

Open networks



Crister Mattsson Senior Advisor

Kalimera filoi tou broadband

- City networks in Sweden
- Open networks in Stockholm
- Business model



Crister Mattsson

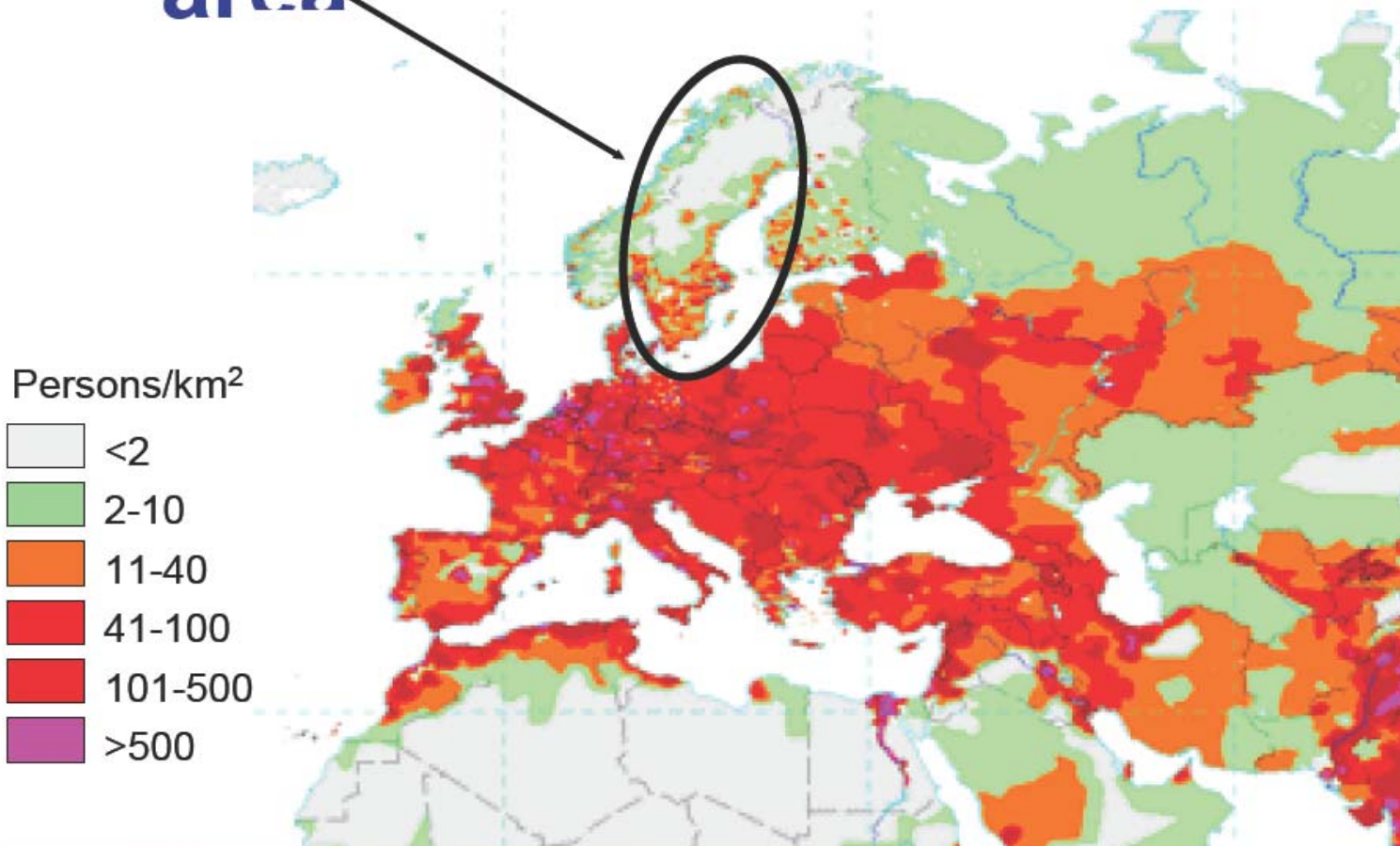
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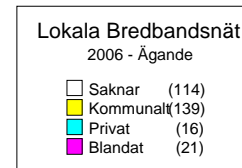
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Sweden – a sparsely populated area

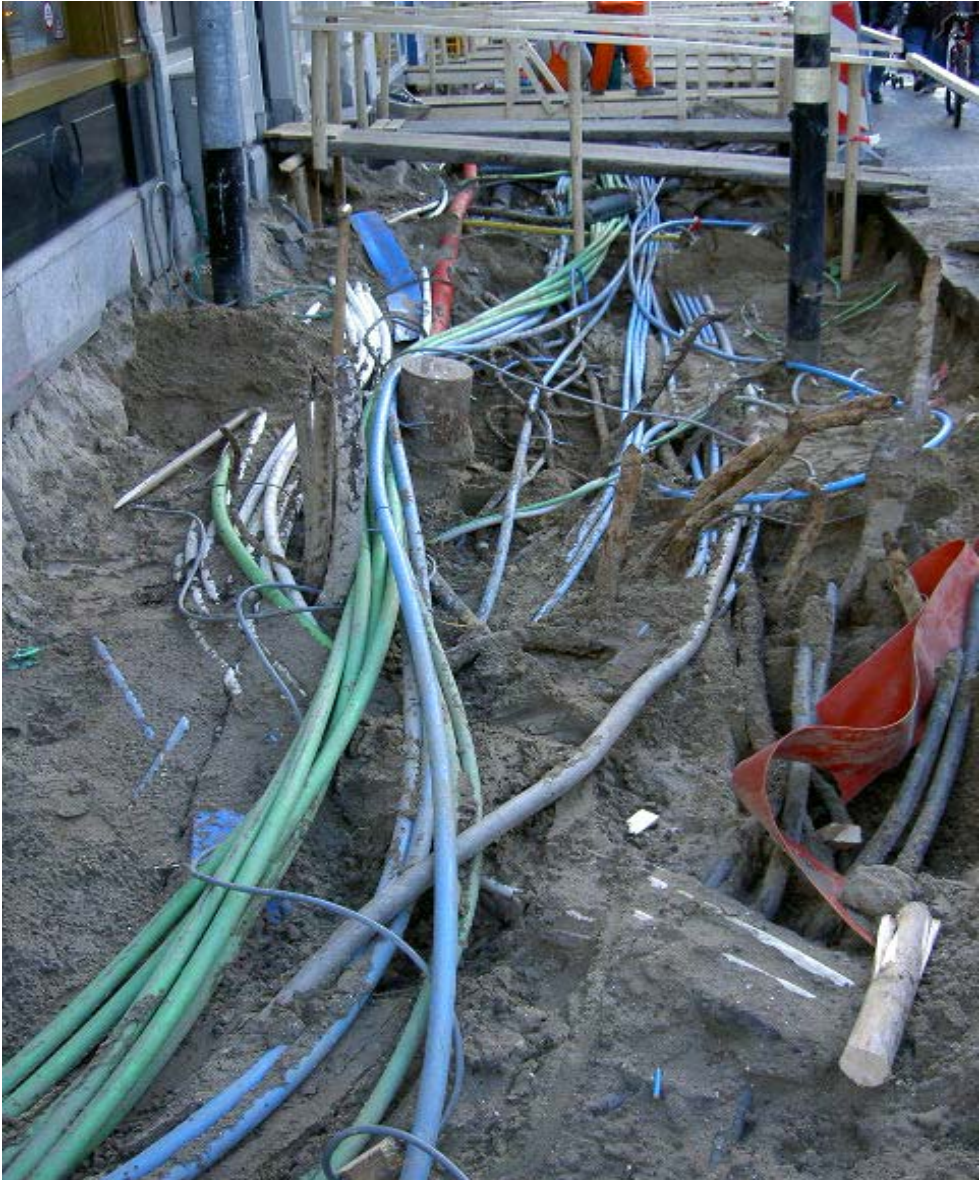


City Networks in Sweden

- 152 city networks
- Invested more than 2 billion EUR
- 3 milj. homes passed
- Optic fiber access
- 95 % offer dark fiber
- Co-operation with central system to provide crossover connections



Installation of fibre cables





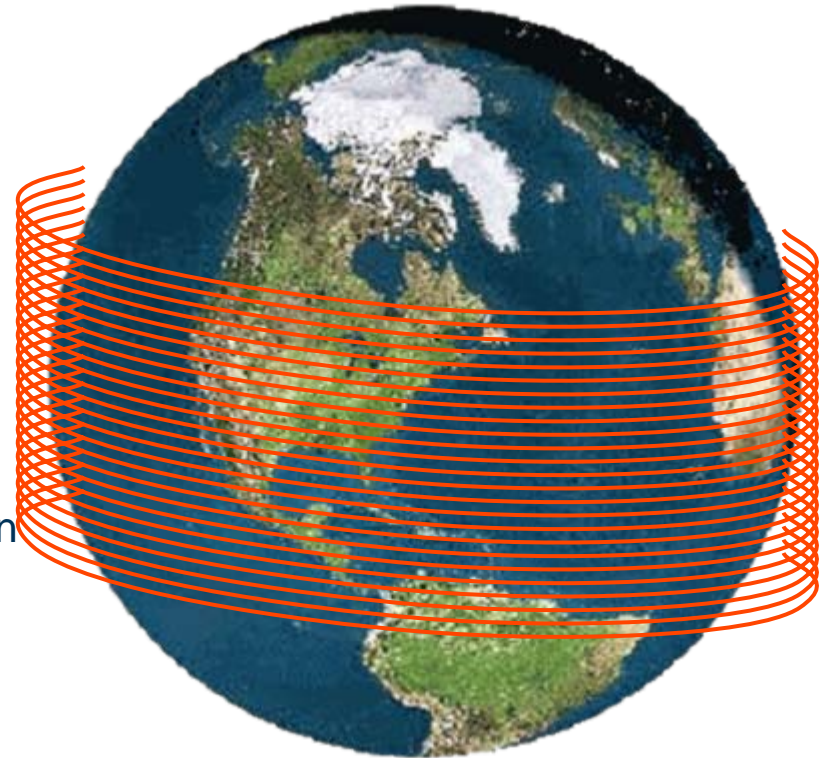
Stockholm

The mission of Stokab

- Give Stockholm an open ICT-infrastructure for all
- Create the network for The City of Stockholm
- Reduce digging in the streets of Stockholm
- Stimulate the market by offering dark fibre below operator self cost
- All areas in Stockholm open for everyone

Stokab's scope

- 1,000,000 km Fibre (25 equators)
- 200 fibres per cable in average
- 6 000 **O**ptical**D**istribution**F**rames
- 90 Operators and SPs
- 450 other customers
- City of Stockholm
 - 100,000 students & schoolchildren
 - 50,000 employees in City admin



Open networks

City networks

Promote the Ict-development and thereby stimulate economic growth

Provide infrastructure for all

Operator neutral

Below construction price

(City of Stockholm policy)

Residential open networks

Individual households must be able to choice and change services

The net must be able to deliver multimedia services of quality with standardised technic

The net must be able to simultaneously handle several services and service providers

The net must be open for all service providers on equal economic terms

The service providers must compete on non-discriminated and justice conditions

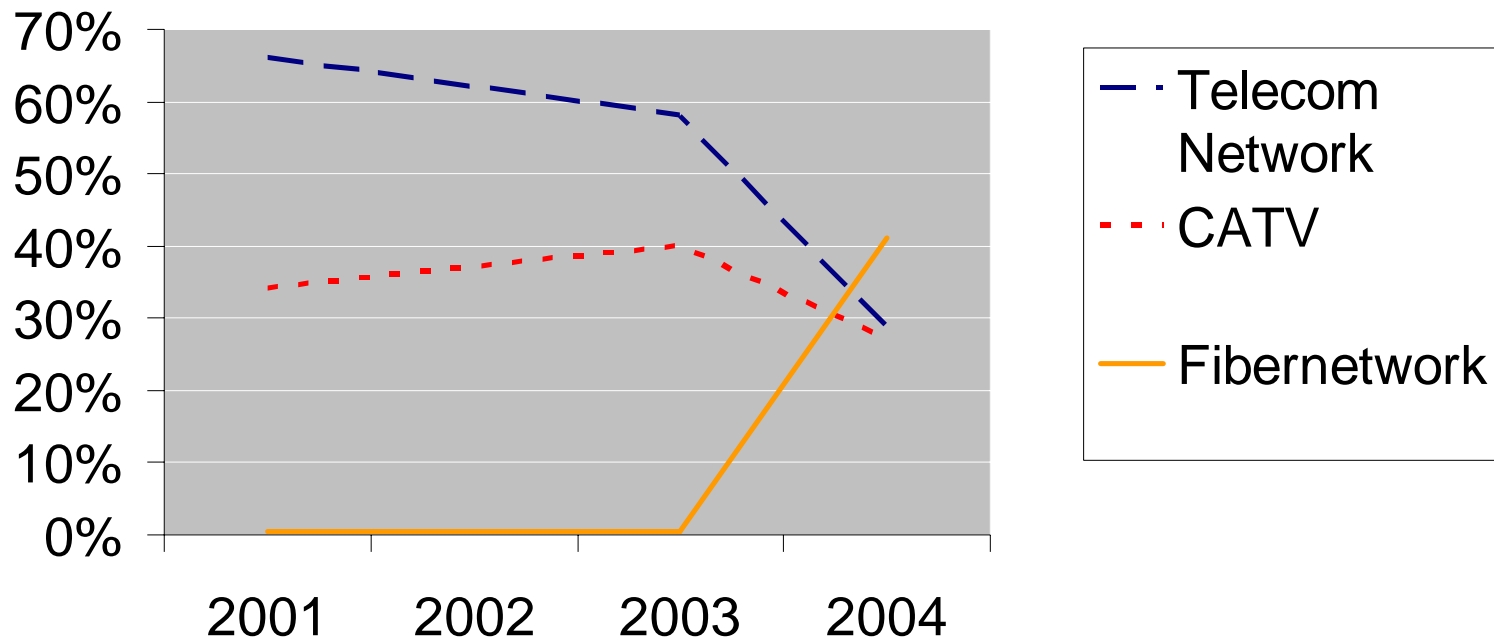
(SABO, HGF, Fastäg.)

Why fiber all the way?

- Growing need for capacity
 - We are building for the future.
- Environmental reasons
 - Fiber solutions will need less energy.
- The tenants' health
 - “We don't want to take any risks.” EMC, RF emission e t c
- Cost effective in the long run
 - Longer life cycle. Depreciation
 - Less space for active equipment

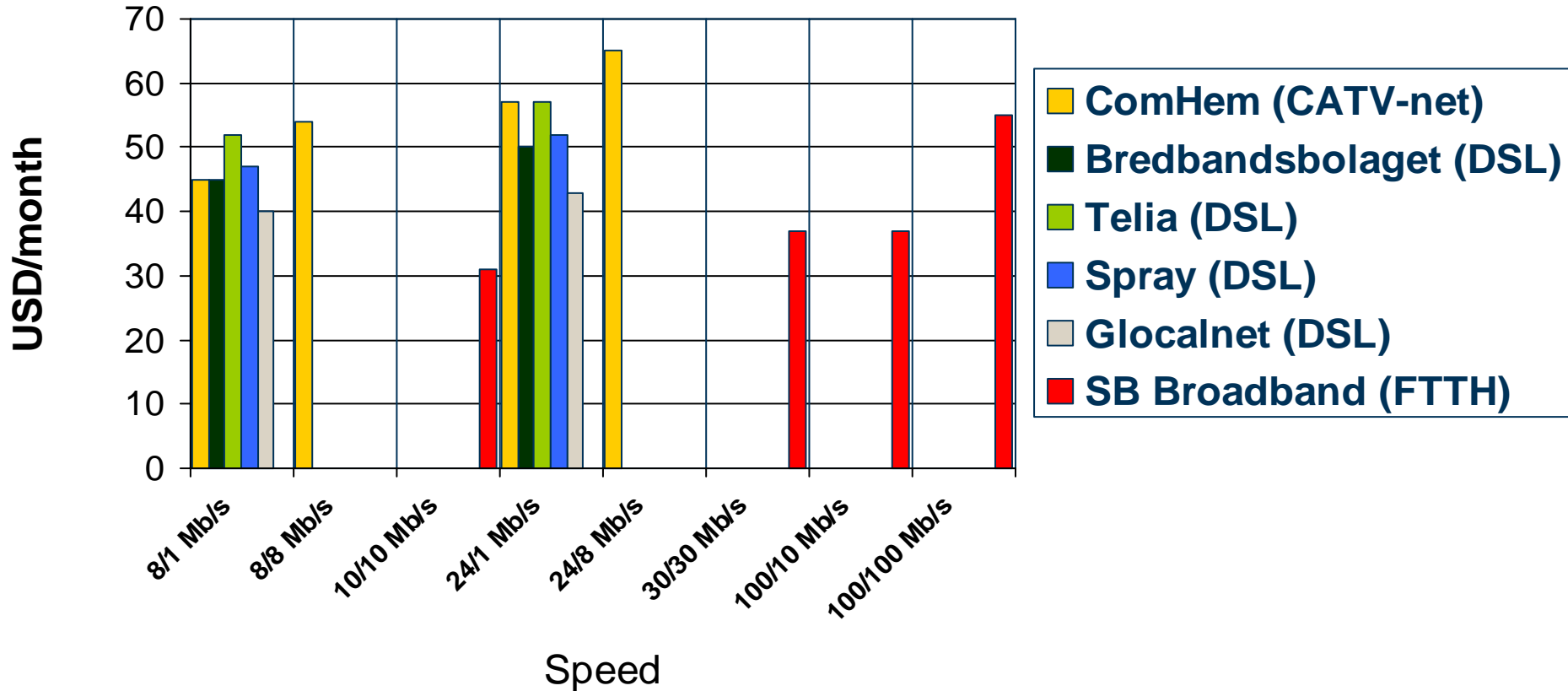
Source: Svenska Bostader (largest housing company in Sweden)

Which network do the households use to surf on Internet?

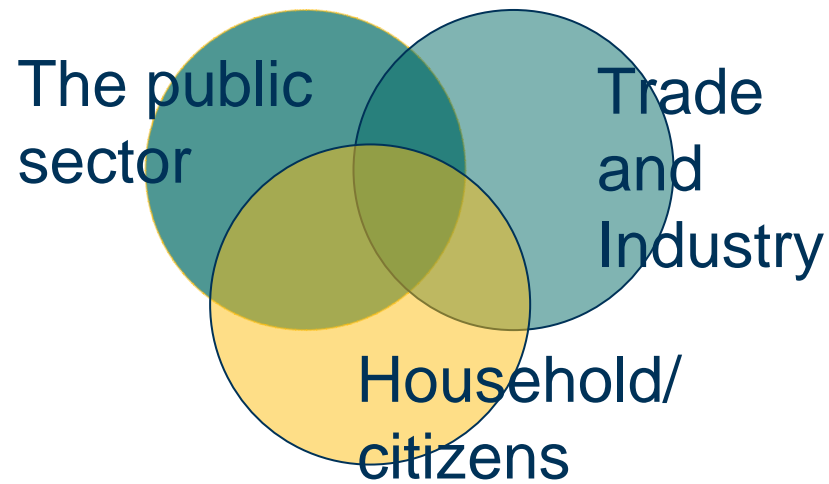


Prices on broadbandsubscriptions

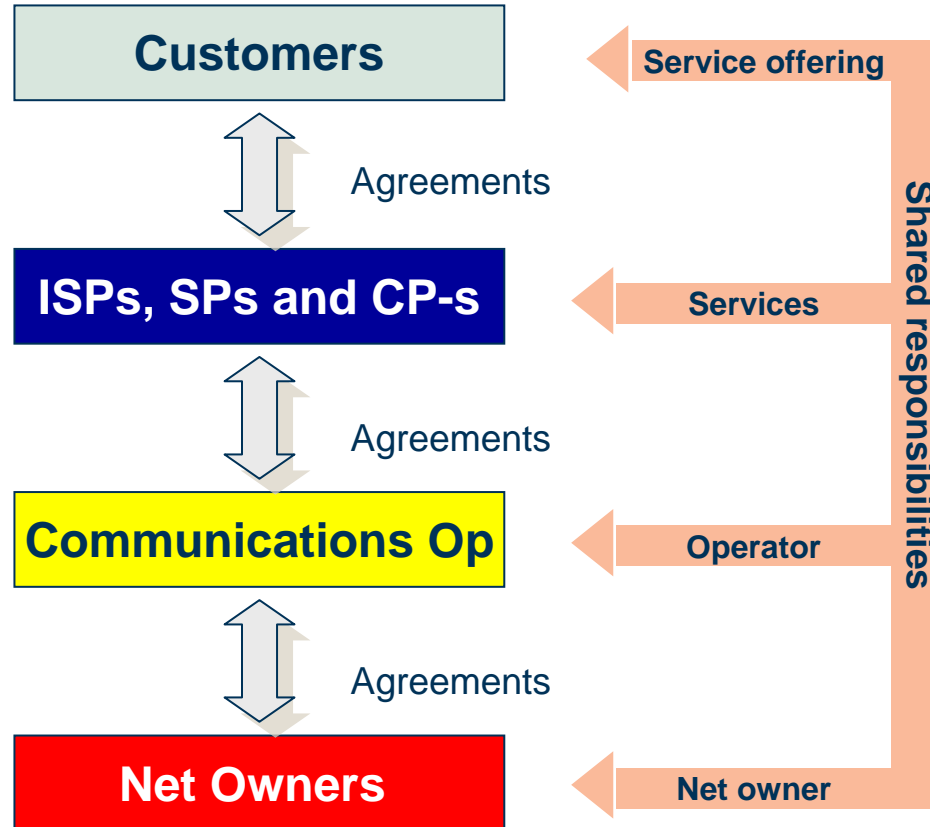
Sv. Bo. Stockholm



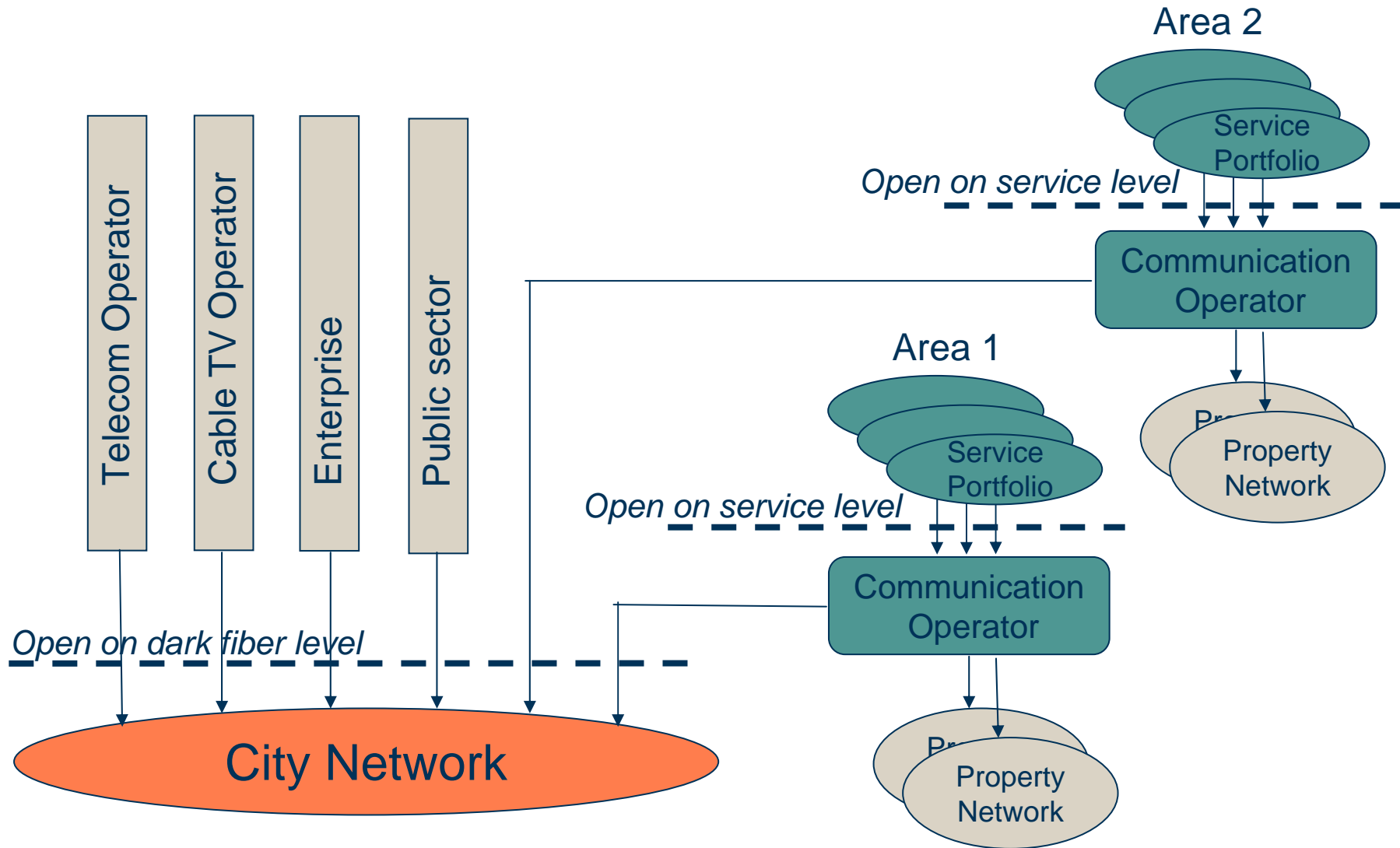
Operator neutral city network



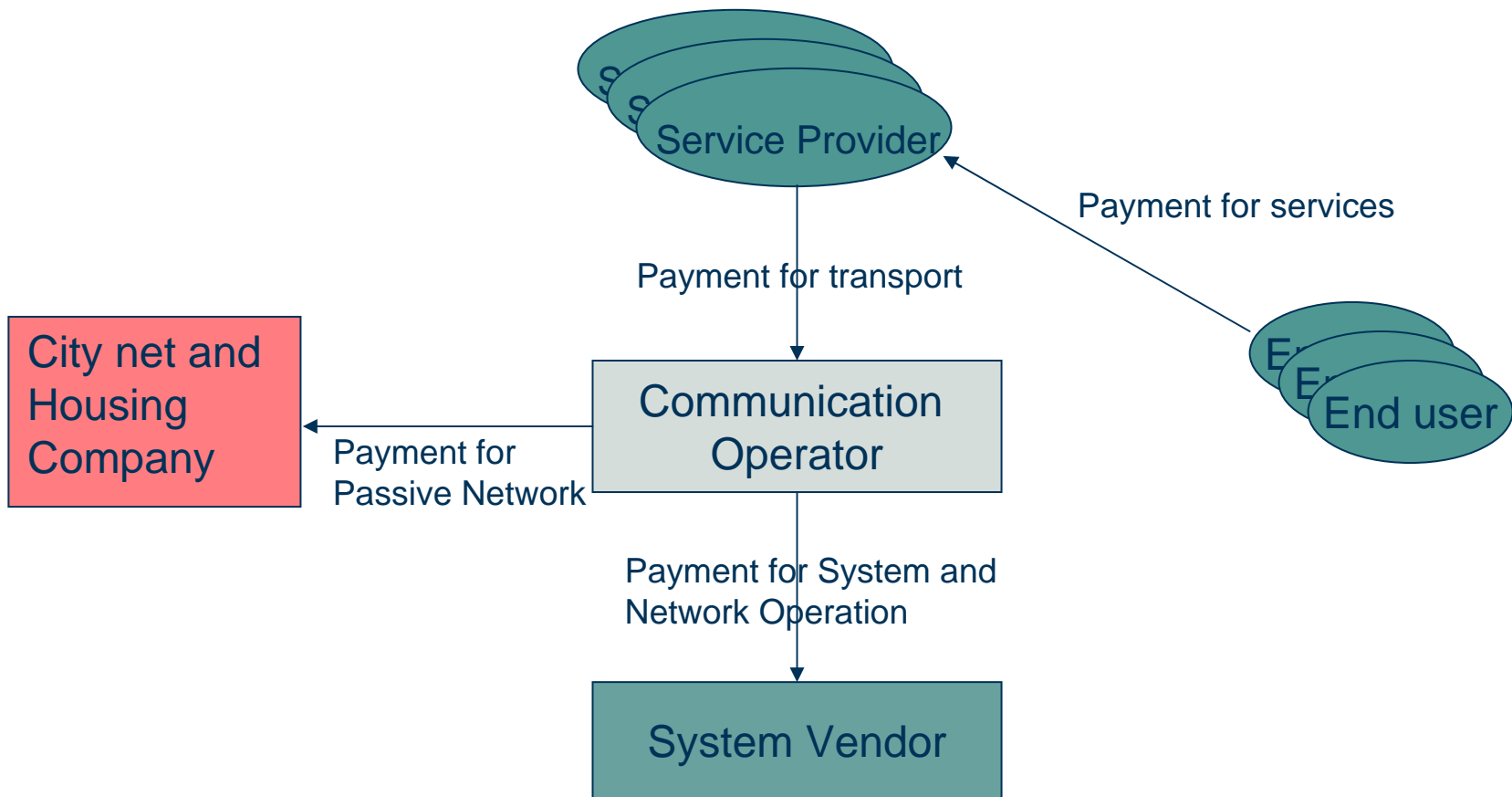
Business models



Generic Open Network Model

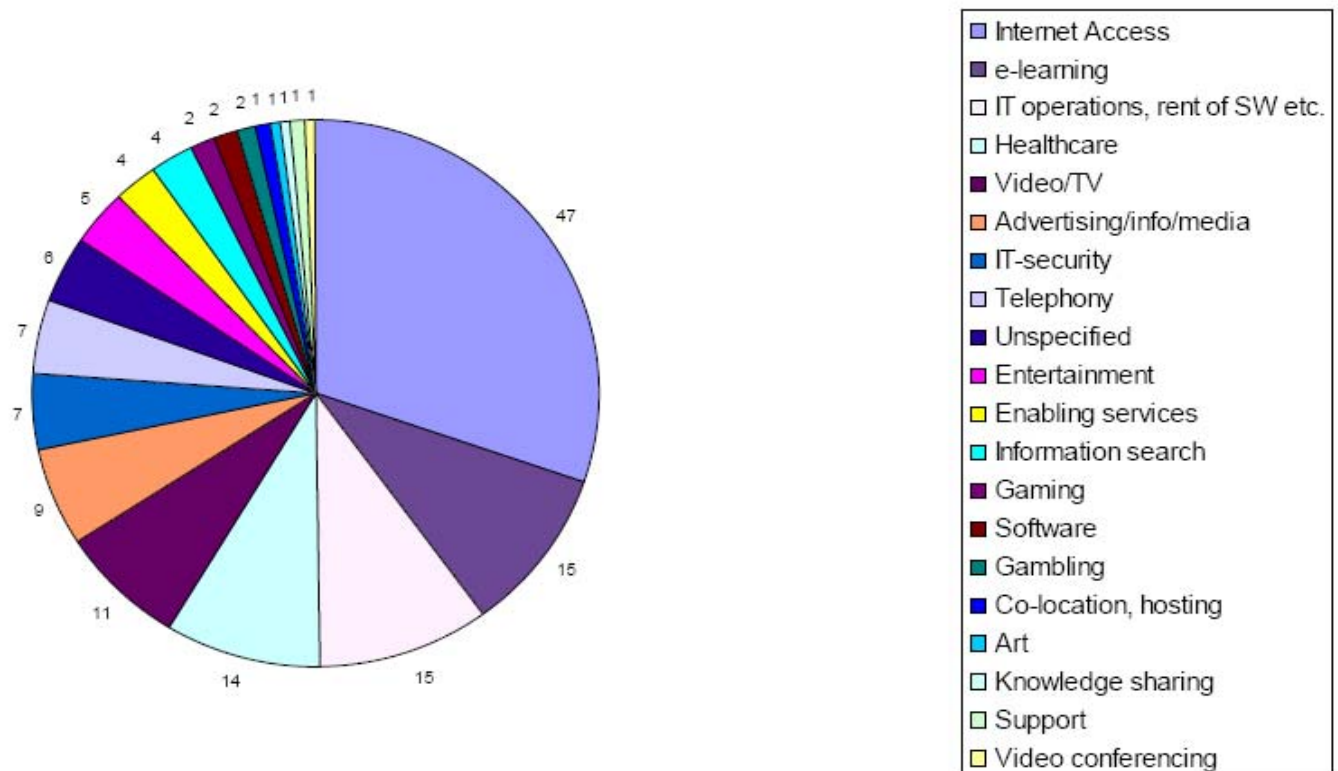


Revenue Streams



Distribution of Service Types

Distribution of the 155 digital service providers

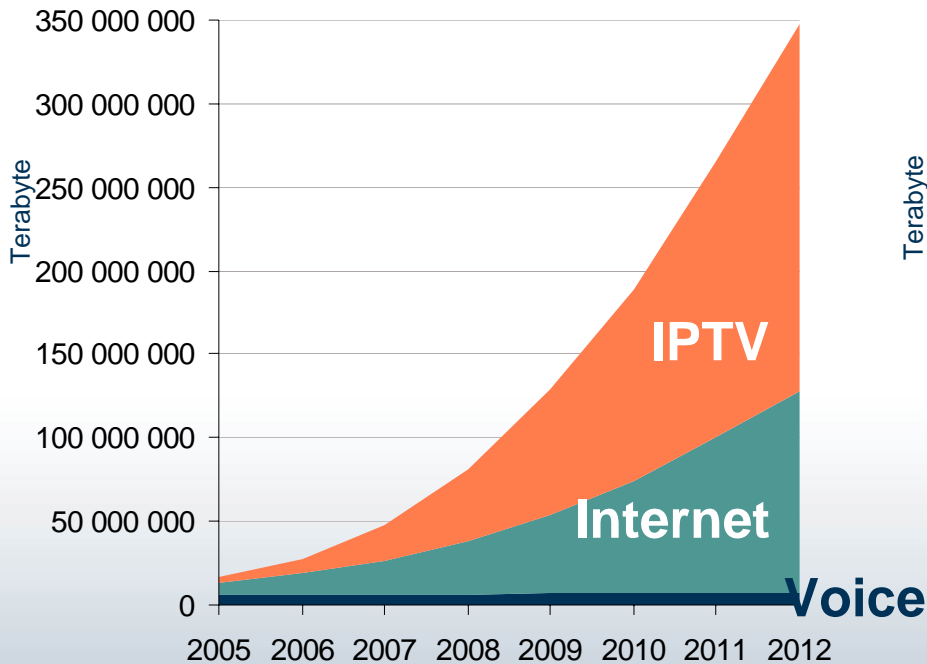


The Arena for digital services in Stockholm 2007

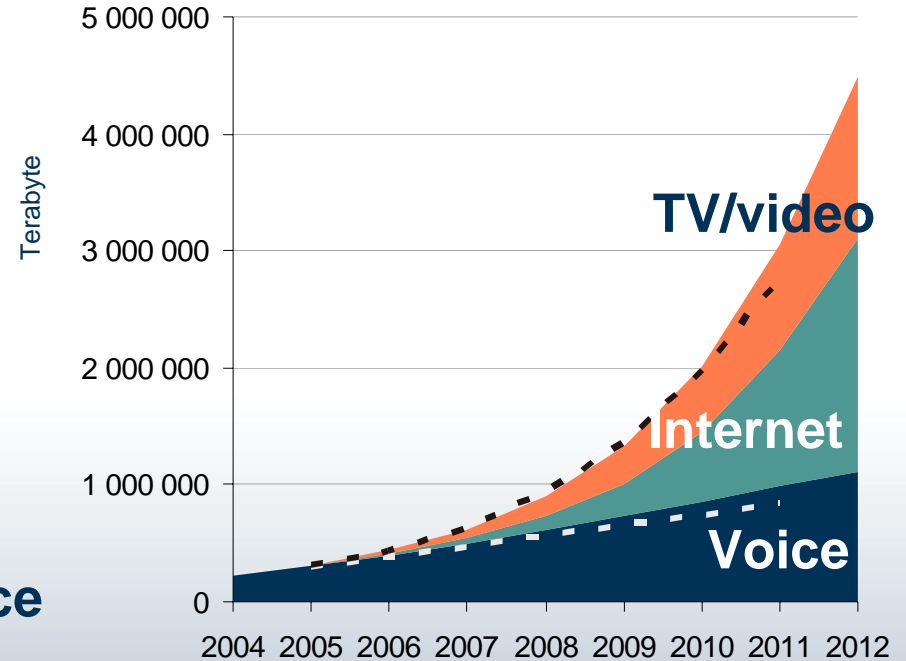
Network Traffic Growth

Strong outlook

Fixed access traffic



Mobile access traffic

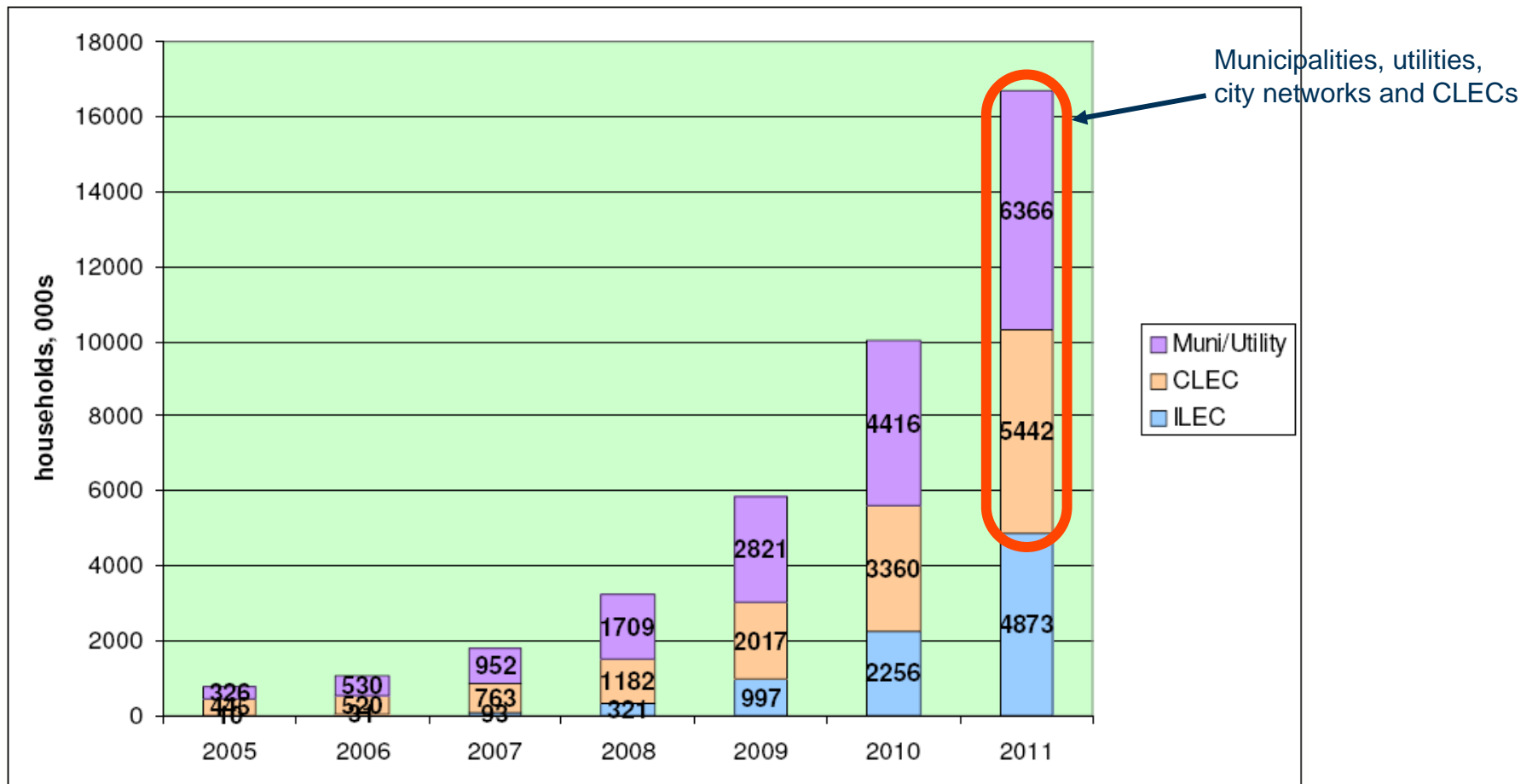


Source: Ericsson and market estimate

Traffic growth driven by TV, video and internet

FTTH forecast, provider type

EU25 countries plus Iceland, Norway and Switzerland



Source: Heavy reading

- Fibreoptic networks
- Open networks
- Municipality networks

Open-network are not a question of technique,
it is a shift of paradigm to promote economic growth

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