTTH Council Europe has the clear position that the 100 Mbit/s broadband targets in the Digital Agenda should not be weakened. On the contrary, it will be even necessary to further investigate the definition of upload targets and Quality of Service parameters.

Transparency and clear communication towards the end user was another topic that was discussed during the meeting. Today, many broadband products only deliver a fraction of the speed that was used to market them to the end user.

Finally, FTTH Council Europe also confirmed the continuous support to ensure that the 9.2 billion euro budget proposal for CEF is defended against the strong demands from the street- and railway-infrastructure lobby.

## **CEO interviews: Paul Schwartz of Icotera, and Arūnas Šikšta of TEO**

Two new CEO interviews have been published since the previous edition of FIBRE HORIZONS.

For August, the subject of the CEO interview was Paul Schwartz, member of the board at the FTTH Council Europe and CEO of ICOTERA, a Danish company that supplies home gateway products for the FTTH market. The Nordic countries are historical leaders in fibre access networks; Schwartz offers his insights into why this is so. Schwartz also talks about the importance of ubiquitous broadband access, the need for consumer education, and looks at some key bandwidth drivers for FTTH in the future.

[Read the interview with Paul Schwartz >](#)

In September, we interviewed Arūnas Šikšta, CEO of the Lithuanian incumbent TEO. In 2007, TEO made a strategic decision not to upgrade DSL technology, but to jump straight in and deploy a fibre-optic access network. The result: Lithuania has become the European leader in terms of FTTH

penetration, and expects to have reached at least 80% of the country's homes by the end of 2012.

[Read the interview with Arūnas Šikšta](#) >

## Registration is now open for FTTH Conference 2013!

Join us for the 10<sup>th</sup> anniversary edition of the annual FTTH Conference, the world's largest event dedicated to Fibre-to-the-Home, to be held on 19-21 February 2013 at the ExCeL exhibition centre in London.

To register, simply click the big orange button below. FTTH Council Europe member employees qualify for a promotional rate – contact the secretariat for details on [info@ftthcouncil.eu](mailto:info@ftthcouncil.eu).

**REGISTER NOW**

Every year, the Council makes a €3 “green” donation for each paying attendee to a local environmental charity. The recipient will be The Carbon Trust, an organisation devoted to helping the public sector and businesses move towards a sustainable, low-carbon economy.

We look forward to seeing you in February!

## Newsbeat

[Jersey Telecom passes milestone of 1000 sign-ups](#)

[Free gets €130M from EIB for FTTH deployment](#) (in French)

[NBN Co warns Turnbull broadband policy may cost more](#)

[Israeli operator Bezeq to deploy multibillion shekel fiber-optic network](#)

[180 out of 202 fiberhoods qualify for Google Fiber](#)

## Find information fast with new web search tools

The resources section of the FTTH Council Europe website contains a wealth of useful information, but the sheer number of new articles was making it difficult to navigate. Responding to feedback from online visitors, we have updated the search tool to makes it easier to find the article you want. Now you can search for articles using any combination of category, topic and language.

[Try it for yourself](#) >

## Upcoming Events

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

23 - 27 September: [FTTH Conference & Expo](#) in Dallas, Texas

24 - 26 September: [FTTx – Glasfaserausbau EVU](#) in Berlin, Germany

8 -11 October: [Open Days: 10th European Week of Regions & Cities](#) in Brussels, Belgium

**Visit our World of Applications dome located in front of the Brussels Parliament, on the esplanade!**

8 - 9 October: [NextGen 12](#) in London, UK

8 - 11 October: [Futurecom](#) in Rio de Janeiro, Brazil

16 - 18 October: [Broadband World Forum 2012](#) in Amsterdam, Netherlands

17 - 19 October: [EEBC 2012](#) in Kyiv, Ukraine

22 – 24 October: [SE Internetdagarna](#) in Stockholm, Sweden

23 - 25 October: [Premier congrès francophone des applications des fibres optiques](#) in Paris, France

## **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 about 2,475 members in our LinkedIn Group, more than 1070 followers on Twitter and over 400 “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](http://www.ftthcouncil.eu)

For general matters, please contact our Secretariat on [info@ftthcouncil.eu](mailto:info@ftthcouncil.eu).

The press contact is Nadia Babaali, Communications Director, [nadia.babaali@ftthcouncil.eu](mailto:nadia.babaali@ftthcouncil.eu).

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