

**BIS** | Department for Business  
Innovation & Skills

**BROADBAND DELIVERY UK  
USC THEORETICAL EXERCISE**

Response Template

15 JULY 2010

## 1 Part 1: Respondent organisation(s)

### 1.1 Section 1: Information about the supplier / supplier team

Qn.	RFI Question	Supplier response
Q1.1.1	Is the response submitted on behalf of a single supplier or a team of collaborating suppliers?	
Q1.1.2	<p>If the response is submitted on behalf of a supplier team, who are the team members and what are their respective roles?</p> <p>Briefly describe role and area of specific responsibility for each member.</p>	
Q1.1.3	What experience do the supplier team members have of working together previously, if any?	
Q1.1.4	<p>Who is the supplier team's primary contact person?</p> <p>Who are the primary contacts of other</p>	

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	supplier team members, if any?	
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**1.2 Supplier #1 information**

*(please complete for each supplier member of the team / partnership / consortium)*

Qn.	RFI Question	Supplier response
<b>Q1.2.1</b>	Company details	Company name:  Trading name:  Company incorporation number:  Company Website:  Address of registered office:  Name of parent company:
<b>Q1.2.2</b>	Core business description  <i>(a brief description of the nature of the supplier's core business)</i>	
<b>Q1.2.3</b>	Background and experience:  <i>(a description of the supplier's background, services, experience and</i>	

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	<i>qualifications)</i>	
<b>Q1.2.4</b>	<p>Areas of operation:</p> <p><i>(a brief statement detailing where the supplier's main operations are based and listing all significant points of representation in the UK.)</i></p>	
<b>Q1.2.5</b>	<p>Financial capacity:</p> <p>last 3 years' (if appropriate) revenue figures – preferably for UK business.</p> <p>Set out the supplier's preferred financing arrangements in order to provide solutions to cover USC locations on a wider scale.</p>	<p>Revenue:</p> <ul style="list-style-type: none"> <li>• FY07/08:</li> <li>• FY08/09:</li> <li>• FY09/10:</li> </ul> <p>Current financing arrangements, existing capital commitments, and future financing sources:</p>

**1.3 Supplier #1 information**

*(please complete for each supplier member of the team / partnership / consortium)*

<b>Qn.</b>	<b>RFI Question</b>	<b>Supplier response</b>
<b>Q1.3.1</b>	Company details	Company name:

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		<p>Trading name:</p> <p>Company incorporation number:</p> <p>Company Website:</p> <p>Address of registered office:</p> <p>Name of parent company:</p>
<b>Q1.3.2</b>	<p>Core business description</p> <p><i>(a brief description of the nature of the supplier's core business)</i></p>	
<b>Q1.3.3</b>	<p>Background and experience:</p> <p><i>(a description of the supplier's background, services, experience and qualifications)</i></p>	
<b>Q1.3.4</b>	<p>Areas of operation:</p> <p><i>(a brief statement detailing where the supplier's main operations are based and listing all significant points of representation in the UK.)</i></p>	
<b>Q1.3.5</b>	<p>Financial capacity:</p>	<p>Revenue:</p>

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	last 3 years' (if appropriate) revenue figures, current financing arrangement and available sources of new capital finance, current commitments to capital-intensive projects	<ul style="list-style-type: none"><li>• FY07/08:</li><li>• FY08/09:</li><li>• FY09/10:</li></ul> <p>Current financing arrangements, existing capital commitments, and future financing sources:</p>
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## 2 Part 2: Area 1 – South Wales, North of Swansea

### 2.1 Section 1: Description of the impact on the coverage area

Qn.	RFI Question	Supplier response
Q2.1.1	<p>Please provide an overview of the supplier's / supplier team's proposed solution for the chosen area, in terms of the deployment and relative importance of different access and backhaul technologies. Please identify the components technologies that make up the solution (e.g. satellite / wireless / VDSL).</p>	
Q2.1.2	<p>Please describe the impact on potential up to' broadband speeds that would be available after the submitted solution has been implemented.</p> <p>Please also describe the 'edge of network' experience and the proposed peak-hour planning rules for the components of the network under your control (e.g. backhaul and</p>	

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	<p>internet gateway) (e.g. users receive 2Mbps, 90% of time during peak 3 hours).</p> <p>Please compare the capability of your solution with BDUK's baseline technical definition of 2Mbps USC (set out in annex <b>Error! Reference source not found.</b> of the RFI document) and identify where it varies from that definition (e.g. higher latency, lower download access speed, lower throughput at peak times) and the likely impact on the customer experience.</p>	
<b>Q2.1.3</b>	<p>What ISPs services are available included in the solution?</p> <p>What are the key details of the products available, including costs and limitations?</p> <p>Are these existing products, or would they be created specifically for this market segment?</p>	



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<p><b>Q2.1.4</b></p>	<p>Please provide a hard-copy and electronic-file (ESRI shape file format or MapInfo file) map of the coverage area, including identifying both the network assets and the modelled broadband speed at each postcode location, following the instructions set out in annex <b>Error! Reference source not found.</b> and using the response template spreadsheet described in annex <b>Error! Reference source not found.</b> of the RFI document.</p>	<p>[Please include a cross-reference to relevant data files]</p>
<p><b>Q2.1.5</b></p>	<p>Please confirm that the solution has been prepared on the basis of the current regulatory structure.</p> <p>If providing a variant response, please explain the dependencies or assumptions that have been made and their impact on the choice and cost of solution.</p>	

### 2.2 Section 2: Description of the solution architecture.

Qn.	RFI Question	Supplier response
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Q2.2.1	What technologies / suppliers were chosen for the solution, and why?	
Q2.2.2	What new network infrastructure would need to be built to achieve this solution?	
Q2.2.3	What other technologies / solutions were considered, and why were they de-selected?	
Q2.2.4	<p>How is the solution scalable? What redundancy is there in the solution?</p> <p>What is the upgrade path, if any, for those regions that wouldn't initially be provided with next generation access?</p>	
Q2.2.5	Where radio spectrum is used, identify what spectrum is licensed and unlicensed, and what are the risks due to other operators working in interfering channels.	
Q2.2.6	Please confirm if the solution uses any proprietary components and if so, who owns the rights and benefits from licences in relation to such proprietary	

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	components.	
<b>Q2.2.7</b>	Please describe the communication standards to which your service is built?	
<b>Q2.2.8</b>	Please confirm that the solution has been prepared on the basis of the current regulatory structure. If providing a variant response, please explain the dependencies or assumptions that have been made and their impact on the choice and cost of solution.	
<b>Q2.2.9</b>	Please list any dependencies or assumptions you have made that are critical to the success of the solution proposed?	

**2.3 Section 3: Consideration of geography**

<b>Qn.</b>	<b>RFI Question</b>	<b>Supplier response</b>
<b>Q2.3.1</b>	How did the geography of the area (e.g. topography, terrain, population density) affect the choice of solution?	

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<p><b>Q2.3.2</b></p>	<p>Would the choice of solution have been materially different if the area had been different (e.g. if the boundary had included or excluded a region)?</p>	
<p><b>Q2.3.3</b></p>	<p>Would the choice of solution have been materially different if a bigger area had been chosen (e.g. an area twice as large, an entire local authority, or an entire county)?</p> <p>Would the cost per household have been materially different if a larger / smaller area had been chosen?</p>	

**2.4 Section 4: Consideration of deployment**

Qn.	RFI Question	Supplier response
<p><b>Q2.4.1</b></p>	<p>Please describe how the solution would be deployed.</p> <p>Who would build it? In what stages would it be built, and over what timescale?</p> <p>How many households and businesses</p>	

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	would receive improvements in coverage at each stage?  Please list any dependencies or assumptions made.	
<b>Q2.4.2</b>	Please provide short descriptions of any relevant and comparable projects that the supplier / supplier team has/have been involved in, drawing specific references to key features of the solution.	

### 2.5 Section 5: Calculation of indicative costs

Qn.	RFI Question	Supplier response
<b>Q2.5.1</b>	By breaking the solution into component infrastructure and deployment activities, please provide indicative capital and operating costs at the most granular level possible (e.g. civil engineering, cabinet installations, back-haul, end-user equipment).  <i>Note: suppliers are requested to use</i>	[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]

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	<i>the proforma supplied if possible.</i>	
<b>Q2.5.2</b>	Please list any dependencies or assumptions made, and describe the sensitivity of the total indicative cost to that assumption. (e.g. assumed fibre can be pulled through an existing duct at a cost of £5/m, but if it were necessary to lay a new duct, this would be £50/m).	
<b>Q2.5.3</b>	<p>Suppliers are also invited to provide their perspective on the indicative costs of extending their solutions to other areas where they have expressed an interest.</p> <p><i>Note: suppliers are reminded that any confidential information they supply will be subject to the confidentiality undertaking, and will not prejudice their submissions in any future procurement exercise.</i></p>	

### 2.6 Section 6: Calculation of indicative revenues

Qn.	RFI Question	Supplier response
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<p><b>Q2.6.1</b></p>	<p>Please provide an indication of your view of the addressable market and the modelled take-up of households and businesses served by each component of the solution over time (annual figures, or more granular if available).</p> <p><i>Note: suppliers are requested to use the proforma supplied if possible.</i></p> <p><i>Note: remember to consider revenue from non-‘not spots’ and outside the selected area to correctly model income related to each asset – e.g. model revenue based on all beneficiaries within range a wireless solution (i.e. 25km radius or other), rather than just those inside the chosen area where applicable.</i></p>	<p>[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]</p>
<p><b>Q2.6.2</b></p>	<p>Please provide an indicative value for modelled average revenue per ‘user’ – i.e. per household – for households and businesses served by each of the component technologies over time (annual figures, or more granular if</p>	<p>[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]</p>

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	available).	
Q2.6.3	Please provide an indicative value for any additional modelled revenue (e.g. from SMEs, wholesale rentals)	[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]
Q2.6.4	Please indicate if you have modelled take-up and average revenue differently from baseline / national / regional assumptions.	
Q2.6.5	<p>Please list any dependencies or assumptions made, and describe the sensitivity of the indicative annual revenues to that assumption.</p> <p><i>Note: suppliers are reminded that any confidential information they supply will be subject to the confidentiality undertaking, and will not prejudice their submissions in any future procurement exercise.</i></p>	

### 2.7 Section 7: Calculation of indicative returns and investment gap

Qn.	RFI Question	Supplier response
Q2.7.1	Please provide an indicative target	[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing



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	<p>project IRR (or pay-back period), for each supplier or component technology of the solution, as appropriate.</p> <p><i>Note: suppliers are requested to use the proforma supplied if possible.</i></p>	<p>to the model as appropriate]</p>
<p><b>Q2.7.2</b></p>	<p>Please calculate, therefore, the investment gap that would need to be funded by Government, in order to make each component technology viable.</p>	<p>[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]</p>
<p><b>Q2.7.3</b></p>	<p>Please list any dependencies or assumptions made, and describe the sensitivity of the indicative investment gap to that assumption.</p>	

### 3 Part 2: Area 2 – The Scottish Highlands, North of Inverness

#### 3.1 Section 1: Description of the impact on the coverage area

Qn.	RFI Question	Supplier response
Q3.1.1	<p>Please provide an overview of the supplier's / supplier team's proposed solution for the chosen area, in terms of the deployment and relative importance of different access and backhaul technologies. Please identify the components technologies that make up the solution (e.g. satellite / wireless / VDSL).</p>	
Q3.1.2	<p>Please describe the impact on potential up to' broadband speeds that would be available after the submitted solution has been implemented.</p> <p>Please also describe the 'edge of network' experience and the proposed peak-hour planning rules for the components of the network under your control (e.g. backhaul and internet gateway) (e.g. users receive</p>	

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	<p>2Mbps, 90% of time during peak 3 hours).</p> <p>Please compare the capability of your solution with BDUK’s baseline technical definition of 2Mbps USC (set out in annex <b>Error! Reference source not found.</b> of the RFI document) and identify where it varies from that definition (e.g. higher latency, lower download access speed, lower throughput at peak times) and the likely impact on the customer experience.</p>	
<p><b>Q3.1.3</b></p>	<p>What ISPs services are available included in the solution?</p> <p>What are the key details of the products available, including costs and limitations?</p> <p>Are these existing products, or would they be created specifically for this market segment?</p>	
<p><b>Q3.1.4</b></p>	<p>Please provide a hard-copy and electronic-file (ESRI shape file format</p>	<p>[Please include a cross-reference to relevant data files]</p>

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	<p>or MapInfo file) map of the coverage area, including identifying both the network assets and the modelled broadband speed at each postcode location, following the instructions set out in annex <b>Error! Reference source not found.</b> and using the response template spreadsheet described in annex <b>Error! Reference source not found.</b> of the RFI document.</p>	
<p><b>Q3.1.5</b></p>	<p>Please confirm that the solution has been prepared on the basis of the current regulatory structure.</p> <p>If providing a variant response, please explain the dependencies or assumptions that have been made and their impact on the choice and cost of solution.</p>	

### 3.2 Section 2: Description of the solution architecture.

Qn.	RFI Question	Supplier response
<p><b>Q3.2.1</b></p>	<p>What technologies / suppliers were chosen for the solution, and why?</p>	

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Q3.2.2	What new network infrastructure would need to be built to achieve this solution?	
Q3.2.3	What other technologies / solutions were considered, and why were they de-selected?	
Q3.2.4	<p>How is the solution scalable? What redundancy is there in the solution?</p> <p>What is the upgrade path, if any, for those regions that wouldn't initially be provided with next generation access?</p>	
Q3.2.5	Where radio spectrum is used, identify what spectrum is licensed and unlicensed, and what are the risks due to other operators working in interfering channels.	
Q3.2.6	Please confirm if the solution uses any proprietary components and if so, who owns the rights and benefits from licences in relation to such proprietary components.	
Q3.2.7	Please describe the communication	

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	standards to which your service is built?	
<b>Q3.2.8</b>	Please confirm that the solution has been prepared on the basis of the current regulatory structure. If providing a variant response, please explain the dependencies or assumptions that have been made and their impact on the choice and cost of solution.	
<b>Q3.2.9</b>	Please list any dependencies or assumptions you have made that are critical to the success of the solution proposed?	

### 3.3 Section 3: Consideration of geography

<b>Qn.</b>	<b>RFI Question</b>	<b>Supplier response</b>
<b>Q3.3.1</b>	How did the geography of the area (e.g. topography, terrain, population density) affect the choice of solution?	
<b>Q3.3.2</b>	Would the choice of solution have been materially different if the area had been different (e.g. if the	

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	boundary had included or excluded a region)?	
<b>Q3.3.3</b>	<p>Would the choice of solution have been materially different if a bigger area had been chosen (e.g. an area twice as large, an entire local authority, or an entire county)?</p> <p>Would the cost per household have been materially different if a larger / smaller area had been chosen?</p>	

**3.4 Section 4: Consideration of deployment**

<b>Qn.</b>	<b>RFI Question</b>	<b>Supplier response</b>
<b>Q3.4.1</b>	<p>Please describe how the solution would be deployed.</p> <p>Who would build it? In what stages would it be built, and over what timescale?</p> <p>How many households and businesses would receive improvements in coverage at each stage?</p> <p>Please list any dependencies or</p>	

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	assumptions made.	
<b>Q3.4.2</b>	Please provide short descriptions of any relevant and comparable projects that the supplier / supplier team has/have been involved in, drawing specific references to key features of the solution.	

### 3.5 Section 5: Calculation of indicative costs

Qn.	RFI Question	Supplier response
<b>Q3.5.1</b>	By breaking the solution into component infrastructure and deployment activities, please provide indicative capital and operating costs at the most granular level possible (e.g. civil engineering, cabinet installations, back-haul, end-user equipment).  <i>Note: suppliers are requested to use the proforma supplied if possible.</i>	[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]
<b>Q3.5.2</b>	Please list any dependencies or assumptions made, and describe the sensitivity of the total indicative cost	



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	to that assumption. (e.g. assumed fibre can be pulled through an existing duct at a cost of £5/m, but if it were necessary to lay a new duct, this would be £50/m).	
<b>Q3.5.3</b>	<p>Suppliers are also invited to provide their perspective on the indicative costs of extending their solutions to other areas where they have expressed an interest.</p> <p><i>Note: suppliers are reminded that any confidential information they supply will be subject to the confidentiality undertaking, and will not prejudice their submissions in any future procurement exercise.</i></p>	

### 3.6 Section 6: Calculation of indicative revenues

Qn.	RFI Question	Supplier response
<b>Q3.6.1</b>	Please provide an indication of your view of the addressable market and the modelled take-up of households and businesses served by each component of the solution over time	[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]

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	<p>(annual figures, or more granular if available).</p> <p><i>Note: suppliers are requested to use the proforma supplied if possible.</i></p> <p><i>Note: remember to consider revenue from non-‘not spots’ and outside the selected area to correctly model income related to each asset – e.g. model revenue based on all beneficiaries within range a wireless solution (i.e. 25km radius or other), rather than just those inside the chosen area where applicable.</i></p>	
<p><b>Q3.6.2</b></p>	<p>Please provide an indicative value for modelled average revenue per ‘user’ – i.e. per household – for households and businesses served by each of the component technologies over time (annual figures, or more granular if available).</p>	<p>[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]</p>
<p><b>Q3.6.3</b></p>	<p>Please provide an indicative value for any additional modelled revenue (e.g. from SMEs, wholesale rentals)</p>	<p>[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]</p>

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<b>Q3.6.4</b>	Please indicate if you have modelled take-up and average revenue differently from baseline / national / regional assumptions.	
<b>Q3.6.5</b>	<p>Please list any dependencies or assumptions made, and describe the sensitivity of the indicative annual revenues to that assumption.</p> <p><i>Note: suppliers are reminded that any confidential information they supply will be subject to the confidentiality undertaking, and will not prejudice their submissions in any future procurement exercise.</i></p>	

### 3.7 Section 7: Calculation of indicative returns and investment gap

Qn.	RFI Question	Supplier response
<b>Q3.7.1</b>	<p>Please provide an indicative target project IRR (or pay-back period), for each supplier or component technology of the solution, as appropriate.</p> <p><i>Note: suppliers are requested to use</i></p>	[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]

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	<i>the proforma supplied if possible.</i>	
<b>Q3.7.2</b>	Please calculate, therefore, the investment gap that would need to be funded by Government, in order to make each component technology viable.	[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]
<b>Q3.7.3</b>	Please list any dependencies or assumptions made, and describe the sensitivity of the indicative investment gap to that assumption.	

### 4 Part 2: Area 3 – North West England, East of Lancaster

*Note: In the case of the Lancaster ‘real-world example’ the original area is quite small. An additional, extended area has also been included that encompass a much larger area. This larger area is offered to enable suppliers to illustrate how the solution might be chosen differently at a different scale with specific references in its answers to the extended area.*

#### 4.1 Section 1: Description of the impact on the coverage area

Qn.	RFI Question	Supplier response
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<p><b>Q4.1.1</b></p>	<p>Please provide an overview of the supplier's / supplier team's proposed solution for the chosen area, in terms of the deployment and relative importance of different access and backhaul technologies. Please identify the components technologies that make up the solution (e.g. satellite / wireless / VDSL).</p>	<p>[Expected: provide response based on standard area]</p> <p>[Optional: identify variances in response based on extended area]</p>
<p><b>Q4.1.2</b></p>	<p>Please describe the impact on potential up to' broadband speeds that would be available after the submitted solution has been implemented.</p> <p>Please also describe the 'edge of network' experience and the proposed peak-hour planning rules for the components of the network under your control (e.g. backhaul and internet gateway) (e.g. users receive 2Mbps, 90% of time during peak 3 hours).</p> <p>Please compare the capability of your solution with BDUK's baseline</p>	<p>[Expected: provide response based on standard area]</p> <p>[Optional: identify variances in response based on extended area]</p>

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	<p>technical definition of 2Mbps USC (set out in annex <b>Error! Reference source not found.</b> of the RFI document) and identify where it varies from that definition (e.g. higher latency, lower download access speed, lower throughput at peak times) and the likely impact on the customer experience.</p>	
<p><b>Q4.1.3</b></p>	<p>What ISPs services are available included in the solution?</p> <p>What are the key details of the products available, including costs and limitations?</p> <p>Are these existing products, or would they be created specifically for this market segment?</p>	
<p><b>Q4.1.4</b></p>	<p>Please provide a hard-copy and electronic-file (ESRI shape file format or MapInfo file) map of the coverage area, including identifying both the network assets and the modelled broadband speed at each postcode location, following the instructions set</p>	<p>[Please include a cross-reference to relevant data files]</p>

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	<p>out in annex <b>Error! Reference source not found.</b> and using the response template spreadsheet described in annex <b>Error! Reference source not found.</b> of the RFI document.</p>	
<b>Q4.1.5</b>	<p>Please confirm that the solution has been prepared on the basis of the current regulatory structure.</p> <p>If providing a variant response, please explain the dependencies or assumptions that have been made and their impact on the choice and cost of solution.</p>	

**4.2 Section 2: Description of the solution architecture.**

<b>Qn.</b>	<b>RFI Question</b>	<b>Supplier response</b>
<b>Q4.2.1</b>	<p>What technologies / suppliers were chosen for the solution, and why?</p>	<p>[Expected: provide response based on standard area]</p> <p>[Optional: identify variances in response based on extended area]</p>
<b>Q4.2.2</b>	<p>What new network infrastructure would need to be built to achieve this solution?</p>	<p>[Expected: provide response based on standard area]</p> <p>[Optional: identify variances in response based on extended area]</p>

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Q4.2.3	What other technologies / solutions were considered, and why were they de-selected?	[Expected: provide response based on standard area]  [Optional: identify variances in response based on extended area]
Q4.2.4	How is the solution scalable? What redundancy is there in the solution?  What is the upgrade path, if any, for those regions that wouldn't initially be provided with next generation access?	[Expected: provide response based on standard area]  [Optional: identify variances in response based on extended area]
Q4.2.5	Where radio spectrum is used, identify what spectrum is licensed and unlicensed, and what are the risks due to other operators working in interfering channels.	
Q4.2.6	Please confirm if the solution uses any proprietary components and if so, who owns the rights and benefits from licences in relation to such proprietary components.	
Q4.2.7	Please describe the communication standards to which your service is built?	
Q4.2.8	Please confirm that the solution has	



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	been prepared on the basis of the current regulatory structure. If providing a variant response, please explain the dependencies or assumptions that have been made and their impact on the choice and cost of solution.	
<b>Q4.2.9</b>	Please list any dependencies or assumptions you have made that are critical to the success of the solution proposed?	

### 4.3 Section 3: Consideration of geography

Qn.	RFI Question	Supplier response
<b>Q4.3.1</b>	How did the geography of the area (e.g. topography, terrain, population density) affect the choice of solution?	[Expected: provide response based on standard area]  [Optional: illustrate with specific reference to a response based on extended area]
<b>Q4.3.2</b>	Would the choice of solution have been materially different if the area had been different (e.g. if the boundary had included or excluded a region)?	[Expected: provide response based on standard area]  [Optional: illustrate with specific reference to a response based on extended area]

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<p><b>Q4.3.3</b></p>	<p>Would the choice of solution have been materially different if a bigger area had been chosen (e.g. an area twice as large, an entire local authority, or an entire county)?</p> <p>Would the cost per household have been materially different if a larger / smaller area had been chosen?</p>	<p>[Expected: provide response based on standard area]</p> <p>[Optional: illustrate with specific reference to a response based on extended area]</p>
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### 4.4 Section 4: Consideration of deployment

Qn.	RFI Question	Supplier response
<p><b>Q4.4.1</b></p>	<p>Please describe how the solution would be deployed.</p> <p>Who would build it? In what stages would it be built, and over what timescale?</p> <p>How many households and businesses would receive improvements in coverage at each stage?</p> <p>Please list any dependencies or assumptions made.</p>	<p>[Expected: provide response based on standard area]</p> <p>[Optional: identify variances in response based on extended area]</p>

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<b>Q4.4.2</b>	Please provide short descriptions of any relevant and comparable projects that the supplier / supplier team has/have been involved in, drawing specific references to key features of the solution.	
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### 4.5 Section 5: Calculation of indicative costs

Qn.	RFI Question	Supplier response
<b>Q4.5.1</b>	<p>By breaking the solution into component infrastructure and deployment activities, please provide indicative capital and operating costs at the most granular level possible (e.g. civil engineering, cabinet installations, back-haul, end-user equipment).</p> <p><i>Note: suppliers are requested to use the proforma supplied if possible.</i></p>	<p>[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]</p> <p>[Expected: provide response based on standard area]</p> <p>[Optional: identify variances in response based on extended area]</p>
<b>Q4.5.2</b>	<p>Please list any dependencies or assumptions made, and describe the sensitivity of the total indicative cost to that assumption. (e.g. assumed fibre can be pulled through an existing</p>	

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	duct at a cost of £5/m, but if it were necessary to lay a new duct, this would be £50/m).	
<b>Q4.5.3</b>	<p>Suppliers are also invited to provide their perspective on the indicative costs of extending their solutions to other areas where they have expressed an interest.</p> <p><i>Note: suppliers are reminded that any confidential information they supply will be subject to the confidentiality undertaking, and will not prejudice their submissions in any future procurement exercise.</i></p>	

### 4.6 Section 6: Calculation of indicative revenues

Qn.	RFI Question	Supplier response
<b>Q4.6.1</b>	Please provide an indication of your view of the addressable market and the modelled take-up of households and businesses served by each component of the solution over time (annual figures, or more granular if	<p>[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]</p> <p>[Expected: provide response based on standard area]</p> <p>[Optional: identify variances in response based on extended area]</p>

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	<p>available).</p> <p><i>Note: suppliers are requested to use the proforma supplied if possible.</i></p> <p><i>Note: remember to consider revenue from non-‘not spots’ and outside the selected area to correctly model income related to each asset – e.g. model revenue based on all beneficiaries within range a wireless solution (i.e. 25km radius or other), rather than just those inside the chosen area where applicable.</i></p>	
<p><b>Q4.6.2</b></p>	<p>Please provide an indicative value for modelled average revenue per ‘user’ – i.e. per household – for households and businesses served by each of the component technologies over time (annual figures, or more granular if available).</p>	<p>[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]</p> <p>[Expected: provide response based on standard area]</p> <p>[Optional: identify variances in response based on extended area]</p>
<p><b>Q4.6.3</b></p>	<p>Please provide an indicative value for any additional modelled revenue (e.g. from SMEs, wholesale rentals)</p>	<p>[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]</p> <p>[Expected: provide response based on standard area]</p>

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		[Optional: identify variances in response based on extended area]
<b>Q4.6.4</b>	Please indicate if you have modelled take-up and average revenue differently from baseline / national / regional assumptions.	
<b>Q4.6.5</b>	<p>Please list any dependencies or assumptions made, and describe the sensitivity of the indicative annual revenues to that assumption.</p> <p><i>Note: suppliers are reminded that any confidential information they supply will be subject to the confidentiality undertaking, and will not prejudice their submissions in any future procurement exercise.</i></p>	

### 4.7 Section 7: Calculation of indicative returns and investment gap

Qn.	RFI Question	Supplier response
<b>Q4.7.1</b>	Please provide an indicative target project IRR (or pay-back period), for each supplier or component technology of the solution, as	<p>[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]</p> <p>[Expected: provide response based on standard area]</p>

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	<p>appropriate.</p> <p><i>Note: suppliers are requested to use the proforma supplied if possible.</i></p>	<p>[Optional: identify variances in response based on extended area]</p>
<b>Q4.7.2</b>	<p>Please calculate, therefore, the investment gap that would need to be funded by Government, in order to make each component technology viable.</p>	<p>[Please summarise main inputs and outputs from the indicative investment modelling, cross-referencing to the model as appropriate]</p> <p>[Expected: provide response based on standard area]</p> <p>[Optional: identify variances in response based on extended area]</p>
<b>Q4.7.3</b>	<p>Please list any dependencies or assumptions made, and describe the sensitivity of the indicative investment gap to that assumption.</p>	