



FTTH Council Europe

Annual Report April 2009 – April 2010



Fibre to the Home
Council Europe

www.ftthcouncil.eu

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Who we are

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 enhances the quality of life, contributes to a better environment and increased economic competitiveness.

The FTTH Council Europe consists of more than 130 member companies.

Some highlights:

- This past year has seen a new FTTH Handbook and FTTH Business Guide, respectively offering guidance on how to deploy fibre access projects successfully and providing a framework for new entrants in the FTTH space.
- The global spread of the FTTH message continues, with the founding of a Middle East Group, which had its first conference in Amman in Jordan.
- A record 2,600 delegates were gathered at our annual conference in Lisbon.
- The research unveiled at this event included our Market Panorama and Market Forecast studies, and a socio-economic benefits report.
- We announced the first ever winners of our Innovation Awards, given to true pioneers in fibre access deployment.
- On the regulatory front, the Council has been involved with a number of European Commission public consultations.



Karel Helsen



Hartwig Tauber

“FTTH is the one and only clear choice to replace alternative fixed access technologies.”

A word from **Karel Helsen** President, FTTH Council Europe and **Hartwig Tauber** Director General, FTTH Council Europe

The FTTH Council Europe has been very active in the last year to fulfil its mission to accelerate the deployment of Fibre to the Home in Europe by promotion and education. This publication gives an overview of our activities and provides a summary for everyone who is interested in Fibre to the Home. Every single one of our activities in the last year has helped to reinforce the message that FTTH is more than just a way of connecting people to the Internet. It is about social benefits of all sorts, about improving lives, strengthening communities, improving education, distributing healthcare and enhancing employment prospects. Fibre to the Home is the clear choice

to replace alternative fixed access technologies. If you are reading this publication this signifies that you are actively interested in the future of FTTH in one capacity or another. We would like to take the chance to thank you personally for your support for what we believe is the ultimate, future-proof broadband solution that truly has the power to change lives. Please keep in mind that the FTTH Council Europe is here to answer any questions you may have concerning fibre access.

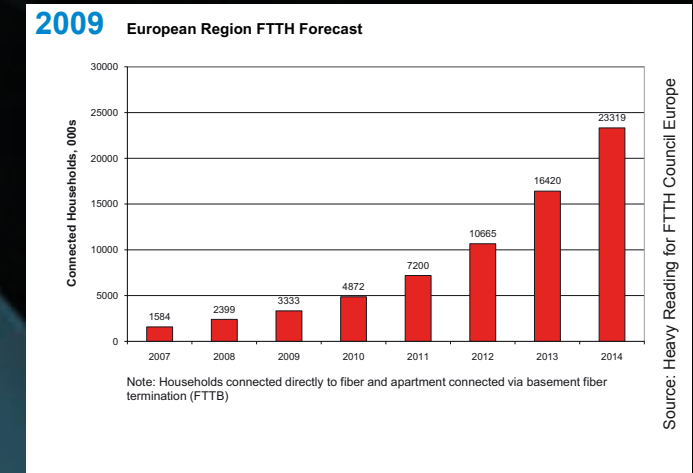
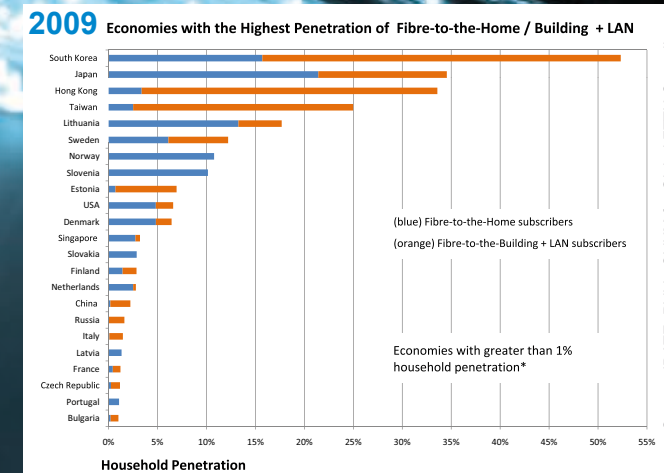
FINDINGS

Looking ahead

Analyst firm Heavy Reading has produced the FTTH Worldwide Market & Technology Forecast, a comprehensive global view of the world's transition to FTTH. It looks both at the current state of broadband markets, and the future shape of demand.

Looking around Europe, it seems that the recession hasn't affected the appetite of consumers for high bandwidth applications like HDTV and video over the Internet.

The forecast shows that Europe's economic recovery has been quicker than expected, making future prospects for fibre access adoption look good.



“Looking around Europe, it seems that the recession hasn't affected the appetite of consumers for high bandwidth applications over the Internet”

Europe in the slow lane?

Of all the findings unveiled at this year's FTTH Conference, held in Lisbon on February 24 and 25, the most eagerly awaited and hotly debated was the FTTH Global Ranking, showing which countries are leading in the penetration of fibre access.

Fibre around the world
The Global FTTH Ranking showed that, on a worldwide scale, six million new fibre access subscribers were added just in the second half of 2009. South Korea, number one in the Global Ranking of FTTH/B economies, is the first country in the world where more than

50% of households are using FTTH/B connections.

The top five global economies in terms of the total number of subscribers - namely Japan, China, South Korea, USA and Taiwan - represent between them more than 90% of all FTTH/B sub-

scribers in the Ranking. They also have in common that they are the only countries in the Global Ranking with more than one million households connected to FTTH/B.

“We welcome the latest update of the Global Ranking with mixed feelings,” commented FTTH Council Europe President Karel Helsen. “On one hand, we are happy to see several new aggressive European fibre nations in the Ranking such as Lithuania, Portugal, Bulgaria and Czech Republic, and of course France, one of the European G-20 states. On the other hand, the

new Global Ranking clearly shows that the European Union, taken as a whole, continues to lag behind the leading non-EMEA countries.”

European progress

The European Ranking, part of the FTTH Council Europe's Market Panorama study commissioned by its Market Intelligence Committee and carried out by research firm IDATE, shows the percentage of homes and businesses in each country that receive broadband services over direct fibre connections to homes or buildings.

The Nordic countries remain the paragons of European fibre access adoption, with Eastern Europe also making a strong showing. Sweden, Norway and Slovenia remain in the top five, but have been dramatically overtaken by Lithuania, which assumes the number one position with 18% FTTH penetration. All four of these countries now have penetration rates greater than 10%.

France and Portugal broke into the Ranking for the first time, helped by strong deployment of fibre infrastructure as well as marketing efforts to engage subscribers.

Overall, Europe has reached 2.5 million subscribers, 3.5 million includ-

ing Russia. With the majority of subscribers concentrated in seven countries, there are clear lines between the leaders and the laggards. Neither the UK nor Germany make the listing, both falling short of the 1% penetration needed to register.

Hartwig Tauber, Director General of the FTTH Council Europe, said that he is thrilled to see so many Eastern European countries adopting fibre access so quickly: “Just look at Lithuania, which leads the ranking this year. A lot of people have been connected there in the last two years. It's interesting to see how Eastern European countries are in fact overtaking some of the more developed economies in their use of fibre.”

Tauber was also impressed that Portugal, home to this year's FTTH Conference, has achieved so much in the last year: “Portuguese operators are working hard in what has become a dynamic market,” he said.

Where next?

“Fibre to the Home is essential”, says Karel Helsen. “Wherever installed, it produces an influx of companies into the region creating jobs, and key education and health services are more easily delivered to remote areas. Fibre access results in additional economic growth.”



Fibre is useful in that it helps service providers to hold their market position, and even gain share.

- Pyramid Research -

tant area of pricing, the FTTH Council Europe commissioned consulting firm Pyramid Research to conduct an analysis of the pricing strategies of a group of operators worldwide.

"We were able to see that generally FTTH is not priced as a standalone service, but as part of a package," said Ozgur Aytar, Senior Analyst with Pyramid. "The lowest prices we found are in Asia Pacific and Russia, and the highest in the US, the UAE and Norway."

"Fibre is useful in that it helps service providers to hold their market position, and even gain share," she said. "It offers them higher ARPU than average broadband, and higher loyalty rates. But to really repay the investment in a fibre access network, service providers need to look at multi-play and an abundance of value added services."

Taking the show to the investors

The FTTH Council Europe last year organised its first investors' event, where the advantages and development potential of fibre access were demonstrated to an investment community audience in Frankfurt.

Throughout the day, several investment firms had one-to-one meetings with FTTH Council Europe representatives Hartwig Tauber, its Director General, and Karel Helsen, President. The sessions focussed on the market development of FTTH in Europe and the business case for fibre rollout.

Investor feedback from the event was extremely positive, with acknowledgment that fibre access could herald the next wave of growth in high technology telecommunications. Many investors agreed that investing in FTTH deployment is a low risk and secure long-term investment.

Some investors even expressed concern that if telecom operators fall behind the curve on fibre access deployment, the delay in investing in FTTH technology could lead to their loss of market share. While competitive market players continue to roll out fibre access and connect an increasing number of consumers to their next generation networks, it is important that incumbents recognise the threat to their business.

Based on the feedback of the participating investors, the Council now plans to organise further events in different countries.

What about business?

The FTTH Council Europe's Business Committee's highest priority is to look at what makes a good business case for FTTH and at the economics of FTTH including deployment and network operating costs.

First FTTH Business Guide

Not all of the organisations deploying or considering a deployment of FTTH are from a traditional telco background, and, as a consequence, many have a knowledge gap. The FTTH Business Guide, which is available as a **free download** from the FTTH Council Europe website, is all about filling that gap, helping or-

ganisations to develop a sound business case for FTTH and so be able to move forward with plans more quickly, avoiding costly mistakes.

"The FTTH Business Guide is there to show the road to profitability," says Albert Grooten, Chair of the Business Committee. "It demonstrates why fibre

FTTH Business Guide

Helping you to develop the business case for fibre-to-the-home

Version 1.1 11 March 2010



benefits consumers, service providers and the wider community. The guide is an important read for all those investing in fibre or just needing to understand more clearly what fibre means."

Investigating stimulus packages

As part of its ambitious programme of research over the last year, the Council looked into the success of FTTH stimulus packages around the world.

The Council looked at current trends and key drivers of stimulus packages and also at how well historical stimulus packages had done in meeting their goals.

Some 33 active FTTH stimulus packages were examined globally, across

18 countries. Brand new national-level broadband investment packages were identified in 10 countries in 2009, compared with only 2 in 2008.

The largest national FTTH stimulus packages currently underway are in Australia (Euro26.8bn) and South Korea (Euro19.8bn).

In many cases, governments also look for private-sector investment participation in projects, in order to supplement public investment or provide a commercial vehicle.

Pricing for success

A key constituent of any commercially successful FTTH deployment is an appropriate strategy for the pricing of services. To learn more about the all-impor-



Adding up the **benefits**

Much of the FTTH Council Europe's work over the past year has involved stressing the socio-economic benefits that fibre access delivers wherever it goes.

From the setting up of our Sustainable Development Committee (SUDEFIB) to provide information about the environmental sustainability of Fibre to the Home, through to the commissioning of a number of research projects detailing the upside of fibre access by our Market Intelligence Committee, the message has been loud and clear. FTTH contributes to a better environment, increases economic competitiveness, and enables

many new applications that can enhance the quality of life. It is shaping up to be the foundation of the new digital society, bringing economic prosperity and a multitude of business, social and entertainment opportunities to its users. And of course advantages for the end-user translate into benefits for the FTTH service provider, because they help to attract and retain customers, and increase revenue opportunities.

Mapping the FTTH ecosystem

To better understand what the arrival of fibre access really means to a community, the Council commissioned the FTTH Benefit Compendium, a new study jointly carried out by research firms IDATE and Yankee Group.

The study sets out to map the FTTH ecosystem and look at all the benefits of FTTH from various different perspectives. The interests of homeowners and landlords, local authorities and utilities, ISPs and network service providers were all considered. Parties involved

ly-driven organisations realising that socio-economic benefits can come with a financial upside, perhaps through winning public funding, or signing up a healthcare provider as a core customer. "The idea was in part to establish what inhibitors might be out there in the form of people blocking the way to Fibre to the Home because they don't understand what is to be gained from it," says Benoît Felten, Principal Analyst with Yankee Group. Roland Montagne, Head of IDATE's Broadband Practice and co-author of the Compendium, says that the range of interested stakeholders in FTTH is growing wider and wider: "Google used not to care much about the merits of one access technology over another," he says. "But now it is realising that all the FTTH users around the world add up to a significant group, needing to be addressed as such."

Changing lives, supporting communities

A further study of FTTH's socio-economic benefits was commissioned by the Council, and carried out by analyst firm Yankee Group.

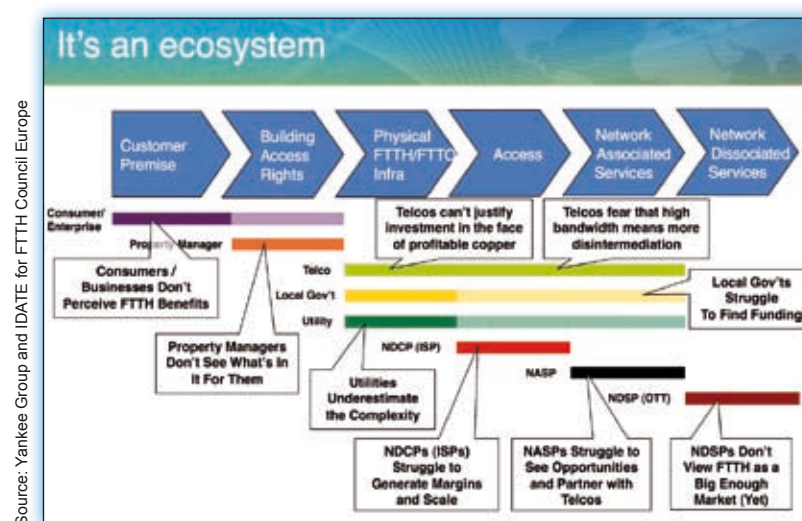
It included a study of Bulgarian Internet use which found that while the country's broadband still lags behind the rest of Europe, growth has been both extremely fast and largely centred around fibre to the building (FTTB) projects. Around 30% of all Bulgarian Internet access is now over FTTB.

The Yankee Group study shows that FTTB beneficiaries are significantly more satisfied with their Internet service than users of other access methods.

"Bulgarian FTTB users rate their satisfaction levels significantly higher than non-FTTB users, taking into account factors like health, social life and overall quality of life," says Felten. "FTTB connectivity appears to be encouraging working from home, even going as far as to influence the Bulgarians' choice of residence."

Spreading the word

"It is now time to build on the Council's findings on the socio-economic dividend of fibre access with concrete action", says Frank Beyrodt, Chair of the Council's Network & Service Revenues Committee, which worked with IDATE and Yankee Group on the Benefit Compendium. "The next step is how to use the findings to communicate the right message to the marketplace," he said. "We need to look not just at telcos and consumers, but other players too like landlords and house owners, and organisations like Skype and Google who are not part of our existing environment. There is an increased consciousness about the potential of fibre access, the additional business opportunities it represents and the new client bases it can reach. It impacts lives in all possible ways. Eagerness and ambition is there, the next step is action."



in FTTH deployment, concludes the report, need to expand their worldview beyond the relationship between customer and service provider to all the players in the ecosystem in order for the full dividend of fibre access to be understood.

The widespread social, environmental and economic benefits of FTTH are already tangible in countries that have adopted it over the past decade, such as Sweden. Such benefits represent a compelling argument for fibre in their own right, and may lead to commercial-



Innovate for success

At the very heart of the FTTH Council Europe’s mission is encouraging and rewarding innovation in the deployment of fibre access networks. In the last year this encouragement has taken many forms – publications, webinars and the first ever FTTH Innovation Awards.

Understanding FTTH

When it was launched in 2007, the FTTH Handbook was all about helping network operators understand the options available for the deployment of optical fibre infrastructure. In 2008, the Handbook was expanded to include current and fu-

ture developments in active equipment for FTTH networks, including both passive optical network and active Ethernet solutions. For the third edition, produced in 2009, the entire document was updated with extensive new sections added on FTTH network testing, including



qualifying networks during construction, service activation and troubleshooting. The result is a comprehensive source of information about the methods and equipment for deploying and operating both the passive infrastructure and the active electronic equipment in an FTTH network. The Handbook remains true to its original purpose – to provide straightforward and impartial information on the range of available options for building and operating an FTTH network. “The FTTH Handbook, available as **free download** on our website, explains everything you need to know about implementing an FTTH network – such as the best technologies to use,” says Eric Festraets, Chair of the FTTH Council Europe Deployment & Operations Committee, which oversees the publication’s development. “The FTTH Handbook is

one of our top downloads, with interest from service providers, investors and local municipalities.”

Rewarding innovators

The FTTH Council Europe likes to recognise innovative contributions to the world of fibre access, and so last year instituted the first ever FTTH Innovation Awards. The Awards are given to acknowledge the most innovative projects in the FTTH field, from companies, research institutes and other organisations, in the following categories:

- **Deployment & Operations**
- **Technical & Technological Innovations**
- **Marketing & Business**

The Awards were judged by an independent panel of analyst experts in a blind selection process, and the win-

ners announced at the Council’s annual conference in Lisbon in February 2010 were:

- **Swisscom** (Deployment & Operations) for their FTTH robot
- **Alcatel-Lucent** (Technical & Technological Innovations) for their 10G GPON + LTE prototype
- **Cap Digital** (Marketing & Business) for their broadband test bed

A popular stream of webinars

The Internet is of course the most favoured way of dispensing important information these days, so it is no wonder that our programme of webinars has been so popular over the last year. Our webinar on ‘FTTH Network Physical Layer Testing’, looked at the different tools needed for different FTTH topologies. There was another titled ‘Software Tools for FTTH Roll-outs’, which demonstrated how to save time on concept modelling, design, project management, engineering, network registration and maintenance. Another dealt with ‘Best Practices on In-building Fiberisation’, covering issues like sending the required number of optical fibres to each premise of a building.



Making the rules

The role of national regulators in the development of FTTH networks is plainly central. For this reason it is the duty of the FTTH Council Europe to leverage its influence with regulators, and with other bodies such as the European Union, to bring about a regulatory climate that is favourable to fibre access.

A central role

The last year has seen much activity in the area of regulation. The Council has been involved with a number of public consultations in tandem with the European Commission, including one on NGA recommendations that is currently in its final stages. The European Union's 2020

vision for getting economic growth on the continent back on track over the next 10 years has an important ICT element that the Council has also been part of shaping. The EU2020 document is a digital agenda for Europe, all about delivering sustainable economic and social benefits based on ultra fast Internet access.

All Europeans, it has been resolved, should have access to high speed Internet services by 2013, which means fibre deep access must take centre stage in developments. As a result of FTTH Council Europe's and other organisations' recommendations, the European Commission has now acknowledged the role of regulators and the need for public sector intervention in bringing high speed broadband to rural areas. But Europe's regulatory framework as regards broadband is still a work in progress. The business case for fibre in Europe is highly sensitive to telecoms regulation, yet European and national regulatory strategies for broadband and FTTH are still developing.

Some of Europe's bigger economies are in the slow lane - perhaps waiting for clear regulatory guidance. At least now there is an EU recommendation on the way that many regulators are waiting for so that they can turn an EU-wide framework into policy.



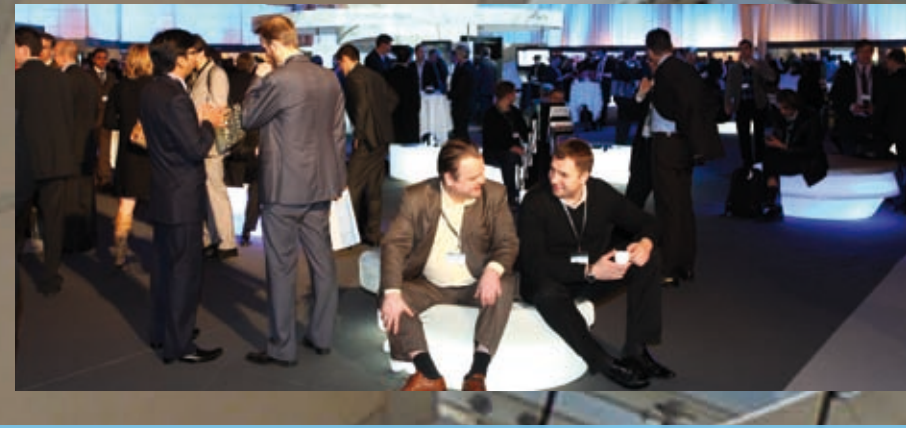
COMMUNICATIONS



FTTH CONFERENCE

Taking Your Life to New Horizons

24 & 25 February 2010, FIL - Lisbon



First ever Innovation Awards presented (The award in the Deployment & Operations category has been won by Swisscom for its “FTTH robot”. In the Technical & Technological Innovations category, Alcatel-Lucent was awarded a trophy for its 10G-GPON prototype. The winner in the Marketing & Business category is Plateforme THD, an experimental resource operated by the Cap Digital business cluster in the Greater Paris region.)



Fibre as an enabler for new services and applications
A record of 2,600 participants from 65 countries!
Unprecedented media coverage with 120+ participants



Eng. José Socrates, Prime Minister of Portugal, shows support in opening speech with plans to extend fibre access to 100 % of Portugal.



Keynote speeches by Erik Qualman, Author of Socialnomics, and Taylor Reynolds of OECD



Nearly 100 top-tier exhibitors from all over the world



More than 80 high-quality presentations and case studies from renowned industry speakers



FTTH Conference raises “green donation” for Portuguese environmental association, “Associação Bandeira Azul” (ABAE).



مؤتمر الشرق الأوسط للألياف الضوئية للعقار

FTTH Middle East

Conference 2009

FTTH Middle East Conference puts Fibre to the Home at the heart of the Middle East's future. 11-12 November 2009 - Amman Grand Hyatt Zara Expo, Jordan



First ever FTTH Conference in the Middle East highlights the fact that fibre networks can make a vital contribution to sustainable economic development.

Opening speech by Jordanian Minister of ICT, His Excellency Eng. Basem Al Rousan, patron of the conference, emphasises the importance of broadband connectivity as a key enabler of Jordan's transformation into a full-fledged

knowledge economy, particularly the National Rural Areas Connectivity programme. "We will leverage our National Broadband Network that is aimed at connecting schools, government agencies, hospitals and health centres via high speed fibre optics", he said.



Keynote speech by Dr. Mashour Abu Daka, Minister of Telecommunications and IT in Palestine



More than 260 delegates were gathered



14 exhibitors presented leading edge technologies - HE Eng Basem Rousan, Minister of ICT, extensively toured the exhibition hall, exchanging with the conference sponsors about the latest FTTH solutions

74 Interviews, 6 Press conferences:

2x in Jordan - 2x in Portugal
1x in France - 1x in South Africa

A new visual identity for the Council



MIDDLE EAST WORKING GROUP



Steadily growing database of media contacts

Spreading the word

Monthly media updates to journalists



External Conferences:

27 FTTH Council Europe speakers
13 Marketing Contra-Agreements

Increased coverage in the media



49 press releases issued in different languages:

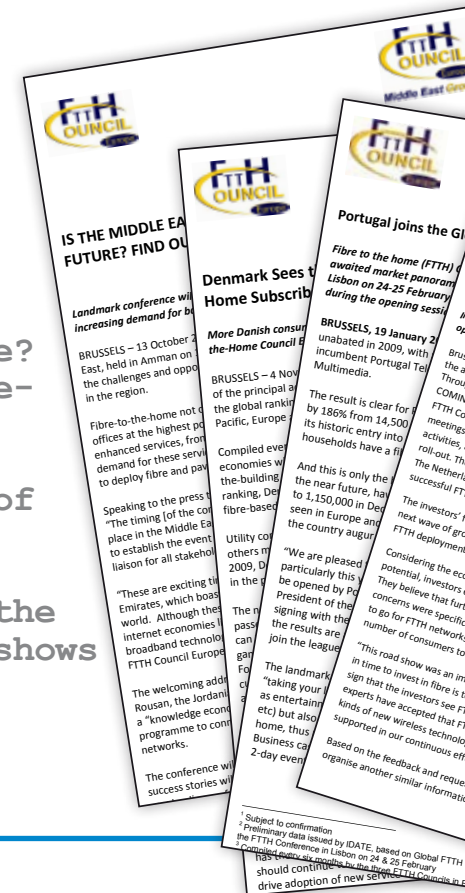
Arabic, Dutch, English, French, German, Italian,
Portuguese, Spanish

• Is Fibre to the Home
an African
Alternative?

• Is the Middle East
Ready for a Sustain-
able Broadband Future?
Find Out at the Fibre-
To-The-Home

• Invest in the speed of
light!

• First ever Fibre to the
Home Business Guide shows
road to profitability



FTTH Council Europe celebrated 5th Anniversary





PEOPLE



Fibre to the Home Council Europe

About us

The Fibre to the Home 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.

We promote this technology because it will deliver a flow of new services that enhances the quality of life, contributes to a better environment and increased competitiveness.

Members

The Fibre to the Home Council Europe consists of more than 130 member companies, including manufacturers,

many world leaders in the telecommunications industry, but also content providers, applications developers, academia and non-profit organisations. All our members are active participants, particularly those involved in our Committees, dedicated to developing and promoting messages in the fields of market intelligence, network & service revenues, policy and regulation, sus-

tainable development, business and deployment & operations.

Objectives

The Fibre to the Home Council Europe pursues a number of strategic objectives. In addition to providing a knowledge base for information gathering and analysis on the FTTH market, we identify and highlight key market drivers and constraints to FTTH deployment in Europe. We communicate the business and technical benefits of FTTH and we call on policy makers to prioritise and facilitate the build out of FTTH deployment in Europe. Our target is to have

at least 1% households connected to FTTH/B in at least 15 European countries and to have 8 of them with more than 10% households connected by 2012.

Mission Statement

Our mission is to accelerate FTTH adoption by all broadband stakeholders through information and promotion, in order to enhance the quality of life, contribute to a better environment and increased competitiveness.

www.ftthcouncil.eu



1) Hartwig Tauber

Hartwig Tauber is Director General of the FTTH Council Europe. Hartwig Tauber worked as a consultant and managed several national and international broadband projects in Austria, and he is a member of the ICT Taskforce of the Austrian government. In 2003 he became professor for e-business management at the IMC University of Applied Sciences in Krems. Hartwig Tauber was president of the FTTH Council Europe from 2004 to 2007.

2) Nadia Babaali

Nadia Babaali is the Communications Director of the FTTH Council Europe. She joined the FTTH Team in May 2009. Over the course of her 18-year career in the international ICT world she has held various positions with companies such as BT Group and Telindus-Belgacom, but also with industry organisations and networks such as Opticsvalley and System@tic Paris-Region.

3) Sally Van den bemden

Sally Van den bemden is the Communications Fellow of the FTTH Council Europe. She joined the FTTH Team in December 2007. Before joining the Council she worked for several companies as communications assistant.

4) Natascha Weinstabl

Natascha Weinstabl joined the FTTH team in July 2009 as Project Assistant / Coordinator. Before joining the Council she worked in several export companies as project and sales manager.

5) Marie-Alix Lebrun

Marie-Alix has been the Secretary of the FTTH Council Europe since its foundation back in September 2004. Before joining the Council she worked for several companies as management assistant.

6) Sonja Kamhuber

Sonja Kamhuber joined the FTTH team in July 2009 as Secretary. Before joining the Council she worked for 13 years in the export department of an Austrian textile company.



Board of Directors



Karel Helsen | President
Draka Communications



Karl Bauer | LEONI NBG Fiber Optics
Member of the Board, Until 22-2-2010



Kathleen De Smedt | Alcatel-Lucent
Member of the Board, Until 28-10-2009



Sophie Pautonnier | Treasurer
Mitsubishi



Michael Bires | LEONI NBG Fiber Optics
Member of the Board, From 22-2-2010



Peleg Erlich | ECI Telecom
Member of the Board, From 28-10-2009



Wolfgang Fischer | Cisco
Member of the Board



Chris Holden | Corning
Member of the Board



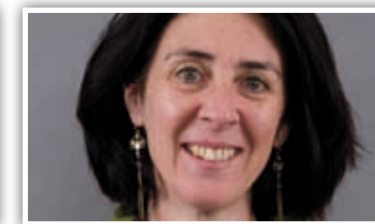
Richard Thomas | Prysmian
Member of the Board



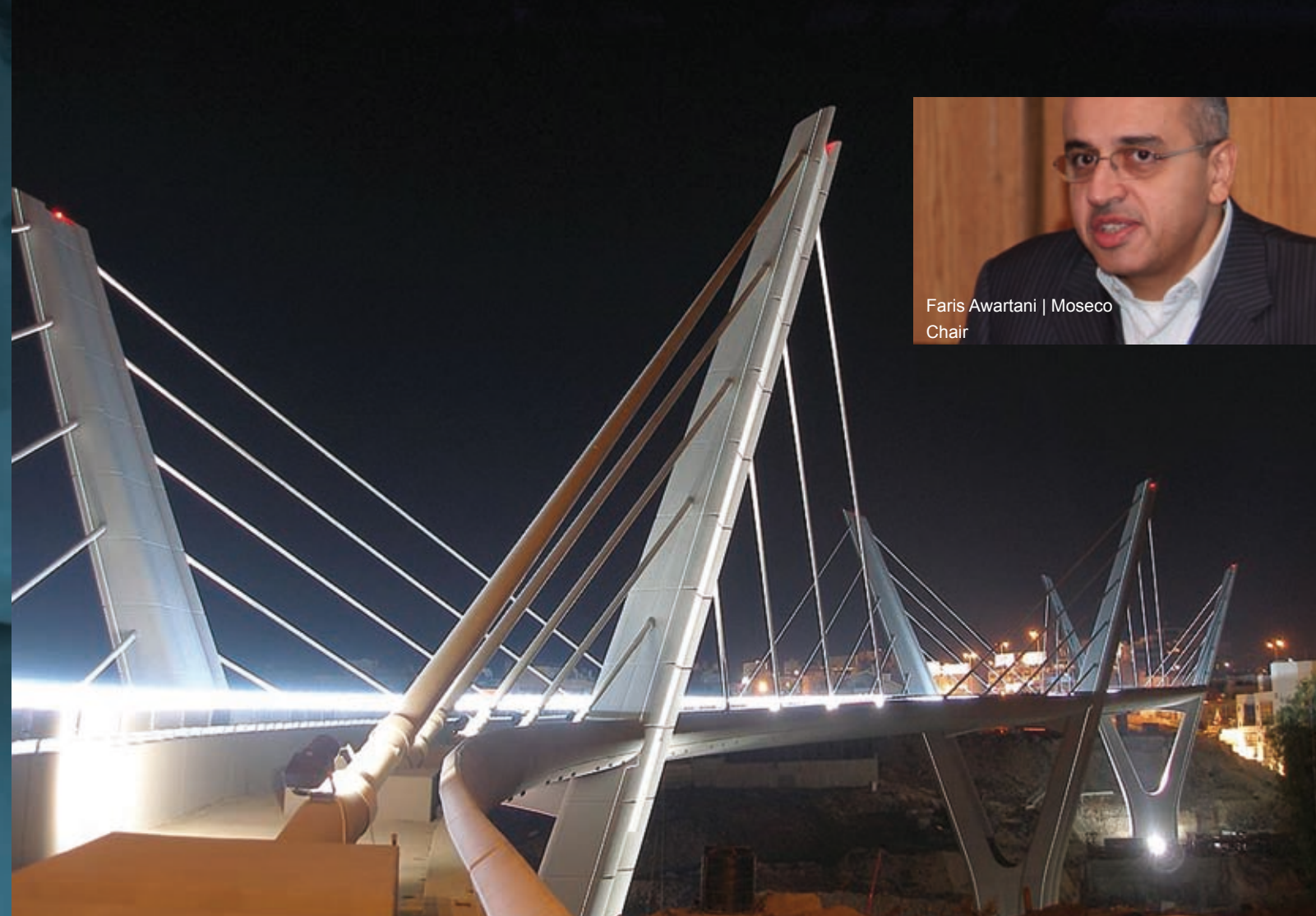
Martin Hatas | Ericsson
Member of the Board



Thomas Kallstenius | Alcatel-Lucent
Member of the Board, From 28-10-2009



Galit Wellner | ECI Telecom
Member of the Board, Until 28-10-2009



Committee Chairs



Frank Beyrodt | Nokia Siemens Networks
Chair Network & Service Revenues



Laurent Gasca | Draka Communications
Chair Sudefib



Jan Schindler | Draka Communications
Chair Market Intelligence



Eric Festraets | Alcatel-Lucent
Chair Deployment & Operations



Albert Grooten | Draka Communications
Chair Business



Olivier Danthine | GNS
Chair Policy and Regulation,
Until 18-11-2009

Middle East Working Group



The FTTH Council Europe Middle East Group is an ad hoc working group of the FTTH Council Europe. The Group is a working party of Gulf-based and European FTTH Council Europe members.

The Group was founded in response to the demands of several new Middle Eastern members at the FTTH Conference in Copenhagen in 2009.

Objectives

The FTTH Council Europe pursues a number of strategic objectives. In addition to providing a knowledge base for information gathering and analysis on the FTTH market, it identifies and highlights key market drivers and constraints to FTTH deployment, in Europe and in the Middle East. Communicating the business and

technical benefits of FTTH is also part of the mission of the Council as well as calling on policy makers to prioritise and facilitate the build out of FTTH deployment in Europe and in the Middle East. FTTH is in its starting stage in the Middle East Region, which is a great challenge and a huge opportunity. The Middle East Group will be working to accelerate FTTH deployments in the region through promotion and information, communicating the economic and social benefits of major FTTH deployments to support the opportunities for FTTH to grow throughout the Middle East.

www.ftthcouncilme.org



FTTH Council Publications

FTTH Handbook

FTTH Business Guide

The Advantages of Optical Access

FTTH and sustainable development - life cycle analysis report

5 years FTTH Council Europe 2004-2009

FTTH Regulatory Dictionary

All publications and summaries of all mentioned studies are available
as **free downloads** on the FTTH Council Europe website

Members



- 3M Telecommunications
- ACOME
- Acreo
- ADC KRONE
- ADTRAN
- ADVA Optical Networking
- AFL Telecommunications
- Al Sharq Office
- Al-Raghad Telecommunication Factory
- Alcatel-Lucent
- Allied Data Technologies
- Alphion Corporation
- AND Solution
- Apresa - PLP Spain
- Athens Information Technology
- Bael Ingenieria
- BAM Infratechnik
- Bentley Systems Europe
- BKtel Communications
- BroadLight
- BT-AT
- CBE
- Channell
- Cisco Systems
- Citynet
- CME
- Compel Electronics
- Comptoir des Signaux
- Corning Cable Systems
- CTTs Training
- Dätwyler Cables
- DIAMOND
- DKTCOMEGA
- Draka Communications
- DSM Desotech
- Duraline
- ECI Telecom
- egeplast
- ELCON Systemtechnik
- EMC Electronic Media Communication
- Emtelle
- Enablence Technologies
- Ericsson
- ETD Europe
- Euromicron
- Excel Networking Solutions
- Exfo Europe
- Fiber4ALL
- Fiberdk
- Fibox
- FibreFab
- Fraunhofer Institute for Telecommunications, HHI
- gabo Systemtechnik
- GE
- Genexis
- Gérard Glaise
- Giza Systems
- Global Invacom
- GM Plast
- GNS
- Hellermann Tyton Data
- Hexatronic
- Hitachi Communication Technologies
- HUBER+SUHNER
- ICTL
- Institut Telecom
- Inteno Broadband Technology
- Iskratel
- ITL
- JDSU
- Kathrein-Werke
- KEYMILE
- Kiasa Kish Ertebatat
- Kjaerulff 1
- KOC Europe
- LEONI NBG Fiber Optics
- LG-Nortel
- Marais Groupe
- Micos
- Mitsubishi Electric
- MMCS
- Moseco
- Motorola
- Mulder-Hardenberg
- Nesma Telecom
- NetAdmin Systems
- Nexans
- Nokia Siemens Networks
- NTT Electronics
- Occam Networks
- OFS Fitel Netherlands
- Optilan
- OPTOTEC
- P&T Consulting
- PacketFront
- Plumettaz
- Prysmian
- Radius Systems
- Rala Infratech
- Rawabi Telecom & Software
- RDM
- Resulture
- Richco International Company
- Rittal
- Scheu Netzplanung
- Seim & Giger
- Senko Advanced Components
- Signal Telecom & IT Systems
- Silec Cable
- Sitel
- Sotetel
- Spyra Primo
- SSD
- Sterlite Technologies
- swissfibertech
- Telco Systems
- Teldat
- Teleste
- Telsol
- TGS Holding
- Tilgin
- Triax
- TVC UK Holdings
- Twentsche Kabelfabriek
- Tyco Electronics Raychem
- Visabeira Global SGPS
- Visipia
- VolkerWessels Telecom
- Wavin
- WISI
- Zhone Technologies
- ZTE Corporation
- Zweicom

