

FIBER ...FORWARD

Core Network



Access Network



Premises Network



- ▶ 1500 FTTH communities; 1 million ports
- ▶ GPON and Active Ethernet
- ▶ Capable of full symmetrical GE speeds

Non-profit founded in 2001

Mission: To educate the public and government officials on FTTH, promote and accelerate FTTH deployment

More than 200 member companies

- ◀ Vendors of FTTH passive equipment and electronics
- ◀ Service Providers
 - ▶ *ILECs*
 - ▶ *Municipalities and public utilities*
 - ▶ *CLECs and networks serving planned communities*
- ◀ Applications and content developers (aspirational)

www.ftthcouncil.org

Today's reality

- ▶ Fiber business cases require bundled retail services w/video
 - ▶ *Bond investors want to see \$120/month average per sub*
 - ▶ *Video has low margins, but is needed to win consumers*
- ▶ Bandwidths often limited by backhaul costs
- ▶ Less than 100 FTTH networks are Muni owned

Fiber future tipping points

- ▶ Video content availability/cost
- ▶ Lower cost backhaul
- ▶ New revenue sources
 - ▶ *Smart grid, other innovations*
- ▶ New models for public/private partnerships
- ▶ Retail first, wholesale later



Become a change agent

- ▶ Fiber as an economic stimulus

Communicate need to incumbents and nearby service providers

- ▶ Stimulate partnering ideas

Identify a community leader

- ▶ A strong public official is at the core of every fiber build
- ▶ Your job: Inform the champion

Can you pass the fiber test?

- ▶ What is fiber?
- ▶ Benefit to the economy
- ▶ Regulatory barriers?
- ▶ Understand the opposition
- ▶ Organize community support
- ▶ Promote localness

