



# Fiber to the Home Benefit Compendium

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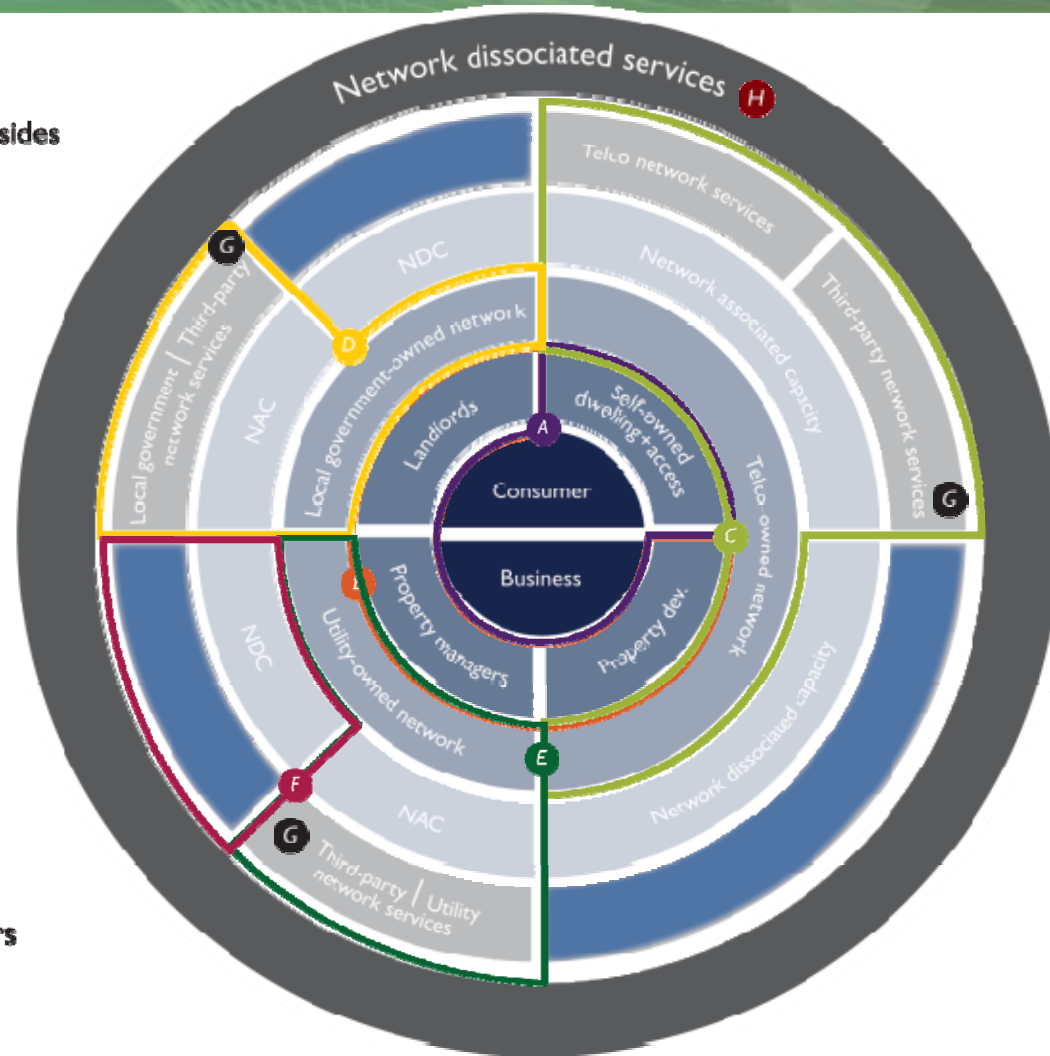
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# Ecosystem View

- Consumer/enterprise consumer (end-user)
- Controller of access to building where end-user resides
- Physical FFTH/FTTO infrastructure
- Capacity to access services
- Network associated services
- Network dissociated services

- A Self-owning consumer and businesses
  - B Property managers and owners
  - C Telcos
  - D Local governments
  - E Utilities
  - F Network dissociated capacity providers (ISPs)
  - G Third-party network associated service providers
  - H Network dissociated Internet services
- } Infrastructure Providers



# Eight Next-Generation Services Analyzed

## Enabling Services



- **Home Management:** Home and vicinity can be managed remotely through the network
- **Lambda High Speed Internet:** Alternative providers each have dedicated HSI channels to the home

## Communication Services



- **Video Communication:** TV-Centric communication allows end-users to talk and see each other in HD quality
- **Ubiquitous FMC:** The home becomes an automated connection hub for the user's mobile broadband devices, even when remote

## Entertainment Services



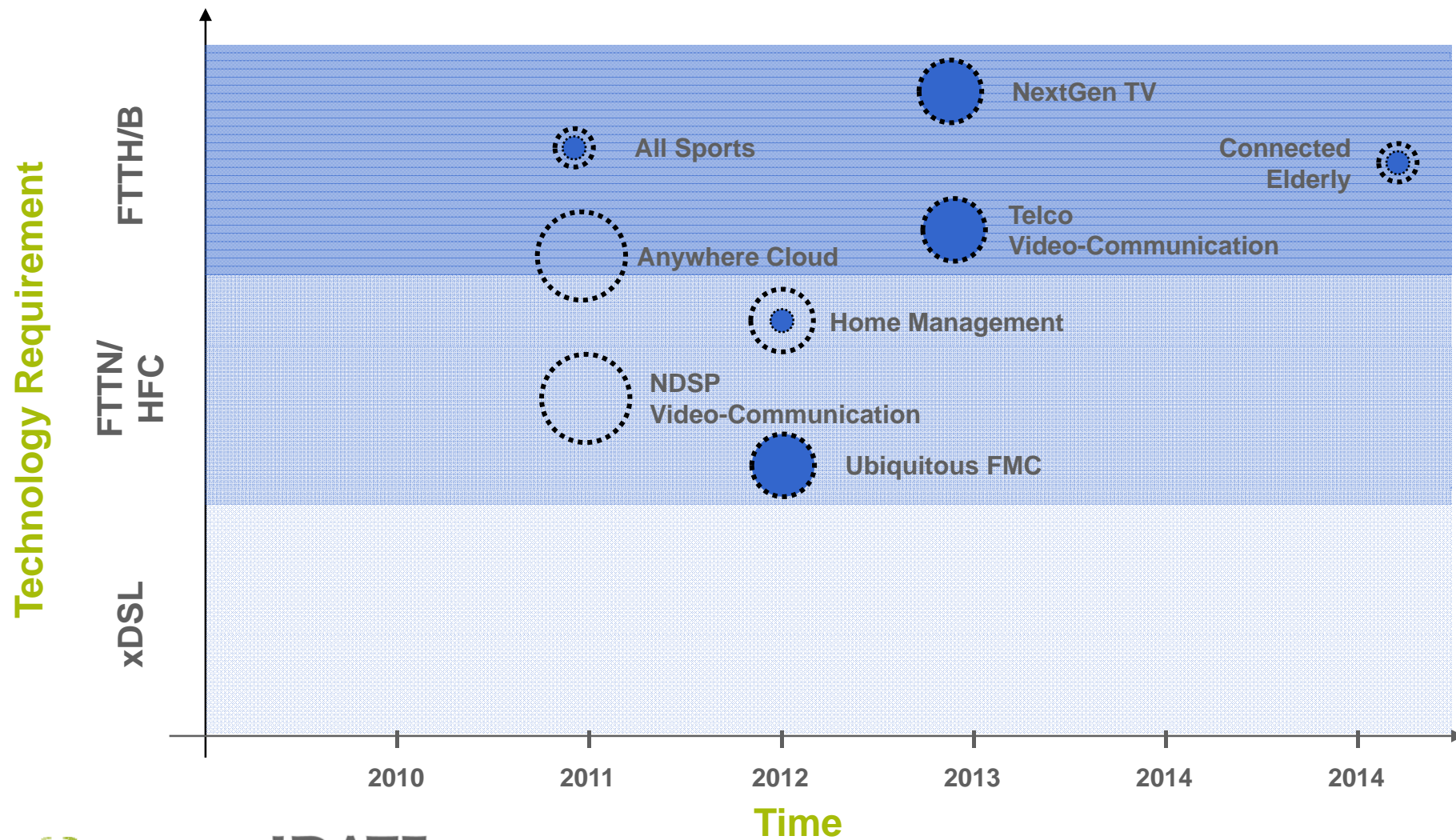
- **Next Gen TV:** Simultaneous multi-screens viewing of high value added on demand contents, interactive TV, etc.
- **All sports in the Home:** Realistic semi-immersive sports experience in the home, via multiple-senses enabled devices

## Wider-Economy Services



- **Connected Elderly:** Maintaining elderly people longer in their homes through sensor monitoring and socialization solutions
- **Anywhere Cloud:** Transparent access to network based storage & computing

# Tech. Requirements of Next Gen Services





# Key Conclusions

- Players involved in FTTH deployment need to expand their worldview beyond the relationship between customer and service provider to **all the players in the ecosystem.**
- **Telcos** need to understand what their place could be in an environment where abundant bandwidth no longer makes their services inherently better from Internet delivered services.
- **Landlords / Building Owners** need to understand what their own benefit in allowing fiber deployment in their properties is.
- **Network Dissociated Service Providers** need to see the potential for revenue in the critical mass of FTTH/B users around the world to develop attractive fiber grade services.