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*UK Fibre Optic  
Connectivity Forum*

Leveraging £150M for Ultrafast Broadband Rollout  
in Northern Ireland

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**NI Broadband Industry Forum**

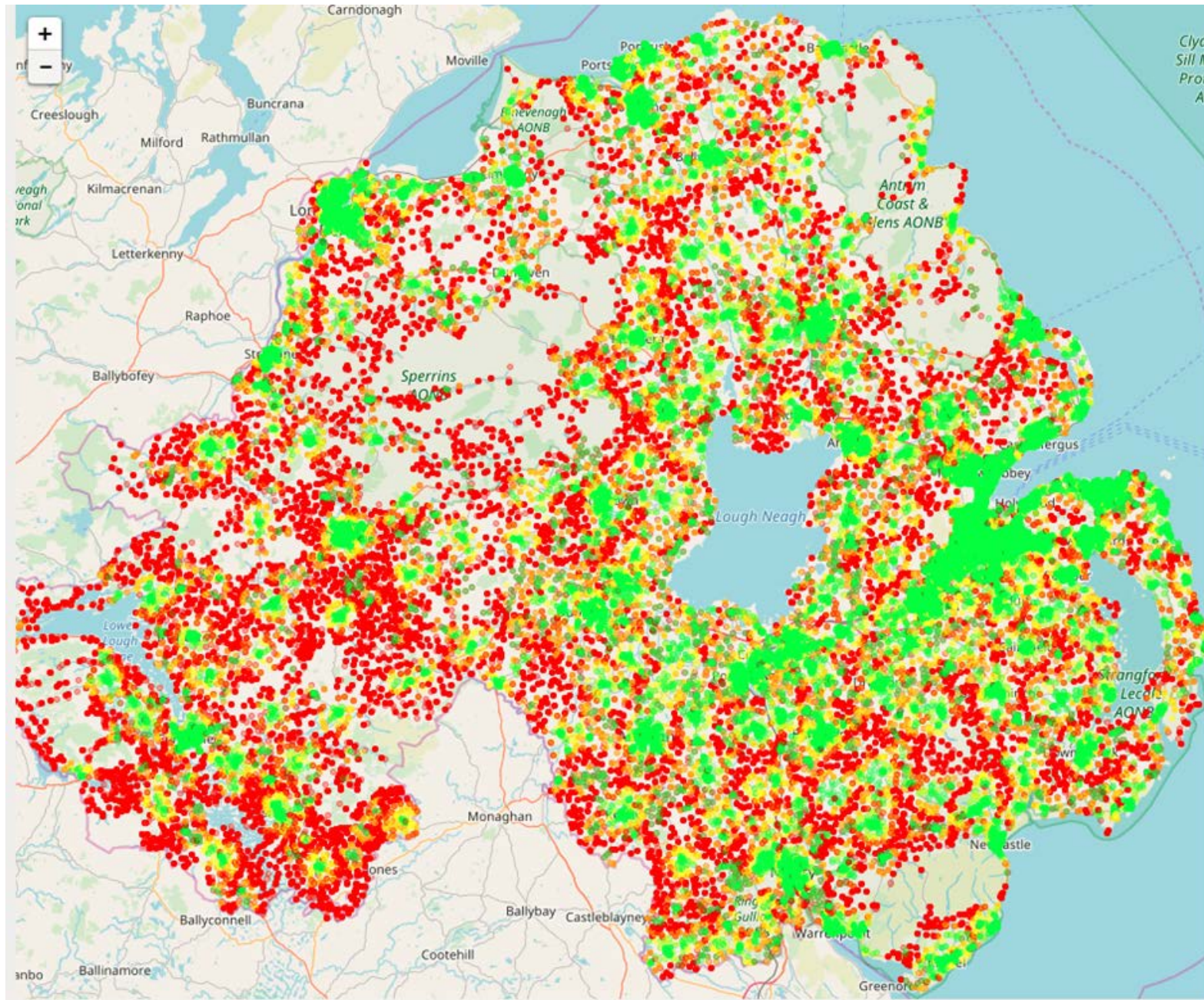
# Background

- £150 million funding secured within the Conservative/DUP Confidence & Supply Agreement to extend ultrafast broadband connectivity in NI
- Department for the Economy welcomed CBI NI to draft a report from “the industry” to advise how this £150m should be spent.
- CBI NI chairman with guidance from OFCOM NI issued a call for participation
- 14 companies have collaborated together over a number of sessions across May and June – “NI Broadband Industry Forum”

# The Problem

- NI Population of 1.8m
- 93% have access to Superfast BB (30Mbps)
- 100,000 premises have <30Mbps, 50,000 <10Mbps
- Population density half the UK average at 137 people / km<sup>2</sup>.
- 51% of the population live in rural areas, verses 17% in England
- Superfast coverage for rural NI SMEs is second lowest at 47%
- SMEs account for over 75% of private sector employment in Northern Ireland, far exceeding the UK's share of 60%

# Mapping





# Rural examples



# Guiding Principles

- the £150 million should support competition and open access
- the £150 million should be split between semi-rural/rural : urban with a significantly higher proportion being given to semi-rural/rural deployment
- Funding must be focussed on areas receiving less than 30Mbps
- FTTP should be the primary future proof solution but with other hybrid technologies to support uneconomic/hard to reach communities
- The solution must be Gigabit capable ideally and deliver a minimum of 100 Mbps (this does not exclude offering lower speeds as part of service wrap particularly in areas where hybrid solutions will need to be deployed)
- Private investment should support the £150 million
- Be ambitious!

# Challenges and Opportunities

- Deployment timeframe
- Definition of intervention areas
- Lotting strategy options
- Conflict over lap with USO
- Potential to leverage LFFN local authority deployments
- Availability of skilled resources to achieve rollout in timescale
- Need for stimulation/awareness programmes to encourage take-up
- Scope / mandate public realm ducting and novel cable deployment

# Vision

- Industry collaboration and truly open networking
- Demolish the Digital Divide between rural and urban connectivity
- Kick-start the SME and micro-business communities in rural NI.
- Ignite the transformation of economic inactivity and low productivity
- Headline NI as the premier UK location for ultrafast connectivity
- Highlight the case for rural living with remote working, congestion & CO2 reduction, community cohesion, increased family time and overall quality of life.

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# Current Status – Dept for the Economy

- 1. DfE actioned an Open Market Review (operator premise-by-premise survey)**
- 2. DfE published Pre-Market Engagement Exercise (precursor to procurement tender) inc. timeline:**
  - **Identify (Autumn 2018)**
    - premises unlikely to be able to access a broadband services of 30Mbps or better
    - areas where benefits of broadband services have greatest impact and economic benefit in 12-18mths time
    - min service level that should be delivered including speed, contention, latency, data caps, and end user costs
    - delivery options such as single procurement, programme of procurements, use of lots, special purpose vehicle
  - **Design, Select and Implement (Autumn 2018)**
    - a preferred procurement option that stimulates supplier competition & drive innovation & value for money
  - **Procurement (Winter2018 – Summer2019)**
    - Commence any necessary procurement by Winter 2018; Complete procurement by Spring 2019;
    - Contract signing by Summer 2019;
  - **Delivery (target Winter 2019)**

*Project to utilise as much funding as possible by Spring/Summer 2021.*