

Keine Zukunft ohne Breitband

Stand der Umsetzung der Breitbandstrategie

# Flugfeld Böblingen/Sindelfingen

## NGN Open Access (a best practice example)

Breitbandinitiative D21, 15. September 2009

Alf Henryk Wulf

# Solution mix for different purposes

## *Optimal mix of access technologies for 100% coverage*

### Copper-centric

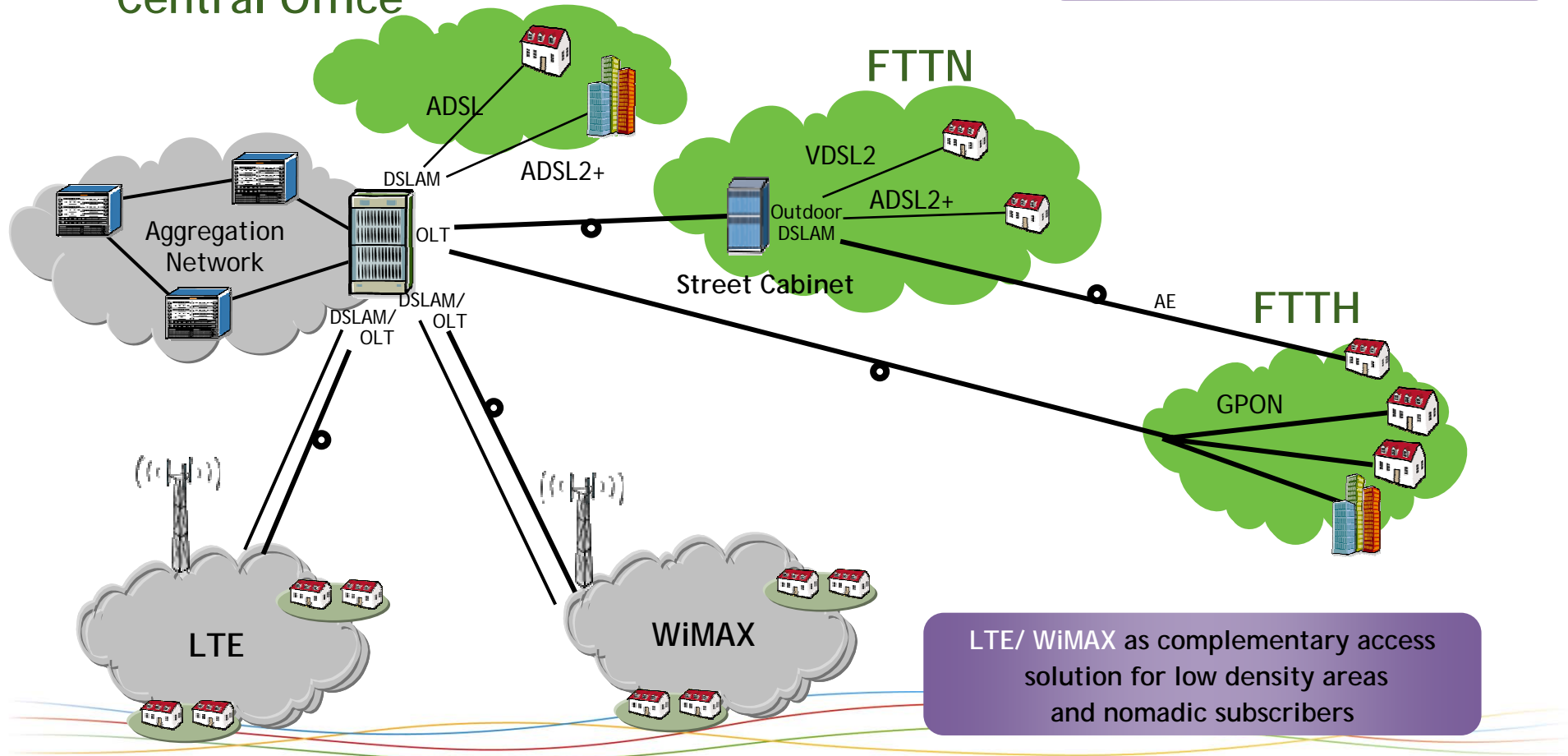
Maximise CO investment with ADSL2+ and bonding

Cost-effective Fiber-To-The-Node (FTTN) equipment

### Fiber-centric

“Unlimited” reach and bandwidth  
Fiber-To-The-Building (FTTB)  
Fiber-To-The-Home (FTTH)

### Central Office

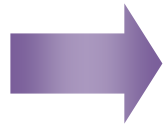


LTE/ WiMAX as complementary access solution for low density areas and nomadic subscribers

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## The Customer Problem

- The 'Stadtwerke Böblingen & Sindelfingen' are major shareholders of the project and responsible for the entire infrastructure (Electricity, Gas, Water, Heating, Facility Management)
- The customer is not a Telco and does not want to invest into carrier know-how and resources
- Being inexperienced the customer required a trusted partner



First real case in Germany for a Utility Driven FTTx project - 100% relying on Alcatel Lucent's blueprint for Open Access Network

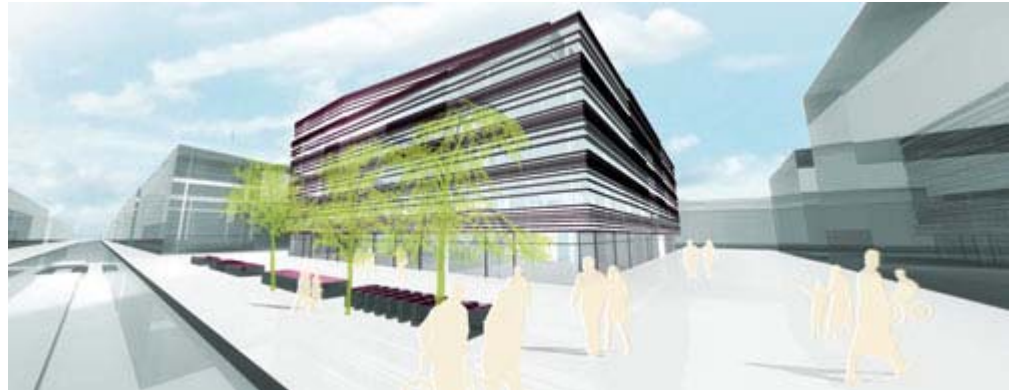


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## Alcatel-Lucent Deliverables

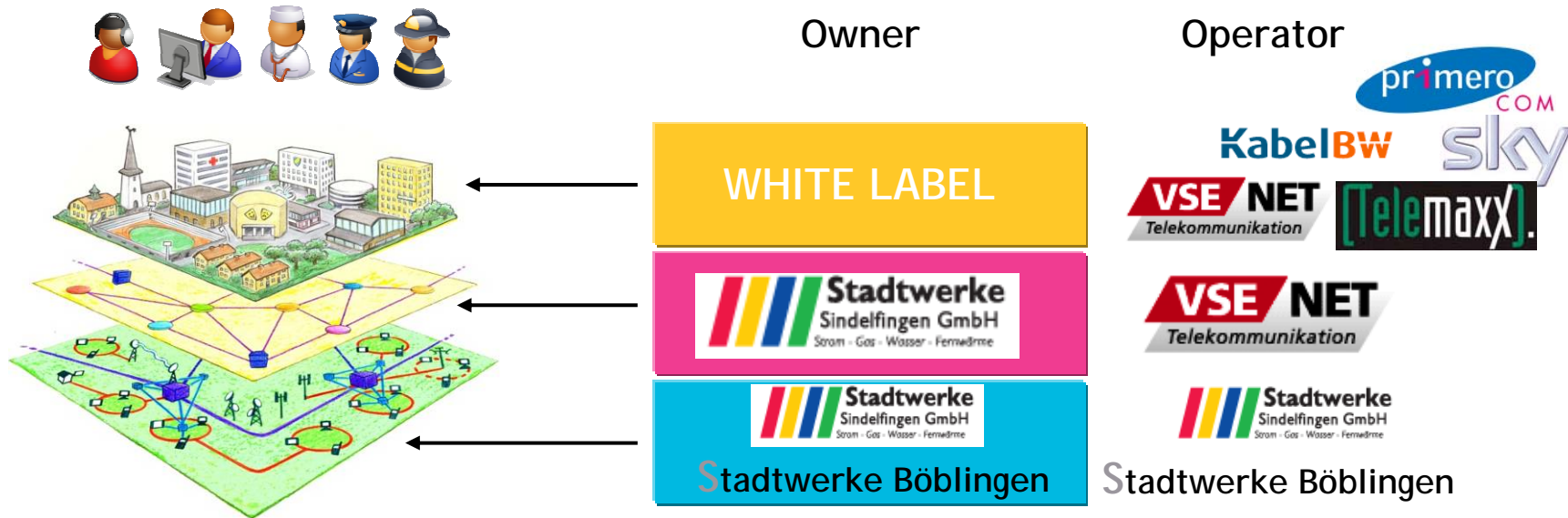
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- Business Case Consulting
  - Design and planning of OSP and inhouse-cabling
  - Design and planning of OAN
  - ISAM 7342 FTTU
  - Metro Ethernet 7450 ESS
  - OSS NetAdmin
  - RF Overlay BKTel
  - Integration of the OAN
  - Vital Suite AAA
- First Deployment for  
250 households Q1/2009



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## Open Access Network - Partnership-Model

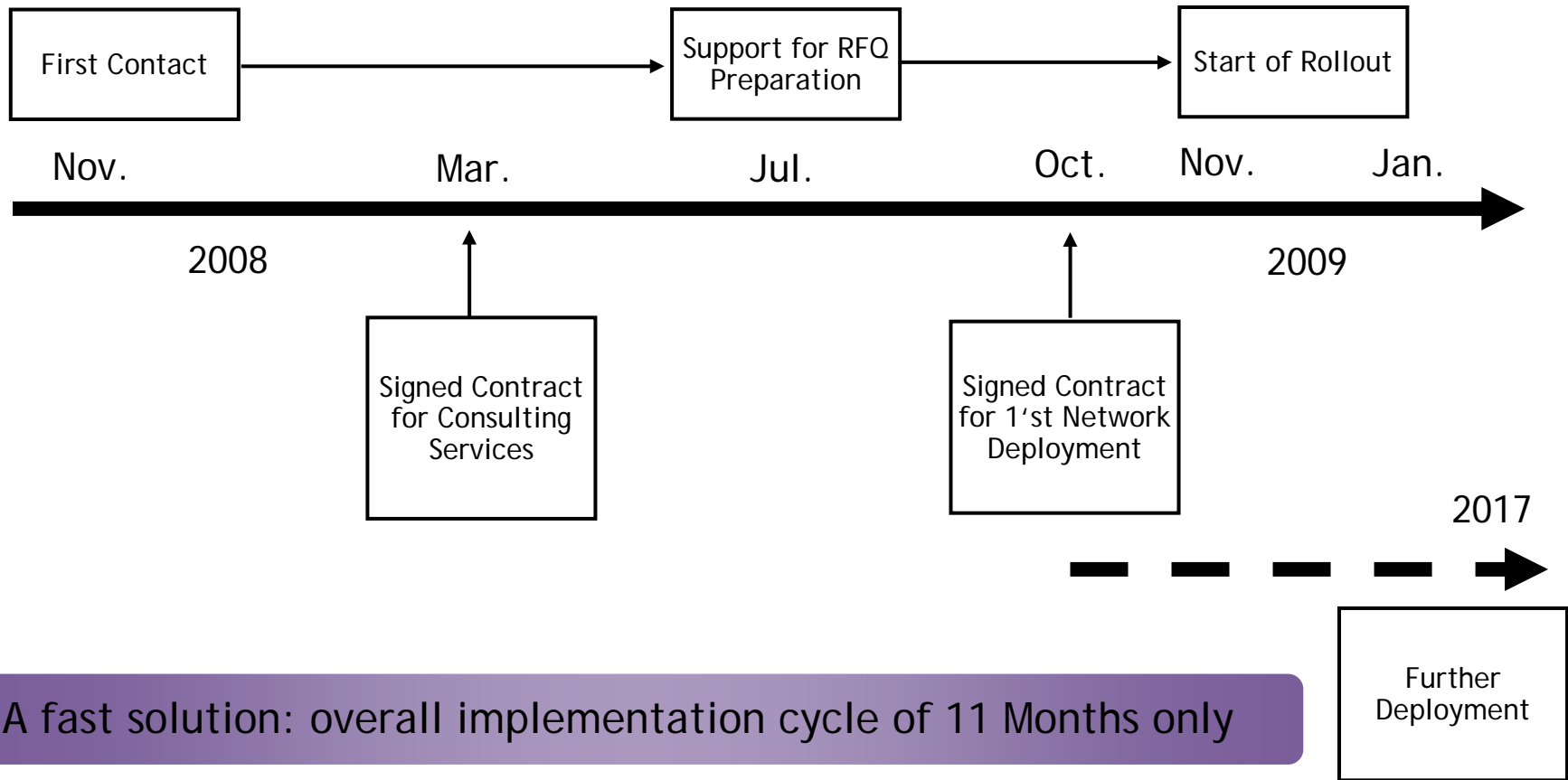


### How to start a broadband telco business without being a telco:

1. The local utilities 'Stadtwerke Sindelfingen' and 'Stadtwerke Böblingen' own and operate the passive infrastructure.
2. 'Stadtwerke Sindelfingen' bought the active equipment and out-tasked its operation to VSE-NET, a telco branch of VSE (regional energy provider).
3. In a first step, VSE-Net provides HSI and VoIP services branded with a White Label that is owned and marketed by 'Stadtwerke Sindelfingen'.
4. The Cable-TV Signal is provided by 'KabelBW'
5. In a second step, additional ISP are entering the platform

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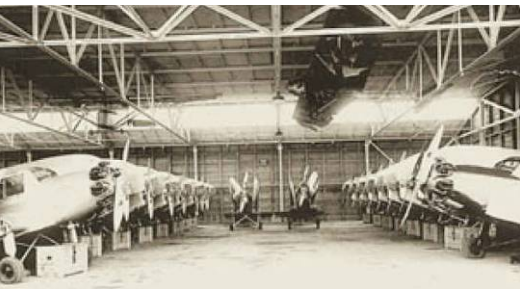
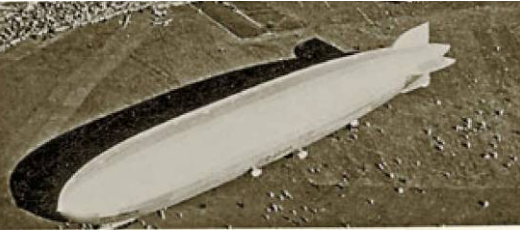
## Project Milestones



A fast solution: overall implementation cycle of 11 Months only

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## Customer Testimonial



“This fiber-to-the-home deployment is a milestone for us in two ways,” says Karl-Peter Hoffmann, Managing Director of ‘Stadtwerke Sindelfingen’. “First, the open architecture and business model helps us to offer communications services without having to invest in telecoms know-how – as this is provided by the respective service providers. And second, we are building a future-ready communications infrastructure that enables bandwidths of more than 100 Mbps which can easily accommodate increased demands for video and multimedia traffic in the years to come.”



[www.alcatel-lucent.com](http://www.alcatel-lucent.com)



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## Network Overview

