

Carrier Networks Newsletter

CORNING

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Access All Areas

FTTH: The Value of Easy Connections

The business case for today's FTTH (Fibre-To-The-Home) deployments typically hinges on the ability to easily deploy optical fibre to the end user. Depending on the market being addressed, this might involve subscribers living in MDUs (Multi Dwelling Units) or SFUs (Single Family Units). One technology, pioneered by Corning, is beneficial to all of these deployments: pre-connectorisation.

Pre-connectorisation enables network builders with a fast, simple and low-cost installation process, particularly for the customer drop. With the majority of many FTTH network's fibre jointing carried out in a quality-controlled factory environment, the builder can rest assured that the preassembled components have been fully tested for high reliability. In addition, pre-connectorisation allows for modular network build that means simpler deployment with easy swap out of components for future network upgrades.

Better regulation and innovative business models



have led a broad variety of organisations to get involved in FTTH, from traditional telecom operators to major utility companies, regional/city municipalities and even rural community organisations. One such example is Cybermoor in the UK (<http://www.cybermoor.org/cybermoor/cybermoor>). Operating at a fraction of the scale of a major FTTH deployment, Cybermoor's village-sized scheme needed just as much reliability and quality for its subscribers. However, without any specialised splicing skills, and facing numerous planning issues (including ancient cobbled streets and buildings), pre-connectorised solutions from Corning were the ideal choice to achieve its objectives.

While many FTTH business cases demand pre-connectorisation as a means to keep costs down – and enable service providers to charge competitive tariffs – pre-connectorisation is finding a way of gaining its own premium. But why would pre-connectorisation make subscribers want to pay more?

The anecdotal evidence from some of the more affluent subscriber groups occupying SFUs in high-end suburbs and gated communities, is that they're just as happy to pay extra for a high speed deployment as they are for a high speed service. Installers are nice people, but if you can afford to avoid having one on your property all day or – even worse – digging up your garden, then it does not seem like too big a price to pay!

Connected Continents

IRELAND

Vodafone and national utilities giant ESB have struck a 450m€ joint venture for a new open access FTTB (Fibre-To-The-Building) network delivering services at Gigabit speeds in some areas. Pending EU approval, the plans are supported by the Irish government's National Broadband Plan.

FRANCE

The number of French homes able to access a 30Mbps or higher broadband service jumped 29% in the last year to June, to over 11.5m. 3.4m homes can now access FTTH (up 36%), says regulator ARCEP, and 2m of these have a choice of at least two providers.

NAMIBIA

Telecom Namibia has launched FTTP (Fibre-To-The-Premise) services for businesses and consumers with download speeds of up to 120Mbps in selected areas around the capital Windhoek, and nearby city Swakopmund. Future plans will expand the service to other towns and business districts in Namibia.

UNITED ARAB EMIRATES

National regulators have sized the communications sector in the United Arab Emirates at AED 29 bn (6.25bn€) for 2013, up 6.6% on the previous year. Broadband subscribers grew 9.1% over the period, to a total of 1.04m.

RUSSIA

Local news reports claim Rostelecom and Tele2 Russia are planning a major mobile launch in Moscow by mid-2015, with plans to network up to 4,000 base transceiver stations for 3G and 4G LTE services.

SLOVENIA

Telekom Slovenije and rival operator T-2 have both launched new Gigabit speed services over their respective fibre networks. Meanwhile, the national agency for communication networks is inviting tenders for the construction of a 100Mbps broadband network in the rural municipality of Ormoz.

ITALY

FastWeb has announced plans to extend its FTTx network to 100 new cities by the end of 2016. FTTC services will be extended to around 5.5m households, with the telco's FTTH network reaching a further 2m homes.

Product News



MultiPort Flex Terminal

FTTH rollouts have never been easier with Corning's pre-connectorised FTTH solutions. More customer connections can be carried out per day with fewer installation teams – and those connections can be completed with unskilled technicians using components assembled and tested in the factory for high reliability.

Many in-field FTTH solutions today include the OptiSheath® MultiPort Terminals that can be connected in a matter of seconds, when needed, and without any specialist skills or equipment. However, in brownfield environments space can be constrained within the underground vaults, aerial pedestals or building façades. In greenfield deployments less expensive vaults, enclosures or pedestals maybe required to minimise costs.

The new MultiPort Flex Terminal maximises deployment flexibility for such scenarios, providing a low profile, aesthetically pleasing FTTH terminal distribution product. Its

innovative small, rugged and environmentally sealed design provides four, eight and 12-port configurations for use in small footprint or congested areas. Complementing the existing OptiSheath MultiPort Terminal, the MultiPort Flex Terminal helps avoid additional material and installation cost that can occur in congested environments, as well as enabling significant savings through the deployment of smaller vaults and pedestals with their improved aesthetics.

An OptiTip multi-fibre connector on MultiPort Flex Terminal allows fast connection to the fibre distribution network, while OptiTap® connectors on individual tails provide easy incremental connection of pre-connectorised subscriber drop cables. This “plug and play” approach enables speedy local customer connections with increased operational efficiency and significant cost savings as customer uptake of FTTH services grows.

Focus On...

FTTH Council & Corning Around the World

With preparations well underway for the 11th annual FTTH Council Europe conference taking place in Warsaw in February 2015, what better time to reflect upon the significance of this important organisation, and the role Corning continues to play in helping drive its aspirations and content?

Created in 2004 by just five founding members including Corning, the FTTH Council Europe now has more than 150 members and a dedicated team working to promote the benefits of fibre access across the continent.

Voting in a President each year (Corning's Chris Holden held the position in 2010 and 2011) to give leadership to the vision and mission of the group, the Council's main activities revolve around its committees and working groups which leverage the globally renowned expertise of technical architects, network planners, regulatory professionals and application developers; regularly commissioning valuable new research. Its close relationships with all stakeholders including operators, investors, users and the European commission ensure the Council's voice is increasingly clear, credible and influential.

The FTTH Council Europe was instrumental in fostering a new Middle East &



North Africa (MENA) sister version of the organisation, supporting its inauguration in 2010, and where Corning is also a Platinum member.

In fact the global alliance of FTTH Councils spreads right around the world to encompass the whole of Asia Pacific as well as the Americas, where it all started, and where Corning was one of the three original companies that played such a major role in establishing the movement back in 2001.

Corning is also proud to be a member of FTTH Council Africa, where the development and deployment of fibre based broadband access networks is so vital to providing African countries with an infrastructure which will increase their effectiveness and competitiveness within the global marketplace. Here, like the rest of the world, education is critically important as to why and how high speed fibre connectivity can be delivered to citizens within the coming years.

Three-Minute Interview

Jeanne Propst, Vice President, Product Line Management, Solutions



With almost 25 years experience at Corning, Jeanne Propst has worked across almost every discipline in carrier and enterprise optical networking, and is considered among the leading women in the FTTH industry. Currently VP of Product Line Management, Solutions – we caught up with her to get a unique perspective on today's market issues.

Q: You've lived and worked on both sides of the Atlantic, so how do you view the EMEA market for FTTx?

A: Regardless of the region, operators continue to invest in infrastructure and some of that is marked for FTTx. For me the main difference between the markets is all about diversity. In the US there are 4-5 large companies and in EMEA there could be 2-3 companies per country. Often that diversity leads to different technologies, architectures, business models and product requirements for our teams to manage.

Q: Has pre-connectorisation had its day, or is it now just as relevant and important as ever?

A: We are just getting started! Pre-con solutions are absolutely more relevant than ever. Global FTTH deployments are growing and carriers are in a race to pass as many homes as possible. Speed and deployment velocity continue to be challenges for carriers and these are far better addressed with pre-con solutions than traditional splicing. The issues with splicing are becoming exacerbated by the shortage of trained labour. Pre-con solutions address complexity as well as skill level and training requirements, and - what's more - is a proven technology that is fast, easy to install, and that comes with built in quality assurance.

Q: Are carrier cabling solutions learning from enterprise technology, or the other way around? And what can we look forward to in terms of future cabling innovation?

A: Carriers are looking to consolidate Central Offices and are placing more value on things like cabling density and pre-connectorised cabling; both of which have long been needs in the datacentre.

Another common thread across both of these segments is that customers are better informed about the technology than ever, and the number of competitive alternatives is greater than ever. We have to continuously strive to deliver solutions that add real financial value.

As for new innovations in cabling, we know the trend is smaller, simpler, faster and reduced total cost of ownership. Our innovation efforts will be focused on addressing these universal customer needs.

Q: Tell us a little about the 'Women in Fibre' initiative you're involved with?

A: The Women in Fibre event at the annual FTTH Council Americas show in June was sponsored by Corning and was the first of its kind in the FTTH industry. The objective was to bring together women across the telecommunications industry to network, share experiences and support the development of a new generation of women in the industry. The conference included a panel discussion and luncheon, which I moderated, and included several female industry leaders to share their experiences.

We concluded with an evening reception in a more relaxed setting. By all accounts the event was considered a huge success and we look forward to be intimately involved again next year.

Upcoming Events

Find Corning at the following events:

10/02/2015 – 12/02/2015 FTTH Council Europe Conference

Expo XXI, Warsaw, Poland

<http://warsaw.ftthcouncil.eu/>

Distributor Programme

Top Performers Earn Ticket to Portugal

The upcoming invitation-only Corning Partner Summit takes place on January 20th - 23rd 2015 in Lisbon, offering the highest performing distributors a chance to experience the latest Corning innovations, meet top Corning experts and learn from guest speakers. Make sure you're qualified to attend this exclusive event, which also includes an exciting entertainment programme!



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Each issue we look behind the news reports to explore a new reality for the FTTx industry.

Taken from the Gothenburg Gazette

An overtired tanker driver took "Keep on Trucking" to new extremes this week when he unwittingly dragged an 18-metre section of fibre cabling and two giant telephone poles on a 610km all-night journey across Sweden.

Lacking sleep on his return journey from Stockholm to Malmö, dozy Lars Nilsson mistakenly turned down a residential side street and

underestimated the height of his rig, snagging an aerial fibre cable and tearing its poles out of the ground.

With heavy metal music turned up loud to keep him awake, Nilsson remained unaware of the police cars and helicopter that finally caught with his 45-tonne road train many hours later, only apprehending him as he pulled over to change CDs.