



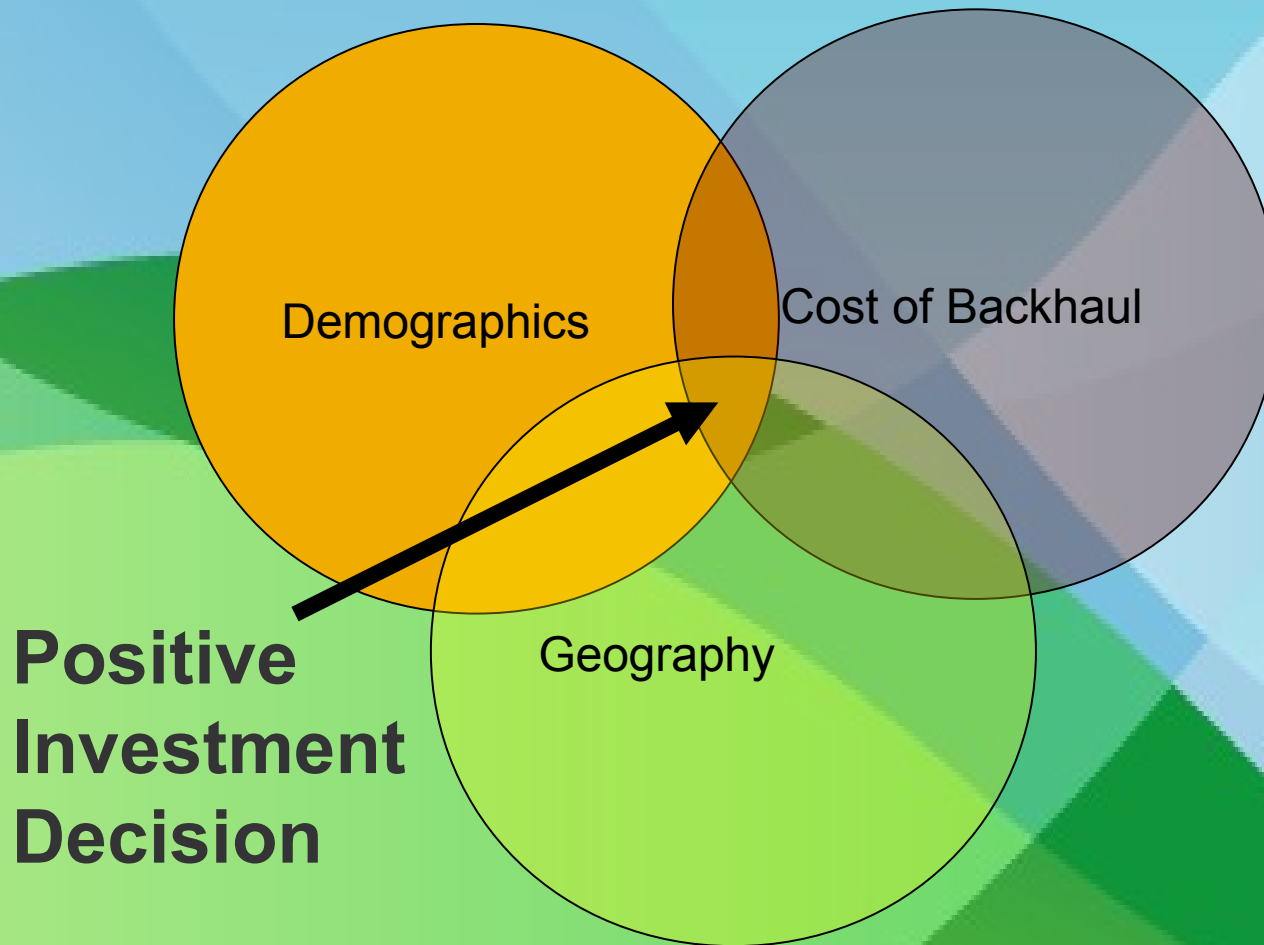
NYnet

Broadband Transformation for North Yorkshire

Creating Investment through Demand Aggregation In Rural Areas
Andy Lister, Marketing Director



Telecomms Market Drivers in North Yorkshire



Policy Objectives

Stimulate economic growth

Enable digital social inclusion

'Better faster and cheaper' for the Public Sector

Technology Solution

10 year 'future proofing'

Attractive to Public Sector

Attractive to private sector Service Providers

How NYnet Created Sustainable Investment

Agreement from major public sector organisations to aggregate demand (Regional Government, Health, Emergency Services)

Created business plan that utilises the long term aggregated demand from anchor tenant of County Council (€40m over 10 years)

Procured a carrier class infrastructure that meets needs of public and private market (€20m)

Sell retail services to public sector and create margin that pays for operational costs of NYnet(<€20m)



What has NYnet Achieved

Limited Company set up in March 2007, owned by NYCC and Yorkshire Forward

Staffed with experienced Telecoms professionals from private sector

Built high capacity core infrastructure

Secured €50m of Public Sector Contracts – NYnet is sustainable for 10 years

Attracted Regional Service Providers to connect to businesses and created new jobs

Expanded network into 'new build' business park with FTTP

What will NYnet need do next?

Continue to attract Service Providers to invest in North Yorkshire

Develop solutions that hop off from Public Sector sites to reach 'not spots' – communities with no broadband

Increase market share of public sector for 50% to 80%

Use our technical platform and financial stability to innovate

Thank you.

Broadband Transformation for North Yorkshire

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