



BDUK Urban Broadband Fund

# Urban Broadband Fund Supplier Consultation

Supplier Information and Questionnaire

20 February 2013

Version: 1.0

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Status: Final

# Urban Broadband Fund Supplier Consultation Questionnaire

## 1.1 Instructions

- 1.1.1 DCMS is consulting on potential commercial, funding and procurement models in respect of delivering new ultrafast broadband infrastructure and services in cities, funded by the Urban Broadband Fund. Further information is provided in the document “Urban Broadband Fund Supplier Consultation”. Suppliers’ views on the information in that document are now sought through responding to this questionnaire.
- 1.1.2 Please complete the below consultation responding to the questions in the boxes provided. It is not necessary to answer all questions in this consultation. It is further not anticipated that your organisation will have fully worked up solutions to answer questions.
- 1.1.3 If you have further questions regarding this consultation, please forward them to: <mailto:urbanbroadbandfund@culture.gsi.gov.uk>.
- 1.1.4 DCMS will treat responses as commercial-in-confidence and will not share any information that can be associated with your organisation outside of DCMS without your organisation’s express agreement except where such disclosure is required by law. Notwithstanding the foregoing DCMS may disclose any such information with its professional advisors (including consultants) in connection with the UBF programme on the basis it is treated as commercial-in-confidence.
- 1.1.5 Freedom of Information (FOIA): All information in responses, including personal information, may be subject to publication or disclosure under Freedom of Information legislation. If a correspondent requests confidentiality, this cannot be guaranteed and will only be possible if considered appropriate under the legislation. Any such request should explain why confidentiality is necessary. Any automatic confidentiality disclaimer generated by your IT system will not be considered as such a request unless you specifically include a request, with an explanation, in the main text of your response. This consultation is being carried out in accordance with the Cabinet Office Code of Practice on Consultation. The criteria are listed on the Department’s and the Commission’s websites, together with details of who to contact with any comments on the consultation procedure or complaints about the way it is being conducted.
- 1.1.6 DCMS may anonymise your response to inform discussion with the European Commission, for example information about the number of suppliers that favour a particular commercial model.
- 1.1.7 Submissions to this consultation should be submitted electronically by 15 March 2013 to: <mailto:urbanbroadbandfund@culture.gsi.gov.uk>.

## 1.2 Organisation Information

- 1.2.1 Name of the organisation or the consortia responding (including a list of organisations represented).

- 1.2.2 Size of organisation or body represented.

## 1.3 Programme and commercial principles

- 1.3.1 Would your organisation be interested in bidding for government funding in respect of the projects described in this consultation? Would your organisation be interested in using newly available wholesale services in order to serve your customers? How might the programme and commercial principles set out in this consultation impact positively or negatively on your prospective involvement in the UBF programme?

## 1.4 Commercial delivery options

- 1.4.1 **For Commercial Model 1: “Public Sector operator of passive asset, supported by private sector operator”, please complete the following questions:**

- 1.4.1a Are you interested in this model and what is your organisation’s experience of similar projects?

- 1.4.1b How would you encourage wider communication providers and retailers to ensure that end-users receive improvements in connectivity?

- 1.4.1c To what extent and how would restrictions on operating as a communication provider and/or retailer affect your business / commercial case?

1.4.1d To what extent and how would restrictions or obligations on State aid affect your business / commercial case?

1.4.1e List any other key assumptions, dependencies or risks that DCMS should consider.

**1.4.2 For Commercial Model 2: “Deploy and operate passive infrastructure”, please complete the following questions:**

1.4.2a Are you interested in this model and what is your organisation’s experience of similar projects?

1.4.2b How would you encourage wider communication providers and retailers to ensure that end-users receive improvements in connectivity?

1.4.2c To what extent and how would restrictions on operating as a communication provider and/or retailer affect your business / commercial case?

1.4.2d To what extent and how would restrictions or obligations on State aid affect your business / commercial case? Particularly views are sought on part 4.3.6 of the UBF Supplier Consultation.

1.4.2e List any other key assumptions, dependencies or risks that DCMS should consider.

1.4.3 **For Commercial Model 3: “Deploy and operate passive and active infrastructure”, please complete the following questions:**

1.4.3a Are you interested in this model and what is your organisation’s experience of similar projects?

1.4.3b How would you encourage wider communication providers and retailers to ensure that end-users receive improvements in connectivity?

1.4.3c To what extent and how would restrictions on operating as a communication provider and/or retailer affect your business / commercial case?

1.4.3d To what extent and how would restrictions or obligations on State aid affect your business / commercial case? Particularly views are sought on part 4.4.7 of the UBF Supplier Consultation.

1.4.3e List any other key assumptions, dependencies or risks that DCMS should consider.

## 1.5 Funding models

- 1.5.1 Which funding models most appropriately fit your organisation's view of providing services and why?

- 1.5.2 What barriers are there to your organisation achieving a long term sustainable business model (minimum of 10 years)?

- 1.5.3 Where the funding model requires the supplier to provide an up-front investment, how would you propose to fund such investment? What conditions are you/your investor likely to require (eg requirements for sharing risk/reward)?

## 1.6 Procurement delivery models

- 1.6.1 Which of the procurement options identified are favoured by your organisation and why, and which may adversely impact on your ability to compete and why?

## 1.7 Connection Vouchers

- 1.7.1 How interested is your organisation in accessing a voucher scheme for ultrafast connectivity and how would such a voucher scheme favour or disfavor your organisation in competing in wider UBF initiatives?

- 1.7.2 How might BDUK minimise the transactional costs of a large scale voucher scheme to encourage efficient use and to reduce administration costs for end users and participating suppliers?

## 1.8 General

- 1.8.1 What are the key characteristics of intervention areas in cities that would impact on your organisation's willingness to participate in city competitions (eg density of premises)?

- 1.8.2 What evidence exists that the proposed commercial delivery, procurement and funding models identified in this consultation would adversely impact on any suppliers?

- 1.8.3 Please provide any additional information you believe is pertinent to this consultation.



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