

MEETING:	CABINET
DATE:	13TH SEPTEMBER 2012
TITLE OF REPORT:	BORDERS BROADBAND CONTRACT AWARD AND PARTNERSHIP AGREEMENT
PORTFOLIO AREA:	EDUCATION AND INFRASTRUCTURE

CLASSIFICATION: Open

Wards Affected

All except Aylestone, Belmont, Central, Hinton, Holmer, St Martins, St Nicholas and Tupsley with other wards only partially affected.

Purpose

The purpose of this report is to seek agreement to conduct final negotiations for the delivery of improved Broadband infrastructure; and in so doing authorise Herefordshire Council's financial contribution to the project and to progress the terms of a Partnership Agreement between Herefordshire Council and Gloucestershire County Council to oversee the delivery of the Borders Broadband project.

Key Decision

This is a Key Decision because it is likely to have a significant effect on communities living and working in an area comprising one or more wards in the County.

Recommendations

THAT:

- (a) **Herefordshire Council's capital contribution to the project be increased to £10,100,000 (from current allocation of £6m) to match fund BDUK's contribution to the deployment of broadband to Herefordshire premises through the proposed contract with the Bidder and via a bursary scheme to the value of £350,000 as part of the match funding required by BDUK;**
- (b) **Cabinet note the terms of contract negotiated to date, the risks identified in this and the exempt report and the outstanding contractual issues;**
- (c) **The Director for Places and Communities in consultation with the Cabinet Member for Education and Infrastructure and the statutory officers be authorised to conclude a contract with the remaining Bidder SUBJECT TO**
 - (i) **the agreement of Gloucestershire County Council certified in writing by its Chief Executive;**
 - (ii) **this being satisfied that the mitigation of the outstanding risks as identified in this report are the best that can reasonably be achieved;**
 - (iii) **the deal represents value for money, having particular regard to the payment mechanism controls and premises cap referred to in these reports;**

- (iv) **the conclusion of a suitable partnership agreement with Gloucestershire County Council;**
- (d) **The Director for Places and Communities be authorised to negotiate and conclude a partnership agreement with Gloucestershire County Council for the governance of the project, the terms of which are to be subject to the approval of the Statutory Officers;**
- (e) **Cabinet note the content of the accompanying exempt report.**

Key Points Summary

- The successful Bidder will be obliged to improve the broadband network in areas of Herefordshire which would not otherwise receive investment commercially covering Universal Service Commitment (USC) of 2Mbps (megabits per second) or Next Generation Access (NGA) of 30Mbps and above.
- The procurement is in a single Bidder scenario and as such, members must be vigilant to ensure that the contract represents value for money and, in particular, that the NGA coverage eventually achieved will justify the outlay of public funds.
- It is therefore recommended that negotiations proceed with the remaining Bidder to ensure value for money is achieved and risks of coverage are mitigated.
- The legal powers that would enable the authority to enter into a contract with the remaining Bidder for the delivery of the project and also a Partnership Agreement with Gloucestershire are contained in section 2 of the Local Government Act 2000 and Section 1 of the Localism Act 2011.

Alternative Options

- 1 **Options for contract award** - to reject the offer made by the Bidder.

If this option were taken there are three alternative courses of action.

- The Authority could look to procure a solution under the recently agreed national framework. However, it is highly unlikely that this would result in a better deal for Herefordshire. The only alternative Bidder on the framework has already withdrawn from the Borders Broadband procurement for commercial reasons.
- The Authority could decide not to pursue a contract at this time with the Bidder, waiting for commercial NGA deployment to occur in the market towns (timescale unknown) and piecemeal development by wireless / satellite providers delivering USC to rural areas. If this course of action is pursued the county would not receive the BDUK financial support.
- The Authority could re-run the procurement based on a different type of project e.g. subsidised wireless to deliver USC to areas where USC speeds cannot be accessed. This would not be considered an NGA deployment by the EU and as such would not be State Aid compliant as an investment into NGA due to issues of scale and open access. As a result, the BDUK funding would be withdrawn.

Reasons for Recommendations

- 2 A detailed open procurement process using the Competitive Dialogue Procedure has been pursued which has resulted in only one viable Bidder. The offer from the remaining Bidder contains what they have assessed as their most cost effective coverage model considering

Herefordshire's demographics, settlement pattern, existing infrastructure footprint and geography.

- 3 It is recommended that negotiations continue to a conclusion to ensure that value for money is achieved and that the risk of reduced NGA coverage in deeply rural areas is mitigated.
- 4 A more detailed summary, financial, legal and risk analysis is contained in the accompanying exempt report containing commercially confidential information supplied by the Bidder.

Introduction & Background

- 5 The Borders Broadband project covers Herefordshire and Gloucestershire and is one of four national pilot projects to address the challenge of poor broadband coverage in rural areas. The other pilots are Cumbria, Highland and Islands, and North Yorkshire.
- 6 The purpose of the project is to ensure households and businesses benefit from the advantages of broadband access. The difficulty for many rural areas is that low population density and the low level of existing infrastructure make the commercial deployment of superfast or Next Generation Access (NGA) broadband unviable for the private sector, with limited return on investment, even in the long term.
- 7 Within Herefordshire, the existing telecommunication infrastructure is currently failing to deliver the national universal service commitment (USC) of 2Mbps (megabits per second) to 23.8% of premises (Ofcom 2011).
- 8 There is currently no access to superfast (NGA¹) broadband in Herefordshire (NGA will become available in Hereford as part of the commercial deployment financed by BT).
- 9 Herefordshire Public Services' Corporate Plan contains the specific objectives to "improve access to superfast broadband and wider use of technologies". In addition, the improved broadband network will have a positive impact in meeting other Corporate Plan objectives of:
 - Growing businesses, jobs and wage levels
 - Accessible services
 - Sustainable educational provision
 - More people retaining their independence through greater choice and control
 - Reduced child poverty
 - Families and communities that are able to support all children and young people effectively
 - Increased equality of opportunity.
- 10 The ambition of the Council is to provide access to the USC of 2Mbps to every premise in the county by 2015 and NGA of 30Mbps to as close to 100% of premises as possible by 2018.
- 11 There are three elements to meeting this ambition:
 - Commercial Deployment - the delivery of broadband services through commercial investments by the private sector in areas which are, as a result, ineligible for public subsidy.
 - The Borders Broadband Contract - Mix of public and private sector funding to reach areas

¹ Next generation access (NGA) networks' means wired access networks which consist wholly or in part of optical elements and which are capable of delivering broadband access services with enhanced characteristics (such as higher throughput) as compared to those provided over already existing copper networks.

where the commercial deployment would not include without a public sector contribution due to limited or no return on investment. These areas are eligible for public subsidy due to the acute market failure to provide broadband. They are primarily in the rural areas of the county due to the sparse population and difficult topography.

- Future Technologies - Emerging technologies and improvements to the mobile infrastructure.

- 12 This cabinet report is concerned with the Borders Broadband contract element of the solution. The contract will cover the design, build and operation of a wholesale broadband network across the county, that will be used by any number of independent internet service providers (ISPs) who would then offer a range of retail broadband packages to the consumer.
- 13 For Herefordshire, the Bidder has offered to provide USC of 2Mbps to every premise and NGA of 30Mbps or above to a minimum of 78% premises in the eligible area by December 2016. A further 1% will receive speeds of over 12Mbps. Combined with commercial improvements to the network, 88% of premises in the whole county will have access to speeds of 30Mbps or above.
- 14 The technologies that will be used to deliver the NGA element of the contract are Fibre to the Cabinet (FTTC) and Fibre to the Premise (FTTP). It is proposed that 48% of the deployment of NGA in the eligible area will be through FTTP, which if approved, would make Herefordshire one of the most fibre enabled counties in the country. FTTP delivers potential speeds of up to 330Mbps.
- 15 For harder to reach areas, USC will be delivered by satellite and BET (Broadband Enabling Technology). The contract allows for the use of new technologies such as TV White Space and Broadband Regeneration as they become commercially available to improve the technical solution.
- 16 For those premises which do not receive NGA of 30Mbps or above as a result of the initial contract, but which can demonstrate a need for faster speeds, a bursary scheme will be available. The bursary will be available to businesses which can add value to the County's economic output or to residents/premises for whom connectivity to superfast broadband will lead to a significant improvement in access to services. Groups of premises in villages or wards not covered by NGA will be part of a funding application to DEFRA for the Rural Community Broadband Fund which is specifically designed to ensure the hardest to reach premises receive NGA broadband coverage.
- 17 In the long term, and recognising the fast pace of technical advancement, the aim of 100% NGA by 2018 would be achieved through emerging technologies and improved mobile coverage.

Community Impact

- 18 **Economic Benefit** – Improvement to Broadband was identified as a key element of the Economic Development Strategy for Herefordshire (published 2011). A core source of evidence for the priorities in the strategy came from the Herefordshire Employers Survey 2010. Around 10% of Herefordshire's businesses responded to this survey and it represents the most comprehensive picture yet of the county's economic factors. 81.5% of the respondents said they needed broadband internet access in order to effectively operate.
- 19 An Economic Impact Assessment has been developed (background paper) to estimate the significant impact on the local economy which may result from the project. It estimates a Gross Value Added (GVA) uplift for Herefordshire of £13,202,875 per annum and a

cumulative GVA uplift of £120,493,247 over 10 years. The economic benefit of investment in broadband assumes 90% coverage of NGA and a 10% increase in take-up and optimisation above the 20% base case.

- 20 **Benefits to residents** - The financial advantage for businesses will in-turn have the potential to create additional employment and better paid work. This will aid the vitality of the local economy and create benefit to residents through the cyclical flow of income.
- 21 A range of national data has shown how connectivity can have a positive effect on households. Generally, 96% of internet users say being connected has improved their life (UK online centres) but the wider benefits to individuals are listed in the accompanying Equalities Impact and Needs Assessment (Appendix A).
- 22 **Benefits to public services** - More residents taking advantage of on-line services will have a positive effect on the delivery of local authority functions, especially as the greatest impact could be on people most dependent of public sector services. Therefore, there is the potential to reduce the level of physical intervention some people need creating greater independence and reductions in public spending.
- 23 **Environmental Benefits** - There is potential for traffic congestion in the main urban centres of the area, and overall CO2 consumption, to reduce if fewer people needed to travel to work on a regular basis. A greater propensity for people to work from home would also lead to a greater degree of local spending, providing valuable extra income to local retailers and service providers.
- 24 Background Paper on 'Digital County' gives more detail of community benefit.

Equality and Human Rights

- 25 An Equalities and Needs Assessment is contained within Appendix A. The assessment demonstrates a range of positive effects in tackling the inequality of broadband coverage. Primarily, by improving the broadband network, people will have better access to services and greater equality of opportunity.

Financial Implications

- 26 The total public sector investment covering both counties is £35.4m. The Government has made a commitment to invest £10.1m in Herefordshire's broadband infrastructure (subject to 50/50 match from the local authority). The national aspiration is for every premise to have access to a 2Mbps service along with Next Generation Access of 24Mbps speeds available to c.90% of households and businesses by the end of this parliament. The European expectations for service standards are for all citizens to have access to 30Mbps by 2020.

Legal Implications

- 27 Section 2 of the Local Government Act 2000 gives local authorities the power to do anything which they consider is likely to improve the economic or social well-being of their areas. This power may be exercised in relation to the whole or any part of an authority's area or for the benefit of all or any of its residents, and it includes the ability to incur expenditure, enter into arrangements and agreements with anyone and to provide staff, goods and services. Section 2 also enables an authority to provide a benefit outside their area if it is likely to improve the economic or social well-being of its own area. Section 2 would therefore enable the Council to enter into a project delivery contract with the preferred bidder and a partnership agreement with Gloucestershire. The Council can further rely on the general power of competence

contained in section 1 of the Localism act 2011 which enables local authorities to do anything that individuals may do, such as enter into contractual relationships.

- 28 The contract between the Authorities and the Bidder will impose joint and several liabilities on the Authorities such that each would be liable for the defaults of the other. This liability will be mitigated by the inclusion of suitable indemnities within the Partnership Agreement and/or the Project Agreement itself.
- 29 **Key elements of the Bidder contract** – The contract attempts to mitigate risk to the Authorities in the delivery of the project. The Bidder will be required to meet a number of obligations not least the deployment of NGA services to 78% of the premises within the eligible area. It is recognised that there may be a number reasons which could lead to a reduction in NGA coverage and that is accounted for in the change control mechanism, force majeure, and relief events.
- 30 **Summary of Partnership Agreement** – The Inter-Authority Partnership Agreement (the terms of which have yet to be finalised and which will be to some extent be dependant on the terms concluded with the Bidder in the delivery contract) will be the document which will govern the interaction between Herefordshire Council and Gloucestershire County Council during the course of the project. The document will cover the project delivery, legal and financial relationships between the two authorities and the supplier and reporting arrangements. The areas covered will include:
- Project Management arrangements – a Herefordshire officer will operate as Project Director who will be both Authorities' key point of contact with the Bidder
 - Governance arrangements – a Project Board will comprise representatives from Herefordshire (the Director for Places and Communities), Gloucestershire (Commissioning Director for Communities and Infrastructure), the Director of Countywide IT Services for Gloucestershire NHS, BDUK (as a key funder) and a senior representative from the Bidder. Reporting to the Project Board will be a Project Team comprising officers from both Authorities
 - Payments, records and reporting arrangements - Herefordshire's Chief Finance Officer's team will be responsible for signing-off contract payments to the Bidder and notifying Gloucestershire of its required contributions
 - Disagreements – these will be resolved by way escalation within the Authorities, failing which by reference for independent determination
 - Delegated authority – each Authority will delegate an appropriate level of decision making to their respective officers on the Project Board and Project Team and in the event of disagreement between them the matter will be referred back to their Authorities for a corporate position
 - Grant Funding – Herefordshire is the “accountable body” for ensuring that Government funding is used towards the Project in accordance with the conditions attached to it, and Gloucestershire will indemnify Herefordshire against any liability to repay funding caused by Gloucestershire's default. The terms of both the Partnership Agreement and the delivery contract will need to reflect the funding conditions imposed by BDUK. In addition the Partnership Agreement will need to deal with the management of any claims by or against the Bidder
 - Compensation – The apportionment of any compensation for non-delivery payable by The Bidder and the distribution of any financial surplus at the end of the project
 - Publicity protocols – how joint promotion of the project will be managed between the authorities.

- 31 **State Aid and Eligible Area** - The provision of broadband infrastructure and services is, in normal circumstances, a wholly commercial activity and it is only in areas of acute market failure that the public sector is legally allowed to intervene.
- 32 A significant amount of public funding is likely to be invested into the Borders Broadband project on the basis of demonstrable market failure but as there are strict provisions for such investment, State Aid compliance is a critical aspect of the effective delivery of the project.
- 33 The Borders Broadband Project submitted a stand-alone State Aid notification document to the European Commission in January 2012. This has been considered simultaneously alongside BDUK's application for the national framework. This followed a month long consultation period during which local wireless ISPs and organisations which had registered an interest in the project at PQQ stage were invited to respond and challenge the project's assumptions concerning market failure.
- 34 Based on this feedback, the area in Herefordshire that is eligible for public sector subsidy has been restricted to ensure that the project avoids distorting private sector competition, and will deliver better value for the public investment. As a consequence the area which is eligible for investment in NGA services contains c.45,000 premises in Herefordshire.
- 35 Subject to the resolution of outstanding issues regarding an element of open access which is being dealt with at a national level, the European Commission have inferred that the aid for the Borders Broadband project is compliant on the following basis:
- That the subsidised infrastructure is offered to competing retail ISPs on an Open Access basis and that access is available on both the Active (Network Operating System) and Passive layers (Physical Infrastructure)
 - That services are available on a wholesale basis with pricing which is in line with industry standards
 - That subsidy is not provided to USC or NGA services in non eligible areas where the market is operating effectively to provide NGA or USC services, and
 - That the public subsidy is limited to only the investment required to make the activities commercially viable.
- 36 The State Aid approval for the Borders Broadband project cannot be finalised until the outstanding issues identified in paragraph 34 are resolved. This is being dealt with by BDUK, relevant suppliers and the EU Commission.
- 37 If State Aid approval is not gained before the contract is signed, the contract will make approval a condition precedent.
- 38 **The Procurement Process** - Due to the scale of the contract, the procurement process has needed to follow OJEU requirements. Only one Bidder has chosen to remain to the conclusion of the process which reflects the difficulty of achieving NGA coverage in the county and the likely commercial viability of the enterprise.
- 39 The procurement process was used to select a single private sector provider to design, build, operate and maintain a wholesale broadband network across the eligible areas of Herefordshire and Gloucestershire. The purpose of the public sector investment is to allow a prime contractor to deliver infrastructure to the area and lease "wholesale" capacity to internet service providers (ISPs) who in turn provide broadband services to consumers.
- 40 This investment is being delivered only in areas where the market would not deliver NGA commercially (areas of market failure) and is the minimum contribution required to make private sector investment viable. This is referred to as a Gap Funding Model.

- 41 The process began in June 2011 and has progressed as follows:
- Contract Notice and Pre-Qualification Questionnaire (PQQ) issued on 7th June 2011
 - PQQ received from 8 candidates on 7th July 2011
 - Invitation to Participate in Dialogue (ITPD) issued to seven qualifying candidates on 10th August 2011
 - Invitation to submit Outline Solutions (ISOS) issued on 7th September 2011
 - Initial Outline Solutions (ISOS) received on 17th October 2011
 - Competitive Dialogue during November and December 2011
 - Final Outline Solutions (ISOS) received 30th December 2011
 - ISOS Evaluation during January 2012
 - Invitation to Submit a Detailed Solution (ISDS) issued on 2nd February 2012
 - Competitive Dialogue during February 2012
 - Detailed Solution (ISDS) received 7th March 2012
 - ISDS Evaluation during March 2012
 - Invitation to Submit Refined Solutions (ISRS) issued 11th May 2012
 - ISRS received 8th June 2012
 - Dialogue during May and June 2012
 - Call for Final Tenders (CFT) issued 13th July 2012
 - CFT received 3rd August 2012
 - CFT evaluation during August 2012
 - Revised CFT received 31st August 2012
 - The procurement process remains live and accordingly the contractual and financial issues are summarised in a separate exempt report
- 42 Six of the seven candidates who passed through PQQ withdrew from the process at various stages for the following reasons:
- The contract did not pose a high enough long term commercial return to warrant the private investment regardless of level of up front public sector funding
 - The project did not fit with their company's strategic plans.
- 43 The procurement process was designed to be technology agnostic, meaning the project was not designed with a particular technology solution or provider in mind. Instead the focus was on the outcomes of coverage, costs and deployment time.
- 44 The procurement also allowed for partnerships between different companies in order to encourage proposals from smaller companies.

Risk Management

45 Key risks are concerned with the following.

Risk Register ref	Risk	Detail	RAG Rating	Mitigation
2	Completion date	The Government believe the programme should be completed by 2015 but the Bidder presents a more cautious potential completion date for the project of December 2016. Currently the Bidder anticipates the final 10% of Herefordshire's solution to be delivered in 2016. The end dates for both counties could potentially extend further as the deployment becomes protracted, the Bidder's capacity is stretched and other areas are prioritised.		Milestone subsidy caps and associated drop dead dates in the Payment Mechanism have been designed to allow the Authority to control the deployment timescale. The Bidder has failed to complete these within their final tender which significantly increase the risk at the point of any contract award. The Bidder has stated their intention to complete the payment mechanism following Milestone 0. Authority approval will be required to allow slippage and ultimately the contractor default termination sum offers the major deterrent.
3	Certainty of when and where NGA will be deployed	Due to the Bidder's requirement to conduct a planning phase post contract award, the information presented in the bid is at too high a level to show which premises are anticipated to receive a service and at what point in time. This will continue to be an issue until 3 months prior to the deployment within each phase area at which point the Bidder will be in a position to confirm to residents and businesses whether they are likely to receive NGA. This could be as late as 2015 in some areas and the lack of information will therefore put considerable pressure on the Authority and its Members when receiving requests for information from the community.		The Bidder was unwilling to release the baseline detailed deployment plan during the procurement due to potential changes between the deployment model and actual delivery. A 'show and tell' event was arranged to prove that the model was based on factual information but this will not be made public until the completion of the planning milestone for each phase area. Payment milestones have been aligned to the completion of the planning stages which ensures some control over the release of information.
4	Difficult areas are left until the end of the deployment	The Bidder will want to deploy their preferred technologies 1st and leave the hardest to reach areas until the end of the deployment. One justification for this is that new technologies may emerge which reduce the cost or extend the reach and allow the delivery of better solutions to those areas. This is a big risk, as (though it is reasonable to wait a short time for emerging technologies to become available) there will always be potential for more advanced technologies on the horizon and the delays will only serve to further marginalise the hard to reach. The reduced pot of funding at the end of the programme will also risk the completion of these areas.		A payment mechanism was designed to trigger infrastructure payments only when a proportion of difficult to reach premises had been delivered. The Bidder rejected this solution and as it had done previous versions of the mechanism. The current mechanism which restricts the draw down of funding on the basis of sequential milestone achievement, with later milestones reserved until the completion of the difficult areas has also now been partially rejected by the Bidder. Ultimately, failure to deliver 100% of the area within the agreed timescales could lead to contractor default and therefore, the contractor default termination sum is the final backstop.
7	Financial Transparency	A number of the controls rely on a high level of transparency of the financials. The Bidder is unwilling to provide the requested degree of transparency over the Financial Model. The Model cannot therefore be used as a reference against claims.		Much of the information driving the contractual mechanisms will be self certified by the Bidder. In doing so, they do assume a degree of risk over the accuracy. Claims will only be paid on the basis of evidenced eligible costs and will be subject to audit.

Risk Register ref	Risk	Detail	RAG Rating	Mitigation
12 - 16	NGA coverage in the Eligible Area & the whole county reduces post contract	The deployment encounters challenges which could not have been foreseen or planned for which make it impossible to achieve the coverage.		Relief events have been provided which provide a degree of scrutiny over coverage drops. However, this mechanism is undermined by other clauses.
		The Bidder has introduced a cost cap for premises. If the deployment has not been costed properly and premises have been modelled that are likely to cost in excess of the proposed cap. The Bidder wants the right to remove these premises and potentially reduce the NGA coverage as a result.		The cost cap renders the relief events explained above obsolete and presents a significant risk to the NGA coverage as contracted. This is a particular risk in difficult areas where FTTP is the main solution. The Bidder will have discretion of where to deliver NGA and therefore it is not clear how this cap will be used. However, the Bidder has offered a buffer in which they will accept the risk of more expensive delivery and have verbally agreed to define the cost of delivery as only the capital costs excluding project management which would itself lower the risk if formalised correctly.
		NGA coverage reduces over time due to issues in border areas. Procurement delays, the choice of a different supplier or adverse prioritisation in other areas could lead to premises dependent on other areas in Herefordshire and Gloucestershire not achieving NGA as modelled.		This issue affects c5% of premises in the county. Failure to deliver or delays could affect NGA coverage in those areas and as a whole. There is very little control that can be gained. Wales have contracted which reduces the risk to a degree and the project is in dialogue with neighbouring authorities.
		NGA coverage reduces over time due to the Bidder's data inaccuracies, the lag between updates to the data set and new premises.		The project has accepted contracting against the Bidder's data set which contains fewer premises than the Authority's data. Dialogue has attempted to resolve the issue and while the Bidder is unwilling to accommodate new premises, they will deliver to premises which are not in their data set but which can be proven to have existed at the point of contract award.
		88% NGA Coverage for the whole county is not achieved due to BT not investing in the areas it has identified in the open market review. In this scenario, over time, areas may not receive a service as a result of either the commercial deployment or the project.		There is little mitigation other than in terms of on going relationship management and the stimulus of the potential for reputational damage for the incumbent. There is no real way of averting or mitigating this risk as the Authorities can no longer legally invest in the areas which have been determined as ineligible.

Consultees

- 46 Consultation can be divided into two key areas – industry consultation specifically on the market failure and interest in the procurement opportunity; and residents and business consultation to understand need and demand for broadband.
- 47 For the industry consultation the following activities took place:
- Industry Day (June 2011)
 - The Project's PQQ response (July 2011)
 - State Aid Consultation (August - September 2011)

- BT Open Market Review (December 2011)
- Secondary consultation with 6 existing Wireless ISPs (January 2012)

- 48 As regards the residents and businesses consultation the Borders Broadband Project distributed two questionnaires between September 2011 and February 2012 to understand the local market and gauge demand for improved services; one targeted at businesses (with the help of Herefordshire Business Board) and one targeted at residents (with the help of Fast Broadband for Herefordshire). The household survey was distributed to every household via the postal service. Whilst an on-line survey was available it was felt important that people without access to the internet could make a response to ensure they were not excluded. 5,057 responses were received from the county (with 11,017 responses from the combined counties).
- 49 In addition, 11 meetings within collections of parish areas have taken place to communicate the project and hear local views / concerns.

Appendices

Appendix A – Equalities Impact and Needs Assessment

Background Papers

- Calculating the Impact of NGA Broadband in Herefordshire and Gloucestershire 2012.
- Digital County

Glossary of Terms

Procurement

PQQ:	Pre Qualifying Questionnaire, the first full stage of the procurement
ISOS:	Invitation to Submit Outline Solutions, stage 2 of the procurement process
ISDS:	Invitation to Submit Detailed Solutions, stage 3 of the procurement process
ISRS:	Invitation to Submit a Refine Solution
CFT:	Call for Final Tenders, final stage of the procurement process

Funders

BDUK:	Broadband Delivery UK the funding arm of Dept for Culture Media and Sport
RDPE:	Rural Development Programme for England (EU Funding)
DEFRA:	Dept for Environment Farming and Rural Affairs – Sponsor Body for the RDPE programme

Technology

LTE:	Long Term Evolution, Wireless technology with the ability to deliver high speed broadband. Subject to Ofcom radio spectrum auction, technical trials and licensing.
ADSL2:	Type of broadband – speeds up to 12Mb
ADSL2+:	Type of broadband – speeds up to 24Mb (usually sold as 20Mb)
ADSL:	Asymmetric Digital Subscriber Line – basic broadband offering speeds up to 8Mb
BET:	Broadband Enabling Technology – product using 2 nd pair of copper wires to offer up to 2Mb/s connections over long telephone lines
FTTC:	Fibre to the Cabinet – deploying fibre optics up to the street cabinet and using copper from the cabinet to the home, higher speed but dependent on the length of copper from home to cabinet. Up to 80Mb/s speed
FOTP:	Fibre to the premise – full fibre connection all the way to the home, offers speeds up to 330Mb/s
TWVS:	TV White Space – uses the ‘free / unused’ radio spectrum between digital broadcasts for internet access. Currently in technical trials.
‘Up To’:	Indication of the variability of broadband services delivered over copper lines – due to physics the longer the line the lower the achievable speeds to the consumer

Speeds

NGA:	Next Generation Access, effectively the term for superfast broadband – project has elected to use 30Mb/s and above
USC:	Universal Service Commitment, effectively the term for basic broadband (the USC is the Government’s Commitment) – 2Mb/s basic broadband
PIR:	Peak Information Rate, the maximum Mbps that can be achieved by a connection to the internet
Mbps:	Mega Bits Per Second the measure of Broadband speed