



OPEN MARKET REVIEW 2018

STAFFORDSHIRE COUNTY COUNCIL

REQUEST FOR INFORMATION

1. INTRODUCTION

Staffordshire County Council will endeavour to provide the best broadband connectivity possible across the County, with a focus on Superfast Broadband ($\geq 30\text{Mbps}$) to as many premises as possible by 2021.

2. GEOGRAPHICAL SCOPE

The geographical scope encompasses the premises that are defined within the accompanying spreadsheet¹ which details all premises in the Staffordshire County (including City of Stoke) area. The premise data has been sourced from AddressBase taken at 16th October 2017. A map of this area is shown at the foot of this document and is also available in a GIS format upon request.

3. PROGRESS TO DATE

Our initial Local Broadband Plan was approved 2012, covering an Intervention Area of some 91,291 premises that were assessed as being outside the scope for normal commercial NGA investment through an open market review process. The phase 1 contract signed in May 2013 aimed to deliver at least 94% superfast broadband coverage to the Programme Area by 2016 and in line with the UK Government's targets, we are seeking to substantially contribute to the Government objective of at least 95% superfast coverage nationally by the end of 2017 though our phase 2 contract signed in April 2015.

The programme achieved 95% superfast coverage in November 2017 and is expected to achieve 96% by the end of 2018, through the phase 2 contract.

In preparation of applications for further government funding (e.g. Rural Broadband Infrastructure (DEFRA) fund), we are undertaking an address level Open Market Review to define the remaining intervention area. It is therefore Staffordshire County Councils' intention to procure Next Generation Access solutions capable of achieving a minimum of 30 Mbps download speed for the remaining area in scope for NGA deployment.

4. **PURPOSE OF THIS OMR**

As part of this new procurement process, we are now commencing an Open Market Review (“OMR”) to establish existing and planned (next 3 years) commercial coverage of broadband services across the Staffordshire County and City of Stoke areas by all existing and any prospective, NGA broadband infrastructure providers.

This OMR is intended as a precursor to a formal public consultation document. The UK applies a best practice process that promotes the use of both an Open Market Review (OMR) and a Public Consultation, the latter being conducted in a manner consistent with the requirements of the Broadband Guidelines.¹ We consider that early market engagement at this stage is an essential and extremely important part of our early market research. The results of the OMR will assist us with understanding the broadband infrastructure (Next Generation Access (NGA)) already in place and where there are plans for investment in such infrastructure in the coming three years and a significant step in the design of the intervention area to be targeted by the new contract.

Once we have defined these Intervention Areas from the OMR, we will be conducting a minimum one month State aid public consultation on our proposed Intervention Areas. We propose to launch our ITT in the financial year 2018/19.

5. **YOUR RESPONSE REQUIRED**

We are sending this OMR to all recognised broadband infrastructure and internet providers in our area. In addition, we are publishing this OMR document on our website.

We require responses by **Monday 30th April 2018** to the questions set out in the Annex. A full response template incorporating a spreadsheet of our Intervention Area premises is available upon completion of the [PSMA Public Sector End User License](#), via the Council’s secure e-mail system.

When responding, we would be grateful if you could confirm your organisation's name and address, as well as the name, position and contact details of the person responding on behalf of the organisation.

6. **ACCESS TO DATA**

The OMR Response Template will be released to you once a signed [PSMA Public Sector End User License](#) has been received.

Please note that the data you provide in your response will be treated as commercially confidential to Staffordshire County Council, albeit that it may be necessary to share some/all of your response data with our professional advisors and/or DCMS/BDUK, Ofcom, BIS State Aid Branch and the European Commission in the course of seeking State Aid. It should also be noted that it is a State Aid requirement to utilise this information to produce State Aid maps to define white, grey and black areas for basic and NGA broadband. These maps will be published as part of the Public Consultation process and will be utilised to

¹ Community Guidelines for the application of State aid rules in relation to rapid deployment of broadband networks
<http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:C:2013:025:0001:0026:EN:PDF>

define the intervention area. However, please note that these published maps will be assimilated utilising data from all relevant operators and will not be directly attributed to a single source.

If you have any questions about any of the above, please contact Paul Chatwin, Programme Manager from the Staffordshire County Council (Superfast Staffordshire) Team: paul.chatwin@staffordshire.gov.uk

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ANNEX

1. Please provide details and supporting evidence of any current or planned investment in broadband infrastructure (basic broadband and NGA broadband) in Staffordshire County and City of Stoke areas. In the case of planned investment, we are particularly interested in plans for the coming three years (2021).

Beyond completion of the attached spreadsheet template (or instead of the spreadsheet if you are not able to provide the information in the required template form), any information provided in response to this request should include but not be limited to:

- Premises detail for basic broadband and NGA broadband showing the existing coverage of ≥ 30 Mbps and separately maps detailing the planned investment in the basic broadband and NGA infrastructure networks for at least the next three years;
- Exact detail of premises passed or covered, including information on the number of premises passed (in the case of a fixed network) or covered and able to receive services (in the case of a wireless/satellite network);
- Details of the technology and where these claim to be NGA, demonstrate how they meet the minimum standards as set-out in the BDUK Technology Guidelines².
- Description of the services/ products currently offered and separately those to be offered within the next 3 years;
- Installation and rental tariffs for those services/products clearly identifying whether they are inclusive or exclusive of VAT;
- Upload and download speeds typically experienced by end users;
- Appropriate indicators of quality of the service e.g. contention ratio or bandwidth allocation per end user;
- Evidence to substantiate actual or planned coverage claims including **business cases** and evidence of **available funding** to enable plans to be fulfilled.
- Details and timing of roll-out for future investment; and
- Confirmation from an authorised signatory that all information provided is of suitable accuracy.

Please supplement with supporting evidence as you consider appropriate e.g. public websites.

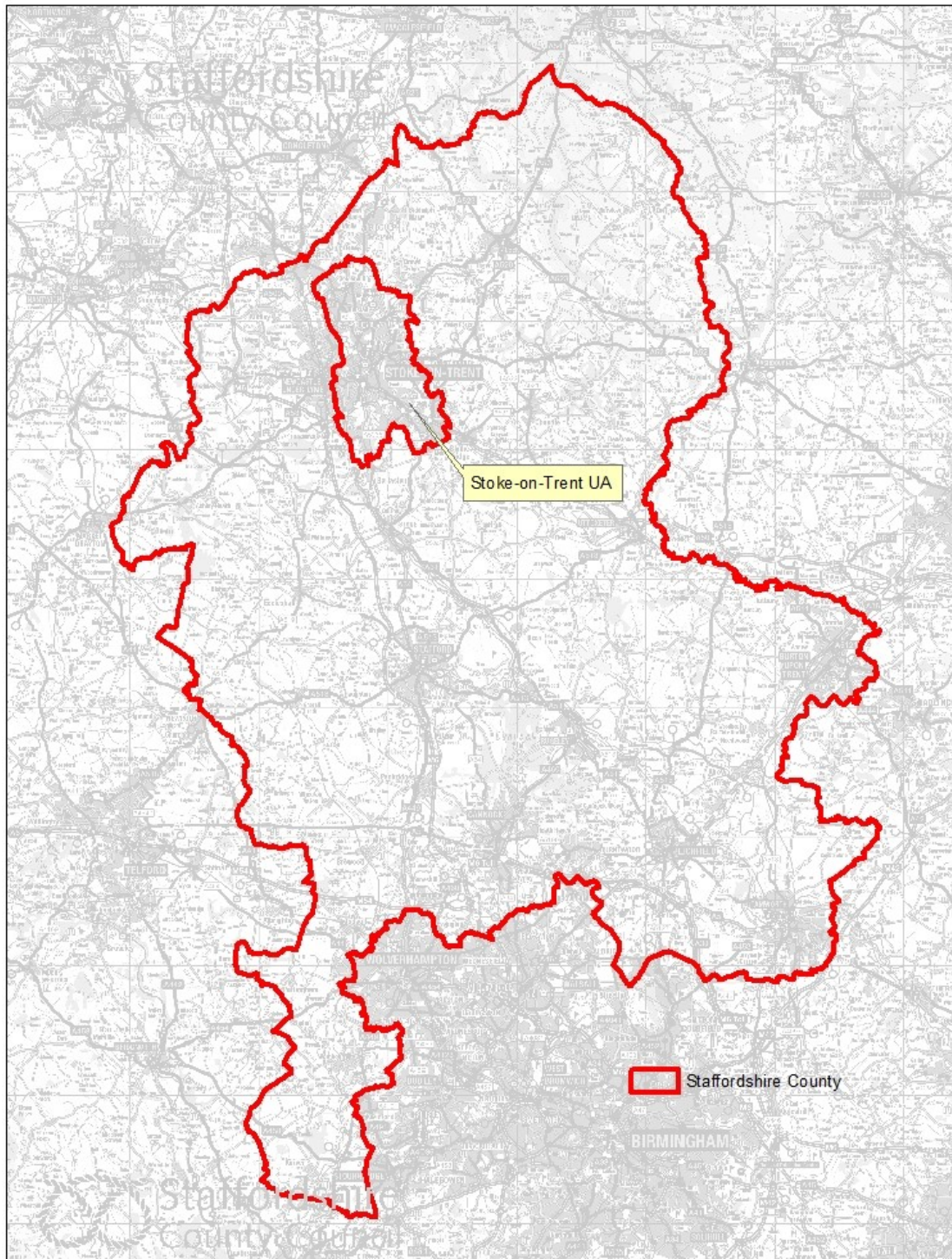
Thank you,

Staffordshire County Council

² <https://www.gov.uk/government/publications/2016-nbs-tech-guidelines>

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Staffordshire County and Stoke on Trent Unitary Authority



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Produced by Superfast Staffordshire, Staffordshire County Council, 2018.



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PSMA PUBLIC USER RESPONSE LICENSE

Please complete a Public Sector End User License request at the using the web link below, having read and accepted the Terms & Conditions

<https://www.staffordshire.gov.uk/psma>

You will be notified by a member of the Insight Team once a license has been granted.

OMR RESPONSE TEMPLATE

Will be supplied once the PSMA License has been granted.

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