



Industry led GPL Switching and Wholesale Platform

Friday, July 24, 2020



www.inca.coop info@inca.coop

www.inca.coop/policy/switching/switching-wholesale-introduction

67

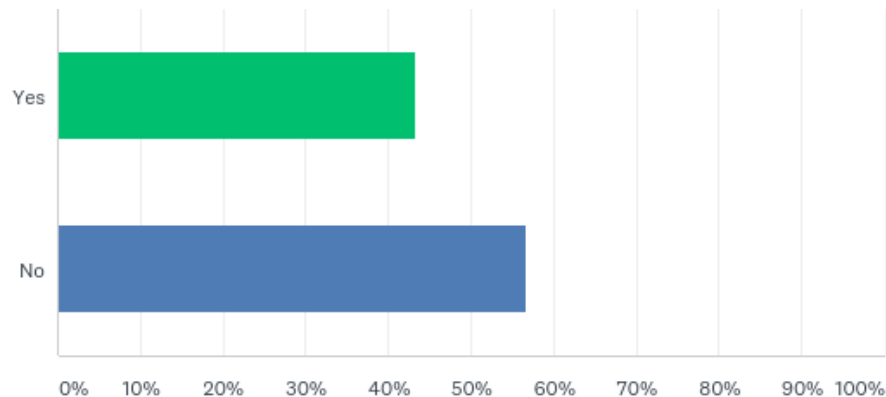
Total Responses

Date Created: Monday, June 08, 2020

Complete Responses: 58

Q1: Were you aware of the requirements of GPL Switching AND the date at which it comes into being?

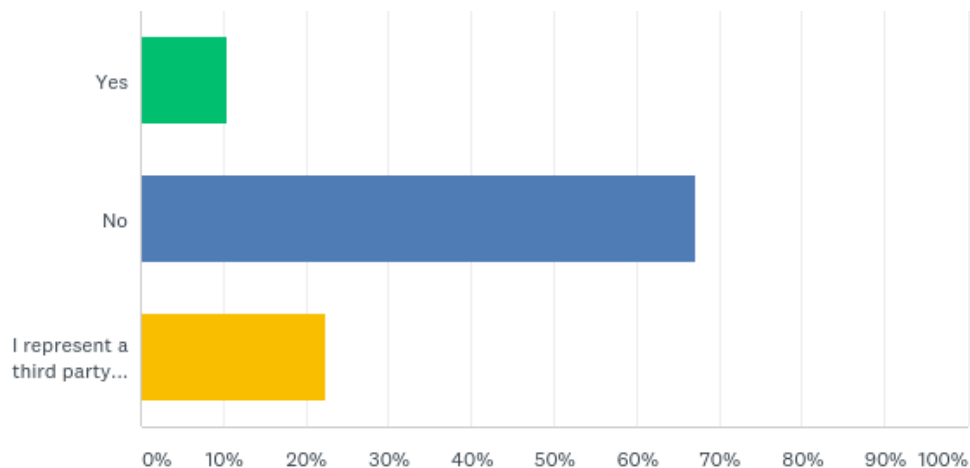
Answered: 67 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	43.28%	29
No	56.72%	38
TOTAL		67

Q2: Do you currently have a solution to support GPL switching in development?

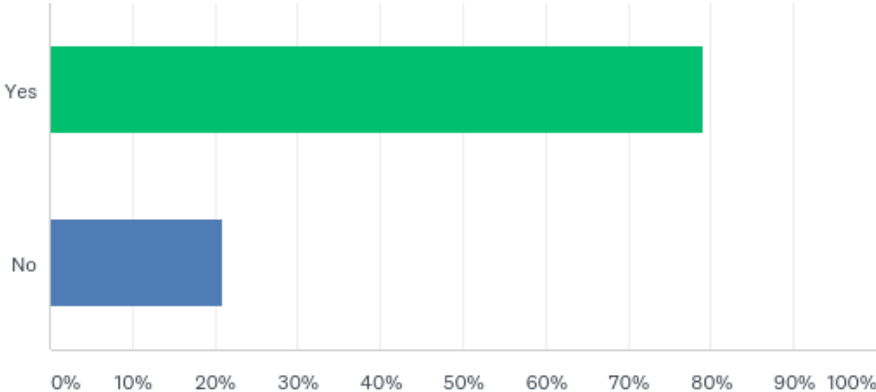
Answered: 67 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	10.45%	7
No	67.16%	45
I represent a third party organisation/supplier that this question would not apply to	22.39%	15
TOTAL		67

Q3: Would you like to know more about the INCA GPL Switching Hub?

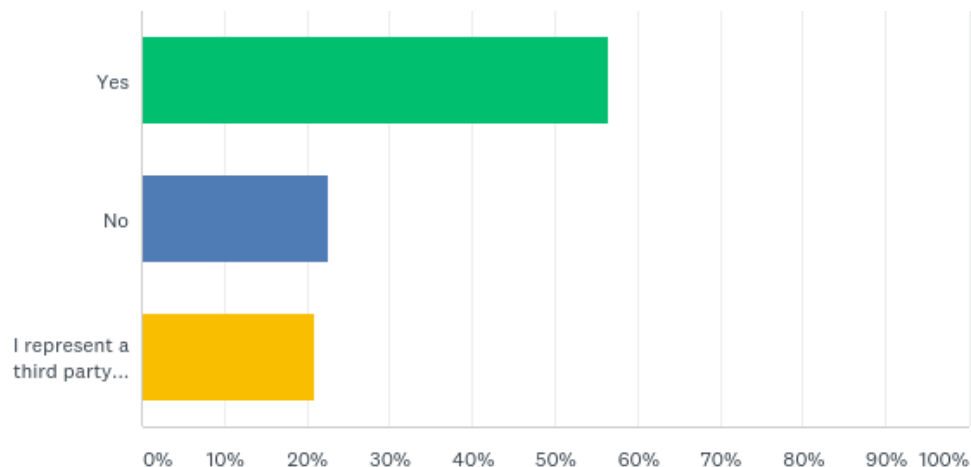
Answered: 67 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	79.10%	53
No	20.90%	14
TOTAL		67

Q4: Do you understand the timeline for Ofcom introducing new remedies to further incentivise Openreach to overbuild your network (in the absence of a Common Wholesale Platform) is April 2021 ?

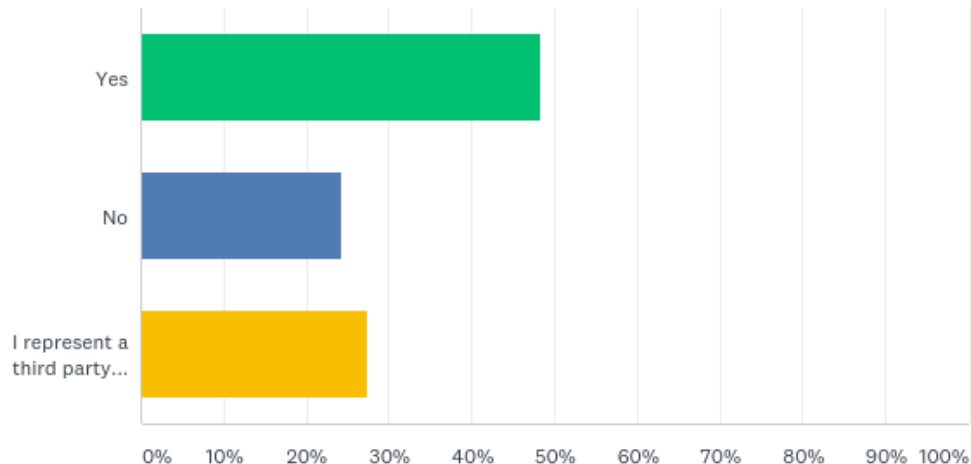
Answered: 62 Skipped: 5



ANSWER CHOICES	RESPONSES	
Yes	56.45%	35
No	22.58%	14
I represent a third party organisation/supplier that this question would not apply to	20.97%	13
TOTAL		62

Q5: Do you consider Ofcom's existing proposal a threat to your network ?

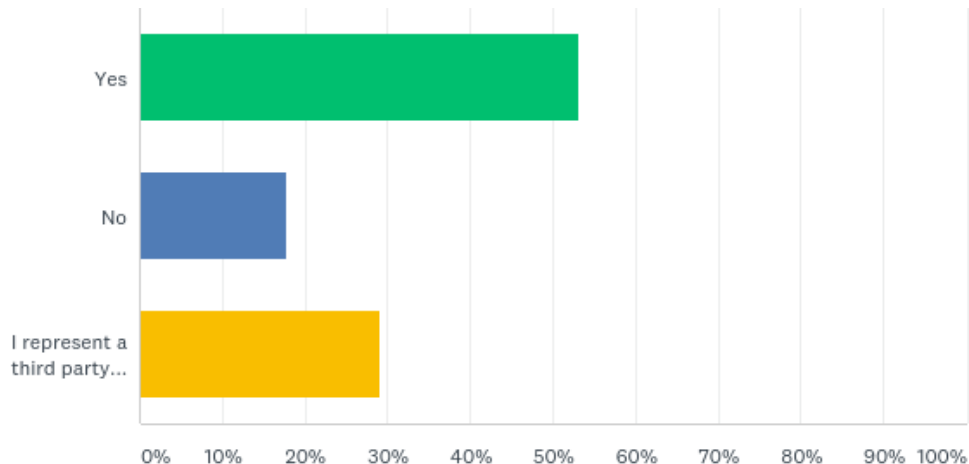
Answered: 62 Skipped: 5



ANSWER CHOICES	RESPONSES	
Yes	48.39%	30
No	24.19%	15
I represent a third party organisation/supplier that this question would not apply to	27.42%	17
TOTAL		62

Q6: Are you interested in offering wholesale access to mainstream CPs over your network?

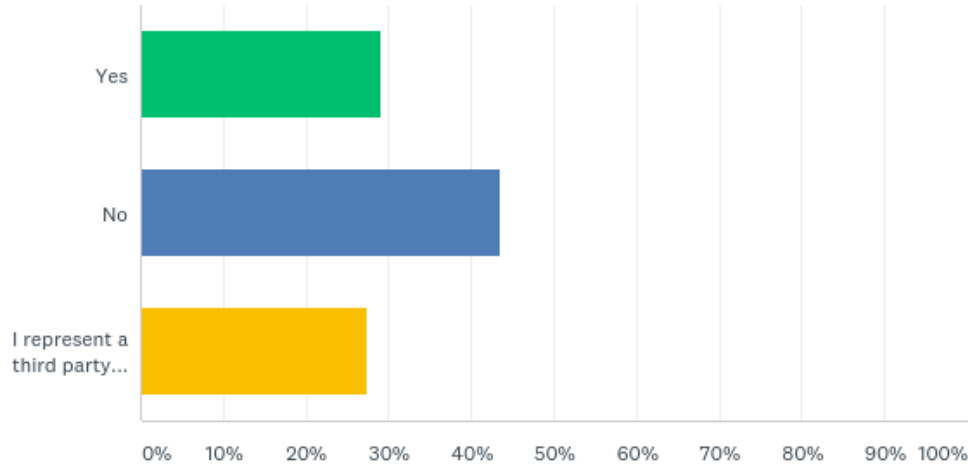
Answered: 62 Skipped: 5



ANSWER CHOICES	RESPONSES
Yes	53.23% 33
No	17.74% 11
I represent a third party organisation/supplier that this question would not apply to	29.03% 18
TOTAL	62

Q7: Do you already offer wholesale access to your network ?

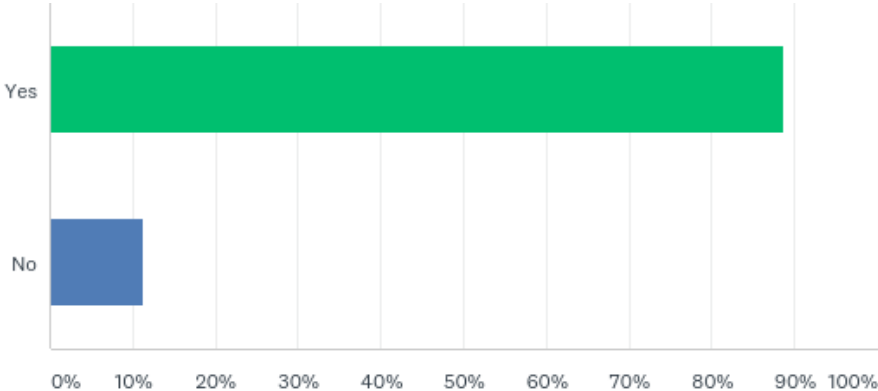
Answered: 62 Skipped: 5



ANSWER CHOICES	RESPONSES
Yes	29.03% 18
No	43.55% 27
I represent a third party organisation/supplier that this question would not apply to	27.42% 17
TOTAL	62

Q8: Do you support the creation of a common Wholesale Platform for National CPs, or CPs of scale, to access and consume products and services offered by INO networks ?

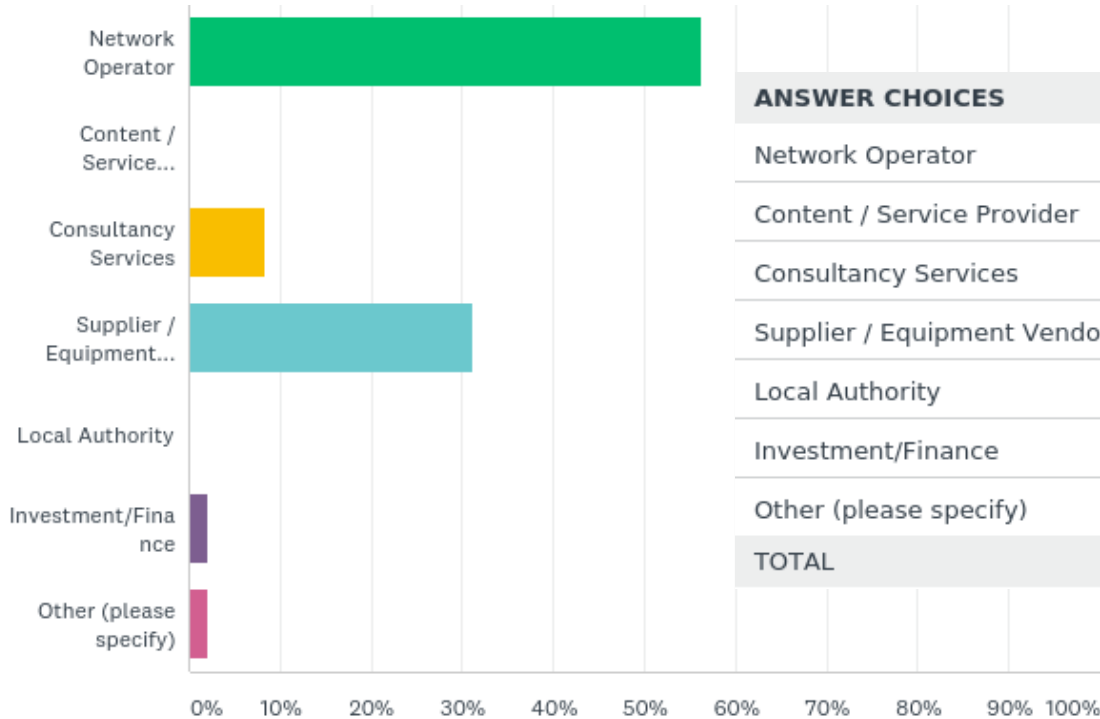
Answered: 62 Skipped: 5



ANSWER CHOICES	RESPONSES	
Yes	88.71%	55
No	11.29%	7
TOTAL		62

Q11: Please confirm the primary nature of your business:

Answered: 48 Skipped: 19



ANSWER CHOICES	RESPONSES
Network Operator	56.25% 27
Content / Service Provider	0.00% 0
Consultancy Services	8.33% 4
Supplier / Equipment Vendor	31.25% 15
Local Authority	0.00% 0
Investment/Finance	2.08% 1
Other (please specify)	2.08% 1
TOTAL	48

Summary

Survey launched 16 June 2020. Response so far collected up to 19 July.

Survey still open <https://www.surveymonkey.co.uk/r/INCA-0620>

Sent to 635 contacts so far. 19% click through rate.

Responses from 62 respondents.

- ONLY 43% aware of GPL Switching and date
- 67% do NOT have a solution for GPL in development
- 79% WOULD like to know more about INCA GPL Switching Hub
- 56% knew about the new Ofcom remedies which incentivise Openreach overbuild
- 48% consider this a threat
- 53% interested in offering WHOLESale to mainstream CPs
- Only 29% currently offer wholesale
- 88% SUPPORT the creation of a common wholesale platform for mainstream CPs to consumer INO services

The responses cover 30 Independent Network Operators. Cross-ref with the June 20 updated figures from Point Topic (more info here <https://www.inca.coop/news/altnet-full-fibre-growth>)

- Those supporting wholesale have forecast to expand their current network reach to **2.2 million** households.
- That's about **TWICE** what the INO sector currently passes <https://www.inca.coop/news/altnet-full-fibre-growth>
- That's **75%** of those responding.
- Forecast independent operator with wholesale interest full fibre coverage by 2025 is up to **11 million premises**
- millions more from NGA FWA