

# Faster

# shire Overview

## Gloucestershire LEP

17/4/18

Matt Smith Operations Manager

Faster broadband for Herefordshire and Gloucestershire



# Broadband Context



- Fast, reliable & resilient internet access increasingly important for business and society
- Growing number of commercial and service interactions delivered exclusively On-Line
- Greater need to run multiple applications across the same connection
- Data consumption increasing c. 30% per year
- Increased need to access fast upload potential particularly for some business sectors

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But

- Access is not universal
- Broadband provision is a private not a public service
- Availability driven by commercial viability
- Rural exponentially more expensive but not exclusively a rural problem
- Demand and expectations are high but not matched by a well informed understanding of need

# Infrastructure

- High bandwidth internet access
- Superfast = Infrastructure capable of supporting download speeds >30Mbps
- Different technologies can provide access but not all are comparable



# Services

- 30Mbps (min bandwidth for 'Superfast' or 'Next Generation Access')
- Download vs Upload – Can be Symmetric / Asymmetric
- Many suppliers offer different products and services via the infrastructure
- 'Speed' is never guaranteed, can vary by provider, time of day, & location
- The advertising of retail services is governed by the Ofcom and ASA



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# Superfast Infrastructure

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## Fibre To The Cabinet (FTTC)

The fibre connection goes to a powered cabinet in the street. The final connection to premises is on copper.



Up to 80Mbps

## Fibre To The Premise (FTTP)

The fibre connection goes all the way from the main network to the premises.



Up to 330Mbps

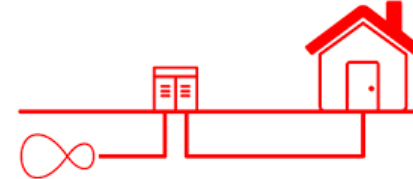
## Gigaclear FTTP = Pure 'Fibre-to-the-premises'

Ultrafast Fibre Broadband

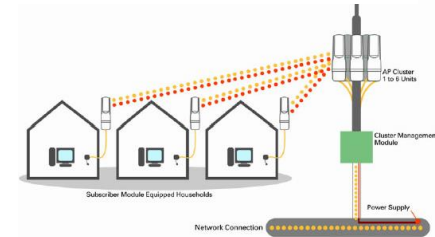


Pure Fibre Broadband - speeds are unaffected by distance or weather conditions

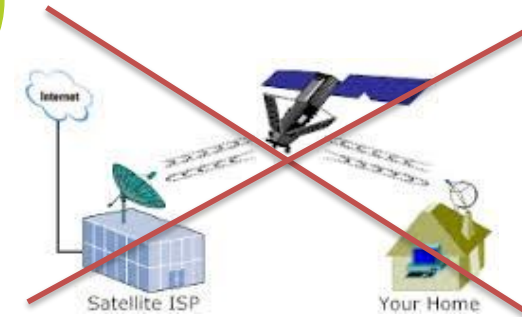
Up to 1,000Mbps



Up to 160Mbps



Up to 30Mbps



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# FasterShire Background



- Partnership between Herefordshire & Gloucestershire Councils Established 2011
- Conduit for Public funding to overcome market failure to provide superfast broadband
  - Monitor Market Failure
  - Raise Public Funding
  - Invest in Solutions
  - Comply with State Aid
  - Manage Suppliers
- Also focused on encouraging adoption & greater exploitation

*fasterbusiness*  
*fasterwomen*  
*fasterfarmers*

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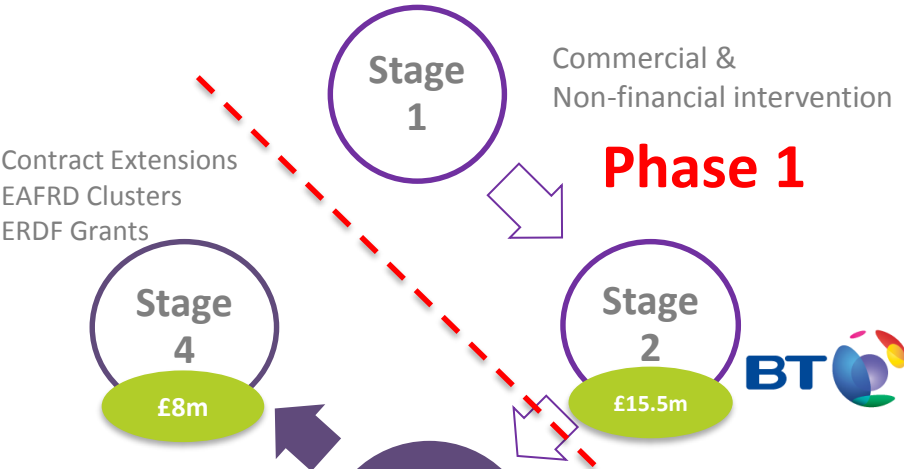
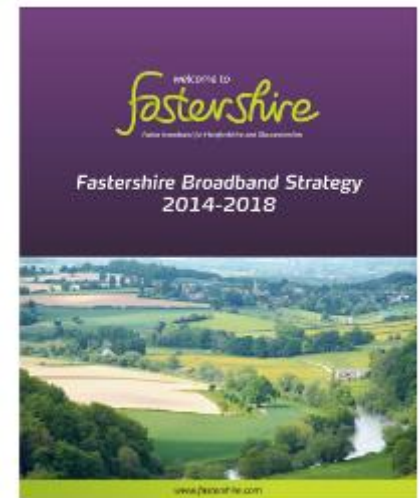


# FasterShire Broadband Strategy



Adopted December 2015

*“by the end of 2019/20 all residents and businesses in Herefordshire and Gloucestershire will be able to order the broadband service they need and a high percentage will be using faster broadband to do more online, boost business growth and achieve their potential”*



1. Cotswolds **Gigaclear** Ultrafast Fibre Broadband
2. Forest of Dean **Gigaclear** Ultrafast Fibre Broadband
3. Residual Gloucestershire
  - 3a Cheltenham & Gloucester **BT**
  - 3c Severn & Wye **Gigaclear** Ultrafast Fibre Broadband
  - 3d North Gloucestershire **Gigaclear** Ultrafast Fibre Broadband
  - 3e. South Gloucestershire **Gigaclear** Ultrafast Fibre Broadband

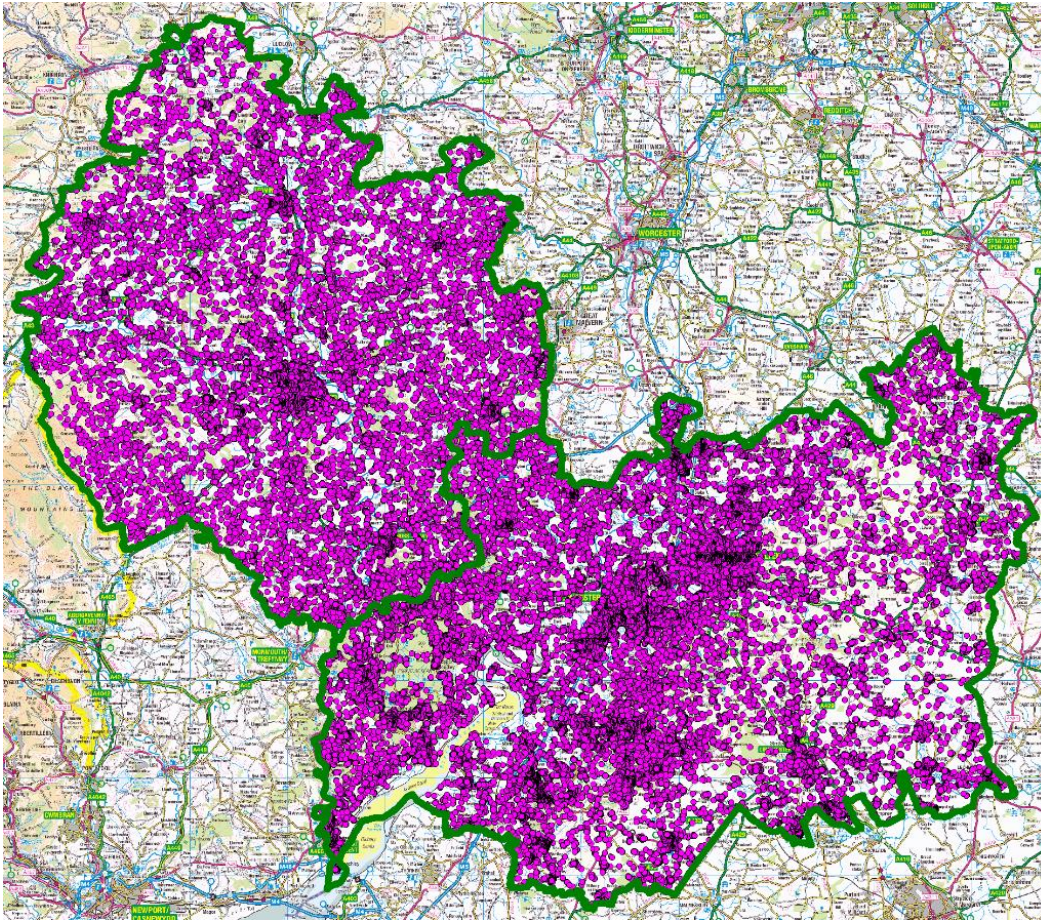
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# All Premises

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	Total Properties
Gloucestershire	334,614
Herefordshire	86,826

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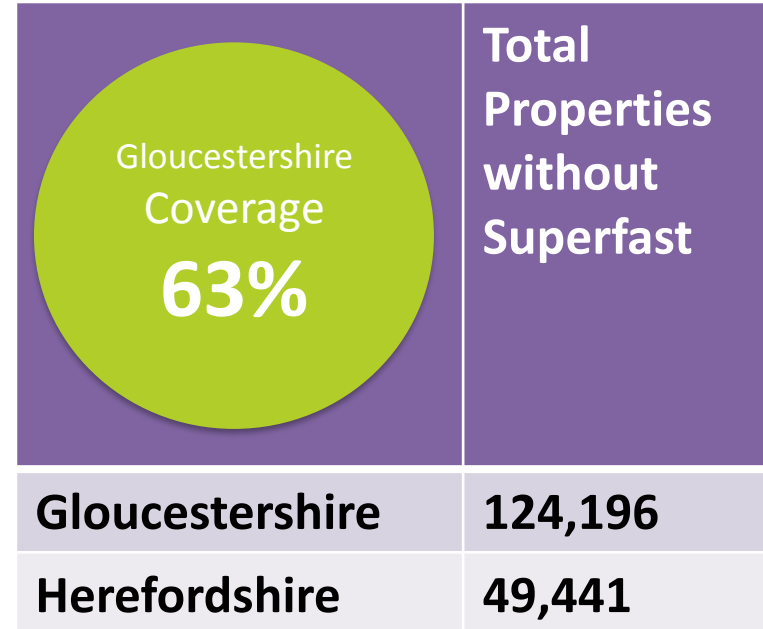
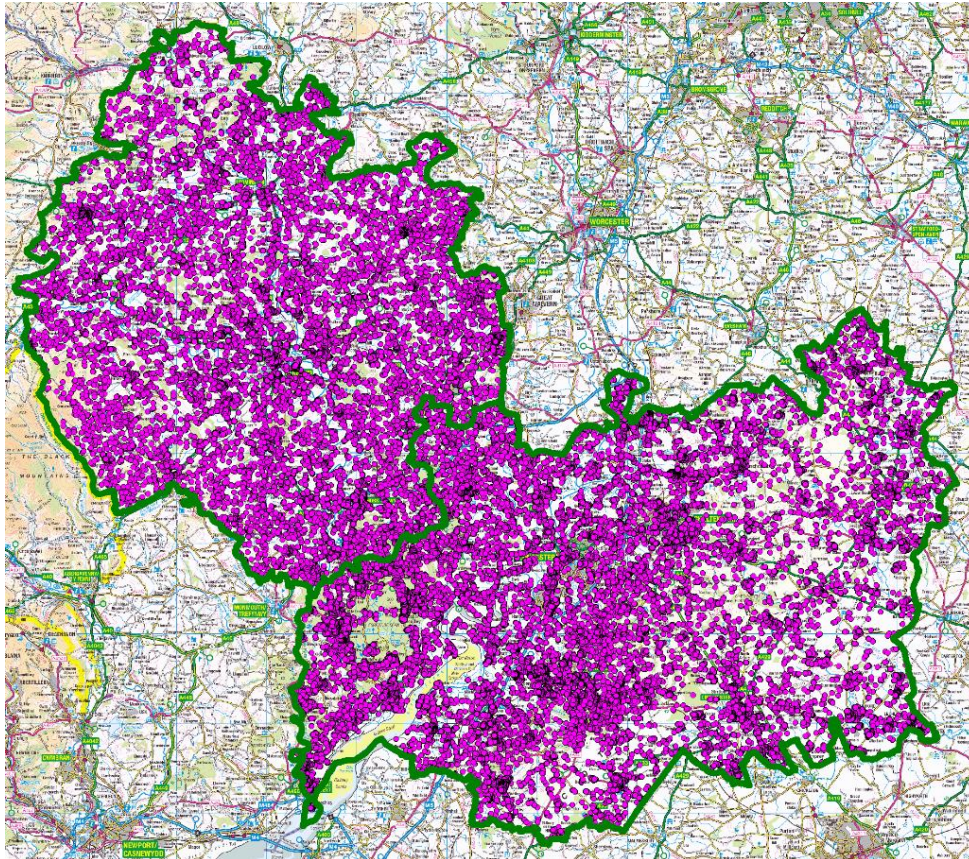
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# Phase 1

# Stage 1 Commercial Provision



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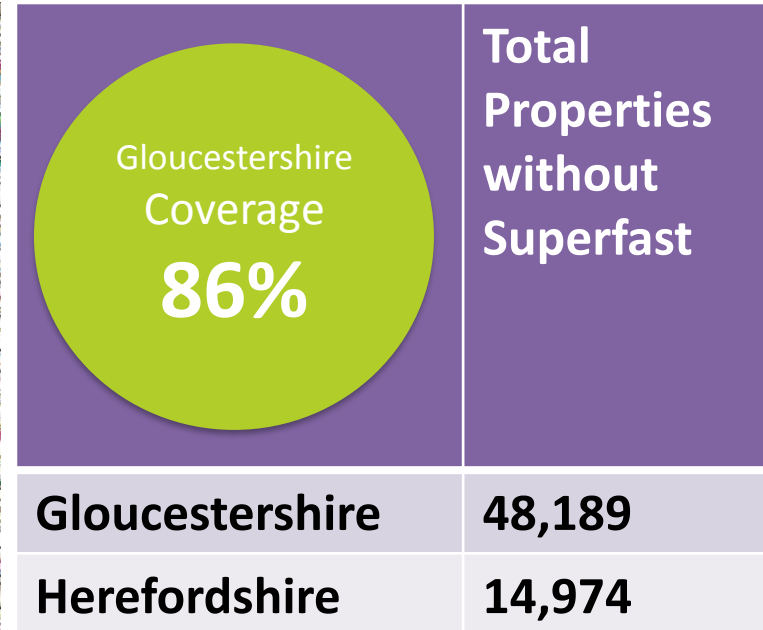
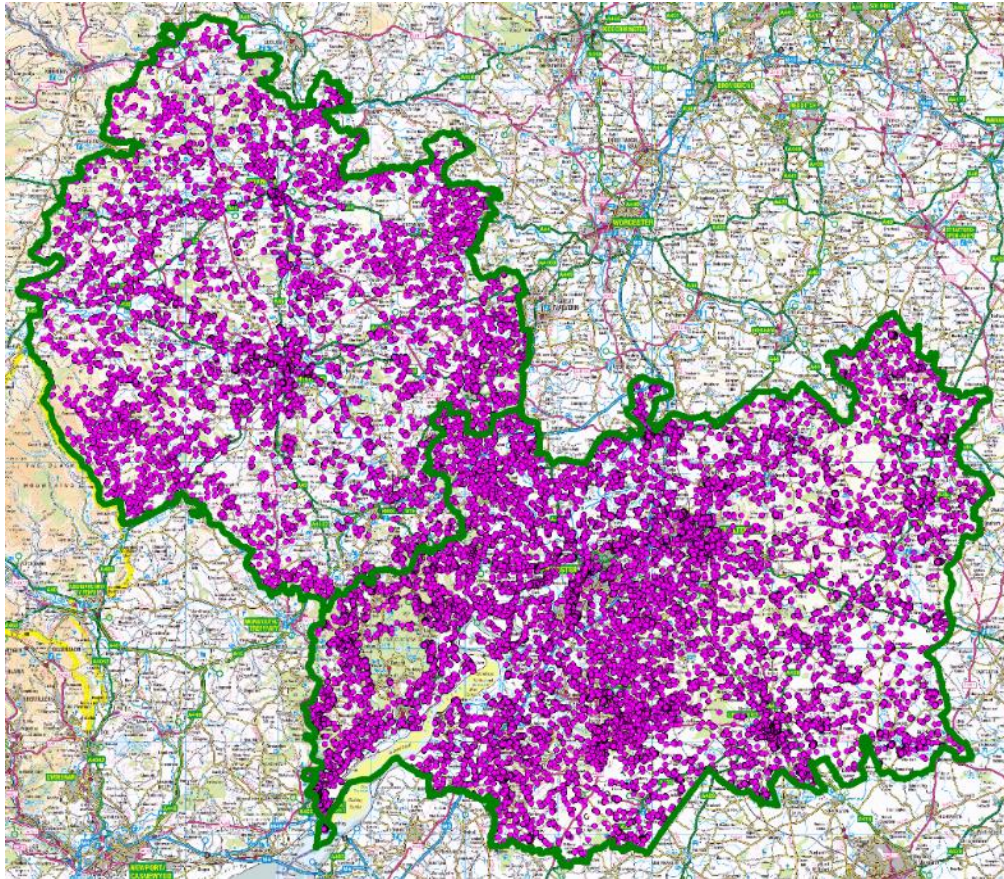


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# Phase 1 picture at the conclusion of Stage 2 BT contract



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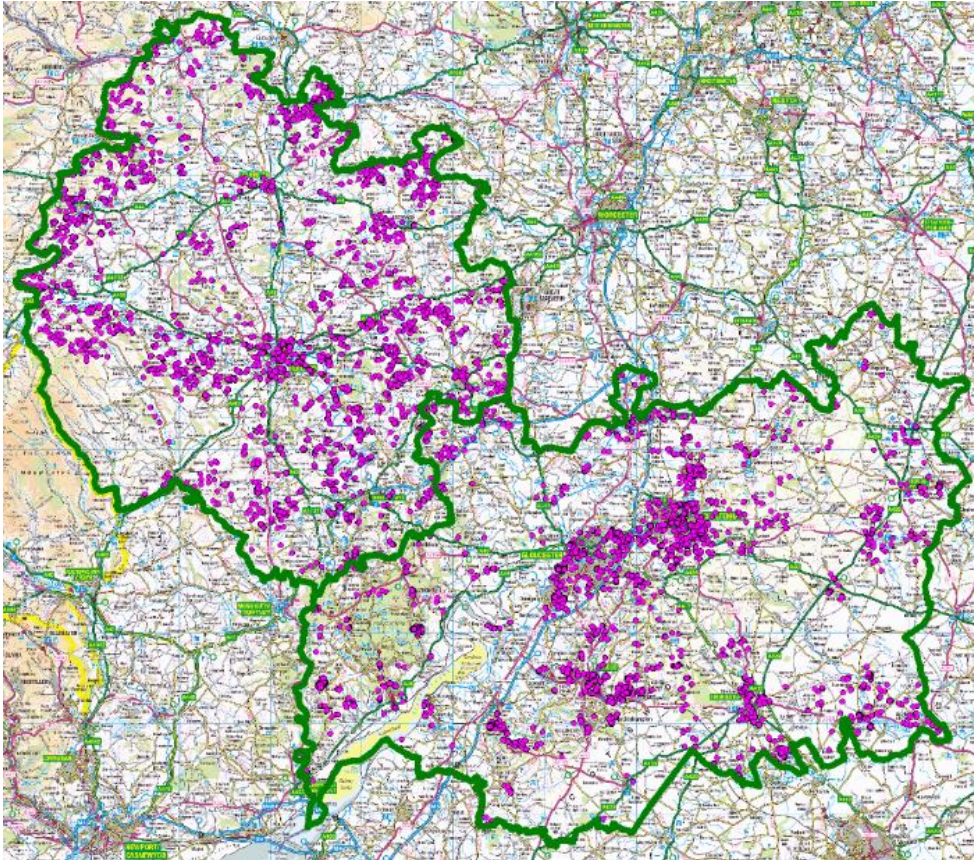


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# Phase 2 picture at the conclusion of Stage 3 Gigaclear (& BT) contract



Gloucestershire Coverage <b>97%</b>	<b>Total Properties without Superfast</b>
	<b>Gloucestershire 9,460</b>
<b>Herefordshire 4,015</b>	

↑  
Focus for EU Funding

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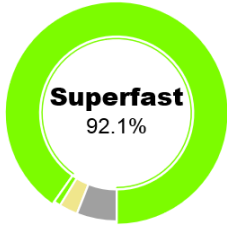


# Current Position

>30Mbps Mar 2012	>30Mbps April 18	>30Mbps Forecast by end 2019
40.8%	92.1%	97.8%

## Gloucestershire Superfast and Fibre Coverage

Latest Figures History ?



Superfast UK (>24 Mbps):	92.45%	Below 2 Mbps down:	0.47%
Superfast EU (>30 Mbps):	92.11%	Below 10 Mbps down:	2.92%
Ultrafast (>100 Mbps):	46.13%	Below 10 Mbps, 1 Mbps up (Legal USO):	6.36%
Openreach (>30 Mbps):	79.34%		
Openreach FTTP:	2.12%	Below 15 Mbps (High Speed Broadband):	4.39%
Openreach G.fast:	1.83%	Virgin Media Cable:	37.80%
Fibre partial/full at any speed (FTTC/VDSL/G.fast/Cable/FTTP):	94.57%	Full Fibre (FTTP or FTTH):	8.22%

### Gloucestershire

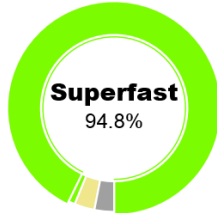
**97.8%** Superfast by 2020  
**18.4%** (At least) Full fibre by 2020

### Rural Gloucestershire (excluding Cheltenham and Gloucester)

**97.3%** Superfast by 2020  
**31.1%** (At least) Full fibre by 2020

## UK Superfast and Fibre Coverage

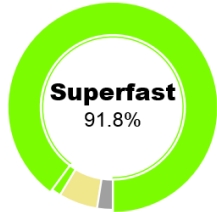
Latest Figures History ?



Superfast UK (>24 Mbps):	95.14%	Below 2 Mbps down:	0.67%
Superfast EU (>30 Mbps):	94.82%	Below 10 Mbps down:	2.25%
Ultrafast (>100 Mbps):	53.32%	Below 10 Mbps, 1 Mbps up (Legal USO):	3.65%
Openreach (>30 Mbps):	89.59%		
Openreach/KCom FTTP:	2.20%	Below 15 Mbps (High Speed Broadband):	3.16%
Openreach G.fast:	0.45%	Virgin Media Cable:	50.33%
Fibre partial/full at any speed (FTTC/VDSL/G.fast/Cable/FTTP):	97.59%	Full Fibre (FTTP or FTTH):	3.64%

## Wiltshire Superfast and Fibre Coverage

Latest Figures History ?

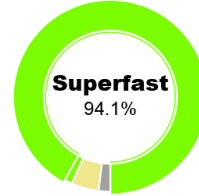


Authority classed as Rural-50 (RS50) ?

Superfast UK (>24 Mbps):	92.63%	Below 2 Mbps down:	1.05%
Superfast EU (>30 Mbps):	91.81%	Below 10 Mbps down:	3.01%
Ultrafast (>100 Mbps):	35.91%	Below 10 Mbps, 1 Mbps up (Legal USO):	4.12%
Openreach (>30 Mbps):	88.23%		
Openreach FTTP:	1.05%	Below 15 Mbps (High Speed Broadband):	4.56%
Openreach G.fast:	0.00%	Virgin Media Cable:	34.54%
Fibre partial/full at any speed (FTTC/VDSL/G.fast/Cable/FTTP):	98.20%	Full Fibre (FTTP or FTTH):	1.65%

## Worcestershire Superfast and Fibre Coverage

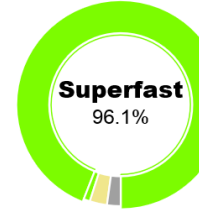
Latest Figures History ?



Superfast UK (>24 Mbps):	94.62%	Below 2 Mbps down:	0.61%
Superfast EU (>30 Mbps):	94.05%	Below 10 Mbps down:	2.62%
Ultrafast (>100 Mbps):	26.87%	Below 10 Mbps, 1 Mbps up (Legal USO):	3.09%
Openreach (>30 Mbps):	92.58%		
Openreach FTTP:	0.78%	Below 15 Mbps (High Speed Broadband):	3.96%
Openreach G.fast:	0.00%	Virgin Media Cable:	25.86%
Fibre partial/full at any speed (FTTC/VDSL/G.fast/Cable/FTTP):	98.60%	Full Fibre (FTTP or FTTH):	1.04%

## Oxfordshire Superfast and Fibre Coverage

Latest Figures History ?



Superfast UK (>24 Mbps):	96.36%	Below 2 Mbps down:	0.38%
Superfast EU (>30 Mbps):	96.06%	Below 10 Mbps down:	1.55%
Ultrafast (>100 Mbps):	50.04%	Below 10 Mbps, 1 Mbps up (Legal USO):	2.47%
Openreach (>30 Mbps):	92.94%		
Openreach FTTP:	2.22%	Below 15 Mbps (High Speed Broadband):	2.34%
Openreach G.fast:	0.00%	Virgin Media Cable:	43.28%
Fibre partial/full at any speed (FTTC/VDSL/G.fast/Cable/FTTP):	98.46%	Full Fibre (FTTP or FTTH):	6.96%



## ThinkBroadband Top 30 out of 437 UK LAs

Current Position	Authority Name	% of premises with Full Fibre
1	City of Kingston upon Hull	71.73
2	East Riding of Yorkshire	36.98
3	City and County of the City of London	33.97
4	Cornwall	32.62
5	Tower Hamlets	29.31
6	Spelthorne District	27.5
7	York	25.87
8	<b>FasterShire - Cotswold District</b>	<b>23.96</b>
9	West Berkshire	21.95
10	Waltham Forest	21.68
11	Bournemouth	20.41
12	Sir Ynys Mon - Isle of Anglesey	17.79
13	Wandsworth	17.2
14	Powys - Powys	17.07
15	Rutland	16.97
16	Sir Ceredigion - Ceredigion	15.63
17	City of Westminster	15.54
18	Milton Keynes	14.32
19	Gwynedd - Gwynedd	14.25
20	Newham	14.01
21	South Northamptonshire District	13.95
22	Lewisham	13.57
23	<b>FasterShire - County of Herefordshire</b>	<b>12.63</b>
24	<b>FasterShire - Tewkesbury District</b>	<b>11.89</b>
25	Daventry District	11.73
26	Vale of White Horse District	11.6
27	Greenwich	10.74
28	Southwark	10.69
29	<b>FasterShire - Forest of Dean District</b>	<b>9.67</b>
30	South Cambridgeshire District	9.67

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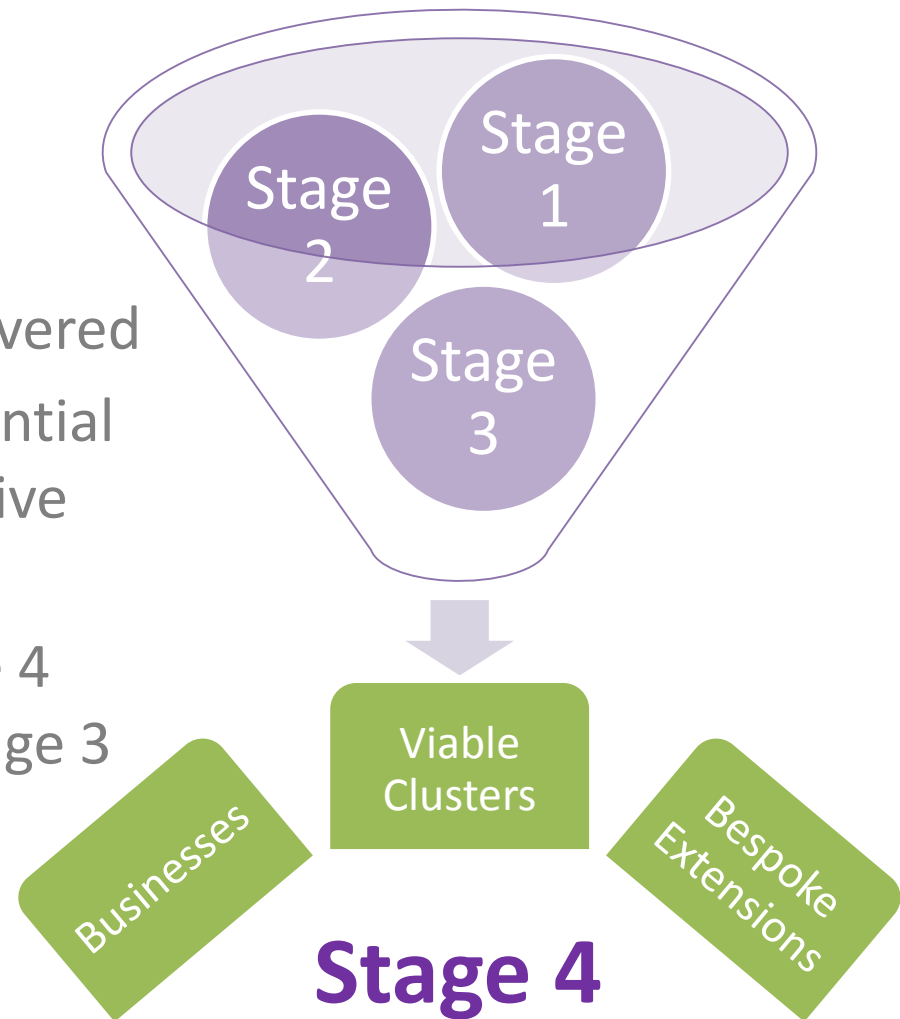




# Phase 2

## Stage 4

- Clear from Day 1 who is not covered
- We have moved beyond sequential stages and can deploy alternative solutions immediately
- Therefore we can deliver Stage 4 over a similar timeframe as Stage 3



# Businesses

## ERDF

- Marches & Gloucestershire Business Broadband Grant
- £500,000 exclusively for Gloucestershire
- Up to £25k per business of up front capital funding
- NGA / Business Grade Broadband to individual SMEs
- Can be aggregated
- Beneficiaries will **need to demonstrate economic benefit**
- Managed through an Online Portal that allows eligible SMEs to illustrate their requirements and receive compliant quotes in a timely manner
- 40 suppliers registered
- 30 Gloucestershire Companies in the system so far
- [www.mgbroadbandgrants.com](http://www.mgbroadbandgrants.com)



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## Hawthorns

Staunton (Newent)

Total units = 20

Occupied = 16

Eligible for funding 7

Applied for funding so far 7

6 Quotes

FAW/ LL / FTTP

£3k - £109k



## Northwick Business Centre

Blockley (Moreton in Marsh)

Total units = 97

Occupied = 45

Eligible for funding 21

Applied for funding so far 9

6 Quotes

FTTC / LL / FTTP

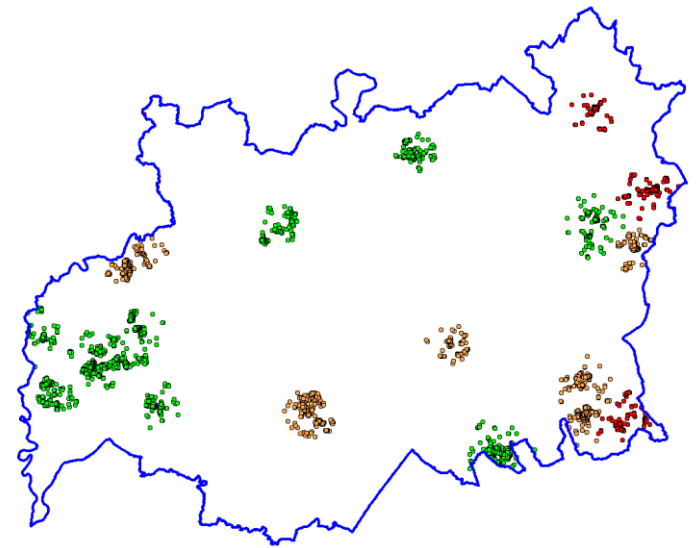
£60-£204K



# Viable Clusters

## EAFRD

- Marches & Gloucestershire
- Viable Clusters Broadband Project
- EAFRD Programme launched October
- £4m Awarded for Gloucestershire
- Targeted at clusters that remain which could be viable for an alternative solution
- Using **businesses as the anchor for each cluster** to demonstrate the economic potential
- Ranked in order of latent economic potential
- Up to 5,700 premises



The European Agricultural Fund for Rural Development:  
Europe investing in rural areas

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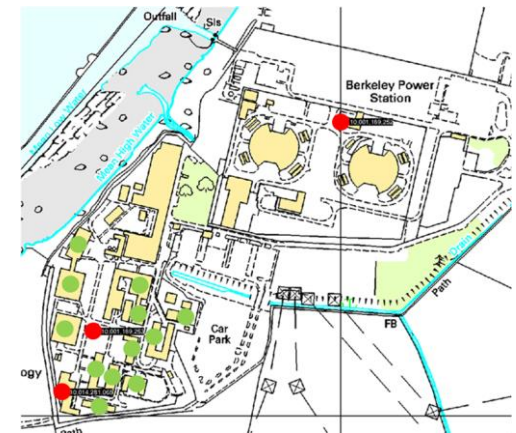




# Bespoke Contract Extensions



- C. £3.5m retained for contract extensions
- Could be augmented e.g. Cotswolds funding
- Used to periodically bring outlying premises into the existing contracts
- Discretionary based on a **cost / benefit assessment**
- Example Berkeley



# How will people know?

- Still have to physically order
- General Marketing
- Postcards
- New Website
  - now driven by our data
  - personalized 'call to action' (CTA)



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# Thankyou



“by the end of 2019/20 all residents and businesses in Herefordshire and Gloucestershire will be able to order the broadband service they need and a high percentage will be using faster broadband to do more online, boost business growth and achieve their potential”

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