Outside In

Market Engagement Event

ALL MATERIAL SHOWN HERE IS PROVISIONAL AND SUBJECT TO CHANGE

THESE SLIDES WERE USED AT A SUPPLIER EVENT FOR INFORMATION PURPOSES.

Session 2: Contractual terms 30 June 2020

COMMERCIAL - NOT A STATEMENT OF POLICY

Introduction

9.30 - 9.40

Objectives for the day

What we want to achieve from today's market engagement

Communicate

Communicate how BDUK has refined the approach for the Outside In Programme in line with feedback from the Industry.

Discuss

Discuss the key contractual terms and payment mechanism to allow Industry to plan for the launch of the programme.

Feedback

Seek your feedback on areas where BDUK could provide additional clarity and/or training.

Challenges

Identify challenges with the proposed contractual terms and payment mechanism, including suggestions how to make them work for the market.

Overview of Contractual Documents

9.40-10.40

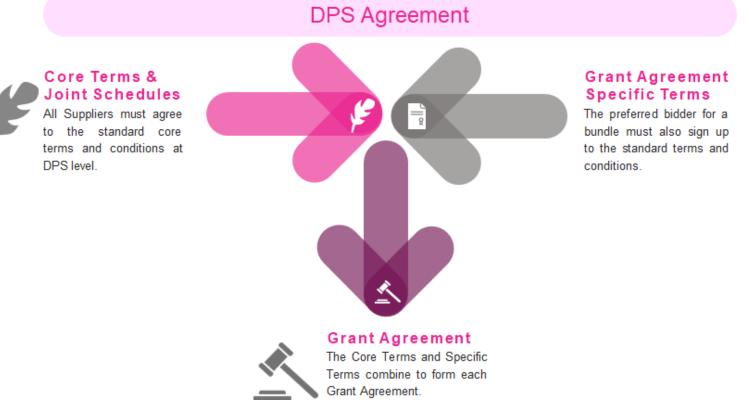
Overview of this section

We are going to update the market on our progress on the following:



How the contracts will operate

Each Grant Agreement will consist of the Core Terms from the DPS and Specific Terms for each bundle



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How the Agreements are structured

Each Grant Agreement will complement the terms of the DPS Agreement

DPS Agreement
Core Terms
DPS Schedule 1 (Specification)
DPS Schedule 2 (DPS Application)
DPS Schedule 3 (Cost Categories)
DPS Schedule 6 (Grant Award Form)
DPS Schedule 9 (Cyber Security)
DPS Schedule 7 (Grant Award Procedure)
Joint Schedule 2 (Change Forms)
Joint Schedule 4 (Commercially Sensitive Information)
Joint Schedule 7 (Financial Distress)
Joint Schedule 6 (Key Subcontractors)
Joint Schedule 10 (Rectification Plan Template)
Joint Schedule 11 (Key Personnel)

Grant Agreement
Core Terms
Joint Schedule 1 (Definitions)
Joint Schedule 2 (Change Forms)
Joint Schedule 4 (Commercially Sensitive Information)
Joint Schedule 7 (Financial Distress)
Joint Schedule 6 (Key Subcontractors)
Joint Schedule 10 (Rectification Plan Template)
Joint Schedule 11 (Key Personnel)
Grant Agreement Schedule 4 (Grant Agreement Tender)
Grant Agreement Schedule 5 (Financial Schedule)
Grant Agreement Schedule 8 (Guarantee)
Grant Agreement Schedule 13 (Project Plan and Testing)
Grant Agreement Schedule 20 (Specification)

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Key differences from Superfast

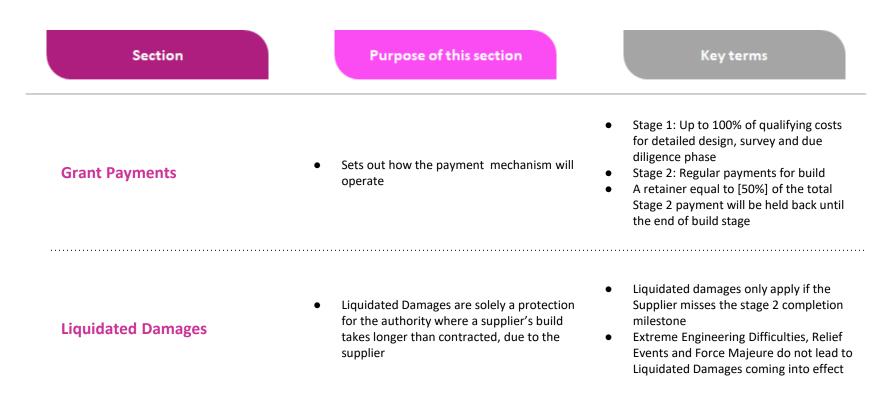
The new contracts have been optimised for the next generation broadband projects

	Superfast	Outside In
Joining the programme	 Suppliers compete for contracts through open OJEUs at each procurement window 	• Rolling admission to the DPS, call-off three times per year
Break Clause	Not included in the Agreement	Break clause after Stage 1
Remedies	No formal liquidated damages	Liquidated damages
Payment mechanism	Milestone to cash process	 Stage 1: one-off payment Stage 2: Payment for build
Relationship with Local Authorities	Supplier contracts directly with Local Authorities	 Suppliers contract with BDUK in England Suppliers contract with Devolved Administrations
Survey assumptions	• Suppliers caveated their pricing with 'survey assumptions'	• After Stage 1, Suppliers commit to a price. No 'survey assumptions'
Premises cap	Premises above the cap could be de-scoped	• After Stage 1, suppliers commit to 100% of the premises
Exceptional Engineering Difficulties	Not included in the Agreement	Clearly defined in the Agreement
Payment for build	 Suppliers are paid a lump sum based on achievement of milestones (MAR) 	 Suppliers are paid monthly based on the number of premises passed. Retainer released upon final true up at the end of Stage 2

Discussions are ongoing around the use of 'High Risk Vendors' in government contracts/grant agreements going forward. Depending on how these discussions develop, we may introduce clauses around the use of these vendors. More information will be provided when we have it.

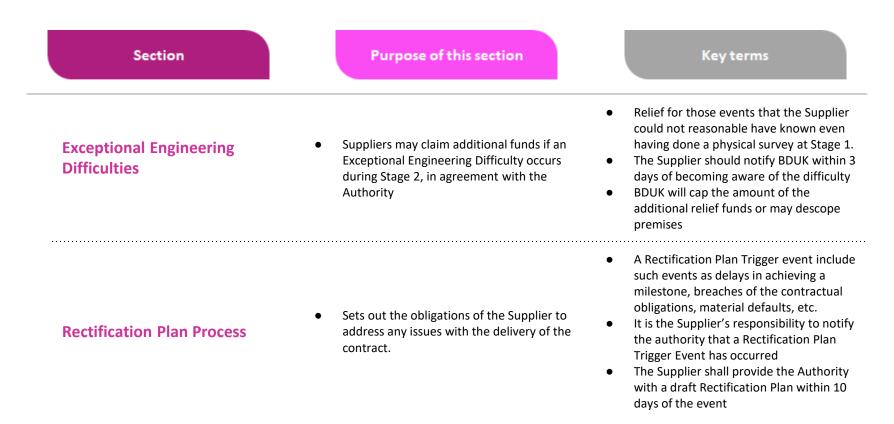
Section	Purpose of this section	Key terms
How the Agreement Works	 Sets out the overarching principles of the DPS and how Grant Agreements will work 	 A Supplier must continue to meet basic access requirements for the DPS to be eligible to bid and deliver a Grant Agreement Each Grant Agreement is a separate Agreement between the Supplier and BDUK Grant Agreements survive the termination of the DPS
What the Supplier needs to carry out	 Defines the Scope of Works, Outputs and Obligations of the supplier 	 Works and Outputs have to be provided in accordance with the Project Plan BDUK may request all supporting mapping and other build data at a granular level, including Premise and Structure level

Section	Purpose of this section	Key terms
Project Plan and Delays	 Defines how and when the Supplier is going to deliver the objectives in the contract 	 The Project Plan is a live document and needs to be updated periodically If an delay arises, the Supplier required to notify BDUK asap BDUK and the Supplier will agree a sensible rectification plan to remedy the situation and prevent further delays
Testing and Achievement of Milestones	 Sets out the contractual basis on which delivery milestones will be achieved and signed off 	 Upon Completion of Stage 2, the Supplier shall produce certification by an appropriately qualified engineer to evidence that Testing has been carried out Tests shall be carried out in accordance with the Grant Agreement Schedule (Project Plan and Testing)



Section	Purpose of this section	Key terms
Supplier Obligations	 Suppliers may be removed from the DPS for repeatedly failing to meet their ongoing obligations 	 Suppliers need to maintain eligibility criteria for the DPS, e.g. remain solvent Suppliers shall ensure all reports, outputs and information submitted are true, accurate, comprehensive Suppliers shall provide the Authority with such assistance as the Authority may reasonably require, e.g. Audits
Governance	 Sets out how the parties agree to manage the relationship 	 Quarterly DPS meetings DPS reporting and Grant Agreement reporting responsibilities Record keeping for a period of 7 years following the End Date The Authority and its Auditor shall have the right to carry out an audit to assess compliance by the Supplier and/or its Key Subcontractors

Section	Purpose of this section	Key terms
Supply Chain	 Defines the obligations of the Supplier and its Subcontractors 	 The Supplier should pay any undisputed sums which are due from it to the Subcontractor within 30 days from receipt of an invoice. BDUK require that certain terms and conditions from this Agreement are flowed down into each Subcontractor and their own Subcontractors (if any).
Key Subcontractors	• The Supplier needs to identify all of the Key Subcontractors they wish to use in the Joint Schedule 6	 The Supplier can only use Key Subcontractors who are included in Schedule 6 (Key Subcontractors) for call- off submissions The Supplier needs prior written consent from the Authority if they wish to terminate, replace or materially amend a Key Sub-contract.



Section	Purpose of this section	Key terms
Authority Termination	• Conditions under which BDUK may terminate the Agreement	 Stage 1 break clause Termination for convenience Termination for supplier default
Supplier Termination	 Conditions under which the Supplier may terminate the Agreement 	 Authority default (failure to pay an undisputed sum within 60 days) Force majeure (90 continuous days)

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We have highlighted some of the core terms of the agreement and will circulate a copy after this session

Section	Purpose of this section	Key terms
Relief Events	• Definition of Relief Events for the purpose of this Agreement	 Legal challenges Delays obtaining consent to build Delays caused by other factors controlled by the Local Authority
Force Majeure	 Definition of Force Events and conditions for a Force Majeure termination 	 Any event, occurrence, circumstance, matter or cause affecting the performance by either the Authority or the Supplier of its obligations beyond the Party's control Excludes a failure by a Subcontractor to perform any obligation owed to the Supplier unless and to the extent that the failure is directly caused by a Force Majeure Event directly affecting that Subcontractor

• Force Majeure Event must last for ninety (90) days continuously

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Remedies

10.40-10.55

Overview of this section

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We are going to update the market on our progress on the following:



Stage 1 Break Clause

Upon completion of Stage 1, the following material changes would allow BDUK to invoke the break clause

- Significant delays to the proposed delivery timeline
- Significant reduction in the number of premises that the Supplier proposes to pass
- Significant increase in the subsidy per premise due to higher than expected delivery costs
- A combination of the above
- BDUK may exercise discretion with regards to the application of the Stage 1 break clause

Delayed payments

BDUK may delay payments if the Supplier is behind schedule for the Stage 2 milestones

- If Stage 2 Build Milestones are delayed then the monthly part payment will be suspended until the supplier is back on plan.
- Once back on plan the supplier will be able to claim payment again.

Liquidated Damages

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Liquidated damages have been introduced to protect the interests of BDUK

- If the Supplier fails to complete Stage 2 by the agreed Stage 2 Completion Date, the Supplier is required to pay liquidated damages on a daily basis
- The number of days, will be the smaller of the delay completing Stage 2, and 50% of the total duration in days of Stage 2
- The daily rate is calculated based on the contract management costs incurred by BDUK
- They will be proportionate and reasonable to protect the interests of BDUK
- Liquidated damages are a genuine pre-estimate of loss, **not a penalty**

Authority Termination

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The last option is a termination of the Agreement by the Authority

- 3 mechanisms under which the Authority can terminate the Agreement:
 - Stage 1 break clause
 - Termination for convenience
 - Termination for supplier default (e.g. insolvency)
- Under a termination for convenience, the Supplier will be entitled to a reimbursement of costs incurred to date. The Authority may terminate for convenience due to e.g. a change in government policy or expiry of HMT funding. This can only be invoked by the Authority.
- Termination for Supplier Default:
 - Instances where BUDK may terminate include Insolvency Events, change of control, variations to the Agreement which cannot be agreed under the Change Request process
 - BDUK and the Supplier will normally agree a Rectification Plan to attempt to address the issue
 - Failure by the Supplier to implement the Rectification Plan may then lead to BDUK serving a termination notice
- Ongoing wholesale access and take up requirements will remain after early termination

Costing and Payment Mechanism

11.10-11.55

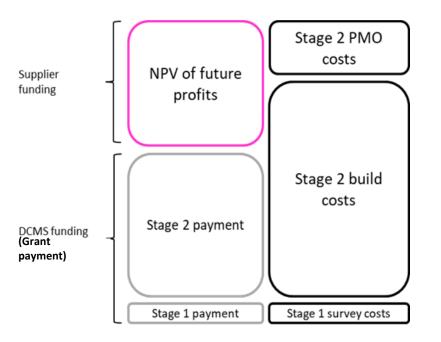
Overview of this section

We are going to update the market on our progress on the following:

>	Overview of Costing and Payment mechanism
>	Key inputs and outputs of the Financial Schedule
>	Detailed walkthrough of the Financial Schedule
>	Updating the Financial Schedule upon Stage 1 Completion
>	Demonstrating progress during Stage 2
>	Evidencing costs during Stage 2
>	Stage 2 completion
>	Stage 3 reporting
>	Clawback
>	Next steps

Overview of Costing and Payment Mechanism

The Outside In Programme will be a gap funded programme, similar to the Superfast programme



The gap funding model

Overview of gap funding mechanism

- The PV of future profits (revenues qualifying costs) will use a discount rate based on the supplier's WACC. We will monitor this figure throughout the DPS.
- The total of Stage 1 and Stage 2 grant payments cannot exceed the funding gap (Total qualifying costs NPV of future profits)
- Underspend against Stage 1 or Stage 2 costs will result in a smaller grant payment.
- Higher than expected take-up during Stage 3 (7 years post Stage 2 completion) will result in a subsidy clawback.
- The total grant payment cannot increase beyond what gets agreed at the call-off stage, except in the case of Exceptional Engineering Difficulties.

Stage 1 payment

• The Stage 1 grant payment will be paid as a lump sum upon completion of Stage 1

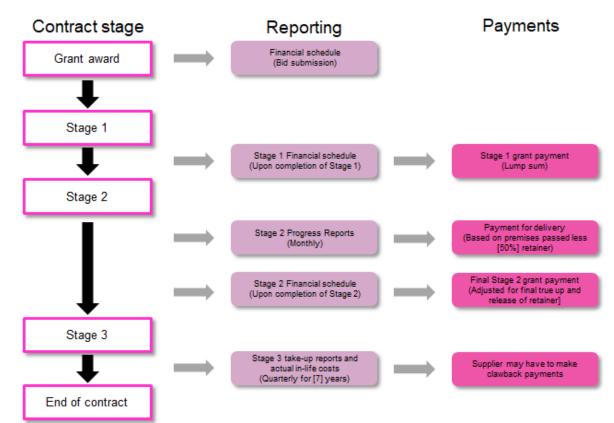
Stage 2 payments

- **Suppliers** will receive partial payment against delivery during Stage 2, with a full reconciliation upon completion of Stage 2.
- [50%] of the Stage 2 grant payment will be paid out at the end of Stage 2
- Every month, suppliers will be paid based on the number of build units achieved
- This will be equal to [50%] x the number of build units x the Stage 2 grant per build unit

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Overview of Costing and Payment Mechanism

Suppliers will be required to evidence progress throughout the lifecycle of the contract



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Key inputs of the Financial Schedule

	Information required from the Supplier
Discount rates	 A discount rate for the bundle based on the company's assessment of the difficulty to deliver the contract. With reference to the company WACC. We will ask suppliers to provide evidence of their WACC when they join the DPS.
Build plan - Core infrastructure	 List of infrastructure nodes (network elements aligned to your technical solution) Planned survey and installation dates for each node Stage 1 and Stage 2 cost breakdown for each node
Build plan - Premises	 Planned survey and installation dates for each eligible UPRN within the bundle Network node to which the UPRN is directly connected Any ineligible UPRNs connected to a subsidised node within the bundle
Wholesale services (active and passive)	 Installation fee for each product Quarterly recurring fee for each product
Take-up	 Number of premises/customers taking up each product per quarter Number of disconnections for each product per quarter
Qualifying CAPEX - Stage 1	 Line item view of the cost elements that contributed to the Stage 1 qualifying capex Suppliers need to adhere to 3 cost categories (Labour, PMO, and Permissions) We will ask you to provide a unit rate and the number of units for each line item
Qualifying CAPEX - Stage 2	 Line item view of the cost elements that contributed to the Stage 2 qualifying capex Suppliers need to adhere to 5 cost categories (Labour, PMO, Equipment, Materials, and Permissions)
In-life costs	 Operations and maintenance costs for the duration the contract will be in place post-Stage 2 [15 years] Any asset refresh costs will be included on an accruals basis, i.e. no lump sums
Stage 1 and Stage 2 Grant Payments	 The Supplier will have to enter the total grant payment they need from BDUK to deliver the bundle The total grant payment applied for cannot exceed the maximum allowable grant payment (which is one of the calculated outputs)

Key outputs of the Financial Schedule

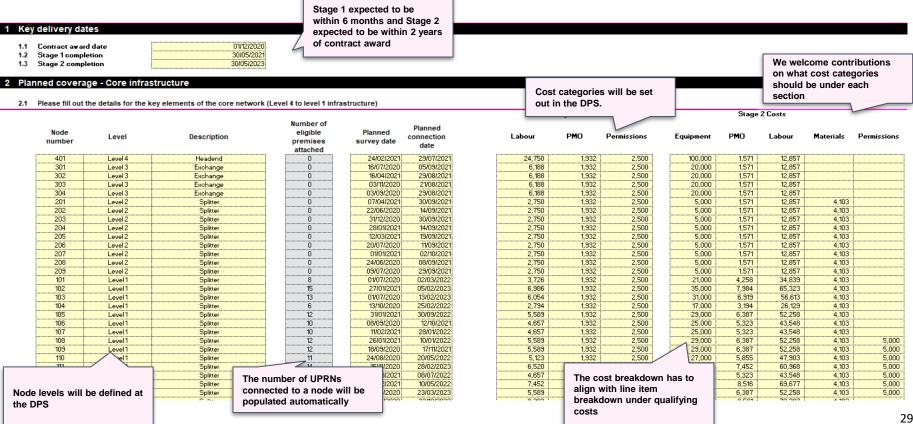
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The following outputs will be computed for bid evaluation and benchmarking purposes

	Outputs calculated by the Financial Schedule
Total Qualifying Capex	 Total qualifying cost for delivering the contact The qualifying cost will also be broken down into individual categories for benchmarking purposes Suppliers submit project management costs based on the cost to manage each individual contract but efficiencies realised due to winning multiple bids flow through to a saving in funding
Maximum allowable grant payment	 The supplier requests a maximum Stage 1 and Stage 2 grant payment This funding amount cannot be more than the difference between the qualifying cost and the present value of future profits For both Stage 1 and Stage 2, calculated separately: overspends will not increase the maximum allowable grant payment in the contract ounderspends will decrease the actual funding amount paid to the supplier
Grant payment per Build Unit	 Based on the number of eligible build units achieved, we will calculate the total Grant Payment per build unit This figure will be used to calculate the monthly Stage 2 Grant Payments Build units are likely to be eligible premises passed but other units of infrastructure may be considered depending on the supplier's technical solution Ineligible premises will not be subsidised - costs relating solely to those premises should not be included as qualifying capex
Incremental customer margin and incremental product margins	• These figures will be used to calculate the clawback if applicable
Material differences	 Material differences (if any) between the schedule at Stage 1 and the schedule agreed at contract award (e.g. number of premises, subsidy level, etc) will be flagged up Material differences are covered in the earlier section on remedies

The Financial Schedule - Core Infrastructure

Suppliers have to provide dates and a cost breakdown for the delivery of each network element



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The Financial Schedule - Premises

Post Code EX4 6LU DRIVE EX2 4JE EX4 9AF EX4 8BD	Coordinates 89.16128, 93.46937 16.86199, 95.74948	Planned survey date 23/03/2021	Planned connection date	Access Node	Type of premises	Node	Flinibility.
EX2 4JE EX4 9AF	16.86199, 95.74948	23/03/2021			<i>// /······</i>	date	Eligibility
EX4 9AF			29/05/2023	128	Residential	04/03/2022	Eligible
		13/03/2021	11/02/2023	109	Residential	07/06/2022	Eligible
EX4 8BD	96.64631, 38.73947	12/01/2021	08/08/2022	123	Residential	23/07/2022	Eligible
	13.13579, 98.52439	22/01/2021	26/03/2023	122	Business	11/03/2023	Eligible
EX2 5LT	7.12789, 49.43335	05/01/2021	18/12/2022	128	Business	04/03/2022	Ineligible
EX4 8RD	5.80626, 82.83560	15/12/2020	02/11/2022	107	Residential	11/11/2021	Ineligible
EX4 2DE	41.43240, 53.45919	20/01/2021	28/05/2023	101	Business	13/12/2022	Ineligible
EX13AG	96.96225, 88.03344	07/03/2021	15/06/2021		Excluded		Excluded
EX4 4BW	30.45231, 90.71816	28/05/2021	24/05/2023	101	Business	13/12/2022	Eligible
EX12DR	59.66206, 62.08259	18/01/2021	22/06/2022	116	Residential	25/11/2021	Eligible
EX4 5DP	51.95967, 74.91691	30/03/2021	04/04/2023	123	Residential	23/07/2022	
D EX4 1NN	28.12404, 76.90159	09/05/2021	22/04/2023	120	Residential	11/01/2023	Suppliers also need to
EX13TU	57.97743, 99.18744	05/02/2021	13/05/2023	103	Business	13/03/2023	indicate which premises plan to exclude from the
EX11JA	4.82839, 28.69383	10/02/2021	26/05/2023	102	Business	26/05/2023	contract.
E EX4 2JA	31.69226, 16.43353	07/02/2021	28/07/2022	125	Residential	01/02/2022	contract.
EX4 1NT	87.68141, 61.02059	03/12/2020	27/05/2023	115	Business	18/05/2023	Ineligible or unsubsidise
EX2 4TG	15.29011, 13.83630	01/02/2021	22/04/2023	103	Business	13/03/2023	premises that the supplie
EX4 1DZ	79.98853, 21.24380	20/05/2021	02/04/2023	127	Residential	09/03/2023	wishes to connect to
EX4 4HY	2.78881, 56.18984	04/02/2021	06/02/2023	106	Business	20/12/2022	network have to be provi
EX4 7JZ	37.69111, 41.58069	24/01/2021	30/05/2023	102	Business	26/05/2023	here.
EX2 9EP	14.63472, 89.18320	11/12/2020	28/05/2023	115	Residential	18/05/2023	Ligini
EX2 9JQ	99.12539, 73.12508	24/03/2021	13/01/2023	120	Residential	11/01/2023	Eligible
EX2 5JZ	94.09770, 82.83357	04/12/2020	30/05/2023	128	Business	04/03/2022	Eligible
	77.68962, 47.19195	01/03/2021	24/05/2023	114	Business	16/05/2023	Eligible
		s EX2 5JZ 94.09770, 82.83357 EX2 6GD 77.68962, 47.19195	s EX2 5JZ 94.09770, 82.83357 04/12/2020 EX2 6GD 77.68962, 47.19195 01/03/2021	EX2 5JZ 94.09770, 82.83357 04/12/2020 30/05/2023 EX2 6GD 77.68962, 47.19195 01/03/2021 24/05/2023	EX2 5JZ 94.09770, 82.83357 04/12/2020 30/05/2023 128 EX2 6GD 77.68962, 47.19195 01/03/2021 24/05/2023 114	EX2 5JZ 94.09770, 82.83357 04/12/2020 30/05/2023 128 Business EX2 6GD 77.68962, 47.19195 01/03/2021 24/05/2023 114 Business	EX2 5JZ 94.09770, 82.83357 04/12/2020 30/05/2023 128 Business 04/03/2022 EX2 6GD 77.68962, 47.19195 01/03/2021 24/05/2023 114 Business 16/05/2023

The Financial Schedule - Qualifying Capital Expenditure

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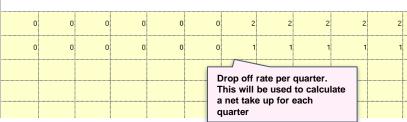
	Costs - Stage 1 k Detailed Design and	Due Diligence		cost will	view of qualify require a unit r per of units				
1.1 1000	k Detailed Design and	Due Dingence		_					
Item cod	e Category Level 1 Cate	gory Level 2	Item description	Unit	Unit rate (£)	Number of U	nits		
S1-1	Labour	Engineer	Stage 1 Resource A	Day	£500.00	100			
S1-2	Labour	Surveyor	Stage 1 Resource B	Single premises	£500.00	100			
S1-3	Labour	Planner	Stage 1 Resource C	Single premises	£500.00	100			
S1-4	Labour	Manager	Stage 1 Resource D	Single premises	£500.00	75			
S1-5	Labour	Analyst	Stage 1 Resource E	Day	£500.00	100			
\$1-6	Labour	Surveyor	Stage 1 Survey Contract with Contractor A	unit (one item)	£10,000.00	1			
\$1-7	Permissions	Permits	Stage 1 Survey Contract with Contractor A	unit (one item)	£50,000.00	↓ 1 Г			
S1-8	Permissions	Wayleaves	Wayleaves for Bundle 1	Month	£10,000.00		Upon Stage 2 completion		
\$1-9	PMO	Administrative	Resource A	Day	£200.00	50	each line item should be		
S1-10	PMO	Client Management	Resource B	Day	£500.00	50	supported by evidence,		
S1-11	PMO	Contract Management	Resource C	Day	£500.00	50	invoices or timesheets		
S1-12	PMO	Finance	Resour	Day	£500.00	50	involues of timesheets		
			by BDUK at DPS level.						
1 Qualifying (1.1 Build	Costs - Stage 2		by BDUK at DPS level. Suppliers will be asked to provide a short description for each item						
1.1 Build			Suppliers will be asked to provide a short description for each item		(c)				
1.1 Build	e Category Level 1 Ca		Suppliers will be asked to provide a short description for each item			Number of Un	its		
1.1 Build Item code \$2-1	e Category Level 1 Ca Equipment	Equipment costs per household (all in)	Suppliers will be asked to provide a short description for each item Item description All in equipment and civils costs per premise	Single premises	£2,000.00	Number of Un 311	its		
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1.1 Build Item code \$2-1 \$2-2 \$2-3	e Category Level 1 Ca Equipment Equipment Equipment Equipment Materials	Equipment costs per household (all in) Headend equipment (fibre technology) Headend equipment (fibre technology) Headend equipment (fibre technology) Materials costs per household (all in)	Suppliers will be asked to provide a short description for each item Item description All in equipment and civils costs per premise All in equipment costs per headend All in equipment and civils costs per splitter Asphalt/concrete backfill for trenching	Single premises unit (one item) unit (one item) unit (one item) m	£2,000.00 £100,000.00 £20,000.00 £5,000.00 £20.00	311 1 4 39 800 ti	otal costs need to align to		
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1.1 Build Item code \$2-1 \$2-2 \$2-3 \$2-4 \$2-5 aximise transparency,	e Category Level 1 Ca Equipment Equipment Equipment Equipment Materials Labour Labour Labour	Equipment costs per household (all in) Headend equipment (fibre technology) Headend equipment (fibre technology) Headend equipment (fibre technology) Materials costs per household (all in) Manager Inspector Machine operator	Suppliers will be asked to provide a short description for each item Item description All in equipment and civils costs per premise All in equipment costs per exchange All in equipment and civils costs per splitter Asphalt/concrete backfill for trenching Site foreman A Site foreman B Resource AA	Single premises unit (one item) unit (one item) unit (one item) Day Day Day Day	£2,000.00 £100,000.00 £20,000.00 £5,000.00 £20.00 £400.00 £400.00 £200.00	311 1 4 39 100 100 1000	otal costs need to align to		
1.1 Build Item code \$2-1 \$2-2 \$2-3 \$2-4 \$2-5 \$2-4 \$2-5 \$2-4 \$2-5 \$2-4 \$2-5	e Category Level 1 Ca Equipment Equipment Equipment Equipment Materials Labour Labour Labour Labour	Equipment costs per household (all in) Headend equipment (fibre technology) Headend equipment (fibre technology) Materials costs per household (all in) Manager Inspector Machine operator Machine operator	Suppliers will be asked to provide a short description for each item Item description All in equipment and civils costs per premise All in equipment costs per headend All in equipment and civils costs per splitter Asphalt/concrete backfill for trenching Site foreman A Site foreman B Resource AA Resource AA Resource BB	Single premises unit (one item) unit (one item) unit (one item) Day Day Day Day Day Day	£2,000.00 £100,000.00 £20,000.00 £5,000.00 £400.00 £400.00 £400.00 £200.00 £200.00	311 1 4 35 800 100 1000 1000	otal costs need to align to		
1.1 Build Item code \$2-1 \$2-2 \$2-3 \$2-4 \$2-5 \$2-4 \$2-5 \$2-4 \$2-5 \$2-4 \$2-5	e Category Level 1 Ca Equipment Equipment Equipment Equipment Materials Labour Labour Labour Labour Labour	Equipment costs per household (all in) Headend equipment (fibre technology) Headend equipment (fibre technology) Materials costs per household (all in) Manager Inspector Machine operator Machine operator Grounds worker	Suppliers will be asked to provide a short description for each item Item description All in equipment and civils costs per premise All in equipment costs per headend All in equipment and civils costs per splitter Asphalt/concrete backfill for trenching Site foreman A Site foreman B Resource AA Resource BB Resource CC	Single premises unit (one item) unit (one item) Day Day Day Day Day Day	£2,000.00 £100,000.00 £5,000.00 £20.00 £400.00 £400.00 £200.00 £200.00 £200.00	311 1 4 35 800 100 1000 1000 1000 1000	otal costs need to align to		
1.1 Build Item codd 52-1 52-2 52-3 52-4 52-5 52-5 aximise transparency, ill not allow lump sums ed 'Other'	e Category Level 1 Ca Equipment Equipment Equipment Materials Labour Labour Labour Labour Labour Labour Labour	Equipment costs per household (all in) Headend equipment (fibre technology) Headend equipment (fibre technology) Materials costs per household (all in) Manager Inspector Machine operator Machine operator Grounds worker Grounds worker	Suppliers will be asked to provide a short description for each item Item description All in equipment and civils costs per premise All in equipment costs per headend All in equipment costs per exchange All in equipment and civils costs per splitter Asphalt/concrete backfill for trenching Site foreman A Site foreman B Resource AA Resource BB Resource CC Resource DD	Single premises unit (one item) unit (one item) unit (one item) Day Day Day Day Day Day Day	£2,000.00 £100,000.00 £20,000.00 £20.00 £400.00 £400.00 £200.00 £200.00 £200.00 £200.00	311 1 4 35 800 100 1000 1000 1000 1000 1000	otal costs need to align to		
1.1 Build Item code \$2-1 \$2-2 \$2-3 \$2-3 \$2-4	e Category Level 1 Ca Equipment Equipment Equipment Materials Labour Labour Labour Labour Labour Labour Labour Labour	Equipment costs per household (all in) Headend equipment (fibre technology) Headend equipment (fibre technology) Materials costs per household (all in) Manager Inspector Machine operator Machine operator Grounds worker	Suppliers will be asked to provide a short description for each item Item description All in equipment and civils costs per premise All in equipment costs per headend All in equipment and civils costs per splitter Asphalt/concrete backfill for trenching Site foreman A Site foreman B Resource AA Resource BB Resource CC	Single premises unit (one item) unit (one item) Day Day Day Day Day Day	£2,000.00 £100,000.00 £5,000.00 £20.00 £400.00 £400.00 £200.00 £200.00 £200.00	311 1 4 35 800 100 1000 1000 1000 1000	its Total costs need to align to he cost breakdown given f ach infrastructure elemen		

The Financial Schedule - Take-up

Suppliers should provide a forecast of their quarterly take-up for Stage 2 and Stage 3 (7 years after Stage 2)

utside	In Financial Schedule				Start date	01-Jul-23	01-Oct-23	01-Jan-24	01-Apr-24	01-Jul-24	01-Oct-24	01-Jan-25	01-Apr-25	01-Jul-25	01-Oct-25	01-Jan
						30-Sep-23										
_					FinancialYear		FY23/24	FY24/24	FY24/24	FY24/24	FY24/25	FY25/25	FY25/25	FY25/25	FY25/26	
c			LINK TO CONTENTS		Calender Year		2023	2024	2024	2024	2024	2025	2025	2025	2025	2
		Wkbk:	: All checks and alerts OK		Relative period		16	17	18	19	20	21	22	23		
					Uays in period	91	91	90	90	91	91	89	90	91	91	
Dian	nned service take-up															
	Please provide details of the planner	service tak	ke-up for each product (nun	ober of premises per	quarter)											
				inter or province of per	44411017											
#	Unique product ID	Produ	uct name and description	Type of premises												
1	(FTTP) 1000/1000		tial Fibre Access - Fibre to the	Residential		20	13	13	13	11	q	8	8	8	7	
		Premises	(FTTP) - 1000Mbit/s/1000Mbit/s	The process of the second seco												
2	(FTTP) 1500/1500		Fibre Access - Fibre to the	Business		15	5	6	6	6	1	1	1	1	1	
-		Premises	(FTTP) - 1500Mbit/s/1500Mbit/s													
3	0	0	\bigwedge	0					ſ					1		
						Days in period 91 91 90 90 91 91 89 90 91 91 89 uarter)										
4	0	0	M/h = l = = = l = = = = = = = = = = = = =	li-t						numbe	r of prer	nises fo	r each			025 202 24 2
5	0	0	Wholesale product	list						quarter	r not a %	take-up)			202 2
Ľ		, o							L							

#	Unique product ID	Product name and description	Type of premises
1	(FTTP) 1000/1000	Residential Fibre Access - Fibre to the Premises (FTTP) - 1000Mbit/s/1000Mbit/s	Residential
2	(FTTP) 1500/1500	Business Fibre Access - Fibre to the Premises (FTTP) - 1500Mbit/s/1500Mbit/s	Business
3	0	0	0
4	0	0	0
5	0	0	0



The Financial Schedule - In-life costs

Suppliers should provide in-life costs on a PxQ basis, similar to the qualifying capital expenditure

Product-driven costs - Upfront

1.1 Please provide the incremental upfront costs for each product, i.e. these are not network-driven costs

Item code	Product	Billing unit	Category Level 1	Category Level 2	Suppliers will be asked to provide any upfront	Unit	Unit rate (£)	Number of Units needed for each incrememtal billing unit	Upfront cost
PU1-1	FTTP 1000/1000	Residential premises	Labour	Engineer		FTE days	£500.00	0.25	125.00
PU1-2	FTTP 1000/1000	Residential premises	Equipment	Radio equipment	installation costs and the	Single premises	£50.00	1	50.00
PU1-3	FTTP 1500/1500	Business premises	Labour	Engineer	recurring quarterly opex	FTE days	£500.00	0.25	125.00
PU1-4	FTTP 1500/1500	Business premises	Equipment	Radio equipment	cost per unit.	Single premises	£50.00	1	50.00
PU1-5		Unit	Labour	Engineer		FTE days	£500.00	0.25	125.00
PU1-6		km	Labour	Engineer	Costs should be	FTE days	£500.00	0.25	125.00
PU1-7	Duct access	kŋ	Labour	Engineer		FTE days	£500.00	0.25	125.00
PU1-8	Mast		Labour	Engineer		FTE days	£500.00	0.25	125.00
PU1-9		Product driven costs will	be						· ·
roduct-driv	ven costs - R	used to calculate key							
Please p	rovide the incr	clawback metrics	Equipment Radio equipment cost per unit. Single premises £50.00 1 Labour Engineer Costs should be incremental only, i.e. these are costs that would not have otherwise been Single premises £50.00 0.25 FTE days £500.00 0.25 FTE days £500.00 0.25 FTE days £500.00 0.25 FTE days £500.00 0.25 Labour Engineer are costs that would not have otherwise been						
-						 Real and the desired sectors	And the second second second		

ltem code	Product	Billing unit	Category Level 1	Category Level 2	Item description	Unit	Unit rate (£)	Number of Units needed for each incremental billing unit	Quarterly recurring costs
PR1-1	FTTP 1000/1000	Residential premises	Labour	Engineer	Engineering resources to fix faults	FTE days	£500.00	0.05	25.00
PR1-2	FTTP 1000/1000	Residential premises	Equipment	Radio equipment	Replacement equipment	Unit (one item)	£100.00	0.1	10.00
PR1-3	FTTP 1500/1500	Business premises	Labour	Engineer	Engineering resources to fix faults	FTE days	£500.00	0.05	25.00
PR1-4	FTTP 1500/1500	Business premises	Equipment	Radio equipment	Replacement equipment	Unit (one item)	£100.00	0.1	10.00
PR1-5	Poles	Unit	Labour	Engineer	0.5 hour for engineering inspection	FTE days	£200.00	0.0625	12.50
PR1-6	Dark fibre	km	Labour	Engineer	0.5 hour for engineering inspection	FTE days	£200.00	0.0625	12.50
PR1-7	Dark fibre	km	Equipment	Network equipment (fibre technology)	Replacement fibre equipment	Unit (one item)	£1,000.00	0.1	100.00
PR1-8	Duct access			Engineer	0.5 hour for engineering inspection	FTE days	£200.00	0.0625	12.50

Network costs

3.1 Please provide quarterly

Network-driven costs will be entered in a similar fashion to capex costs. Any asset refresh costs will have to be on an accruals basis, i.e. spread over a period of time, and no lump sums

0.5 hour for engineering inspection	FTE days	£200.00	0.0625
0.5 hour for engineering inspection	FTE days	£200.00	0.0625
Replacement fibre equipment	Unit (one item)	£1,000.00	0.1
0.5 hour for engineering inspection	FTE days	£200.00	0.0625
	Replacement fibre equipment	Replacement fibre equipment Unit (one item)	Replacement fibre equipment Unit (one item) £1,000.00

Item code	Infrastructure level	Billing unit	Category Level 1	Category Level 2	Item description	Unit	Unit rate (£)	Number of Units per network node per quarter	Quarterly recurring costs
N-1	Level 1	Node	Labour	Engineer	Engineering resources for quarterly maintenance	FTE days	£500.00	0.1	50.00
N-2	Level 1	Node	Equipment	Headend equipment (fibre technology)	Replacement equipment	Unit (one item)	£100.00	0.1	10.00
N-3	Level 2	Node	Labour	Engineer	Engineering resources for quarterly maintenance	FTE days	£500.00	0.1	50.00
N-4	Level 2	Node	Equipment	Network equipment (fibre technology)	Replacement equipment	Unit (one item)	£100.00	0.1	10.00
N-5	Level 3	Node	Labour	Engineer	Engineering resources for quarterly maintenance	FTE days	£500.00	01	50.00
									33

The Financial Schedule - Outputs

1.2 2 2.2 2.2	Proposed subsidy paym Stage 1 payment Stage 2 payment Total premises to be de Type of premises Eligible Ineligible Total	liver	Total £442,500 £2,500,000	\leq	Supplier enters the a of subsidy based on funding approach 377 0		
3	Financial outputs						
					Supplier Contribution	Subsidy	
3.1	Total Stage 1 Costs	£	442,500		0.0%	100.0%	
3.1.1	Labour	£	247,500				
3.1.2	PMO	£	85,000				
3.1.3	Other	£	110,000			<	BDUK can subsidise up to
3.2	Total Stage 2 Costs	£	3,372,000		25.9%	74.1%	100% of Stage 1 costs
3.2.1		£	1,800,000				
3.2.2	Equipment	£	1,117,000				
3.2.3	Materials	£	160,000				
3.2.4	PMO	£	220,000				
3.2.5	Other	£	75,000				
3.3	Total Qualifying Expenditure		3,814,500		22.9%	77.1%	The total subsidy cannot
3.3.1	Average cost of Level 1 node	£	107,143				exceed the total qualifying
3.3.2		£	30,713				costs or the maximum
3.3.3		£	45,048				allowable subsidy
3.3.4	·····	£	143,610				
3.3.5	Average cost per node	£	86,693				
3.3.6	Average survey cost per node	£	10,057	[
3.3.7	Average build cost per node	£	76,636		The subsidy per prem	ise will be used	to
3.3.8	% PMO cost per node		8%		calculate the financial		
3.4	Total Subsidy Applied For	£2	2,942,500				
3.4.1	Total Subsidy per premise	£	7,931	\leq	During stage 2 this wi		termine
3.4.2		£	1,193	15%	payment against deliv	ery	
3.4.3	Stage 2 Subsidy per premise	£	6,739	85% L			
3.5	PV of revenues	£	268,001				
3.6	PV of operating expenditure	-€	115,906				

Cost breakdown will be used to benchmarks bids to ensure BDUK achieves value for money

3.7

3.8

Maximum funding gap

Total subsidy applied for

-£ 3,662,405

£ 2,942,500

Updating the Financial Schedule upon Stage 1 completion

Department for Digital, Culture, Media & Sport

Suppliers will update their financial schedule to reflect findings from Stage 1

- Updates should include any changes to:
 - Network design, e.g. additional nodes
 - Number of premises passed, e.g. additional ineligible/excluded premises
 - Project plan (dates to pass certain premises), e.g. Stage 2 completion date postponed
 - O Cost, e.g. network equipment costs, additional wayleaves and permitting fees
- Changes will be agreed through the change request process. BDUK may invoke the break clause if changes are deemed to be material.
- Suppliers will be paid within [30 days] of BDUK signing off their Stage 1 completion report. Payment will be up to 100% of qualifying costs incurred at Stage 1, or the funding requested by the supplier for Stage 1 at bid stage, whichever is the lower figure.
- Any underspend will result in a smaller Stage 1 payment. Overspend will not result in a higher Stage 1 payment.
- Provided there are no material differences, suppliers can proceed to Stage 2 upon receiving sign-off of the Stage 1 completion report.

Demonstrating progress during Stage 2

In order to get paid, suppliers have to demonstrate progress through monthly Stage 2 progress reports

i.Build plan - P	ide In Stage 2 Progr Premises	ess and expenses				Prog		Progress bar showing delivery of premises and		
₩ksht Chk		LINK TO CONTENTS		Premises	15%		85%	/	ork elements	
ок ок		Wkbk: All checks and alerts	ОК	Network	41%		59%			
Err Alert					4170		5576			
1	Planned delivery of						Some items will out after Stage 1			
		product type and proposed build da	· · ·			L				
	10023119150	NEW NORTH ROAD	EX4 4GP	24/08/2021	17/09/2021	103	Residential	Eligible		
	10023120011	17 KNIGHTS PLACE	EX4 9AL	30/05/2021	17/09/2021	103	Business	Eligible		
	10023119710	19 CHAUCER GROVE	EX4 7BX	11/08/2021	17/09/2021	104	Residential	Eligible		
	10023119764	COWICK STREET	EX4 1FL	14/09/2021	31/10/2021	107	Residential	Eligible		
	10023121730	PENNSYLVANIA ROAD	EX4 6DG	18/06/2021	31/10/2021	107	Residential	Eligible		
	10091469644	82 POLSLOE ROAD	EX12NF	30/03/2021	31/10/2021	110	Residential	Eligible		
	10023119733	COWICK STREET	EX4 1FL	12/02/2021	31/10/2021	115	Business	Eligible		
	10091470917	61 ALPHINGTON ROAD	EX2 8JE	24/05/2021	31/10/2021	111	Residential	Eligible		
	10091470081	WESTBROOK CLOSE	EX4 8BQ	01/02/2021	31/10/2021	117	Residential	Eligible		
	100040209184	11 CORNWALL STREET	EX4 1BU	23/03/2021	31/10/2021	111	Business	Eligible		
	100040234832	ST. LEONARDS ROAD	EX2 4LR	15/05/2021	31/10/2021	128	Business	Eligible		
	100040223149	3 MAPLE ROAD	EX4 1BN	28/03/2021	31/10/2021	108	Residential	Eligible		
	100040208912	COPPLESTONE DRIVE	EX4 4NG	01/01/2021	31/10/2021	126	Residential	Eligible		
	100040225026	85 MOUNT PLEASANT ROAD	EX4 7AD	19/03/2021	31/10/2021	111	Residential	Eligible		
	100040223373	18 MARYPOLE ROAD	EX4 7HD	26/08/2021	31/10/2021	125	Residential	Eligible		
	100040237190	183 TOPSHAM ROAD	EX2 6AN	08/05/2021	31/10/2021	107	Residential	Eligible		
	100040233176	5 SECOND AVENUE	EX12PN	12/09/2021	31/10/2021	120	Residential	Eligible		
	100040207613	70 CHURCH ROAD	EX28TA	09			Business	Eligible		
	100040202745	146 BEACON LANE	EX4 8LX		jes in the nur		Residential	Eligible		
	100040228724	299 PINHOE ROAD	EX4 8AD	101 1101110	rk nodes will		Residential	Eligible		
	100040228724	233 PINHOE ROAD	EX4 8AD	to be i	reflected in th	ie	Hesidential	Lligible		

Evidencing costs during Stage 2

Progress reports should be supported by evidence such as invoices and timesheets

- Suppliers will receive 50% of the Stage 2 grant payment per build unit for each build unit achieved.
- The remaining 50% will act as a retainer and will be released upon completion of all of the premises at Stage 2
- BDUK will request to see evidence of invoices and timesheets during the build phase and upon completion of Stage 2 to assure that costs are eligible
- Unsatisfactory reporting and evidence may delay payments

Line items for qualifying expenditure will be tagged with the relevant evidence, e.g. invoices, timesheets

1 Qualifying Costs - Stage 2

1.1 Build Stage Qualifying Costs

		Category Level 2		Item description		Core infrastructu	e node	Evidence 1	Date incurred	Date paid	Payee Ref:
SB-1	Equipment		ts per household (all in)	All in equipment and civils costs per premise		£116,000.00 101-104		Invoice Ref: SB1	16/10/2021	07/11/2021	AVC001
SB-2	Equipment		ment (fibre technology)	All in equipment costs per headend	£100,000.00	401		Invoice Ref: SB2	30/07/2021	18/08/2021	AVC002
SB-3	Equipment		nent (fibre technology)	All in equipment costs per exchange	£80,000.00 301-304			Invoice Ref: SB3	22/09/2021	18/10/2021	AVC003
SB-4	Equipment		nent (fibre technology)	All in equipment and civils costs per splitter	£195,000.00	101-130, 201-209		Invoice Ref: SB4	04/08/2021	01/09/2021	AVC004
SB-5	Materials		s per household (all in)	Asphalt/concrete backfill for trenching £40,000.00		101-104		Ratecard Ref: ResA	27/08/2021	16/09/2021	AVC005
SB-6	Labour		Manager	Site foreman A	£120,000.00 101-104			Ratecard Ref: ResB	08/09/2021	06/10/2021	AVC006
SB-7	Labour		nspector	Site foreman B	£40,000.00	101-104		Ratecard Ref: ResAA	27/08/2021	17/09/2021	AVC007
SB-8	Labour		ine operator	Resource AA	£40,000.00	101-104		Ratecard Ref: ResAA	17/10/2021	14/11/2021	AVC008
SB-9	Labour		iine operator	Resource BB	£80,000.00	101-104		Ratecard Ref: ResAA	19/08/2021	08/09/2021	AVC009
SB-10	Labour		unds worker	Resource CC	£80,000.00	101-104		Ratecard Ref: ResAA	07/09/2021	28/09/2021	AVC010
SB-11	Labour		unds worker	Resource DD	£80,000.00	101-104		Ratecard Ref: ResAA	01/09/2021	30/09/2021	AVC011
SB-12	Labour		unds worker	Resource EE	£80,000.00	101-104		Ratecard Ref: ResAA	08/08/2021	29/08/2021	AVC012
SB-13	PMO	1	ninistrative	Resource A	£20,000.00	101-104		Ratecard Ref: ResAA	01/10/2021	19/10/2021	AVC013
SB-14	PMO	Client	Management	Resource B	£50,000.00	101-104		Ratecard Ref: ResAA	27/09/2021	26/10/2021	AVC014
SB-15			Management	Resource C	£50,000.00	101-104	-	Ratecard Ref: ResAA	05/08/2021	28/08/2021	AVC015
SB-16	Cost evide	nce will be	nance	Resource D	£50,000.00	101-104			28/09/2021	20/10/2021	AVC016
SB-17		the category	Prations	Resource E	£50,000.00	101-104			03/10/2021	22/10/2021	AVC017
SB-18			ermits	Permit extension	£75,000.00	101-104	Cost wi	ill be tied to	17/10/2021	09/11/2021	AVC018
CD 19		d at DPS level			:	:	infrastr	ucture nodes by			
	and in the	tinancial					unique	reference to			
	schedule							they are eligible			
							chaule	they are engible			37
											3,

Department for Digital, Culture, Media & Sport

Stage 2 completion

Suppliers are expected to provide their final revision to the financial schedule upon completion of Stage 2

Process:

• After completing Stage 2, suppliers have to submit the Stage 2 completion report

Documents to be submitted:

- Updated financial schedule (with actuals, and final true-up reconciliation)
- Details of testing carried out to evidence premises have been passed and speeds attainable
- Evidence supporting any remaining qualifying costs incurred as per Stage 2 cost template

Outcomes:

- Approval of updated submissions and calculation of final grant payment due
- Sign off of the Stage 2 completion report will trigger the final payment (unpaid subsidy amount less any adjustments)
- Payment will be made within [30 days] of sign off.

Stage 3 Reporting

Suppliers have to adhere to Stage 3 take-up reporting requirements until the expiry of the contract

Process:

- Suppliers submit take up reports on a quarterly basis, starting in the reporting period in which the first premises are passed
- Suppliers submit in-life costs on an annual basis
- Suppliers submit wholesale access pricing annually

Documents to be submitted:

- Stage 3 take up reports. These will provide details of new connections and connections for each wholesale product offered by the Supplier
- Suppliers will update the financial schedule to reflect the actual in-life costs incurred for each product
- Suppliers are required to submit annual wholesale access price benchmarking reports and to update their product list to reflect new services or products

Outcomes:

- Higher than expected take-up will result in a subsidy clawback
- Benchmarking process may result in changes required to the Supplier offering or information made available to the market
- Materially lower than expected in life costs may result in a subsidy clawback

Clawback

Similar to Superfast, the Outside In Programme will incorporate a clawback mechanism based on take-up levels

- The take-up clawback estimates the additional profit earned by the supplier on excess customer connections and will be calculated annually during Stage 3, i.e. for at least 7 years
- The Supplier needs to report on actual total Take-up and in-life costs per Quarter for each product
- If the cumulative actual Take-up per Quarter is more than the cumulative forecast Take-up per Quarter the difference represents a Net Additional Take-up.
- The Clawback will be calculated and paid each year based on the formula below: Clawback = Net additional take-up * Incremental customer margin * 50%
- The Net Present Value of the excess customer connections will be calculated as: Total additional take-up * NPV of a single connection
- If the clawback returned to date is less than this amount, an additional true-up will be paid by the Supplier at the end of the clawback period
- The Incremental Customer Margin may be corrected/revised if found to be understated

Clawback: Example

-£50

The example below illustrates how the clawback mechanism will work for a single additional customer

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15
Incremental Revenue																
Incremental Connection Fee	£-															
Incremental Annual Fee		£ 150	£ 150	£ 150	£ 150	£ 150	£ 150	£ 150	£ 150	£ 150	£ 150	£ 150	£ 150	£ 150	£ 150	£ 150
Incremental Costs																
Incremental Connection Costs																
Incremental Annual Opex Costs		-£ 100	-£ 100	-£ 100	-£ 100	-£ 100	-£ 100	-£ 100	-£ 100	-£ 100	-£ 100	-£ 100	-£ 100	-£ 100	-£ 100	-£ 100
Incremental Profit																
Excess Profit	-£ 50	£ 50	£ 50	£ 50	£ 50	£ 50	£ 50	£ 50	£ 50	£ 50	£ 50	£ 50	£ 50	£ 50	£ 50	£ 50
NPV of Profits (10% discount rate)	£ 300															
Clawback Payments																
Excess Profit Share = 50% of excess annual profit for 7yrs		£ 25	£ 25	£ 25	£ 25	£ 25	£ 25									
Balloon Payment of balance after year 7								£ 150								
£200						_										
£100												Incren	nental P	rofit		
£50			h	b.		Т	r			T	Ľ	Clawb	ack Pay	ments		
IU Year 0 Year 1	Year 2 Ye	ar 3 Year	4 Year 5	Year 6	/ear7 Yea	r8 Year9	Year 10 Y	(ear 11 Yes	ar 12 Year :	13 Year 14	Year 15					

We are still refining the process and welcome your feedback

- We expect to finalise the templates over the summer, but only expect to make small refinements at this point.
- We have started the journey to digitalising the entire procurement and contracting/contract management process, including the financial schedules. The ambition is to have everything integrated on Google Cloud to automate a lot of the validation and reporting process.
- We expect to hold training sessions, specifically on the templates and schedules in **Autumn 2020**.

Target Operating Model

11.55-12.05

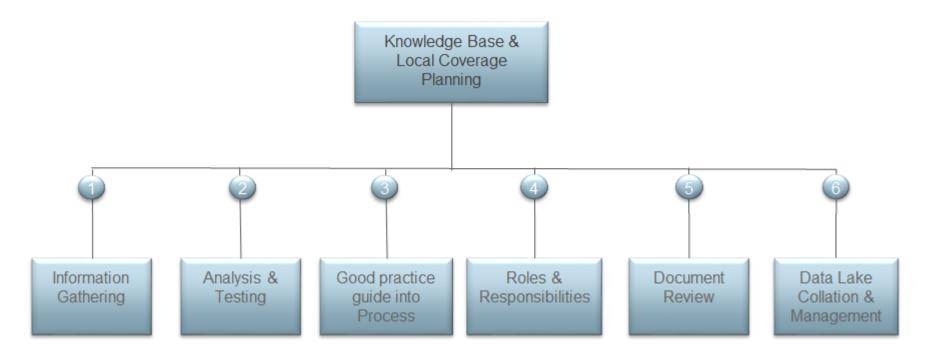
Overview of this section

We are going to update the market on our progress on the following:

>	Update on Local Authority workstreams
>	Roles and Responsibilities
>	Relationship with Local Authorities

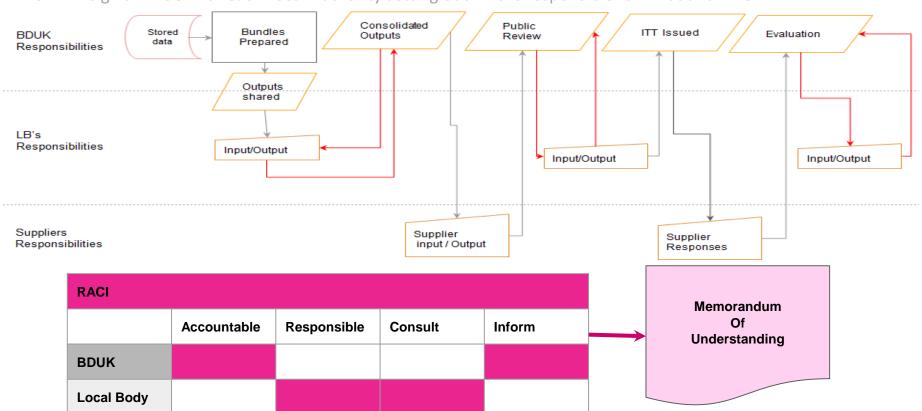
Update on Local Authority workstream

Local Authorities will play a key role in the success of the programme



Department for Digital, Culture, Media & Sport

Roles and responsibilities



BDUK will sign an MoU with each Local Authority setting out who is responsible for what and when

Relationship with Local Authorities

Department for Digital, Culture, Media & Sport

The BDUK Local Delivery Manager will facilitate the relationship with Local Authorities

- BDUK will assign a BDUK Contract Manager to work with the Supplier on management of contracts
- A Local Delivery Manager to work with the Local Authority to facilitate relationship with Contract Manager and the Supplier
- The relevant Local Authority as subject matter experts will have responsibilities agreed with BDUK to facilitate delivery, including sharing BDUK retained data with the relevant local authorities.
- The MOU will set out the agreements between BDUK and the Local Authorities/Devolved Administrations
- The Supplier will need to engage with Local Authorities with respect to Statutory functions, e.g. Highways permitting, and the Local Authorities will work with BDUK to facilitate delivery by exercising their responsibilities, e.g.
 - coordination of planning, street work and wayleaves;
 - o local site checks;
 - managing cross Local Authority border issues;
 - o evaluation of Impacts; and
 - o realisation of benefits.

Next steps

We are still refining our approach and will keep consulting with Suppliers in the coming months

- We will issue the slides onto the Digital Connectivity Portal website after this event. We will also issue a feedback document where suppliers are invited to comment on some key areas.
- We will be holding 1-to-1 sessions with Suppliers in July and August. We will share dates after the session on the 30th of June.
- Ask questions using the BDUK suppliers mailbox: <u>bduksuppliers@dcms.gov.uk</u>
- Local Body consultation/confirmation of responsibilities & MOU (Summer 2020)
- Consultation on terms and conditions (Summer 2020)
- Supplier training sessions (Autumn 2020)
- Refer to the Communications Providers section of the Gov.uk Digital Connectivity Portal for Slides and Programme FAQs

End of Session 2

bduksuppliers@dcms.gov.uk