

Next Generation Access – ready for partnership

Brendan Dick

Director BT Scotland and Managing Director BT Regions
BT

8 September 2010

There are plenty of myths...

BT is not interested in rural broadband

BT does not listen to our broadband needs

BT focuses on short-term payback

If it is not 100 Mbps it is not future proof

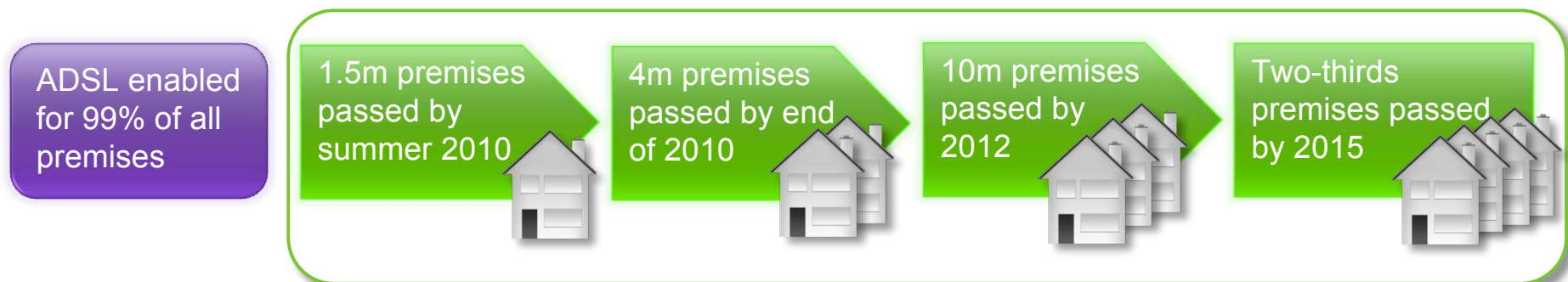
Bringing fibre to rural communities is easy

The answer is wireless

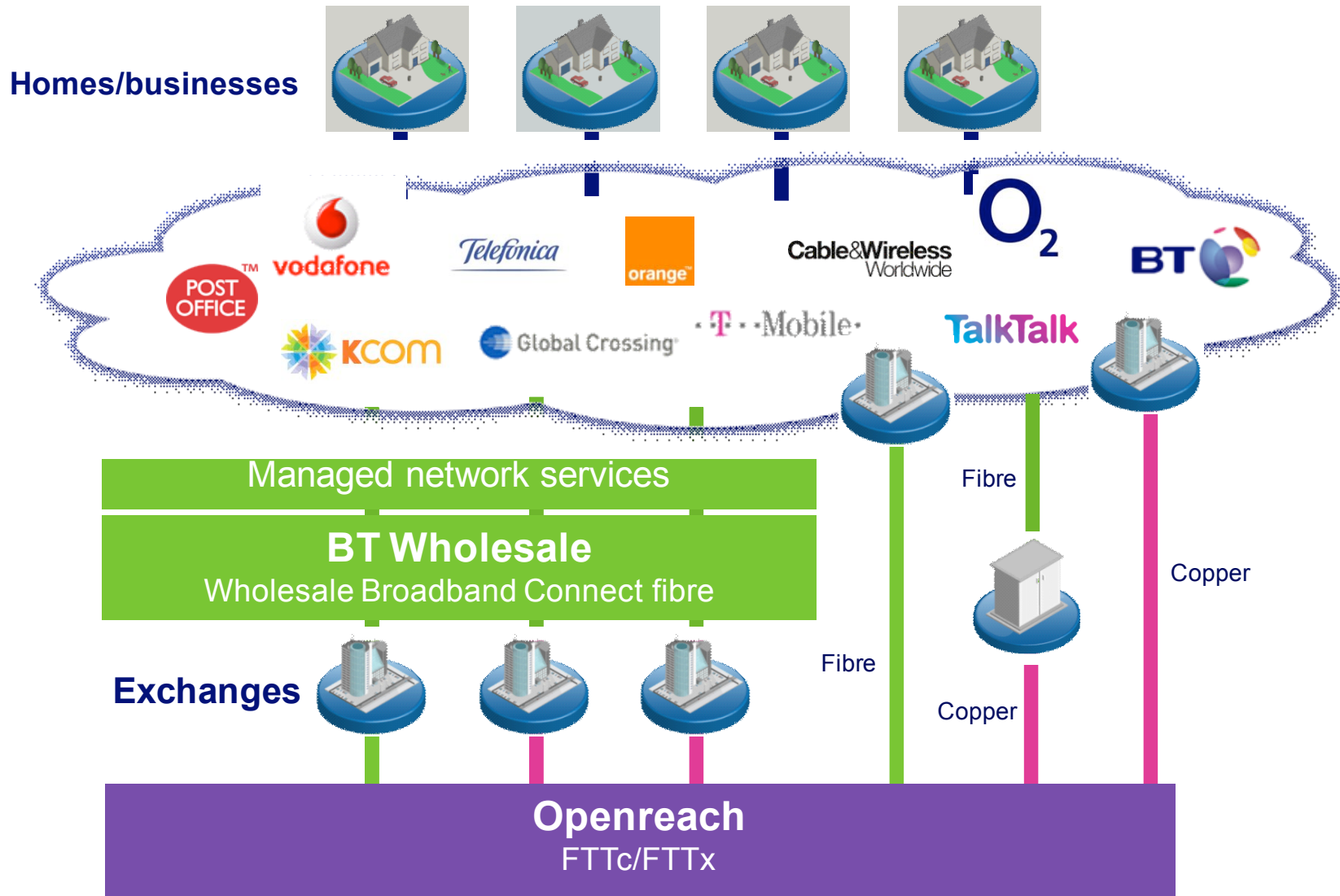
Backhaul is delaying the roll-out of fibre

BT is making a major investment in fibre access

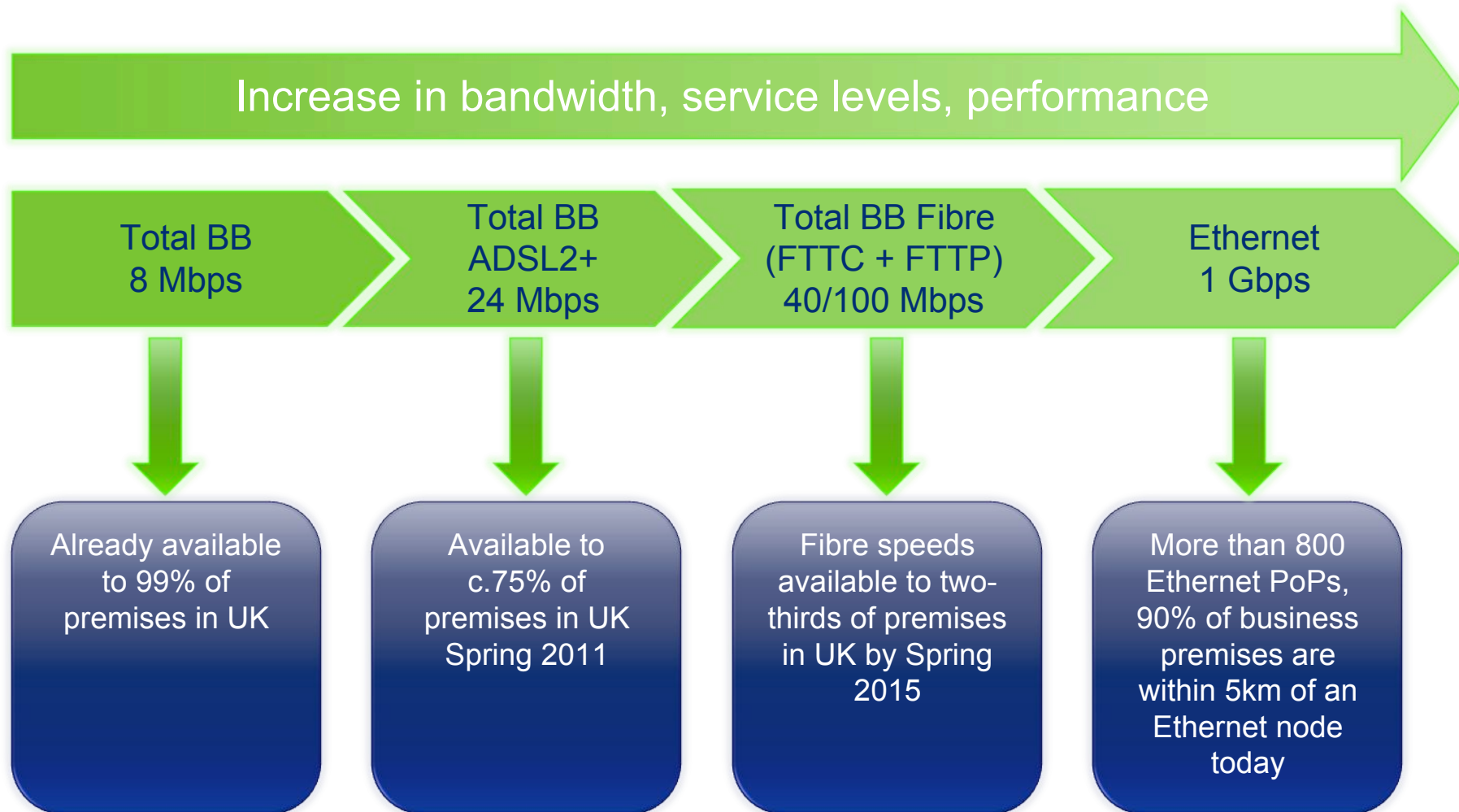
- ▶ £2.5bn investment to roll-out fibre to two-thirds of UK premises by 2015
- ▶ Install c.30,000 cabinets in over 1,000 exchanges
- ▶ Lay over 50,000km of fibre
- ▶ Supported by 32,000 engineers
- ▶ FTTC: enabling 2,400 – 3000 cabinets a quarter
- ▶ FTTP: pilots underway



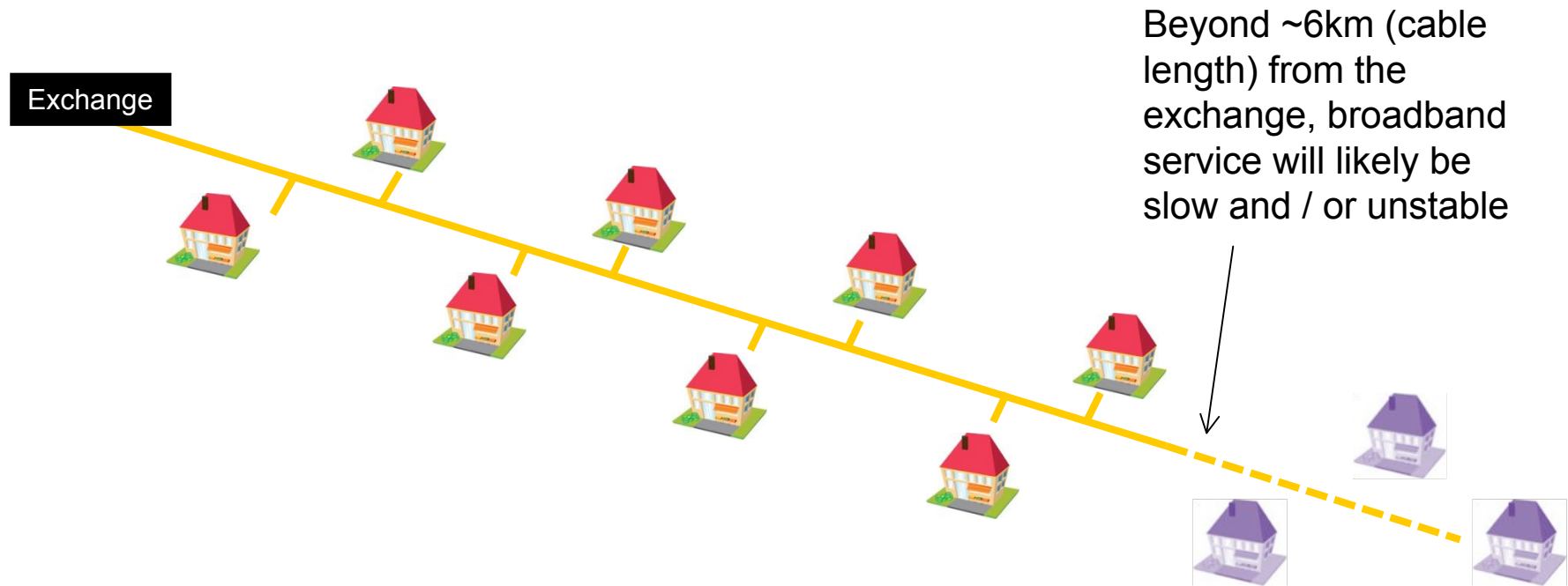
“Competition ready” platform fosters growth...



Broadband services for governments, consumers and businesses

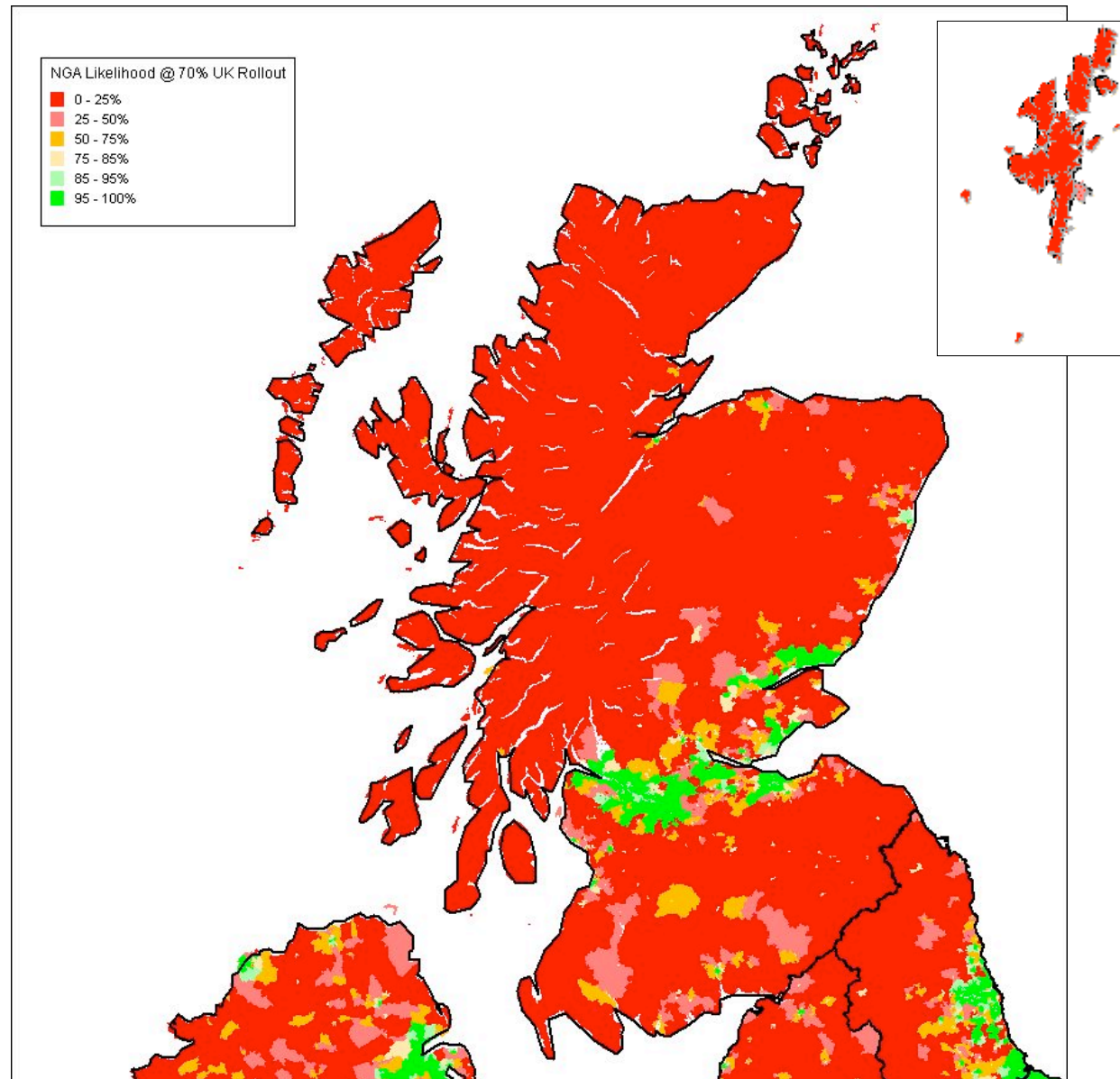


BET – part of the solution for remote areas



- ▶ Speeds over copper are distance dependent
- ▶ BET extends the range from 6km to 12km
- ▶ We can deliver this today

Analysys Mason's view of Scotland



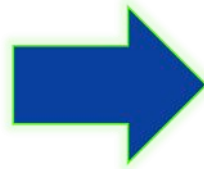
Example 1: Northern Ireland

Objective:

To deliver next generation broadband to 85% of business by 2011

The challenge

- Technology neutral
- Open access / Wholesale level
- Minimum 2Mbps rural
- Minimum 10Mbps urban
- Equitable
- Consumer & business variants



The solution

- £48m investment
- 1,175 cabinets
- 166 exchanges
- + In-fill technologies
- Wholesale level solution – open to all service providers
- Completion - May 2011
- White label marketing

Example 2: rural, remote

Objective:

To deliver next generation broadband to 100% of the county

The challenge

- Rural, remote, peripheral
- Rapidly expanding population
- Focus on developing the knowledge economy
- 100% of the population to get improved speeds



The solution

- £100m+ project
- Match funded
- 80-90 % fibre
- 10-20% satellite / wireless / BET

...difficult does not mean impossible

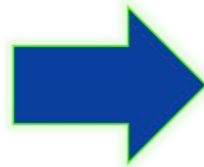
Example 3: very rural, very remote

Objective:

To stimulate economic growth by providing stable 2Mbps service

The challenge

- Very rural, very remote
- Many hundreds getting >1Mbps
- Stable 2Mbps service to reach as many homes and businesses as possible
- Support farmers, enable diversification, connect communities



The solution

- £200k public funding plus BT gap funding
- BET and WiFi – fibre and ADSL2+ not appropriate
- 600+ premises to get up to 2Mbps service
- Deployment to start this year

...fibre is not the only answer

We need to build a plan

Shared Vision

Ensuring the UK is at the leading edge of the global digital economy

Public Private Partnership

Government intervention enables a lower risk profile and ongoing commercial sustainability

Customer Demand

Vital to engage citizens, businesses and other local stakeholders on the benefits

Open, Competition Ready

Giving customers choice on products, applications and service

Talk to us

Cymru/
Wales

Scotland

Brendan Dick, Director BT Scotland and
Managing Director BT Regions

James McClafferty, Partnership Director - Scotland

England

Northern
Ireland

Brendan.Dick@bt.com