



# INCA Conference & Awards 2019

# TheRoadAhead

16/17 October: Manchester

# Welcome to INCA's Tenth Anniversary Conference

When INCA started in 2009 many of the leading independent digital infrastructure providers were a glimmer in the eye of their founders. Today they represent a genuine force to compete with BT and Virgin Media, delivering the new communications networks that we will depend on for decades to come.

INCA launched to create a platform linking companies, communities, local authorities and individuals working together to promote an approach that went beyond first generation broadband services. The early stages of government funding for Superfast broadband by-passed the young independent sector. Undeterred, projects and companies developed without state aid, demonstrating their capabilities in the market. Government came to recognise these new entrants, their vision and the value they bring to the nation's digital infrastructure.

2016 saw the publication of two significant reports. Ofcom's Digital Communications Review for the first time talked about shifting the balance of competition from service providers competing on one national infrastructure to multiple competing infrastructures. INCA subsequently published the Building Gigabit Britain report, arguing that we needed to move beyond the part-fibre part-copper network and that a competitive approach, underpinned with policy and regulatory changes, would yield significant benefits.

The new minister Matt Hancock was a fan, and announced that the future was 'Full Fibre and 5G' – in the process coining the new term that has become ubiquitous in the industry.

From that point it has been full steam ahead. The publication of the Future Telecoms Investment Review

created the policy conditions to open up investment which subsequently flowed into the sector. INCA member operators started growing fast, ramping up their network build. BT and Openreach have responded by announcing a 'fibre first' approach.

With the changing environment INCA's role is changing too. From a pure lobbying and networking group we are evolving into an association that can provide higher level support in policy and regulation, particularly for the second wave of operators that are emerging. We have spent time with members developing quality standards for full fibre, fixed wireless and more recently wholesale services. The aim is to define the gold standard for high quality services, provided by the independent sector.

During the next period of development we expect to see the debate about wholesale services evolve as young networks grow beyond their early adopter phases. We are keen to work with Government and Ofcom to help ensure the hardest to reach communities don't get left behind in the race to new very high capacity full fibre and wireless networks. Despite the potential challenges INCA members are keen to accelerate the pace of deployment as much as possible.

This conference is an opportunity to celebrate the achievements of the sector and look forward to the next phase of transformation from the venerable copper phone network to the digital networks of the future.

Thank you for getting involved and supporting the conference.

**Rob Leenderts, Chair,**  
**Malcolm Corbett, CEO**



# #TheRoadAhead Day 1 – 16th October

Day 1 consists of three distinct events, running broadly in parallel: The Tech Showcase from 11:00 – 16:30, Rural Gigabit Futures from 14:00 – 16:30, and Investor Workshop, also running 14:00 – 16:30. The first day of the conference concludes with the INCA Golds Awards Dinner for pre-booked guests. For information on our speakers and any last minute programme changes go to [www.inca.coop](http://www.inca.coop)

11:00 – 16:30		TECH SHOWCASE	
	<b>in partnership with Mills Ltd</b>		
	The always popular Tech Showcase on the first day of INCA Conference features leading operators and suppliers to the sector discussing the latest approaches to design, build and operation of new full fibre and wireless networks. Coordinated by INCA Chair Rob Leenderts and Pete Rothy of Mills Ltd., this session is for people involved in the practicalities of new network development, designing and commissioning networks, purchasing and contract management.		
11:00	<b>Registration and refreshments</b>		
11:30	<b>Welcome/Introduction</b>		
	> Rob Leenderts, INCA & Pete Rothy, Mills		
	<b>Public Sector Perspectives</b>		
11:35	The Importance of Data	> Tom Jackson, DCMS	
11:50	Re-use of assets	> Ruth Spencer, Bournemouth Christchurch & Poole Council	
12:00	Local Body Perspective	> Navin Sankersingh, Kikiri Connect	
	<b>Planning and Design</b>		
12:10	Strategic Planning of FTTH	> Richard Stevenson, ESRI	
12:20	Network Planning – Fibre and Wireless	> Chris Bird, Flomatik	
	<b>Wireless Innovations</b>		
12:30	5G & mmWave Solutions	> Andrew Miles, BluWireless	
12:40	Wireless Innovations	> John Deering, Radwin	
12:50	Spectrum Developments	> Simon Fletcher, Real Wireless	
13:00	<b>Lunch</b>		
	<b>Fibre Innovations</b>		
13:45	Ribbon Fibres & Cables	> Russell Woolsey, Sumitomo	
13:55	Fibre Innovations	> Mike Knott, Corning	
14:05	Faster Fibre Deployment	> Matt Hunter, Hellermann Tyton	
	<b>Network Design and Build</b>		
14:15	Scalability & Flexibility – Core & Metro	> Matt Burley, ECI Telecom	
14:25	Operator Perspective – Investment	> Steve Leighton, Voneus	
14:35	Build Challenges	> Jarlath Finnegan, Obelisk	
14:45	<b>Panel Discussion: Fibre v Wireless for Gigabit Broadband</b>		
14:55	<b>Refreshments and networking break</b>		
	<b>Network Operations and Management</b>		
15:15	Tooling Innovations	> Pete Rothy, Mills	
15:25	Digital Transformation in Field Ops	> Walter Dickson, GeoPal	
15:40	OSS/BSS – Wholesale & Automation	> Henrik Thuren, NetAdmin	
15:50	Network Lifecycle Management	> Anders Flodin, DigPro	
16:00	Standards, Mapping & Switching	> Mike Locke & Rob Leenderts, INCA	
16:15	<b>Panel Discussion – Moving to Wholesale</b>		
16:30	Closing remarks		

14:00 – 16:30 <b>RURAL GIGABIT FUTURES</b>	
	A deep dive into how we extend gigabit coverage to hard to reach areas. Government is working on plans to extend gigabit coverage as part of the 'Outside-In' approach favoured by DCMS. Earlier in the year INCA ran a series of Rural Gigabit Future workshops around the country, with local authorities, DCMS and operators, to get under the hood of local conditions. This event brings that learning together with the Government's latest thinking, and views from local authorities, operators and communities. The event also features the launch of a new INCA report – 'Outside In' – by James Saunby.
14:00	<b>Welcome and Introduction</b> > James Saunby, <i>INCA</i>
14:05	<b>Latest Policy and Research</b> > Carolyn Johnson, <i>DCMS</i> > Laura Wilkinson, <i>Plum Consulting</i> > James Saunby, <i>GreySky Consulting</i>
14:55	<b>Refreshments and networking break</b>
15:15	<b>Supplier Perspectives</b> > Steve Jagger, <i>Quickline</i> > Evan Wienburg, <i>Truespeed</i> > Barry Forde, <i>B4RN</i> > John Irvine, <i>WightFibre</i> > Nigel King, <i>Cambium</i>
16:00	<b>Community Perspectives</b> > Shaun Marley, <i>Stirling Council</i> > Liz Harrison, <i>Kent County Council</i> > Sarah Marsh, <i>Connecting Cambridgeshire</i>

14:00 – 16:30 <b>INVESTOR WORKSHOP</b>	
	Investment has started to flood into the digital infrastructure sector. Last year's INCA/Point Topic report estimated £3.36bn of investment into the altnets announced in 2018. This workshop discusses what investors are looking for in business plans and management teams, the evolving mix of technologies that are attracting funding, and plans for expanding the commercial viability of new networks. We also hear from BDUK about future subsidy and Ofcom on how their regulatory stance can continue to support competitive investment.
14:00	<b>Welcome and Introduction</b> > Charles Cameron, <i>Cameron Barney LLP</i> > Malcolm Corbett, <i>INCA</i>
14:10	<b>Government Support</b> > Matt Agar, <i>BDUK</i>
14:30	<b>Regulating for Competitive Investment</b> > Jonathan Oxley, <i>Ofcom</i>
15:00	<b>Refreshments and networking break</b>
15:20	<b>Investment in the Sector – Key Perspectives</b> > Sean McLachlan, <i>Aviva</i> > Oliver Bradley, <i>Macquarie Capital</i> > Louise Wilson, <i>Abundance</i> > Thierry Levenq, <i>CEB Fund</i> > Reef Read, <i>PMP Conseil</i>
16:00	<b>2nd Wave Independents</b> > David Cullen, <i>ITS Technology Group</i> > Steve Leighton, <i>Voneus</i> > Michael Maltby, <i>Jurassic</i>
16:30	Key lessons and final wrap up

# #TheRoadAhead Day 2 – 17th October

For information on our speakers and any last minute programme changes go to [www.inca.coop](http://www.inca.coop)

09:00	<b>Welcome Plenary and Introduction, INCA's First 10 Years</b> <ul style="list-style-type: none"><li>&gt; Malcolm Corbett, INCA</li><li>&gt; Lorne Mitchell</li></ul>
09:10	<b>UK On The Map – Digital Infrastructure Growth, Fibre and Wireless</b> <p>A summary of the UK's position in digital infrastructure and the vital role of the independent sector.</p> <ul style="list-style-type: none"><li>&gt; Kees De Waard, <i>President FTTH Council Europe</i></li><li>&gt; Oliver Johnson, <i>Point Topic</i></li></ul>
09:30	<b>Digital Communications Transformation and Future Demand</b> <p>The global perspective on Digital Communications Transformation and Future Demand.</p> <ul style="list-style-type: none"><li>&gt; Wenbing Yao, <i>Huawei</i></li><li>&gt; Phil Coppin, <i>Sterlite Tech</i></li><li>&gt; Mike Knott, <i>Corning</i></li></ul>
10:00	<b>WORKSHOP SESSION ONE – A choice of three parallel workshop sessions.</b>
	<b>1. Public Sector Support for Digital Infrastructure</b> <p>chaired by Liz Harrison, <i>Kent County Council</i></p> <ul style="list-style-type: none"><li>&gt; Carolyn Johnson, <i>DCMS</i></li><li>&gt; Matt Smith, <i>Fastershire</i></li><li>&gt; Viv Collins, <i>Welsh Government</i></li><li>&gt; Andy Lister, <i>Scottish Government</i></li><li>&gt; Billy McClean, <i>Northern Ireland</i></li></ul>
	<b>2. Progress on Barrier Busting</b> <p>chaired by Barry Forde, <i>B4RN</i></p> <ul style="list-style-type: none"><li>&gt; Richard Maddock, <i>DCMS</i></li><li>&gt; Sharon McDermott, <i>Trenches Law</i></li><li>&gt; Tim Stranack, <i>Community Fibre</i></li><li>&gt; Ben Allwright, <i>Flomatik</i></li><li>&gt; David Cullen, <i>ITS Technology Group</i></li></ul>
	<b>3. Labour and Skills</b> <p>chaired by Carolyn Kimber, <i>DPA</i></p> <ul style="list-style-type: none"><li>&gt; Matt Evans, <i>BSG</i></li><li>&gt; Graham Smith, <i>Highways Electrical Association</i></li><li>&gt; Phil Stewart, <i>John Henry Group</i></li><li>&gt; Anthony Basham, <i>SCTE</i></li></ul>
11:00	<b>Refreshments and networking break</b>
11:20	<b>Independent Operators – The Second Wave</b> <p>Leaders from the second wave of independent operators discuss their ambitions and approaches to delivering new services.</p> <ul style="list-style-type: none"><li>&gt; John Irvine, <i>WightFibre</i></li><li>&gt; James Warner, <i>Glide</i></li><li>&gt; Mark Stansfeld, <i>Airband</i></li><li>&gt; Matthew Hare, <i>Zzoomm</i></li><li>&gt; Oliver Helm, <i>Full Fibre</i></li></ul>
12:00	<b>Digital Infrastructure Policy Support – FTIR+1</b> <ul style="list-style-type: none"><li>&gt; James Heath, <i>DCMS</i></li></ul> <p>One year on from the Government's Future Telecoms Infrastructure Review, and with widespread discussion of the Prime Minister's ambition to significantly advance the full fibre timetable, James Heath, Director, Digital Infrastructure will provide an update on the current policy agenda. This will be immediately followed by reaction and debate with leaders of the sector, both independent operators and Openreach.</p>

12:20	<p><b>Reaching the Targets – Can we get there? What do we need?</b></p> <p>panel chaired by Malcolm Corbett, <i>INCA</i></p> <ul style="list-style-type: none"> <li>&gt; Gareth Williams, <i>Gigaclear</i></li> <li>&gt; Greg Mesch, <i>CityFibre</i></li> <li>&gt; Catherine Colloms, <i>Openreach</i></li> <li>&gt; Andrew Wileman, <i>Virgin Media</i></li> <li>&gt; Graeme Oxby, <i>Community Fibre</i></li> </ul>
13:00	<p><b>Digital Infrastructure in the UK Economy</b></p> <ul style="list-style-type: none"> <li>&gt; Chi Onwurah MP, <i>Shadow Minister for Industrial Strategy, Science and Innovation</i></li> </ul>
13:20	<p><b>Lunch</b></p>
14:20	<p><b>Regulating for Competitive Investment</b></p> <ul style="list-style-type: none"> <li>&gt; Markham Sivak, <i>Ofcom</i></li> </ul> <p>Ofcom takes centre stage. Regulatory policy affects the structure of the market, investment decisions and deployment plans. What is future regulation going to look like?</p>
14:40	<p><b>Panel: Is Ofcom Doing Enough to Support Competition?</b></p> <p>chaired by Andrew Glover, <i>Bridge Fibre</i></p> <ul style="list-style-type: none"> <li>&gt; Alex Blowers, <i>CityFibre</i></li> <li>&gt; Beth Wainright, <i>TalkTalk</i></li> <li>&gt; James Frederickson, <i>Gigaclear</i></li> <li>&gt; Nigel King, <i>UKWISPA</i></li> </ul>
15:20	<p><b>Refreshments and networking break</b></p>
15:40	<p><b>WORKSHOP SESSION TWO – A choice of three parallel workshop sessions.</b></p>
	<p><b>4. Converging or Colliding? Service Delivery in a Fibre-Wireless World</b></p> <p>chaired by Jon Kingsbury, <i>UK5G</i></p> <ul style="list-style-type: none"> <li>&gt; Steve Jagger, <i>Quickline</i></li> <li>&gt; Jonathan Bremner, <i>Zayo</i></li> <li>&gt; Paul Morris, <i>Vodafone</i></li> <li>&gt; Alastair Davidson, <i>WIG</i></li> <li>&gt; James Body, <i>Ch4lk Mobile</i></li> </ul>
	<p><b>5. Mapping the Digital Infrastructure Future</b></p> <p>chaired by Rob Leenderts, <i>INCA</i></p> <ul style="list-style-type: none"> <li>&gt; Heath Pritchard, <i>Geospatial Commission</i></li> <li>&gt; Richard Stevenson, <i>ESRI</i></li> <li>&gt; Matt Agar, <i>BDUK</i></li> </ul>
	<p><b>6. Trials and Tribulations – Lessons Learned for Future Funding</b></p> <p>chaired by Daniel Heery, <i>Cybermoor</i></p> <ul style="list-style-type: none"> <li>&gt; Justin Leese, <i>DCMS</i></li> <li>&gt; Ian Corden, <i>Plum Consulting</i></li> <li>&gt; Barry Forde, <i>B4RN</i></li> <li>&gt; Shaun Fensom, <i>Cooperative Network Infrastructure</i></li> </ul>
16:30	<p><b>Open Digital Infrastructure – Wholesale and Switching</b></p> <p>chaired by Lorne Mitchell</p> <ul style="list-style-type: none"> <li>&gt; Guy Miller, <i>TalkTalk</i></li> <li>&gt; Niall Halpenny, <i>Sonalake</i></li> <li>&gt; Andrew Glover, <i>Bridge Fibre/ ISPA / INCA</i></li> <li>&gt; Anders Flodin, <i>DigPro</i></li> </ul>
16:55	<p>Final wrap up</p>

# INCA Golds Awards 2019

## The Shortlisted Organisations are:

- > 5GRIT
- > Airband
- > B4YS
- > Blu Wireless
- > Cameron Barney LLP
- > Connecting Cambridgeshire
- > EMS
- > Gaist
- > Herefordshire Council & Gloucestershire County Council  
– Fastershire
- > ITS Technology Group
- > MLL Telecom
- > Truespeed
- > Stirling Council
- > Stormontfield Community Association
- > Superfast Dorset/Wessex Internet
- > Welsh Government

## Outstanding Contribution by an Individual

A special award for an individual who has done the most to advance independent networks in the last year.

The individuals shortlisted are:

- > Andrew Ferguson, *Thinkbroadband*
- > Tom Rigg, *B4RN*
- > Dana Tobak, *Hyperoptic*

The 2019 INCA Golds Award winners will be announced at the special Awards Dinner at 7.30pm on Wednesday 16th October. If you've not pre-booked there may be late availability subject to cancellations. Contact Gill Williams 07801 069013 to enquire.

## INCA Tenth Anniversary Dinner and AGM

Monday 25th November 2019

2019 is a standout year for INCA as the organisation is ten years old this year. Like the sector as a whole, INCA has come a very long way over the last decade. We believe that INCA has played a useful role, some might say at times pivotal, in the unfolding story of broadband infrastructure in the UK over the 21st century.

We can't let the moment pass without marking it in some way, so we're hosting a celebratory dinner at the Amba Hotel Marble Arch, London, from 6.30pm on November 25th.

You are very welcome to join us.



### Annual General Meeting

INCA's Annual General Meeting also takes place on November 25th from 2- 4pm in the Bond Street Suite of the Amba Hotel Marble Arch, London.

The AGM is open to all INCA member organisations (voting rights are reserved for members in Tiers 1, 2 and 3). Voting members may propose resolutions to the AGM. If you plan to do so please submit your resolution to [secretary@inca.coop](mailto:secretary@inca.coop) at least 14 days before the AGM date.

### Election of the Board

All voting members are enabled to make nominations for the board. Nominees stand for election at the AGM. INCA's rules state that there may be up to 15 members of the Committee of Management (the Board). The board may co-opt individuals to fill vacancies on the board. The board elects the chair of INCA, the Secretary and one or two Vice Chairs.

Please submit nominations for the board at least 14 days before the AGM date to [secretary@inca.coop](mailto:secretary@inca.coop)

Once the formal business of the meeting is over participants will be invited to join us for networking discussions with tea, coffee and cakes. Participation in the AGM is free of charge.

We very much look forward to your participation in the AGM.

More information and registration is on our website: <https://www.inca.coop/10>

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