

high speed broadband in your community

# Welcome to the NextGen 10 Roadshow



This is a crucial year in the journey towards a Next Generation Broadband Britain. BT and Virgin Media are making great strides towards rolling out some form of next gen services, but the question of how next gen services will reach others, particularly those in the "final third", is still open. In some cases private sector companies like Geo are working in partnership with the public sector to create innovative models to build networks. Others like Fibre City are building projects on an entirely privately funded basis. In South Yorkshire, the large public sector Digital Region project is coming to fruition; and in some deeply rural areas projects like Alston Fibremoor in Cumbria, or Rutland Telecom are demonstrating that alternative, community-led approaches can pay dividends.

One thing is clear, we are not in a world of government-mandated, one-size-fits-all national roll-out of fibre to the cabinet or fibre to the home. Instead a patchwork quilt of initiatives is growing around the country. If properly organised and supported this approach has great strength. Where the private sector alone cannot deliver it means that public, private and community partnerships must be built to address the issues on the basis of regional and local needs. It encourages a diversity of approaches, a diversity of funding schemes and it engages local people in finding the right solutions for their areas.

INCA's role is to unite as many of these initiatives as possible under one umbrella, agreeing common technical and business process standards, encouraging service providers to get engaged and supporting the growth of the sector.

The NextGen 10 Roadshows and Conference aim to showcase many of these regional and local initiatives, as well as to understand the plans of major national players like BT. During the course of the day we will explore the likely social and economic impact of next generation broadband in your region. We will explain how others have approached the problem of rolling out networks and services in the UK and internationally. Finally we will discuss how different partnership approaches can deliver in your region.

This is a great time to be working on the challenges. The impact of next generation broadband is likely to be enormous, surpassing the transformation of first generation broadband on business, social interaction and public services. But delivering next gen services to all of our citizens and communities is a big, hairy issue. It can only be tackled if we work together in creatively identifying solutions, working out how we can get "more for less" in straitened economic times and in getting our communities engaged. Today is a big step along that path.

Let's Go!

 Malcolm Corbett  
CEO, INCA

Malcolm Corbett is acting CEO of INCA. Prior to setting up INCA Malcolm led the Community Broadband Network which he founded in 2003. Malcolm leads the team that is creating INCA, promoting the need for next generation broadband and the role that alternative public, private and community projects can play.

Malcolm's background is in social enterprise and technology. He was a director of Poptel, the co-operative Internet service provider where he co-invented the .coop global Internet domain.



**The NextGen 10 Conference takes place on 22-23rd November at the ICC Birmingham, see [www.inca.coop/events](http://www.inca.coop/events).**

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# NextGen Roadshow Speakers



## Lorne Mitchell

Lorne has wide experience in helping to set the strategy to improve the marketing, sales, service and finance operations of a wide range of telecoms and media companies. He has specific expertise in the effective use of online solutions to bridge the sales-marketing divide as well as optimising the revenue management process on a service-by-service basis to streamline and/or upgrade existing service delivery platforms. Lorne is also a seasoned commentator, interviewer and presenter at industry conferences where he rapidly gains the confidence of the audience with his keen grasp of industry trends, disruptive services and innovative technologies.



## Adrian Wooster

Adrian is the technical director of CBN, where he specialises in broadband strategy and architecture, and leads CBN's work in Africa. After almost 20 years in international telecommunications, Adrian returned to the UK and became actively involved in the community broadband movement. During a varied career, Adrian's work ranged from high-availability ASP and fibre-optic networks in Silicon Valley, through national broadband strategy for a competitive operator, to internationally recognised work on policy-based smart-edge networks.



## Albert Grooten

Technology Director, FTTH Draka Communications. A veteran in Telecom and Draka, Albert has been working as engineer and representing Draka in numerous standardization committees. He is one of the founding fathers of the FTTH Council Europe. His roles included: Chair of the Network Infrastructure Committee (2004 – 2007), Member of the Deployment & Operations Committee (2007 – 2009), initiating the first edition of the Infrastructure Handbook and as Chairman of the Business Committee (2009 – 2010), he established the first edition of the FTTH Business Guide book. Since April 2010, Albert is a board member of the FTTH Council Europe.



## Bill Murphy

Managing Director - NGA, BT Group. Bill Murphy is the Managing Director of Next Generation Access, BT Group, responsible for driving the commercial roll-out of high-speed broadband across the UK. Bill played a key part in the rollout of first generation broadband - as Managing Director, BT Regions, he set up 84 public private partnerships, and as CEO of BT's businesses in Ireland he worked closely with DETI in Northern Ireland to roll broadband out to 99% of the population. Bill lives in London with his wife and two children.



## Klaus Kammermeier

Exec. Director Marketing Carrier EMEA. Klaus has been with Corning for 14 years in roles with increasing responsibilities including business strategy, marketing, sales, and commercial technology based in UK, the US, and Germany. Since 1998, Klaus has been directly involved in optical communication on a global basis. Klaus has led business areas developing, marketing, and selling products for telecom networks, most recently focusing on complete passive optical system solutions for FTTH deployments. Klaus is currently developing an innovative business model to serve next generation fibre deployments by cities, regional and local authorities.



## Annette Murphy

Annette Murphy, Business Development and Sales Director at Geo, has been instrumental in the formulation of Geo's next generation network offering. She has worked with public sector organisations to create partnerships and business models enabling the deployment of next generation access in both metropolitan and rural areas. Prior to joining Geo, Annette was a consultant, drawing on her experience from a number of senior roles at BT. She is a member of the Chartered Institute of Management Accountants, and also holds a post graduate in Cooperative Organisation and Rural Development.



## Brian Condon

Brian Condon is a partner in Complexity Partners llp, the specialist consultancy working with complex organisations on strategy and innovation. He also works with the University of London on the Centre for Creative Collaboration. Brian focused on broadband scene since 2002 and is on the board of the Community Broadband Network. He has worked on a wide range of projects for CBN ranging from infrastructure, technology choice, open access business models, applications and issues on inclusion, take-up and use.

Photo courtesy: Laura Kidd



## Edgar Aker

Director Marketing & Product Management, Draka Edgar, a Dutch National, is currently responsible for marketing and product management for Telecom Solutions, EMEA. Pushing Draka forward in the ever changing world of Telecoms, primary focus is on innovations for FTTH deployments and backbone upgrades. Edgar holds an MSc degree in Business Science from Groningen University, and BSc degrees in Technical Business Science and Electro Technical Engineering.



## Brendan Dick

Managing Director, BT Regions Brendan's prime responsibility is to develop BT's Regionalised activities across the UK, looking after BT's group wide interests across the English regions, Wales and Scotland and driving BT's contribution to all geographies. A graduate of the University of Edinburgh, much of Brendan's early career was spent in information technology. Brendan is Chair of Scottish Business in the Community and e-skills Scotland. He is Honorary President of the Scottish Council for Voluntary Organisations, a board member of the Scottish Council for Development and Industry and a member of the CBI Scotland Council, Scotland's 2020 Climate Group.



## John Jennow

John has over 25 years experience in telecommunications and has been responsible for consultancy advice to a range of clients on the design and delivery of Next Generation Broadband systems. He has worked closely with the Welsh, Scottish and Singapore Governments as well as many English clients for urban, rural and remote broadband connectivity solutions.



## Mike Knott

Mike has over 20 years experience in optical fibre outside plant deployments, and has focused exclusively on FTTH technology since 2007. As Manager - Systems & Solutions at Corning, Mike's role is to understand the challenges operators have in the deployment and operation of FTTH outside plant networks, and to prepare and present system based solutions, which provide clear benefits over the lifetime of the network



## Peter Kemp

Business Development Director, Keymile Limited. Peter is leading Keymile's activities for Next Generation Access within the UK and was instrumental in the design of the Cornwall VDSL2 trial with Vtesse and Virgin Media. Current projects include other FTTH and FTTH trials and deployments, and developing reference designs to aid business case developments and to support bid activities for local and regional projects. Prior to Keymile, Peter worked at Ericsson in both Solutions and Business Development roles.

## About the Platinum Sponsors



Draka (Euronext Amsterdam: DRAX), headquartered in Amsterdam, has 9600 employees in countries worldwide and 2009 revenues of over € 2 billion. Draka has a presence in 31 countries in Europe, North and South America, Asia and Australia. Draka's activities are divided into three groups: Energy & Infrastructure, Industry & Speciality and Communications. Draka Communications with its four business units, Telecom Solutions, Multimedia Specials, Optical Fiber and Cable Solutions is a global market leader in the development, production and sales of fibers, cables and advanced network solutions. More information at [www.draka.com/communications](http://www.draka.com/communications).



BT is one of the world's leading providers of communications solutions and services operating in 170 countries. Its principal activities include the provision of networked IT services globally; local, national and international telecommunications services to our customers for use at home, at work and on the move; broadband and internet products and services and converged fixed/mobile products and services. BT consists principally of four lines of business: BT Global Services, Openreach, BT Retail and BT Wholesale. British Telecommunications plc (BT) is a wholly-owned subsidiary of BT Group plc and encompasses virtually all businesses and assets of the BT Group. For more information, visit [www.bt.com/aboutbt](http://www.bt.com/aboutbt).

## About the Workshop and Event Sponsors



Corning, a global innovator and industry leader in optical networking product solutions, offers a complete solution optimized for FTTH Networks. The Corning broad range of optical cable, hardware and equipment products are designed to make FTTH deployments faster, easier and more reliable. Corning has Global resources and an extensive portfolio of products with an installation base Worldwide of more than 10.5MM homes passed + 3MM homes connected. Our solutions offer innovative products to meet both your Fibre-to-the-home and Fibre-to-the-Business network needs.

### **Fibre to the home: No problem - How pre-fabricated fibre systems change the paradigm: Local, reliable, and easy deployment.**

Corning pre-connectorized solutions can be reliably installed by installation crews with virtually no fibre knowledge, for example electricians. The next generation access network can be designed and realized with minimal planning using local resources for deployment. Together, we will analyze recent cases, discuss the benefits achieved, and how this can apply to you.



KEYMILE is a leading manufacturer of next-generation multi-service transmission systems. Our portfolio includes flexible and robust multi-service access platforms that combine Voice, Data, Ethernet/IP, TDM, SDH and DSL technology. KEYMILE's systems provide hardened carrier grade quality and are ideal for indoor or outdoor use. With KEYMILE's flexible system design you can deliver any service in any network, with a wide range of interfaces supporting legacy and next generation technologies.

### **Next Gen Access: Where does your money go? What a typical "poorly-served" solution looks like and what it all costs.**

Using the Hatt, Cornwall broadband trial as a reference, we identify the components of the solution and put approximate costs on each element to show the scope of funding required. This will be repeated using fibre technology, comparing the differences and similarities.



Geo designs and builds bespoke dedicated fibre networks across the UK. Its solutions allow public and private sector organisations and service providers to own and control their networks, ensuring high bandwidth, optimum security and resilience. Geo has partnered with the Welsh Assembly Government and Manchester Digital Development Agency to build metropolitan fibre optic networks, bringing fibre to homes and businesses in line with governmental objectives. Visit [www.geo-uk.net](http://www.geo-uk.net) today.

### **Making a success of NGNs in 2010 - practical answers to the real world challenges.**

The UK has precious few examples of operating NGNs offering a genuine alternative to BT. Geo is successfully operating the Fibrespeed NGN in Wales whilst building and MDDA sponsored NGA in Manchester. Annette Murphy talks to the practice rather than the theory of delivering successful NGN solutions in the UK. Practical answers to the key questions around funding, market intervention, fixed/wireless technology and dealing with a changing regulatory environment.



Atkins is one of the world's leading engineering and design consultancies. We have the depth and breadth of technical expertise to respond to both the complex challenges of communications infrastructure projects, and the urgent transition to a low carbon economy

### **Improved Modelling of Next Generation Networks costs.**

Designing and planning NGN systems requires technical, commercial and demographic knowledge. Modelling the costs of deployment has traditionally been based upon averaged distances and installation costs. Linking cost and revenue models to Graphical Information Systems (GIS) with actual geographic deployment provides far more accurate assessments.

## About INCA



### **Building Next Generation Broadband Britain**

First generation broadband has transformed the way that many of us live, work and play. Next generation broadband promises even more far-reaching transformation. INCA's vision is to achieve 100% coverage of next generation broadband as quickly as possible with nobody left behind. To get there, particularly in harder to reach areas, INCA advocates a partnership approach bringing together public, private and community sectors to plan next generation coverage regionally and locally. It is our belief that by working together, sharing knowledge and experience, we will facilitate investment, encourage innovation and speed up deployment for a truly next generation broadband Britain.

## About the Support Sponsors



DC10plus aims to promote social inclusion through the use of technology. It is a collaborative network of local authorities and their partners dedicated to creating partnerships, sharing best practice and developing new initiatives. [www.dc10plus.net](http://www.dc10plus.net)



Groupe Intellex is an international publication and business development agency specialising in technology transfer, networked services and new venture incubation. We lead several innovative projects within three streams: Networked technologies, Creative Media and the Environment. [www.groupe-intellex.com](http://www.groupe-intellex.com)

# NEXT GEN Roadshows

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### About the Exhibitors



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The Group comprises of three services Telecommunications Information Communications Technologies Training, Recruitment, Project Design and Implementation. The unique combination of companies provided by the CTTS Group offers the one stop shop of resources in a quality systems approach to staff development and training, network design, implementation, installation, commissioning and staffing.  
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IP Performance has been delivering specialised infrastructure solutions and integrating complex network systems since 1994. We deliver internet/networking services and products as well as professional, certified network management and technical support services - 24 hours a day. Our clients range from the largest telecommunication service providers, to blue-chip corporates, to the education and local government sectors.  
Contact: Matt Dadd Tel: 01275 393382 Email: mdadd@ip-performance.co.uk [www.ip-performance.co.uk](http://www.ip-performance.co.uk)



Miniflex designs and manufactures specialised plastic tubing for optical fibre protection, routing, connectivity and installation. The QuikPush™ cable features the world's only push-able SC and LC connectors which when pushed through our crush resistant DVC™ Microduct with its excellent flexibility, makes the final subscriber connection in the FTTH network.  
Contact: Paul Ekpenyong Tel: 01728 726600 Email: p.ekpenyong@miniflex.co.uk [www.miniflex.co.uk](http://www.miniflex.co.uk)



Zycomm Electronics provide IP based, PDH and SDH wireless microwave solutions. Our wireless solutions are used for both public and private networks and are perfect for voice and data communication. They provide a viable cost effective alternative solution to leased line fiber circuits and address the issue of last mile and rural connectivity.  
Contact: Rob Woollard Tel: 07966 405459 Email: rjw@zycomm.co.uk [www.zycomm.co.uk](http://www.zycomm.co.uk)



Emtelle is a global supplier and manufacturer of Infrastructure products for Fibre To The Home Networks, which includes, Blown Fibre tubing, ducting, sub-ducting, fibre cables and fibre bundles.  
Contact: Colin Kirkpatrick Tel: 01450 364077 Email: colink@emtelle.com [www.emtelle.com](http://www.emtelle.com)



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**NextGen Events are organised by Marit Hendriks and Andrew Macdonald.**

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