

DC11-100

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## **OPENREACH SIGNS UP FIRST TRIALLISTS FOR DUCT AND POLE SHARING**

The first companies to trial deployment of their own high-speed broadband infrastructure using BT's duct and pole network were announced today. Sky and Call Flow have signed up to a three month trial intended to test the processes and practicalities, as well as the real costs, involved in deploying their own Next Generation Access (NGA) network through the Openreach duct and pole infrastructure.

The trial marks a mid-stage in the development of the Duct and Pole Sharing product, delivering on BT's voluntary commitment to open its infrastructure to other Communications Providers (CPs) by summer 2011. Other CPs are expected to join Sky and Call Flow in trialling the product in advance of its commercial launch.

Fergus Crockett, Openreach Product Director, said: "This trial will allow us to field-test the processes involved in allowing others to use our duct and pole infrastructure and build upon the accuracy of our assumptions before we launch the product commercially. It will also provide our CP customers with far greater clarity around the detail of deployment, and the likely costs involved, as well as giving them the chance to engage with us constructively around pricing and process development."

Fergus continued: "We are delighted that Sky and Call Flow have signed up to the trial; they each bring critical experience, Sky with their scale end-user

customer base and Call Flow as the UK's largest Sub-Loop Unbundling provider.”

Physical Infrastructure Access (PIA), otherwise known as Duct and Pole Sharing, will provide operators with a licence to deploy their own cables in Openreach ducts and to attach cables to Openreach poles to support their deployment of NGA broadband services.

The service will provide an alternative route to market for CPs who are willing to shoulder the significant capital costs of deploying their own NGA network, rather than using Openreach's own fibre offering, known as Generic Ethernet Access (GEA), which currently covers in excess of 4m homes and businesses in the UK. BT plans to deploy GEA, which is available to all CPs on an equivalent basis, to two thirds of UK premises by the end of 2015.

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#### **About Openreach**

Openreach is responsible for the nationwide local BT network which connects homes and businesses across Britain to communications providers' networks. Openreach provides communications providers with services and products associated with that network.

#### **About BT**

BT is one of the world's leading providers of communications solutions and services operating in more than 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.

In the year ended 31 March 2010, BT Group's revenue was £20,911 million.

British Telecommunications plc (BT) is a wholly-owned subsidiary of BT Group plc and encompasses virtually all businesses and assets of the BT Group. BT Group plc is listed on stock exchanges in London and New York.

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