

genuine



energetic



Network Insight: Broadband – the next utility

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smart

irreverent



straight up

I come to bury Caesar, not to praise him.

Mark Antony
as written by Bill Shakespeare

straight up

energetic

smart

genuine

irreverent



We choose to go to the moon, not because it is easy – but because it is hard.

John F. Kennedy

straight up

energetic

smart

genuine

irreverent



The Problem

- The regulators are impeding our ability to run our business (because they are socialists/communists/locked in the 1980s) and therefore we don't/won't invest

OR

- The regulators and policy makers don't understand our industry

OR

- The telecommunications industry is dysfunctional, clouded in unnecessary secrecy and “genetically” indisposed to mature conversations about our future.

Facilities and Competition

- The relationship between facilities investment and competition has been clouded by the rhetorical leading the verbose. The issue is economic efficiency not competition *per se*.
- Electricity is to gas as fixed is to wireless.
- Theodore Vail and the end of competition;
 - Universal Service meant any-to-any
 - Regulation to prohibit entry to capture economies of scale.

NGN's

- Next -> New -> Now Generation Networks
- NGN Components
 - Access services – speed
 - Core networks – QoS
 - Interconnection – maintaining the benefits
- How do we avoid the “net neutrality” debate

Beware the telco bearing the moniker “a media comms company”

The FTTN Collective – G9

- The motives (and underlying incentives) of all members of this group are not the same.
- If there is a new fixed network architecture let's build it in such a way as to promote innovation and choice.
 - Not viable to duplicate nodes.
 - Have to cut over a whole node at a time.
 - It is about control not ownership.
 - Cost of capital is endogenous to industry structure.
 - Explore innovative structures.



TELL IT LIKE IT IS

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