

FIBRE HORIZONS - A newsletter of the FTTH Council Europe

Vol. 4, Issue 7 - 30 September 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?



"Wireless can provide competition, but spectrum availability will always impose limits that are not a constraint for fibre."

From the "Executive Summary", in OECD Communications Outlook 2013, OECD Publishing http://dx.doi.org/10.1787/comms_outlook-2013-2-en

In the Spotlight

How can we fund FTTH?

The FTTH Council Europe has calculated that the cost of meeting Digital Agenda targets using FTTH is about €202 billion. But where will this money come from? We cannot rely on the telecoms sector or lenders to the telecoms sector, says Thomas Langer, Finance Consultant to the FTTH Council Europe. Having invested heavily in mobile spectrum and expansion into overseas markets, many operators do not have the resources or appetite to make the financial commitment to FTTH. Instead, operators often "cherry pick" what they perceive to be the most profitable customers, usually in urban areas, leaving considerable gaps in high-speed broadband coverage elsewhere.

Governments in Europe would like to bridge those gaps, but funding is hard to find in a recession. Nor can governments rely on major financial incentives from the European Commission. Drastic budget cuts virtually eliminated the digital element of the Connecting Europe Facility, which was originally intended to finance projects in Europe's energy, transport and digital networks. It is now clear to national governments that they will have to stimulate the necessary investment themselves using the limited tools at their disposal, including national broadband strategies and telecoms regulation. That's going to be a challenge.

Discussions with the financial community at our "Investors Day" seminars indicate that the infrastructure sector could provide an alternative source of finance for FTTH. However, infrastructure investors will require infrastructure business models, similar to those found in the transport (railway) and energy sectors. In these models, an independent infrastructure company owns the asset, and then sells capacity on the asset to anyone that wants it, enabling competition at the services level. "If we can establish such a business model [for FTTH] then I am absolutely convinced it is bankable," says Langer. A separated business model has been successfully adopted in New Zealand. European policy makers should give it serious consideration.

Interested in learning more about new business and financial models for FTTH? Then come to our Brussels Investors Day on 2 October.

REGISTER NOW

Webinar: Building, operating and financing the world's largest open passive fibre network

Wednesday 16 October 2013 - 11:00 to 12:00 CET

How do you build a successful, publicly owned fibre network, financed entirely without taxpayers' money? This webinar describes the approach taken in Stockholm with its publicly owned fibre provider Stokab. Over the past six years, Stokab has turned its attention to FTTH, which now passes 90% of households in the City of Stockholm. Anders Broberg, Stokab's Head of Communications, will describe the history and challenges of the company, and its impact on the Stockholm region.

REGISTER NOW

Previous webinars are available to replay on Vimeo:

*10 September: [FTTH Basics - Architecture, Topology and Technology](#) by D&O Committee

*21 May: [European FTTH Forecast, 2012-2017 - Behind the Numbers](#) by Heavy Reading

*23 April: [The FTTH Cost model applied to Germany](#) by Comsof & al.

Past webinars and presentations can be accessed through the "Resources" section of our website: www.ftthcouncil.eu/resources?category_id=10

The next webinar, focusing on **National Fibre Strategies** will take place on **12 November**. Watch our website homepage for registration details.

Live Talk Show: FTTH Conference Preview

Monday, 21 October 2013 - 15:00 CET

A new show will provide a taste of what's coming up at the FTTH Conference 2014, to be held on 18 - 20 February 2014, at the Stockholmsmässan in Stockholm, Sweden.

Coming live from Stockholm on Monday 21 October, the talk show will feature influential people from the Swedish digital industry. Mats Sjödin, editor-in-chief at Telekomnyheterna, will be your host as he investigates the secrets of innovation in the Internet era.

Guests will include Internet pioneer Patrik Fältström, who is well known for his work with the IETF (Internet Engineering Task Force), an international organisation that coordinates the technical development of the Internet; and telecoms entrepreneur and consultant Mikael Sandberg, who was instrumental in building Bostream, a pure broadband operator in the early days of the Internet.

You can watch the Live Talk Show on our website www.tv.ftthcouncil.eu at the scheduled time. Want to pose a question to our guests? Sign up on the website or use the Twitter hashtag [#ftthtalk](#).

For more information and to register for the FTTH Conference 2014, visit www.ftthconference.eu

FTTH Case Study: Hyperoptic

Hyperoptic has found a gap in the market, or should we say a gaping hole? The start-up operator is bringing gigabit broadband to apartment blocks in London - speeds 100 times faster than the national average. The company works directly with building owners and management companies to install optical fibre into large property developments that have been overlooked by other operators.

[Read the Hyperoptic case study \(PDF\)](#) >

CEO Interview: Federico Guillén, Alcatel-Lucent

Federico Guillén is president of the fixed networks division of equipment manufacturer Alcatel-Lucent. He talked to us about the massive Chinese investment in FTTH, whether Europe's policy makers are doing enough to support the roll out of FTTH in Europe, and how both mobile devices and wireless networks are drivers of bandwidth consumption on fixed networks.

[Read the interview \(PDF\) >](#)

Reminder: Gimme Fibre Day

Monday, 4 November 2013

On November 4th, the five FTTH Councils will celebrate the inaugural "Gimme Fibre Day", an annual event created to showcase how fibre has positively impacted communities across the world. The date for this annual celebration was selected because it corresponds with the birthday of the man who changed the way the world communicates, Sir Charles K. Kao. The programme of our activities and the activities of our European partners will soon be available on our website. Watch this space!

Want to organise an event on Gimme Fibre Day? Just let us know what you are doing and we will post it on the programme.

Newsbeat

[Home broadband speed Impacts household income](#)

[Five Common FTTH Myths Debunked](#)

[Keeping Up With Google Fiber](#)

[Swisscom FTTx plans include 1-Gbps services](#)

[Norway's Bayonette debuts 1Gbps FTTH and free fibre, promises network extension](#)

[Orange, Vodafone bring Spanish FTTH launch forward](#)

Upcoming events

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

30 Sept - 2 October: [FTTH 2013 Conference and Expo](#) in Tampa, Florida, US

1 - 2 October: [Bredbandsbaten 2013](#) (SSNf) in Birka, Sweden

2 October: [FTTH Investors Day Brussels](#) in Brussels, Belgium

14 - 15 October: [NextGen 13](#) in London, UK

22 - 24 October: [Broadband World Forum 2013](#) in Amsterdam, The Netherlands

23 - 25 October: [EEBC 2013](#) in Kiev, Ukraine

23 - 25 October: [EUTC 2013](#) in Amsterdam, The Netherlands

24 October: [Fiberday 2013](#) in Vienna, Austria

29 - 30 October: [FTTH Africa Conference 2013](#) in Maropeng, South Africa

30 October: [eSociety Digital Agenda Congres](#) in Eindhoven, The Netherlands

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 3,700 members in our LinkedIn Group, 1,720 followers on Twitter and 870 "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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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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