

## FIBRE HORIZONS - A newsletter of the FTTH Council Europe Vol. 4, Issue 3 - 26 March 2013

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?



*"The EU 2020 targets are [already] out of date and we need to do something more if we want to be in the lead. We need to think gigabits instead of megabits."*

*Gunnar Hökmark MEP,  
speaking at the FTTH Conference 2013 in London*

### In the Spotlight FTTH in real estate markets

Fibre to the home (FTTH) is a natural fit for new housing developments: fibre-optic cable is less expensive than copper and has the ability to scale to meet future bandwidth demands. So why aren't more real estate developers and housing owners getting involved in the FTTH scene? To help answer this question, the FTTH Council Europe commissioned Diffraction Analysis to study the positive effects of FTTH on housing projects.

In this survey, landlords said that providing FTTH made their accommodation more attractive, meaning there were fewer voids between tenants, and higher income. In social housing, the take-up rates for fibre-based access services could reach 50% in one year, which is quite a bit higher than in the private market. Building owners also used the network to improve efficiency, using electronic services to replace letters in landlord-tenant interactions, and to control the heating and security systems. "It is good that everyone is extremely positive in these collaborations," said Benoît Felten, CEO, Diffraction Analysis, and author of the report. "The challenge is to drive the message further out."

Legal obligation could be a useful tool to encourage FTTH deployment. However, at present only a minority of European countries have legal obligations in place requiring FTTH in Greenfield housing developments, says Felten. Just 14% of European countries mandate provision of optical fibres in new housing, 23% mandate the provision of ducts, and the rest - 63% - have no provision at all.

To find out more about FTTH in real-estate projects, join us for a webinar on 18 April (see details below).

Download the [Positive Effects of FTTH for Real Estate](#) presentation (PDF) >

### Webinar: Positive Effects of FTTH for Real Estate Projects

11:00 - 12:00 am CET, 18 April 2013

The benefits of FTTH/B deployment for real estate players has long been theorised, but this study is the first time that players in the real estate field (housing companies, developers, and utility providers) have been interviewed to understand exactly how they perceive FTTH/B and the benefits they may have derived from it. This study will present the economic models for real estate businesses, the benefits real estate players see in deploying FTTH/B in their properties and the role of regulation models in accelerating deployment in new properties.

**REGISTER NOW**

Previous webinar is available to replay:

\* [14 March 2013, FTTH Market in Europe](#). Speaker: Roland Montagne, IDATE.

Upcoming webinars include:

\* 23 April 2013, German Cost Model. Speakers: Raf Meersman, Comsof & Patrick Jung, Greenwich Consulting. Register free of charge on <https://www2.gotomeeting.com/register/415202290>

\* 21 May 2013, FTTH Market Forecast 2017. Speaker: Graham Finnie, Heavy Reading.

\* 6 June 2013, Mobile Backhaul Study. Speaker: Roland Montagne, IDATE.

## CEO Interview: Werner De Wolf, TE Connectivity

With operations in all four corners of the world, TE Connectivity has a unique perspective on the global trends in the access network as well as the local factors influencing the roll out of fibre technology. In this month's CEO interview, Werner de Wolf, vice-president and general manager for the Europe, Middle East and Africa region, talks about the value of local knowledge when rolling out FTTH networks and the importance of registering the location of your infrastructure assets.

[Read the CEO interview with Werner De Wolf \(PDF\)](#) >

## Download our Annual Report 2012-2013

The Annual Report of the FTTH Council Europe contains a summary of all our key findings about FTTH over the last year.

[Download the Annual Report \(PDF\)](#) >

## FTTH Conference 2013: Wrap-Up Video Clip



[Watch the clip on YouTube](#) >

## Save the Date! FTTH Conference 2014

Following a highly successful conference in London last month, we are already thinking ahead to next year's event. The next edition of the FTTH Conference will be 18-20 February 2014 in Stockholm, Sweden. Save the date in your diary!

[Margareta Björk, Mayor of Stockholm, issues open invitation \(PDF\)](#) >

## Newsbeat

[Requiring Telephone Companies to Keep Old Copper Networks in Place Will Slow Fiber Upgrades](#)

[Vodafone, Orange to co-invest in Spanish FTTH network](#)

[Glasfaserfirma Sacoin ist gerettet \(Glass fibre company Sacoin is saved\) \(in German\)](#)

[BT's broadband expansion to create 1000 new jobs](#)

[The FTTH Council Europe welcomes French ultra-fast broadband infrastructure investment plan](#)

## Upcoming events

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

17 - 18 April: [BREKO Breitbandmesse 2013](#) in Berlin, Germany

17 - 18 April: [Cabletech 2013](#) in Spielberg, Austria

23 - 25 April: [Fiberweek 2013](#) in Supetar, Brac, Croatia

25 April: [JET Seminar - 'Broadband Quality or Coverage?'](#) 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 3,110 members in our LinkedIn Group, nearly 1,455 followers on Twitter and 700 "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)

This newsletter is sent to members and subscribers who have registered on our web site. Feel free to forward to colleagues and friends.

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