

# hubbub group

wholesale open access specialists

## Asset-Re-use & Wholesale Encouraging competition, not overbuild....

FIA Summer Seminar  
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# Problem – Getting to 100% Gigabit / Full Fibre

Wholesale is a good solution to this problem....but:

- There are over 130 alternative Network Operators
- There are over 400 Service Providers
- There are over 400 Local Authorities (and many more districts)
- There are many other asset owners
- Each has their own process, workflow, approvals and products
- For Wholesale to be effective, there needs to be common agreements and an easy way to “trade” or share

# Why is Wholesale Important?

- Access to Infrastructure Regulations mandate sharing of passive infrastructure
- BDUK Project Gigabit requires wholesale open access at passive and active layers
- Avoid overbuild – know what’s already there – what’s re-usable (reach more people more quickly)
- Political – better PS asset use – “levelling up”
- Economic / Commercial – revenue generative
- Social – reach underserved, optimise infrastructure investments
- Cost – reduce costs of deployment
- Speed up deployment by avoiding unnecessary civils

# Case Study SSNF Cesar2

SSNF – Swedish INCA

Cesar2 based on Digpro FIX / AssetHUB

In operation since 2014

Strong trend towards automation (API)

5G creates new opportunities

**85 Buyers**



**111 Sellers**

Turnover per year  
**140 M Euro**

\* UK market is 10 x that of Sweden

# What is AssetHUB?

- Secure marketplace platform that allows various asset types to be registered and mapped to facilitate Fibre, 5G and Digital Infrastructure
- AssetHUB allow users to securely find assets with location, feature and price information and manages the Enquiry/Order process.
- AssetHUB uses a common set of:
  - Standard Product Specifications
  - Standard Terms & Conditions
  - Standard SLA's
- Asset Owners are in full control and can choose who has visibility.
- Additional data sets (layers) can be added (land ownership, poorly served postcodes, AONB, Mobile coverage etc to help decision making)

# Mapping Assets – What...

There are many asset owners in the UK:

Over 130 alt.nets

Over 400 Local Authorities (plus others like NR, Road, TfW, Janet, MOD, Utilities etc)

## **Public Sector:**

- Property (60k+)
- Land
- Car Parks
- Street Furniture (7.5m+)
- Duct (60k km+)
- Fibre
- CCTV Columns
- Traffic Light Columns

## **Private Sector:**

- Property
- Cabinets
- Duct & Fibre
- Chambers
- Masts/Towers/Poles
- Connectivity (Ethernet and Wavelengths)
- IoT Sensors
- 5G infrastructure (including buoys!)



# Mapping Supporting Data – a growing list...



# What is DCIA?

## The Digital Connectivity Infrastructure Accelerator – a DCMS funded project

- **£4 million pilot scheme** supporting implementation of digital asset management solutions to:
  - open up **public assets** for the rollout of wireless communication networks (digital divide)
  - to test the **latest innovations** in digital asset management platforms (automate, simplify and speed up)
  - to help local councils accelerate roll-out of advanced network infrastructure (raise awareness)
- **DCMS** wants Authorities to partner with infrastructure providers and a Digital Asset Management Platform supplier. Project partners expected to deliver a pilot which explores the benefits/ resources needed and **how to make this happen**

**The Wessex Consortium chose AssetHUB as their platform of choice.**

(Partners include Dorset Council, BCP Council, Hampshire Council plus....

CTIL, WIG, ONTIX, Cellnex, OS, Gaist, INS Group, Cyclomedia)

**Though focussed on mobile operators, fibre availability is critical**



# What's in it for Councils?

- Better understanding of assets
- Potential revenue stream and/or economic and social benefits
- Improved connectivity for those living in, visiting, travelling through, and working in your area
- Facilitation of “Smart Place” solutions
- Cost savings resulting from Digital Transformation at scale
- Economic advantage – helping to attract organisations to move to the area
- Reputation

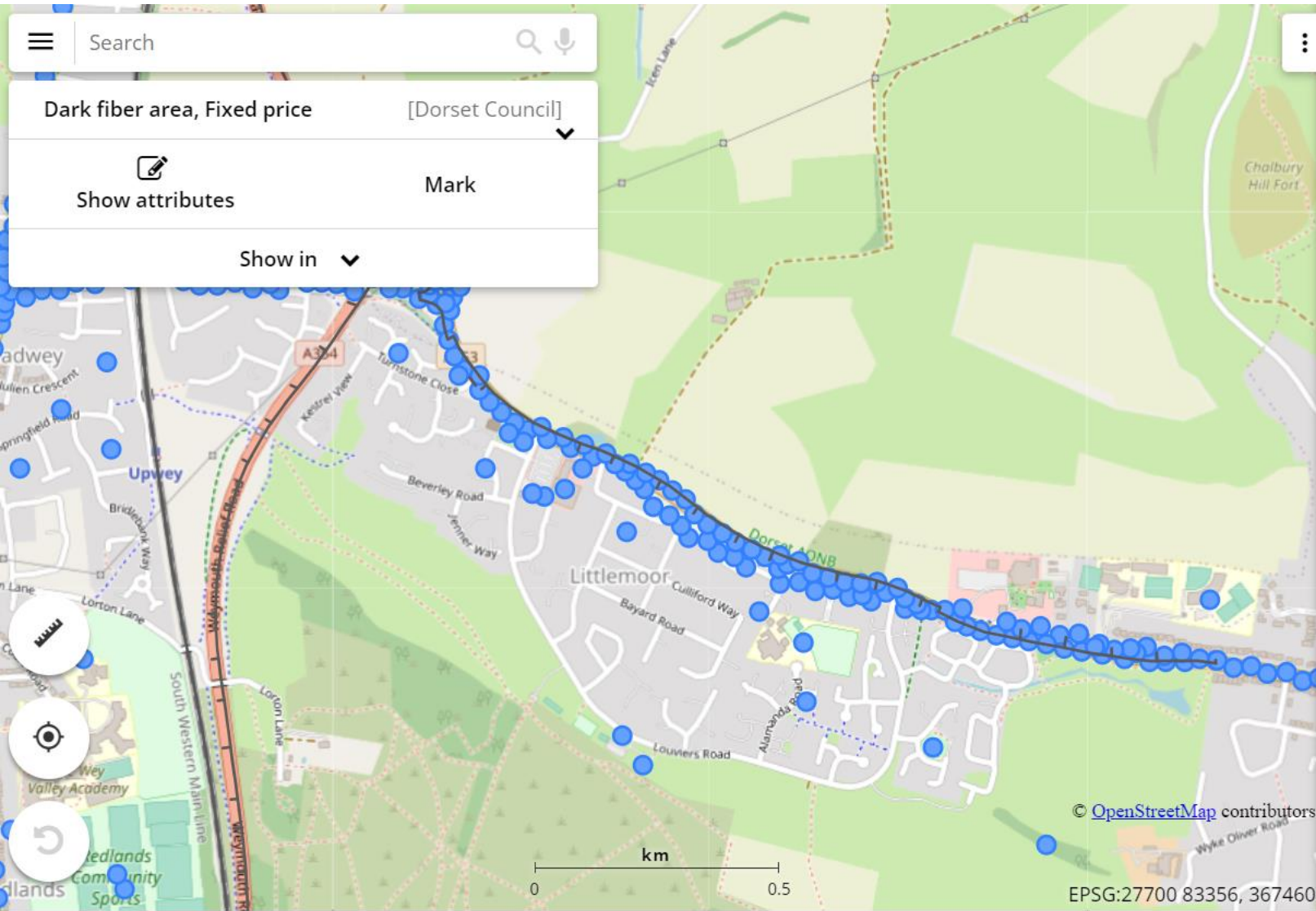
# Specific benefits to Operators

- **Reduced acquisition cost per site**
  - Due to less acquisition failures
- **Quicker determination of “candidate sites”**
  - Rule out those with no/expensive power options or those in SSSI/AONB
- **Improved relationship with Local Authorities and other Public Sector asset owners**
  - A more collaborative approach with standardisation
- **Reduced need for physical site survey/MSV**
  - Until site progress is highly probable
- Find landlords with a **“public good” motivation** (wanted better connectivity)
- **Potential new “sales channel”** for assets to generate additional revenues
- Need to know where fibre backhaul is, and where power is available

# AssetHUB – what next?

- More fibre mapping – map the alt.nets
- BDUK – solution for any bidders into Project Gigabit
- Utility infrastructure
  - RAG status of nearby power – Red=Expensive, Green=affordable
  - Disused gas main infrastructure – one asset owner has 10k km! 5 more
  - Fibre in Water – ongoing project with DCMS, other commercial trials ongoing
  - Other utility and PS assets

# Examples



### Dark fiber area data

Name
WRR
Company
Dorset Council
Subtype
Fixed price
Other info

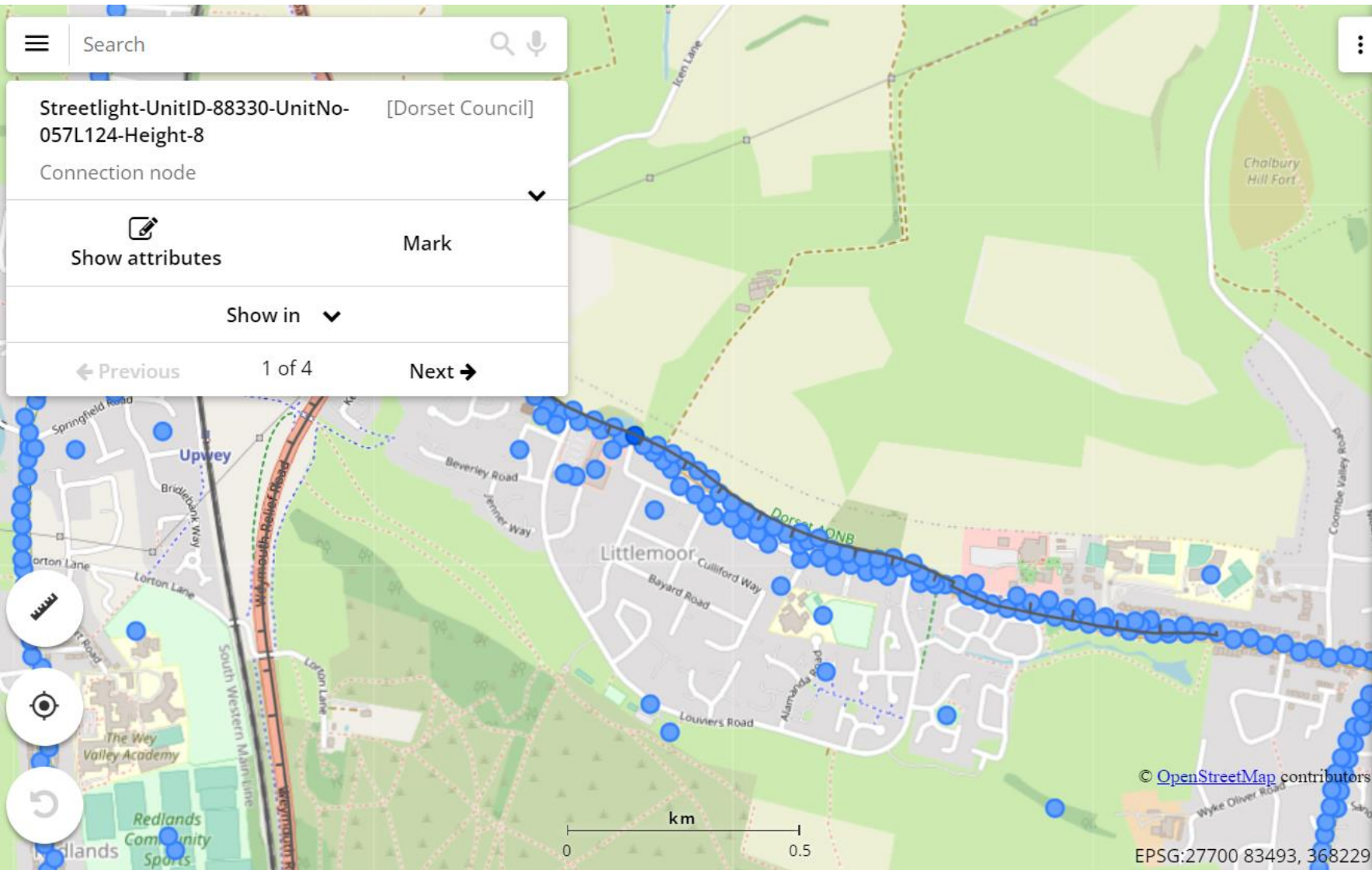
  

### Dark fiber product data

Type	Fra...	Pro...	Co...	Dar...	Co...	Poli...	Co...	Pri...	Ser...	Re...	OT...	S...
Mono	No					SC/UP				No	No	Yes

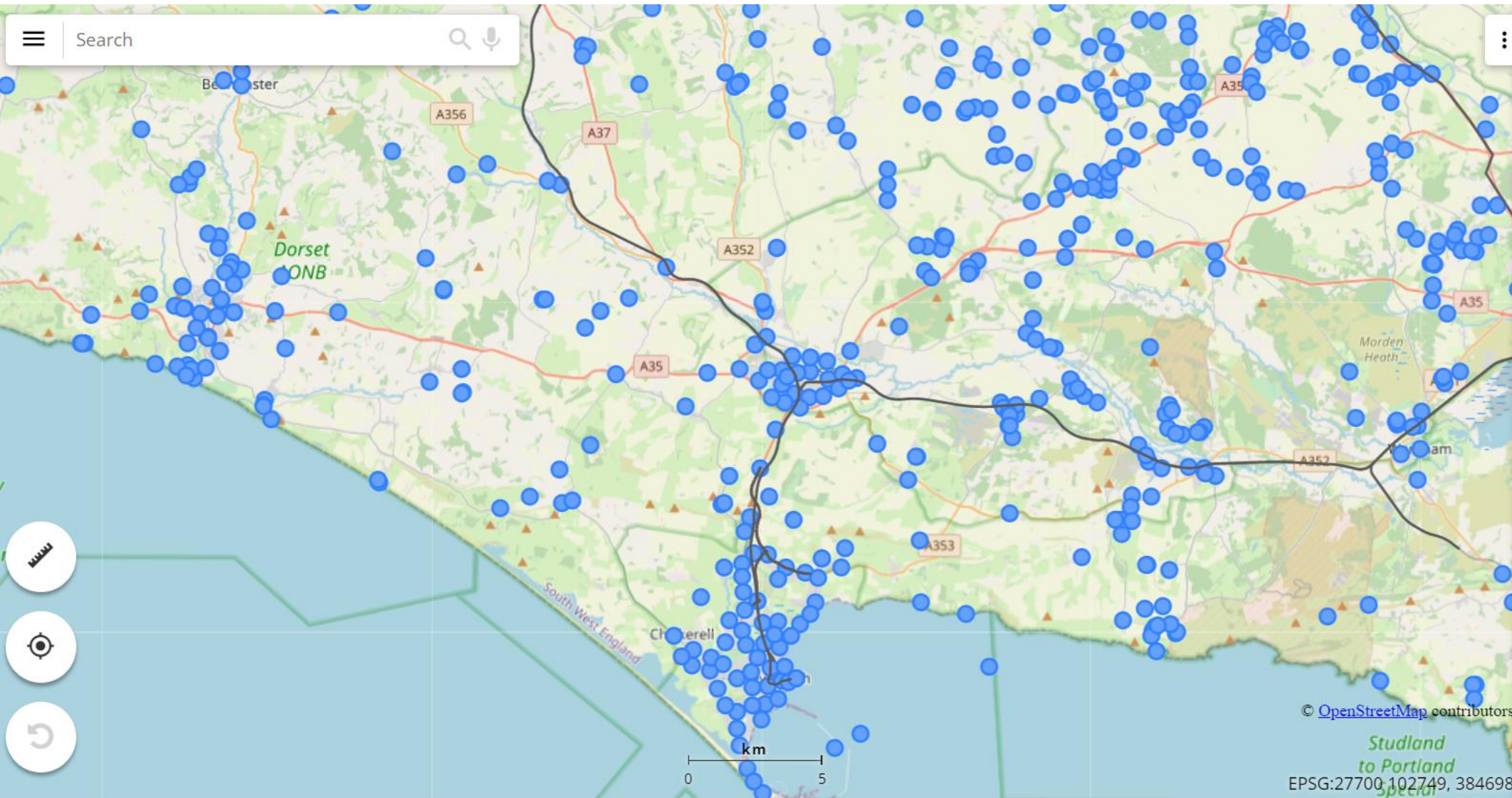
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Node data	
Subtype	Connection node
Name	Streetlight-UnitID-88330-UnitNo-057L124-Height-8
ID	88330-057L124
Company	Dorset Council
Street address	
Locality	
Connection state	
Dark fiber	No
Ethernet	No
Site access	No
<a href="#">Close</a>	





Move to coordinates

New Enquiry

New direct order

Case list

Archive >

Search MeetMe nodes,...

\* Case list

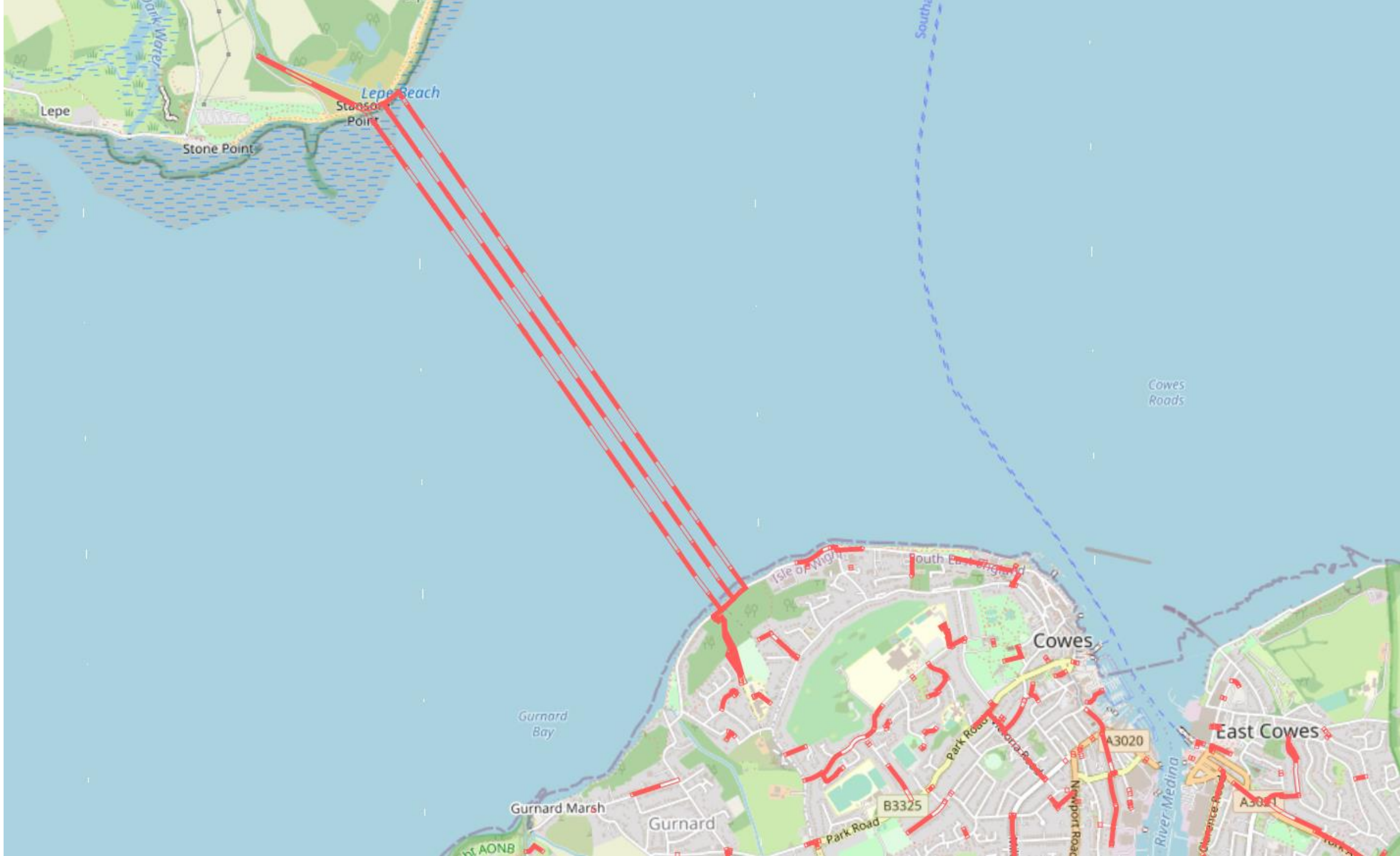
Search MeetMe nodes,...

Search connection nod...

Search area nodes

Search companies

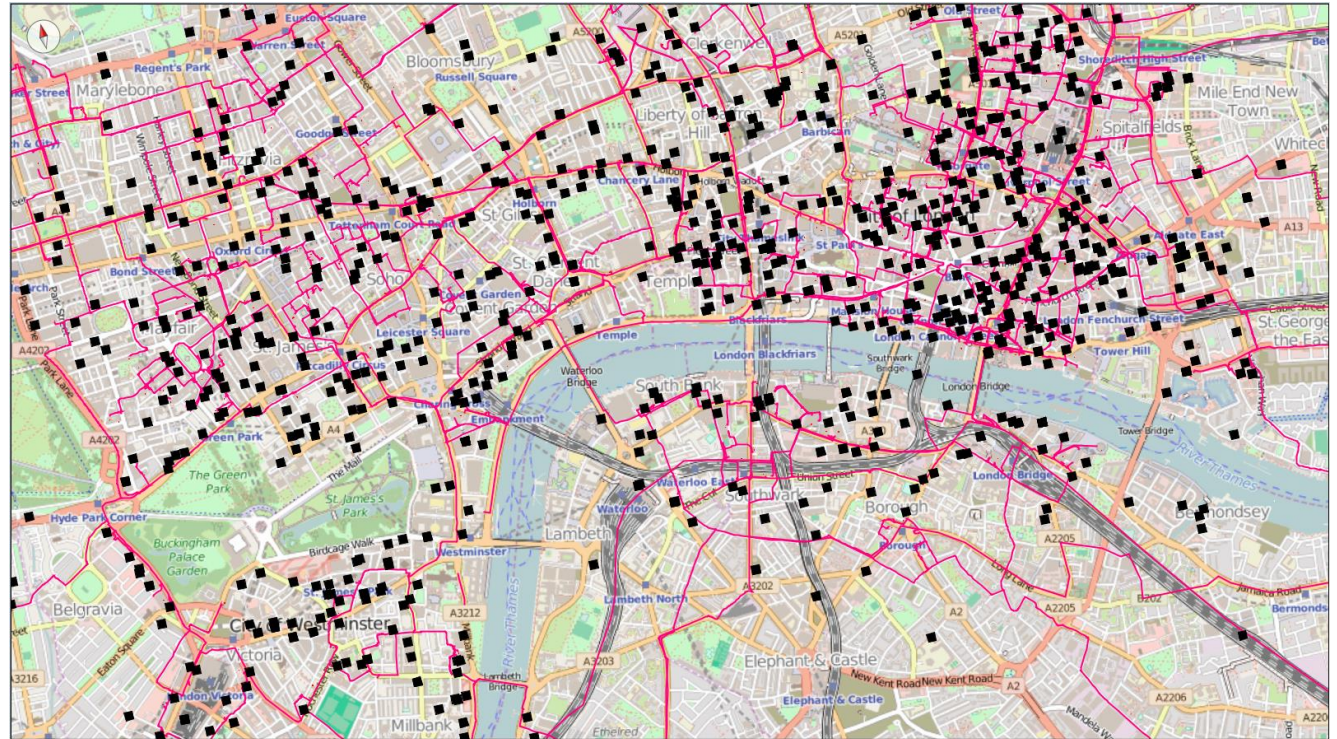




# The AssetHUB – Mapping Fibre and Nodes

London – Fibre &  
Connected buildings  
from just 2 operators

(info 8 years old –  
what has changed?)





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## Thank you

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