

Fiber Roll-out To All Of Region Gotland



Agriculture



Fiber



In the midst of Baltic Sea

In 2010 - Our Prerequisites

57.000 inhabitants

28.000 households, of which 20.000 in rural areas

23.500 houses in the countryside

9.000 of these holiday homes

12.000 houses in Visby

+ about 15.000 companies

Estimated total market volume

max 40.000 units

about 50% already had ADSL

only 8 none-wired telecommunications stations out of <70

Our challenges

Many places with ancient remains

Many areas with high natural values & Natura 2000

Connections - Needed to include holiday homes for financial balance

Sufficient skills ?

The houses are geographically widely spread

Very many holiday homes in several parishes



Broadband Strategy - Adopted In 2010

- **Fiber to ALL** > 100 Mbps / symmetrical + in node / house available > 1 Gbps
- Operator neutral & open network (if possible)
- Objective - **All parishes (92)** should have been built by 2015
- Using **our fiber-parish-model** (tested 2009) expected 30-40 projects
- **Estimated cost 2 - 2.500 € / house**
- **+ 3 day´s of manual labour by each house / no money for using land**
- Target set at 90% of the permanent households should have fiber 2020
- Estimated total cost, excluding free manual labour, approximately 50 million €
- **Estimated public funding 3 - 3.5 million €**
- Plans: Approximately 60% of households directly join if a connection fee of 1.5-2.000 €
 Approximately 90% is reached at a connection fee of 1-1.500 €
- To create an umbrella organisation for the parish having fiber networks
- Visby not included in the strategy - expected to be dealt with by the market
- 2010 only one market actor was, hesitantly, interested in delivering services ...



www.bredbandgotland.se

Achieving An Ambitious Goal

With A Limited Budget

Engagement
Collaboration
Gotland lifestyle

From below
Unconventional
Knowledge Dissemination



2017 Fiber Roll-out on Gotland

All our 92 parishes have fiber + Visby

Those who want to connect to fiber can do so

In addition, we have full coverage for fixed mobile broadband (we are ready for the copper decommissioning)

Network owners

31 parishes + 4 leading Swedish market actors
Many service providers

Technically, no capacity barrier ...

2010 ... 100/10 3Play

2015 ... 250/100 Mbps <4 or 12 Gbps

Back bone dimensioned (today's known needs + 20%)

3Play most often for 350 kr / month fixed price 10 years

"Off-on" subscription possible (most vacation home)

Connection degree

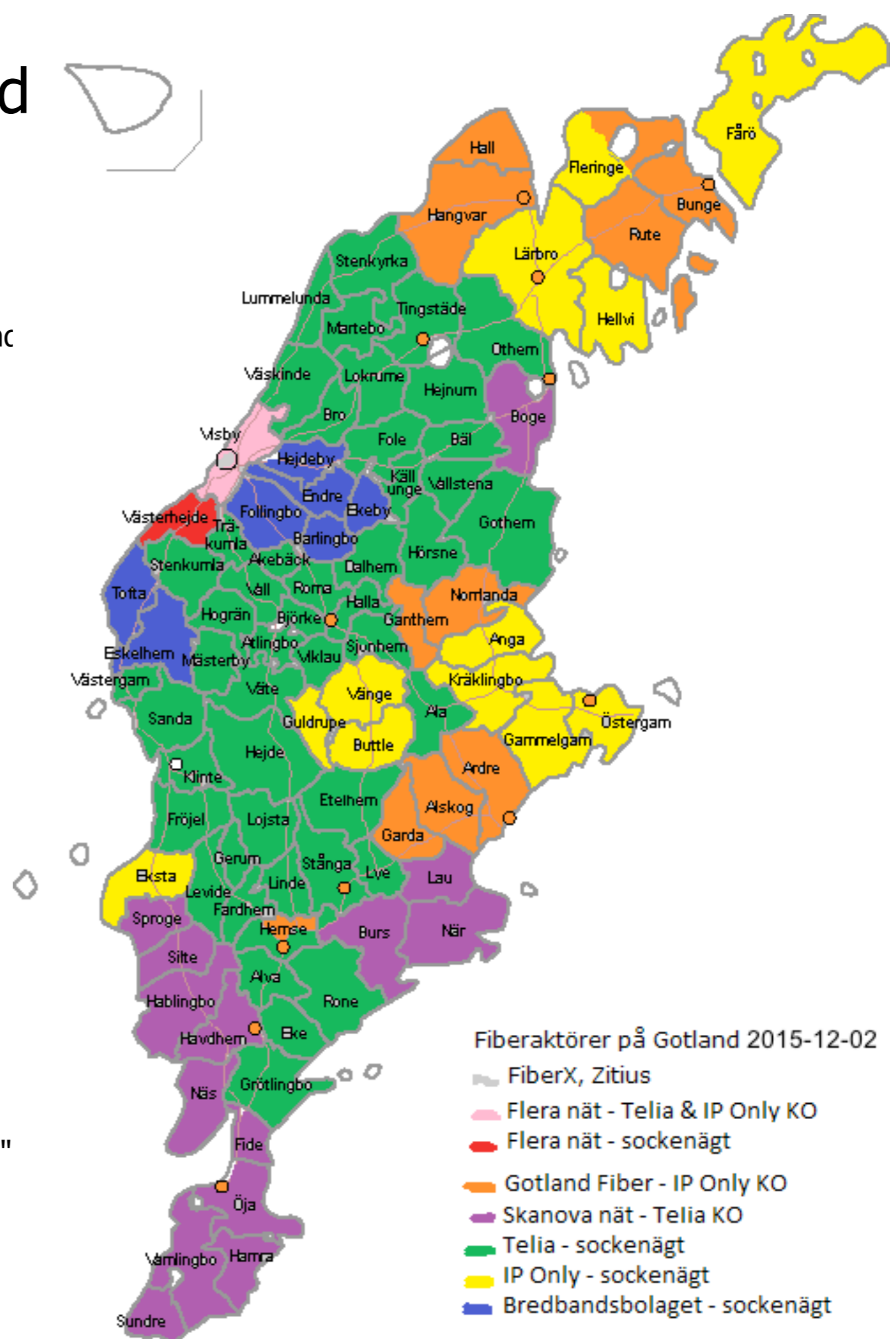
Fixed accommodation 80 - 99%

Leisure Living 55 - 99%

In Visby 75 %

Categories connected

+ 65 years have, to a large extent, fiber today
those in the ages 35 - 45 rather "believe in mobile networks"



Our experience

Low production costs

Finished network 8 - 10 €/meter

Digging 3.5 - 5.5 €/m

The 3 day free manual work well organized save a lot of money

You must work with the contractors

- Machines well matched to local conditions
- Gotland customized methods
- GPS measurement (now not later)
- Demands set on documentation
- Price level kept at-bay over project period

Public authorities

- Effective collaboration County Council - Region Gotland*
- Great efforts to simplify paper-work
- Lantmäterit - A new simplified and cheaper model
- VAT authorities - Revision enabled associations to lift the VAT
- PTS Post & Telecommunication Authority - Ever prepared to increase our know-how

As a bonus

- We got more life and cooperation in the parishes
- Those owning holiday homes stay longer periods of time



* Region Gotland is an all-in-one Municipality and Region of Gotland

Cost & Funding

Net cost for the property owner in €

- Average cost = paid by house 1.800
>>> but falling towards 1.600

(as finances are, on the hole, very healthy in the parish-fiber group)

- Connection cost interval 800 to 2.400

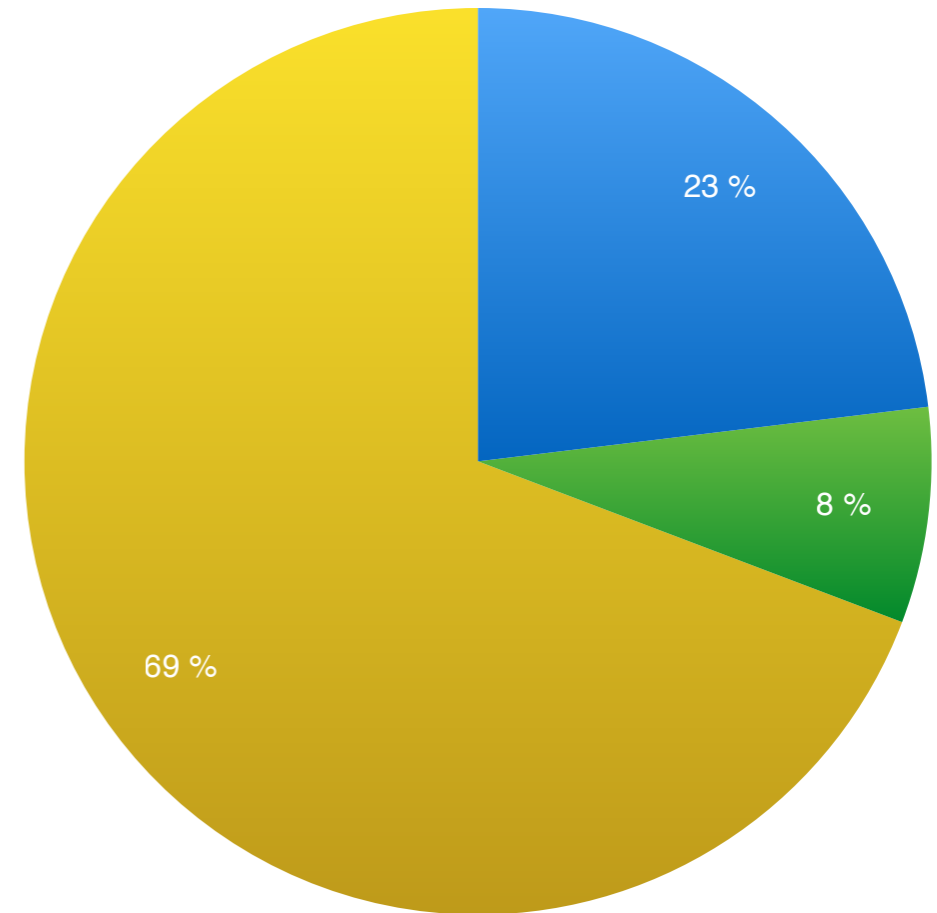
Contributions in €

- Public support 200
- Rent of "last-mile" net connection + direct investments on average 600
- Actual cost of complete network/house

2.600



2.400



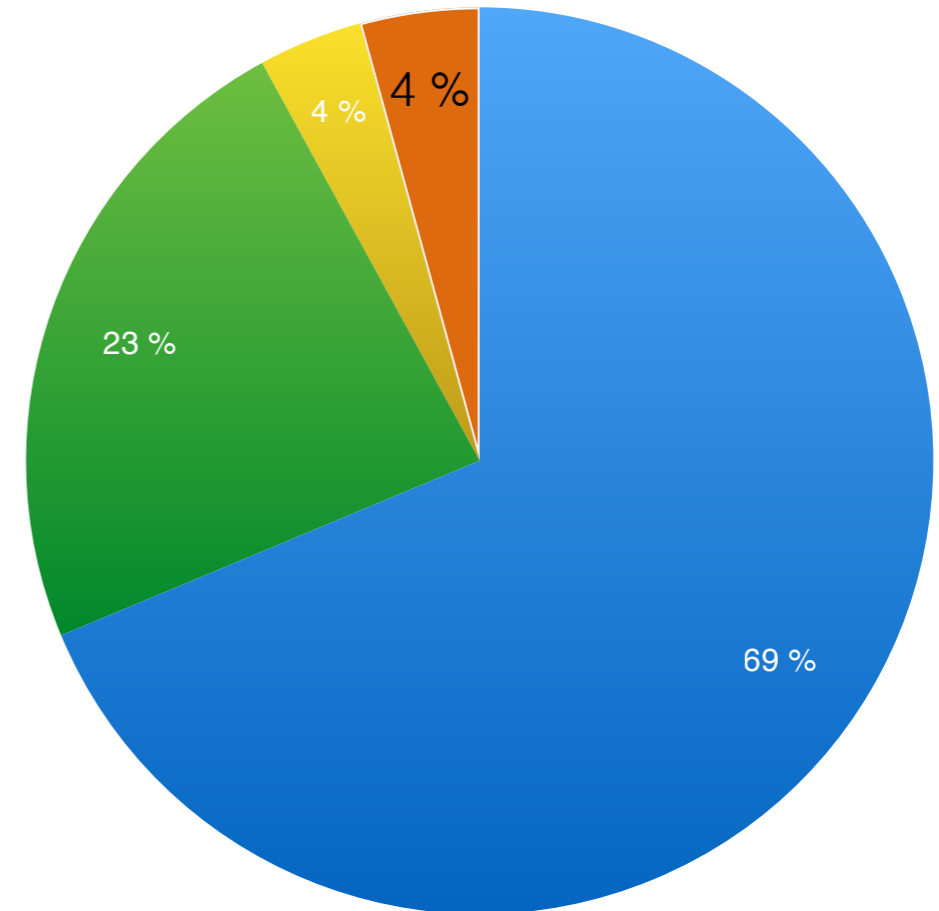
- Rent from market actors
- Public support
- Investment by the house owner

Cash contribution in €

- Private investments 37.1 million
- The market actors 12.6 million

Contribution:

- Public "EU" 2.0 million
 - Public Gotland 2.3 million
- 54.0 million



- House owners
- Market actors
- EU
- Gotland

Fiber investments 2010-2020

2010 - July 2017 >>> A total of about 5.500 kilometer canalisation

	<u>In €</u>
Total fiber investment on Gotland to date	54.0 million
+ House owners 3 days of free labour (valued at 75 €r / day)	22.5 million

Plan 2017 - 2018

5.400 rent apartments GotlandsHem (done)	xx
Fiber investment around data storage	xx
An additional fiber ring for robustness	xx
Densification project approx. 225 meters / house	xx

In total by 2020 about 100.0 million

Price for a complete connection switched on

During the broadband campaign 10 € / meter >>>

Later connections approximately 15 € / meter



Gotland's Digital Road

1995 **Tjelvar - FirstClass Network** with 23.000 users out of 57.000 inhabitants "The digital light comes to Gotland"

2001 Decision on IT infrastructure program for Gotland "I-net"

2003 Swedish broadband - canalisation funding gave us 98% coverage of the island with FWA & DLS + fiber to all telephone stations except 8 small ones

(In total 6 million € investment out of which 1 million € from municipality, 2 million € electricity company GEAB)

2010 Decision: Fiber to all houses outside Visby > **Telia** deliver services

2010 **4G** in Visby (early Swedish implementation)

2011 Diploma for the ambition to "wannabe" all fiber region

2011 Broadband coordinators star with **control of fiber work implementation**

2011 **Skanova open network** > enters the market

2012 **Bredbandsbolaget** > enters the market

2013 **IP Only / Gotland Fiber** > enters the market

2014 **Micro-trenching** in Hemse and Visby

2014 Visby finally joins in fiber roll-out

2015 Gotland top of the Swedish list: Best fiber in sparsely populated region

2015 **FiberX/Visby Stadsnät - Zitiis** > enters the market

2015 **Regional Digital Agenda** (RDA) is adopted

2017 **Broadband strategy - completed - Fiber roll-out all over the island**

2017 Decision on advanced data storage on Gotland

2017 Resilient and robust network work - sharp mode

2017 Densification project starts



Now We Have Fiber- Next Steps ...

Densification project starts

Together with Our market actors and their service providers

... "soft landing" towards **copper decommissioning** (1/3 Dec 2018)

Resilient and robust

- All networks should be equally robust
- Additional crossover points between operators & towards the mainland
- Local switching of telephone and public digital services keeping traffic alive if Gotland is cut off from the mainland
- UPS 4 + 4 hours & in the home (already available in most parishes)

FOKUS: Digital agenda implementation, data storage, resilient and robustness

Mobile network

Completion with mobile master

5G + public WiFi

Implementation of Gotland's (RDA) www.digitalagotland.se

- Digitally supported entrepreneurship
- e-services
- broadband
- Increased IT usage
- e-health
- Digitally supported community planning
- Digitally supported education



For Additional Information

Visit us at

Broadband: www.bredbandgotland.se
RDA www.digitalagotland.se



Or contact

Anne Mousa Ståhl

anne.stahl-mousa@gotland.se

+46 (0) 722 273333

Regional Coordinator for
Broadband &

Implementation of the Regional Digital Agenda (RDA)