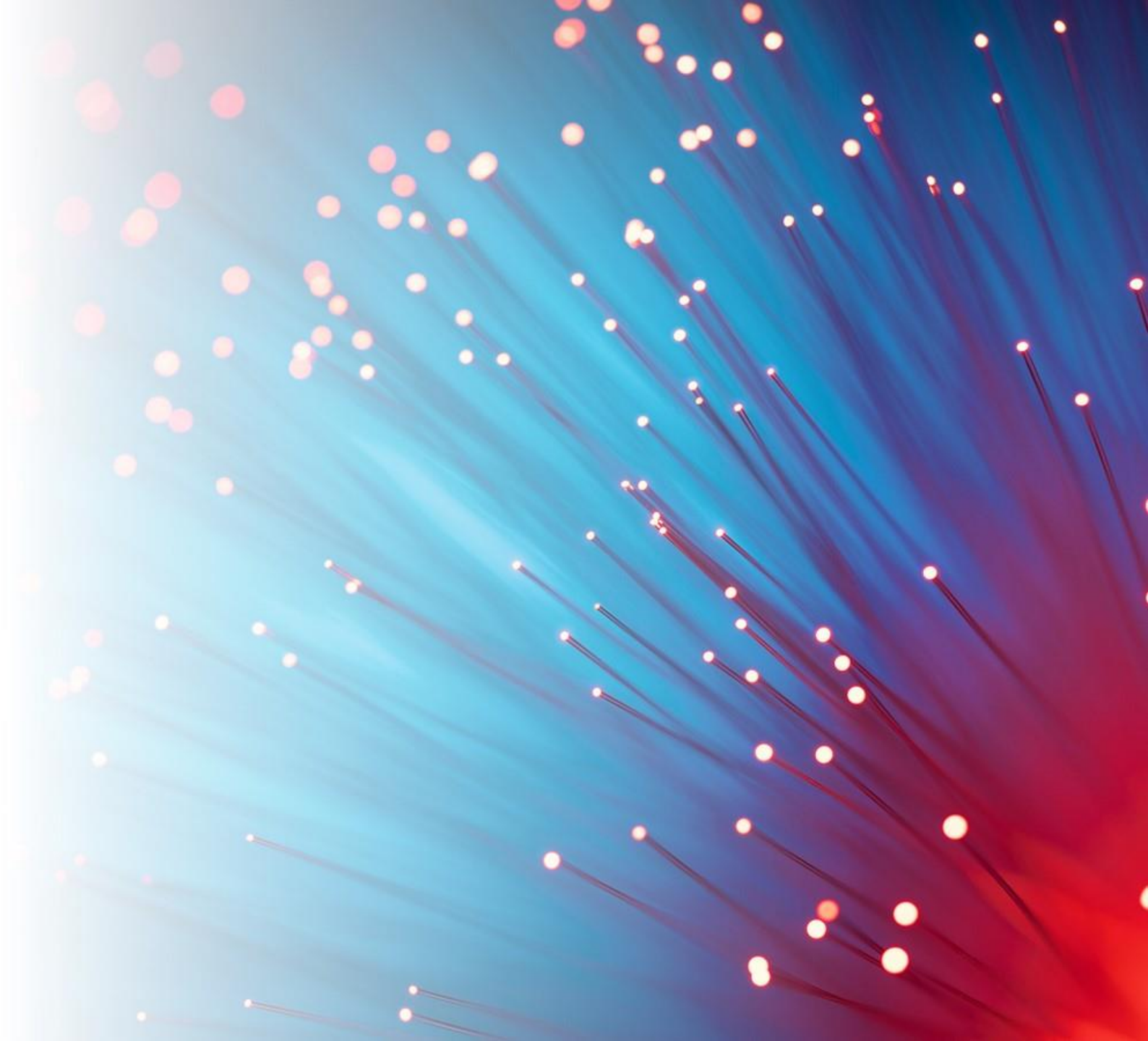




Stick that in your pipe and light it!

LINX 123 Presentation:
21st November 2024

Rob Leenderts
CEO – The AssetHUB



About AssetHUB

AssetHUB is a secure, telecoms asset marketplace

- A trading platform bringing buyers and sellers of telecoms infrastructure together
- Re-use existing assets & infrastructure
- Approved for BDUK-funded infrastructure
- Solution for Access-to-Infrastructure (ATI) enquiries
- Standardised processes for buying and selling
- API-ready for full automation
- Operational in Sweden since 2014

Our Vision



Deploy fibre 10x faster



Reduce costs by 50%



Minimise overbuild



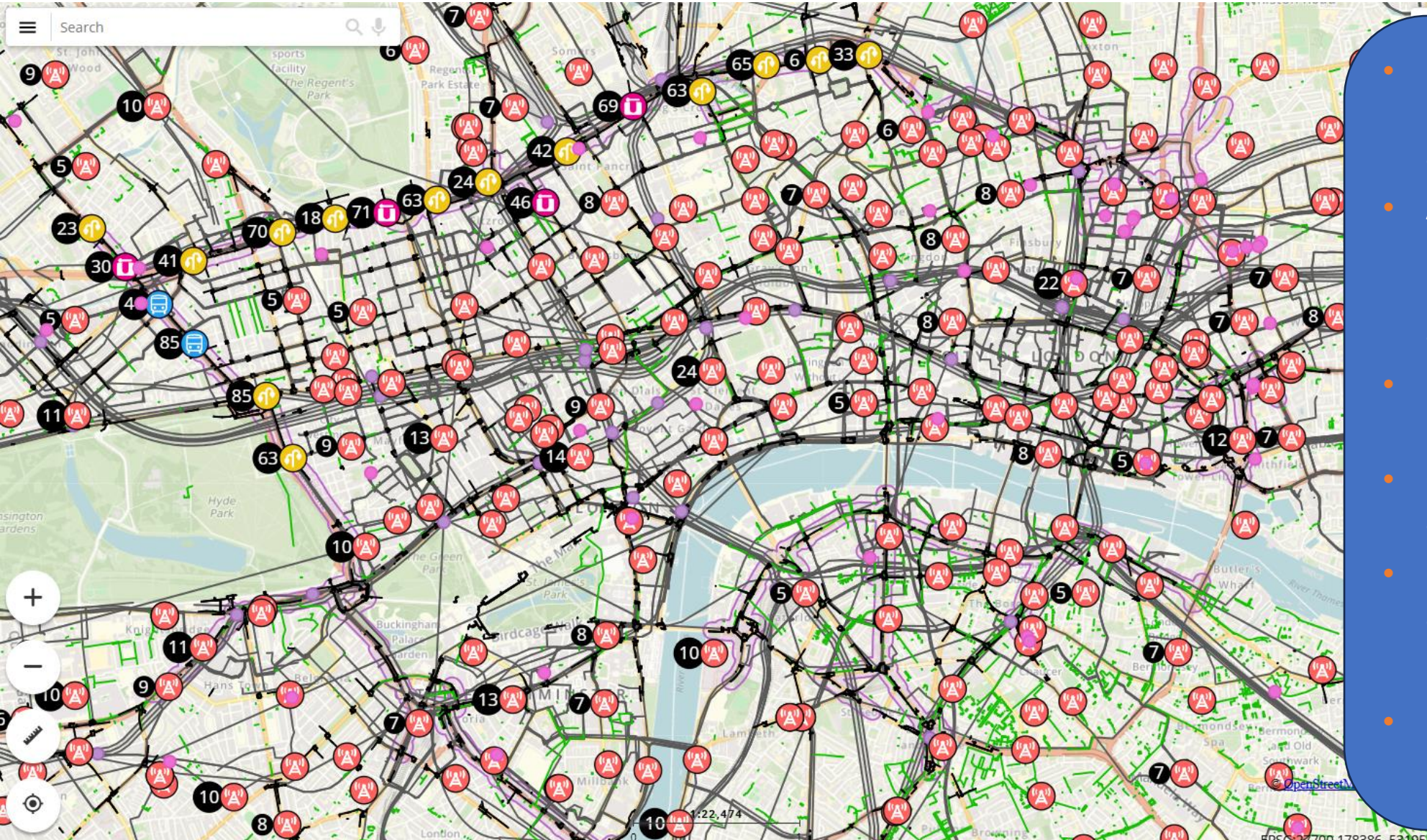
Automate infrastructure sharing



Help generate additional revenues

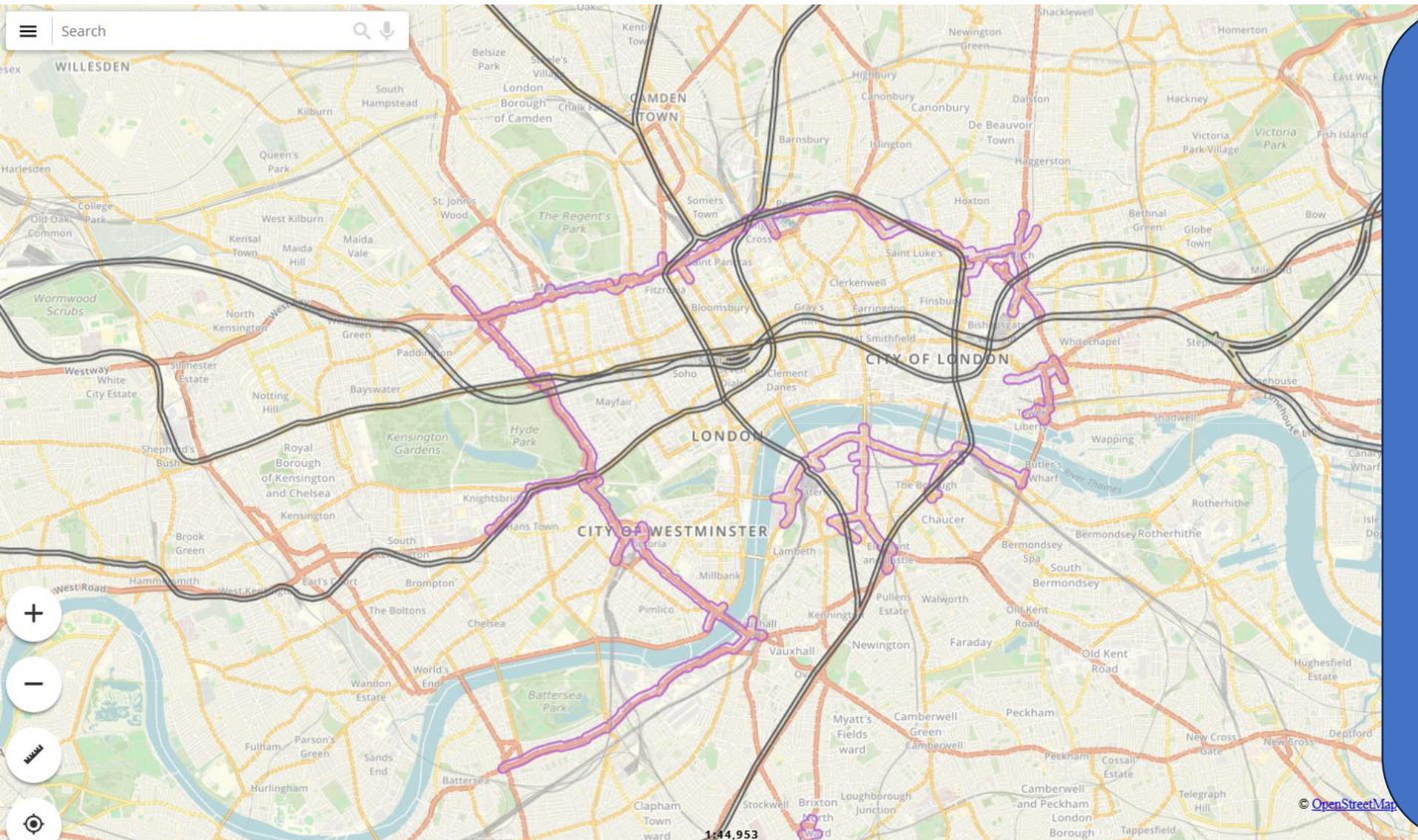


So where is all the fibre and duct?



- 100's of thousands of kilometres of existing fibre and duct
- At least 100,000 kms of new fibre to be built from BDUK Project Gigabit alone.
- 10's of thousands of road, river and rail crossings
- Over 20,000 kms of abandoned gas pipes
- Over 20,000 kms of abandoned water pipes
- Re-use makes sense

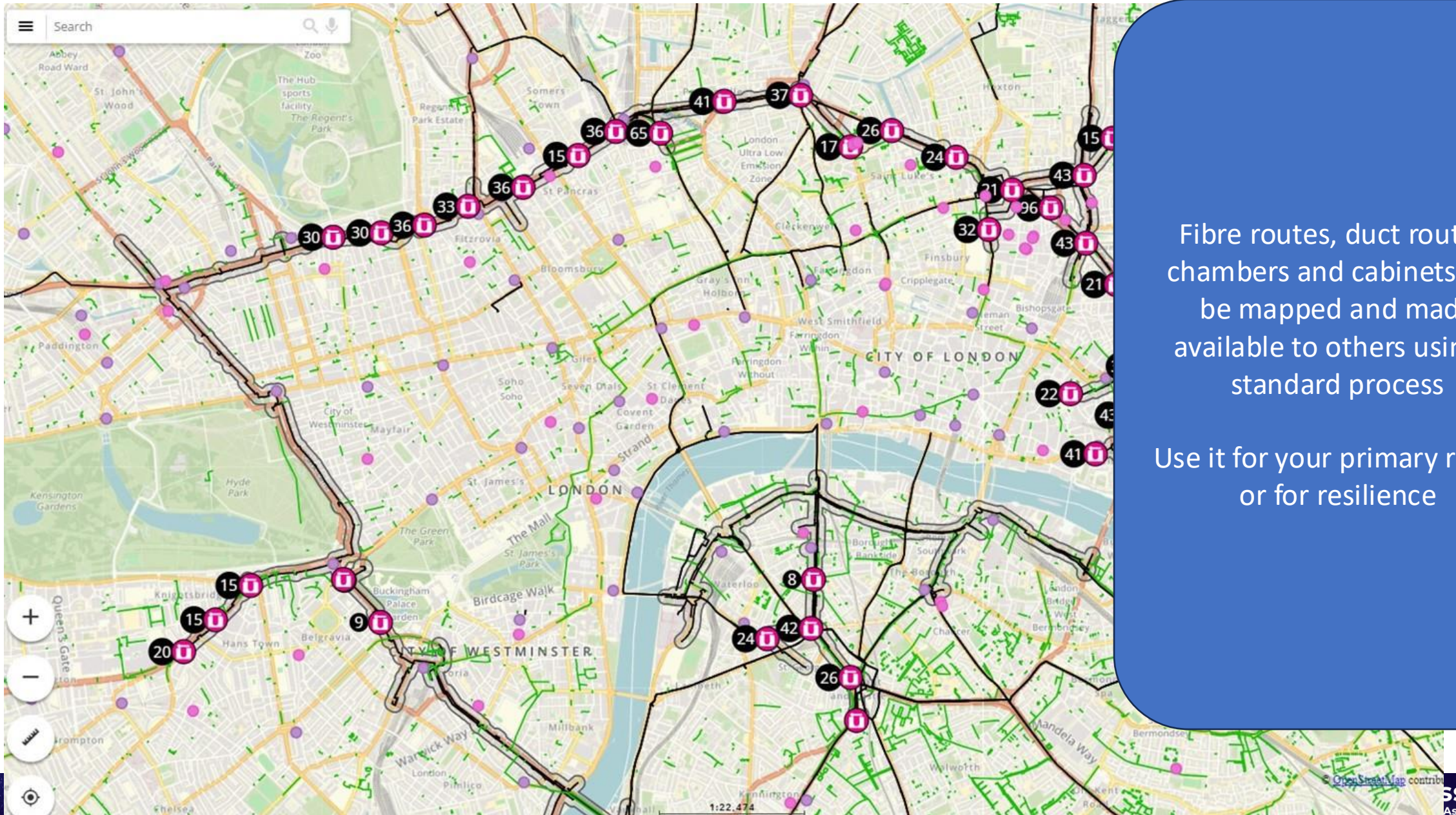
London – Fibre on the Tube, and TfL Assets (Boldyn)



Unique connectivity using a new fibre infrastructure that significantly reduces the distance between London Docklands, Acton and Heathrow data centres.

Offering Dark Fibre and High-capacity, encrypted wavelength services.

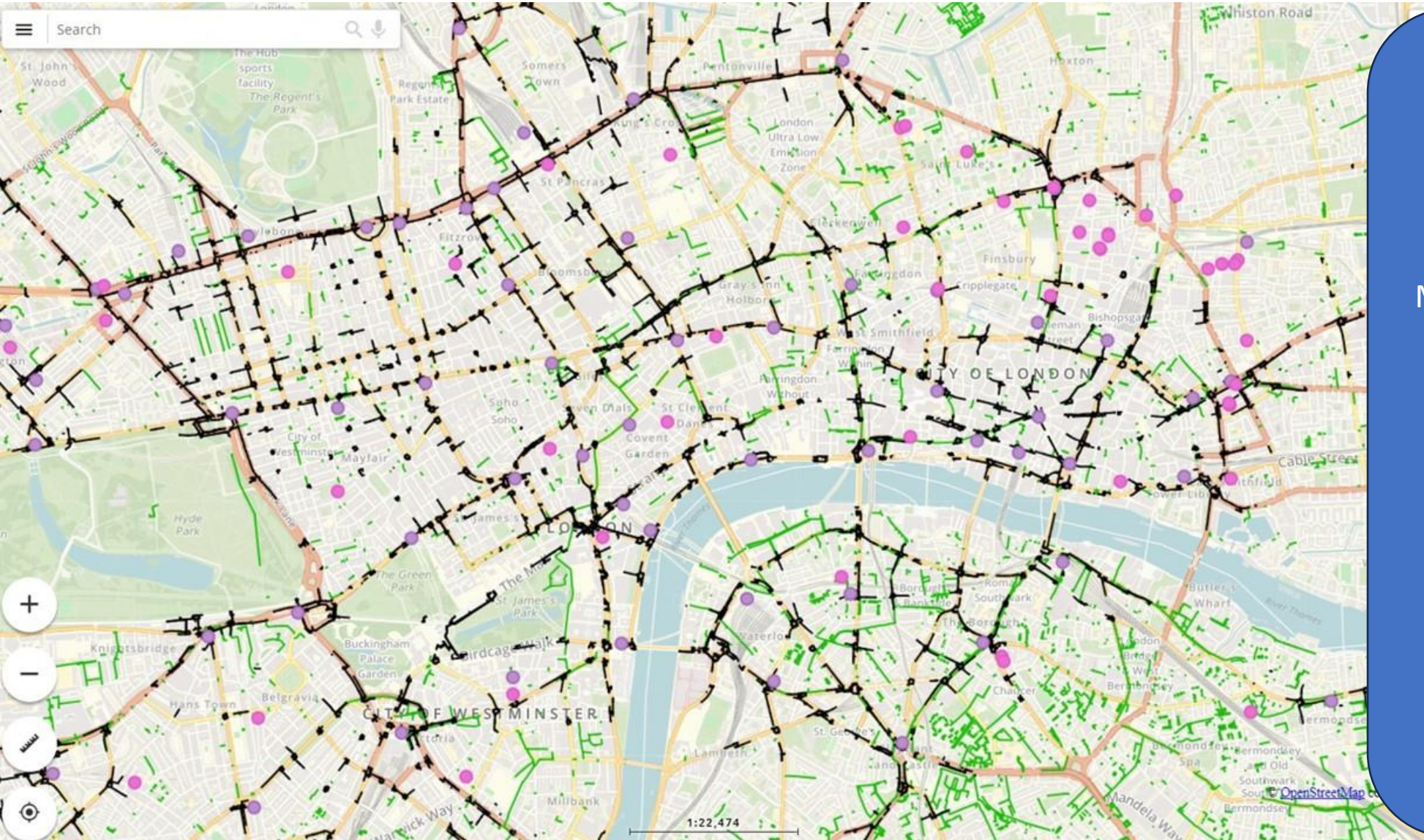
London – Fibre/Chambers and Pipes (Boldyn)



Fibre routes, duct routes, chambers and cabinets can be mapped and made available to others using a standard process

Use it for your primary route, or for resilience

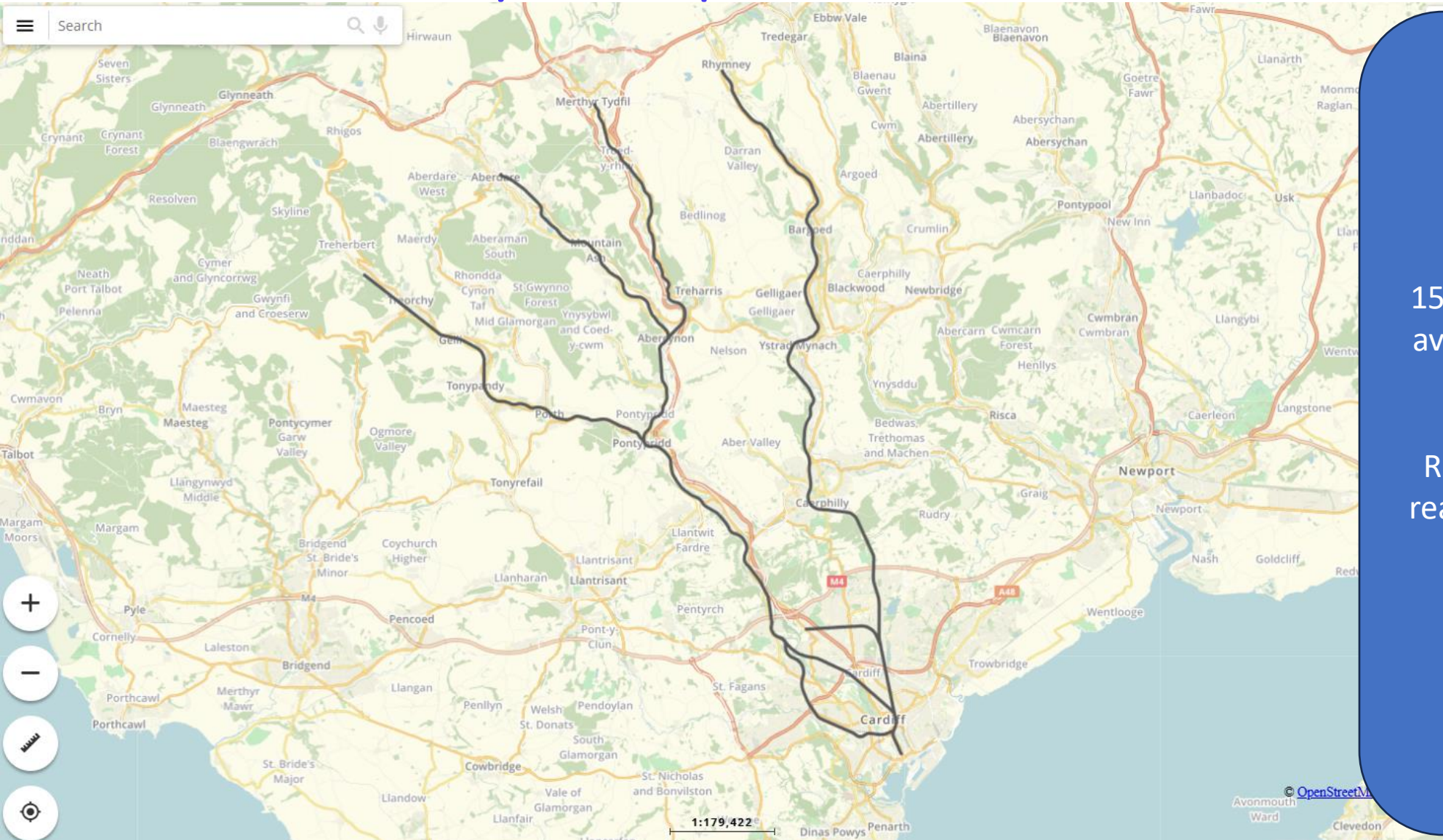
London Ducts and Pipes



More than 1,800km of traffic management duct around London

52,000 red route road junctions, rail and river crossings

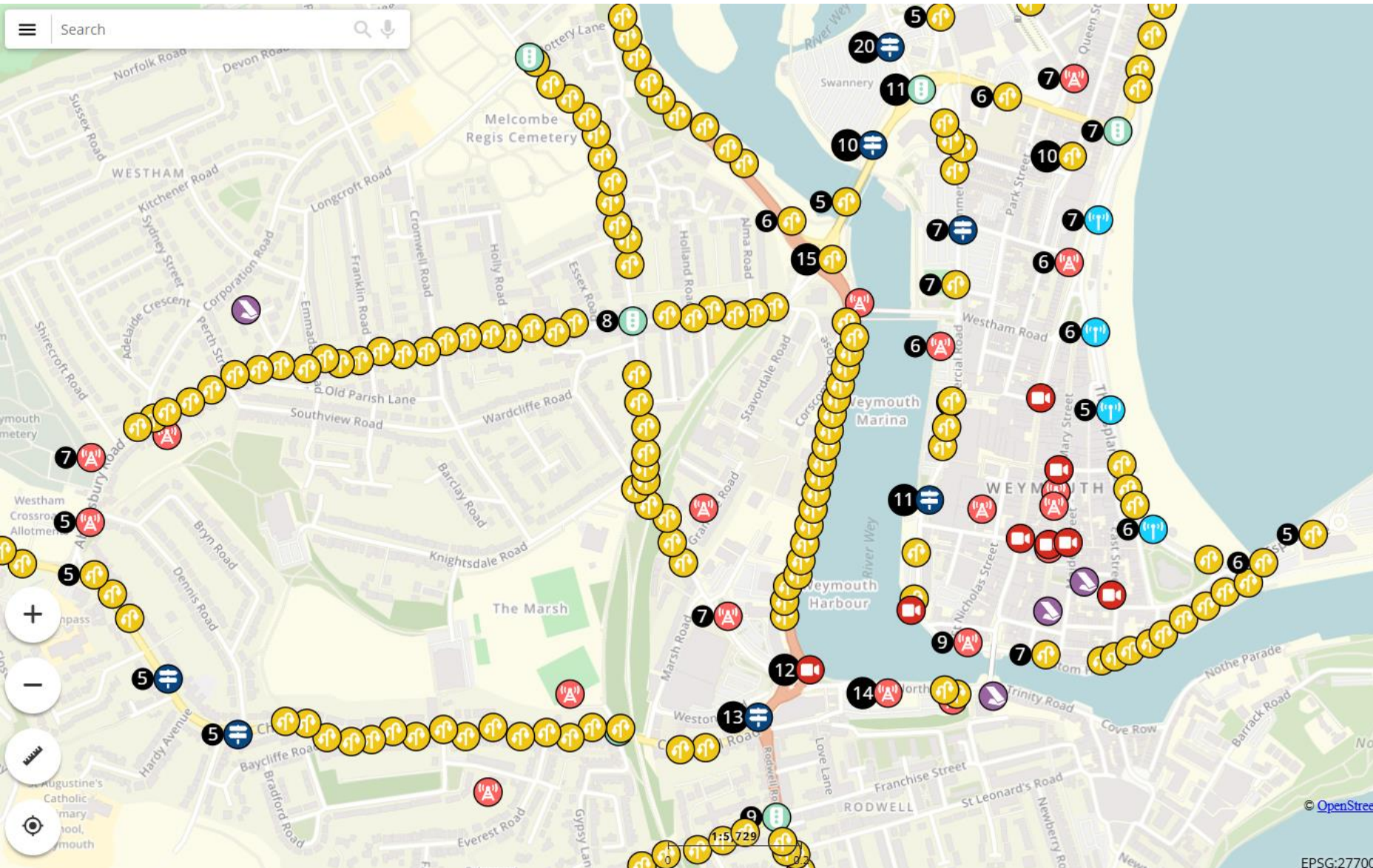
Fibre on the railway – Transport for Wales, Cardiff



150km of high capacity fibre
available now on the Cardiff
Core Valley Lines

Reaching rural and hard to
reach areas with poor digital
connectivity

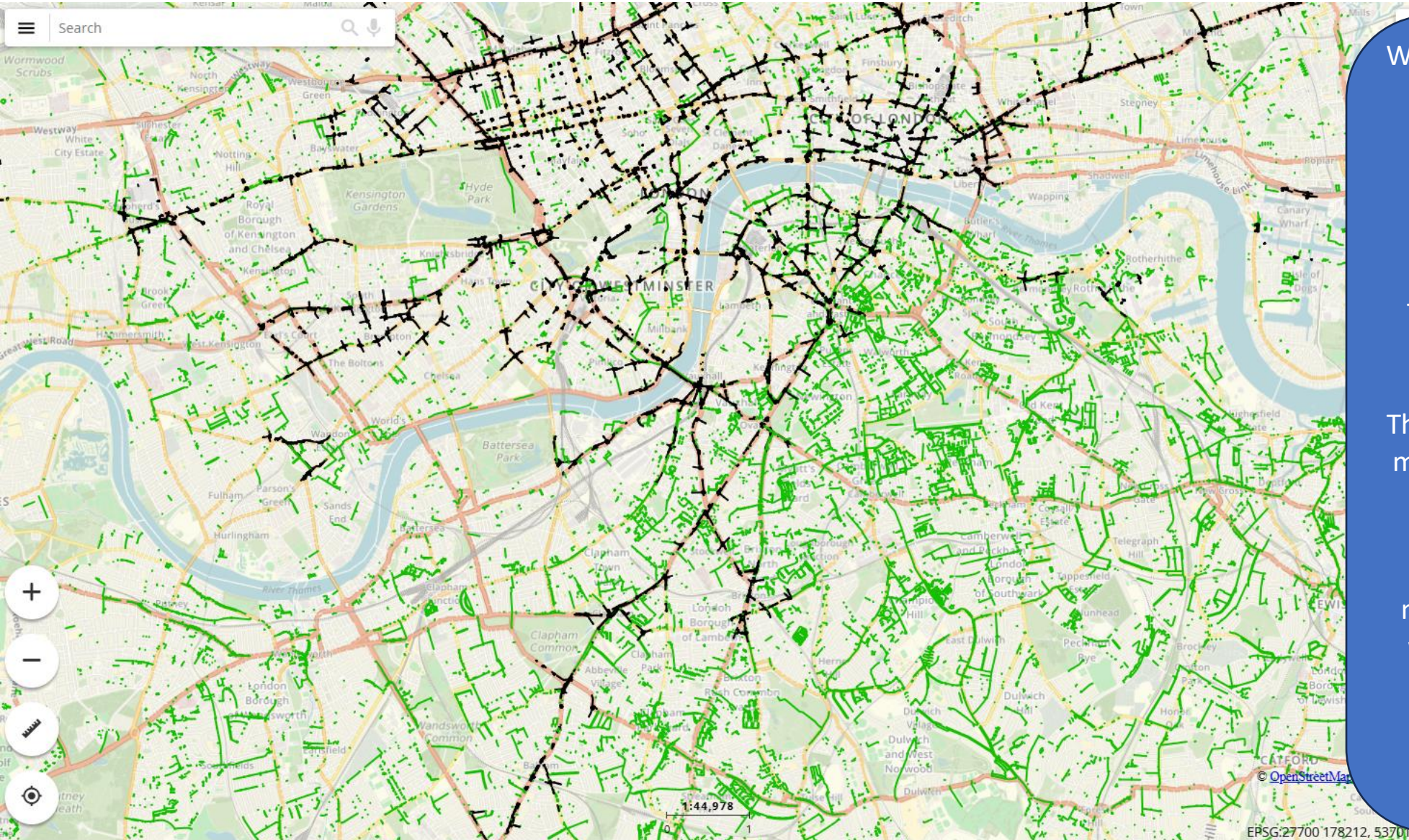
What about Street Furniture?



- Approx 7.5m streetlamps in the UK
- 10's of thousands of CCTV and traffic light columns
- 100's of thousands of traffic signs, bus shelters and other street furniture
- 10's of thousands of poles, towers and masts
- All could be shared to speed up wireless/mobile connectivity

EPSG:27700 78403, 367898 | Land access service

London – abandoned gas pipes



What about utility infrastructure?

Gas Distribution Network companies are responsible for the pipes that connect homes and businesses across the UK.

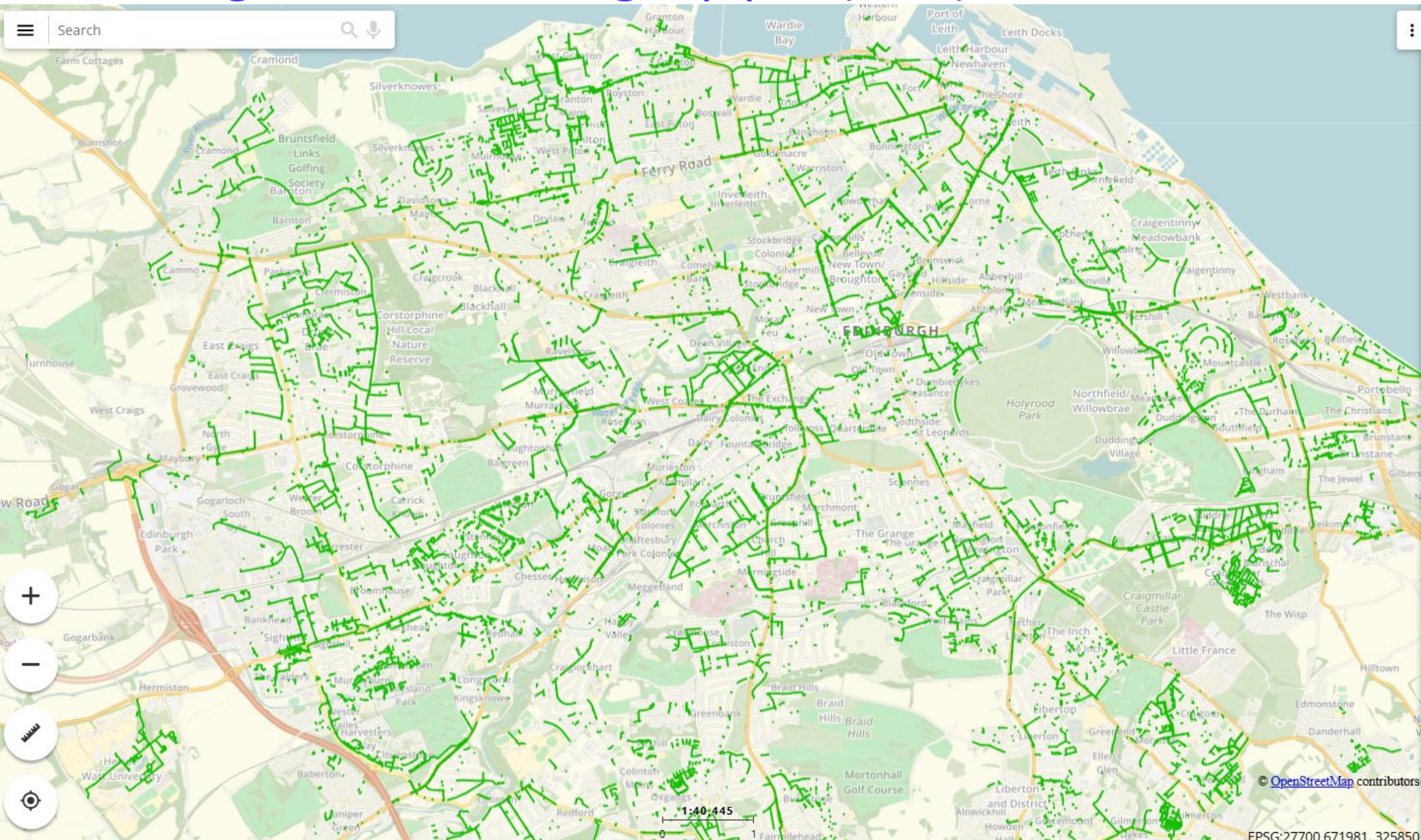
These pipes cross roads, rivers and railways

There are an estimated 25 million metres across the UK (yes, that's 25,000 kms!)

London has around 2 million metres of abandoned gas pipes with almost 20,000 road, river and rail crossings.

(typical depth – 600mm to 750mm)

Edinburgh – abandoned gas pipes (SGN)



<

New Enquiry

Dark fibre service

Mono

Pair

Ethernet service

Light

Medium

Premium

Access MEF

Active WDM service

Active WDM service

Structure access service

Structure access service

Site access service

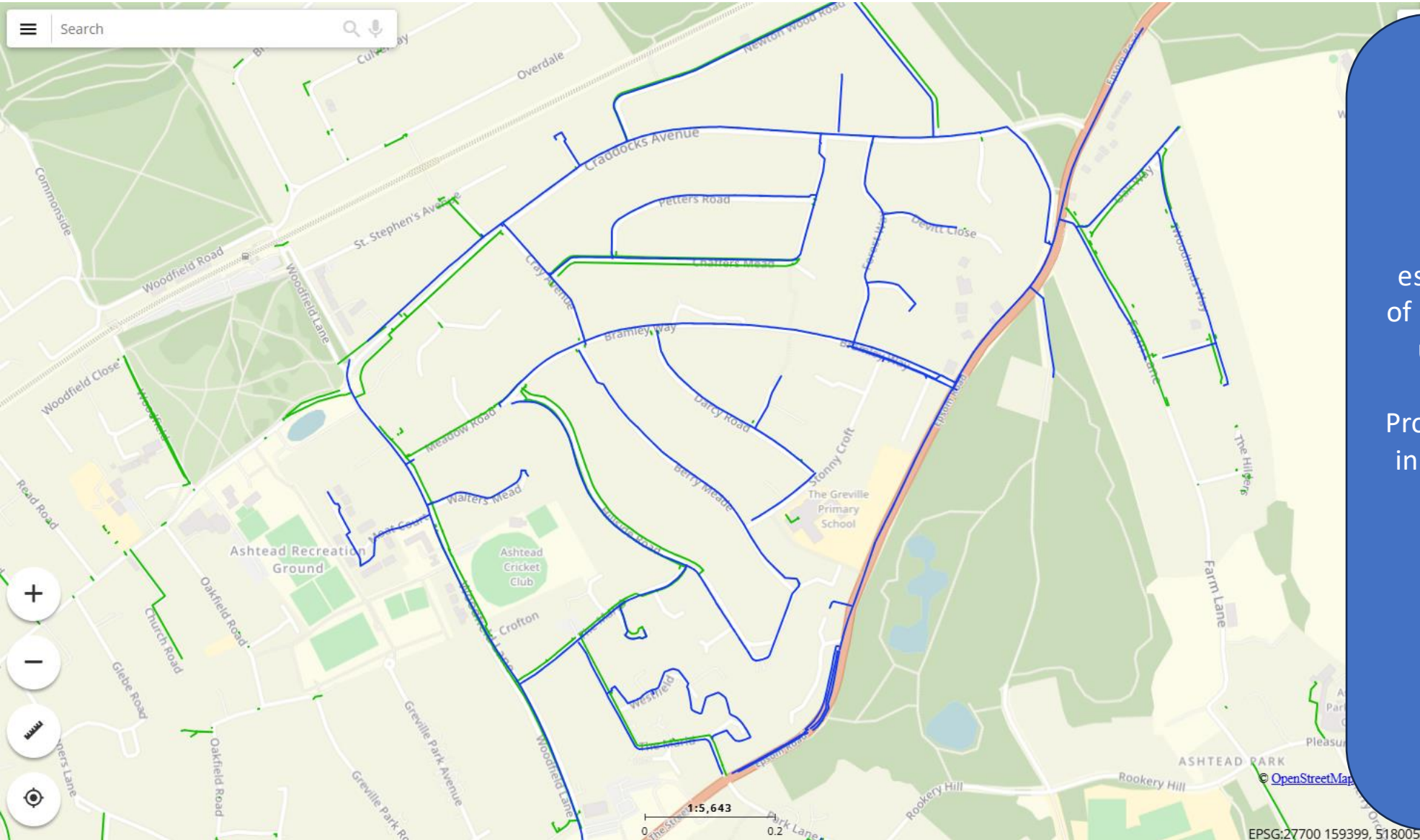
Site access service

Duct access service

Duct access service

Land access service

Abandoned water mains - Ashted

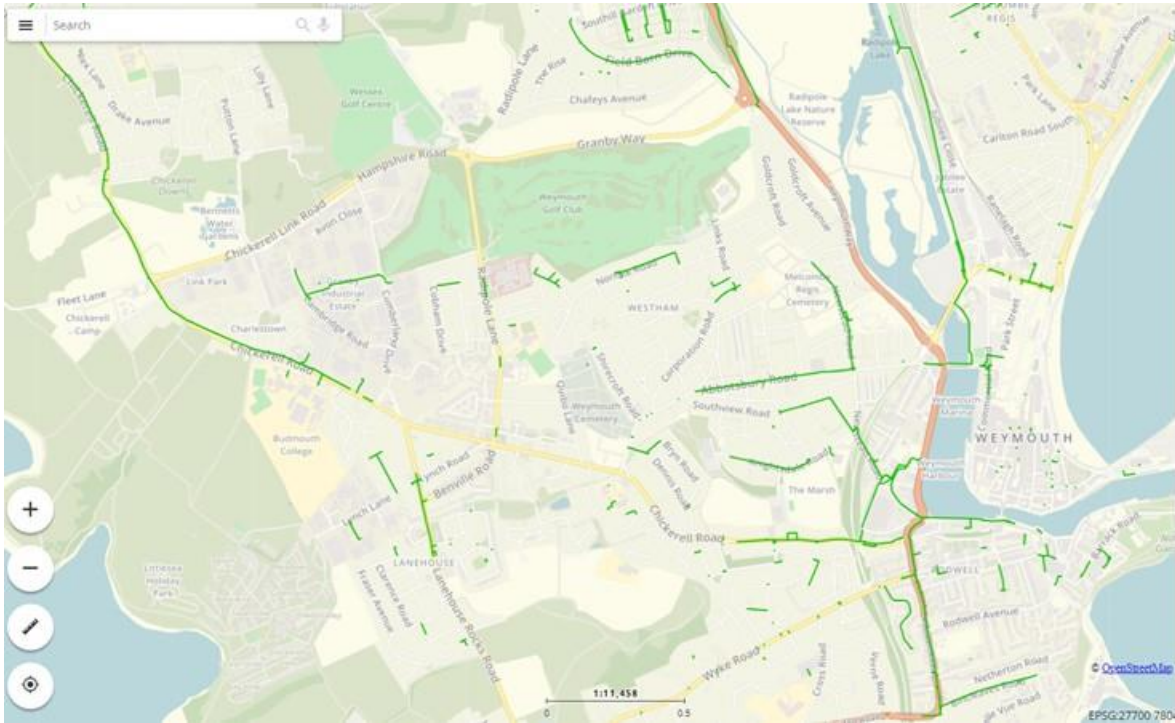


Water companies have an estimated 20-30,000 kilometres of abandoned pipes that could be used to house duct and fibre

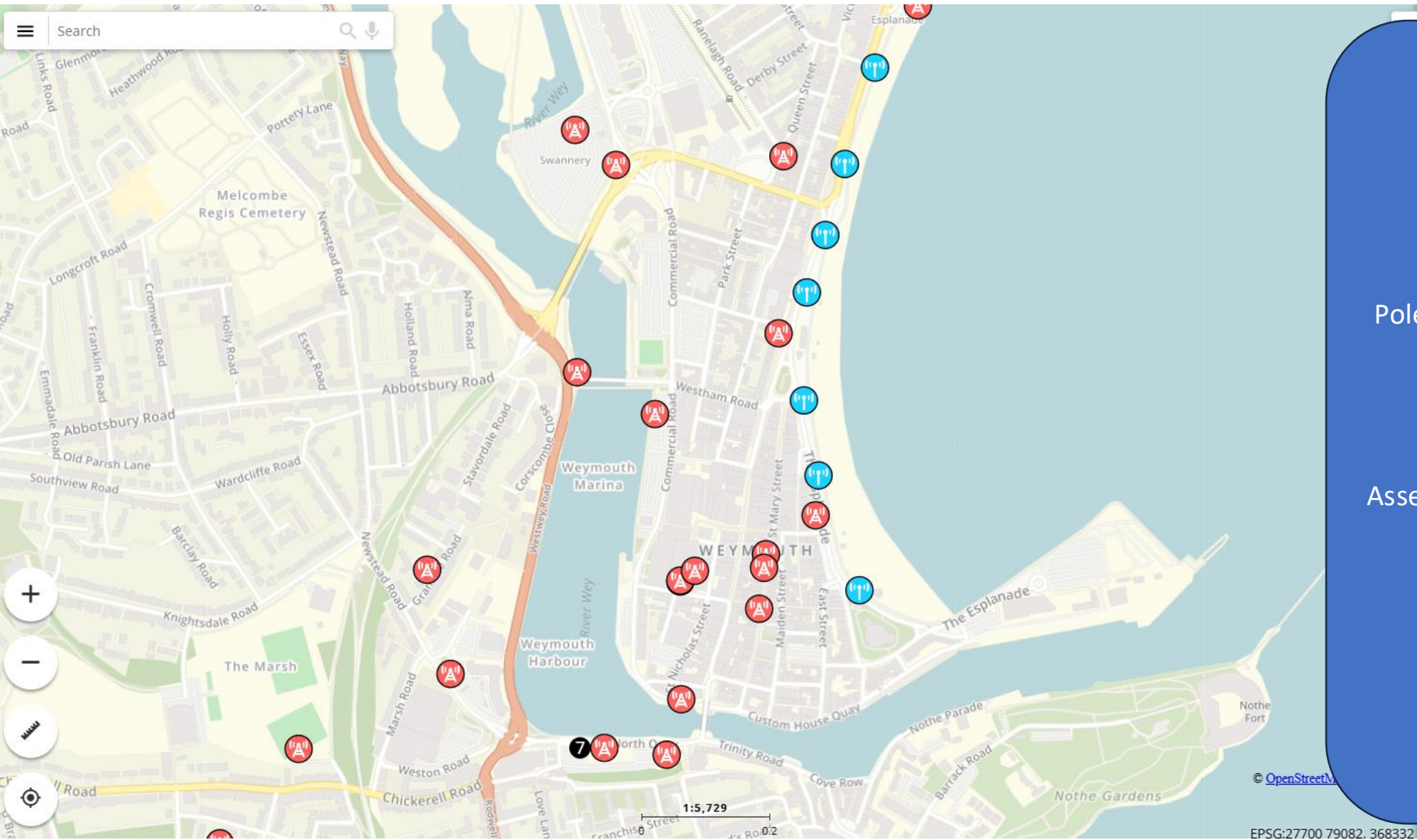
Proof of concept being developed in different areas of Surrey, Kent and South London

(typical depth – 750mm to 1350mm)

Abandoned Gas Pipes – Weymouth v London



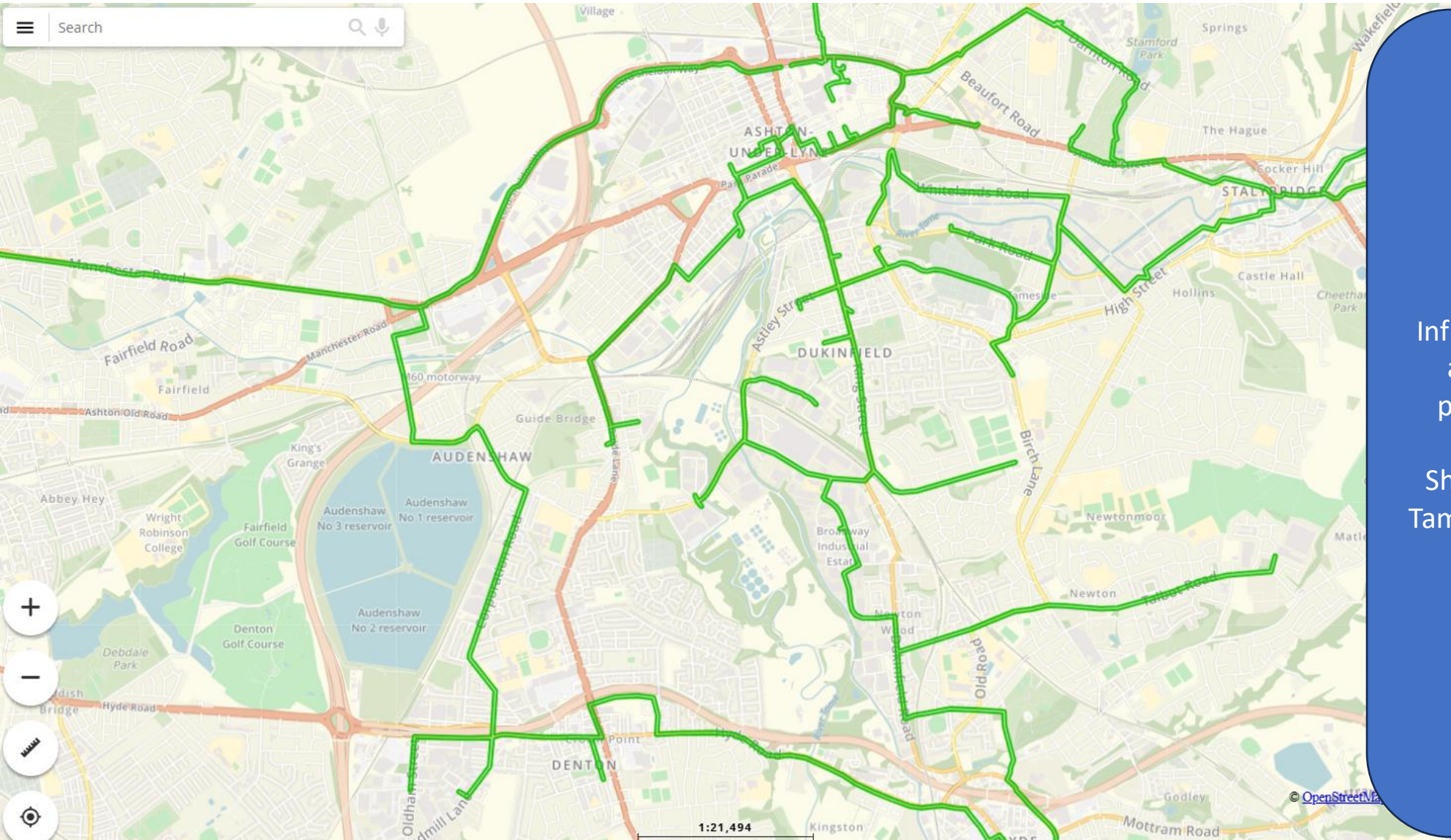
Pole Sharing



Poles are a big problem for Govt at the moment – lots of complaints from local communities.

AssetHUB can help share these in a standard way

Public Sector Fibre (CNI)



Cooperative Network Infrastructure have 50 members and a mixture of public and private sector duct and fibre.

Sharing digital infrastructure in Tameside, Blackpool, Manchester and Sussex

INCA SIGs

INCA Special Interest Groups are collaborating to work on standardisation and streamlining the sharing of infrastructure, connectivity and services

Infrastructure Sharing SIG:

Focussing on standardising and streamlining access to:

- Ducts
- Poles
- Cabinets

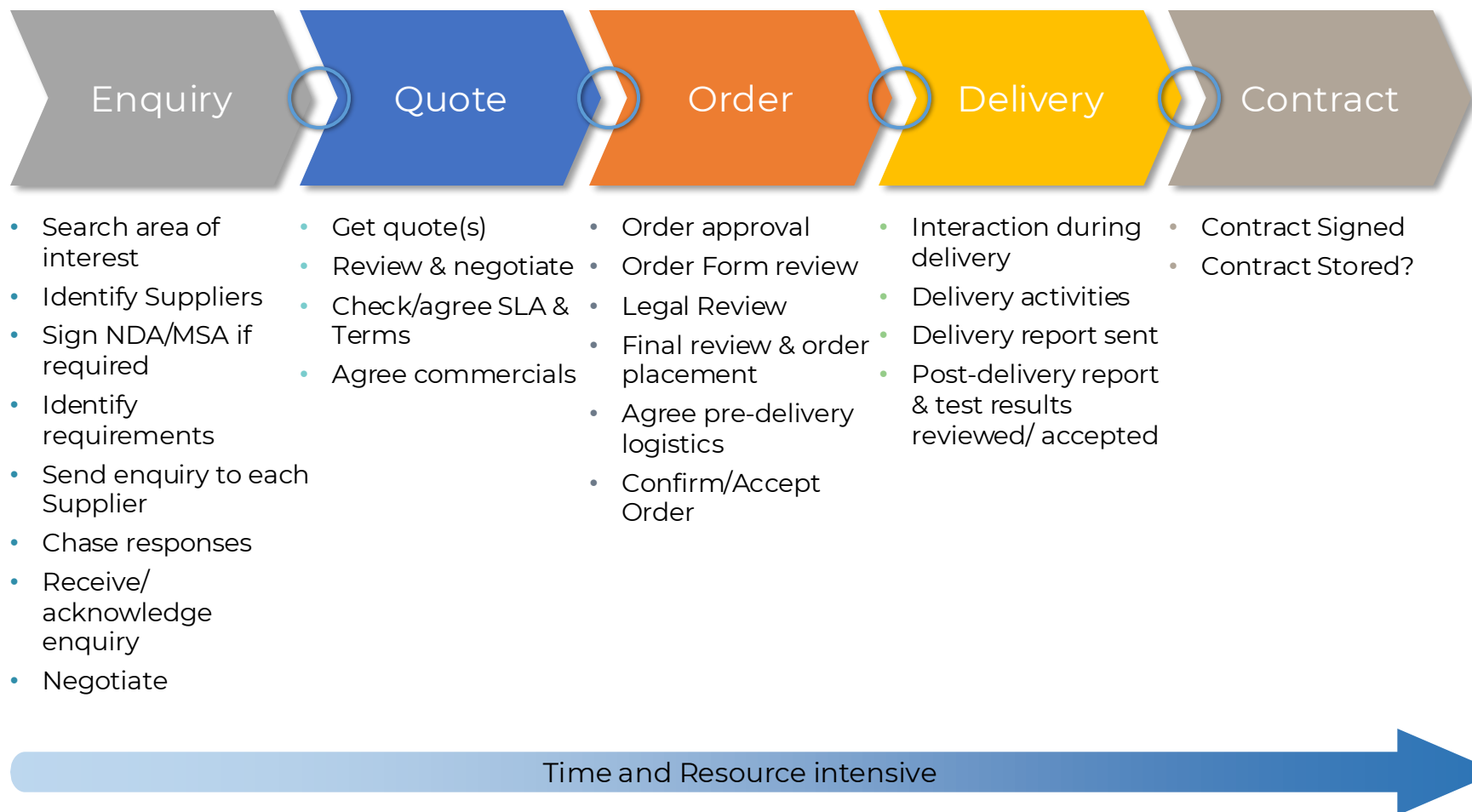
Wholesale Standards SIG:

Focussing on standardising and streamlining access to:

- Wholesale Broadband
- Dark Fibre
- Wavelengths
- Ethernet
- Last Mile Access

Buying and Selling assets, infrastructure and connectivity

The traditional way



Information shared within and between Organisations

- Email
- Planning tools
- CRM / Portal
- PDF
- Dropbox
- Fileservers
- Case mgmt syst.
- On paper
- Phone

Error prone & costly!
Information loss!

AssetHUB Marketplace

The 5 Stage Process



Speed up Enquiry to Order/Contract



Increase revenues faster



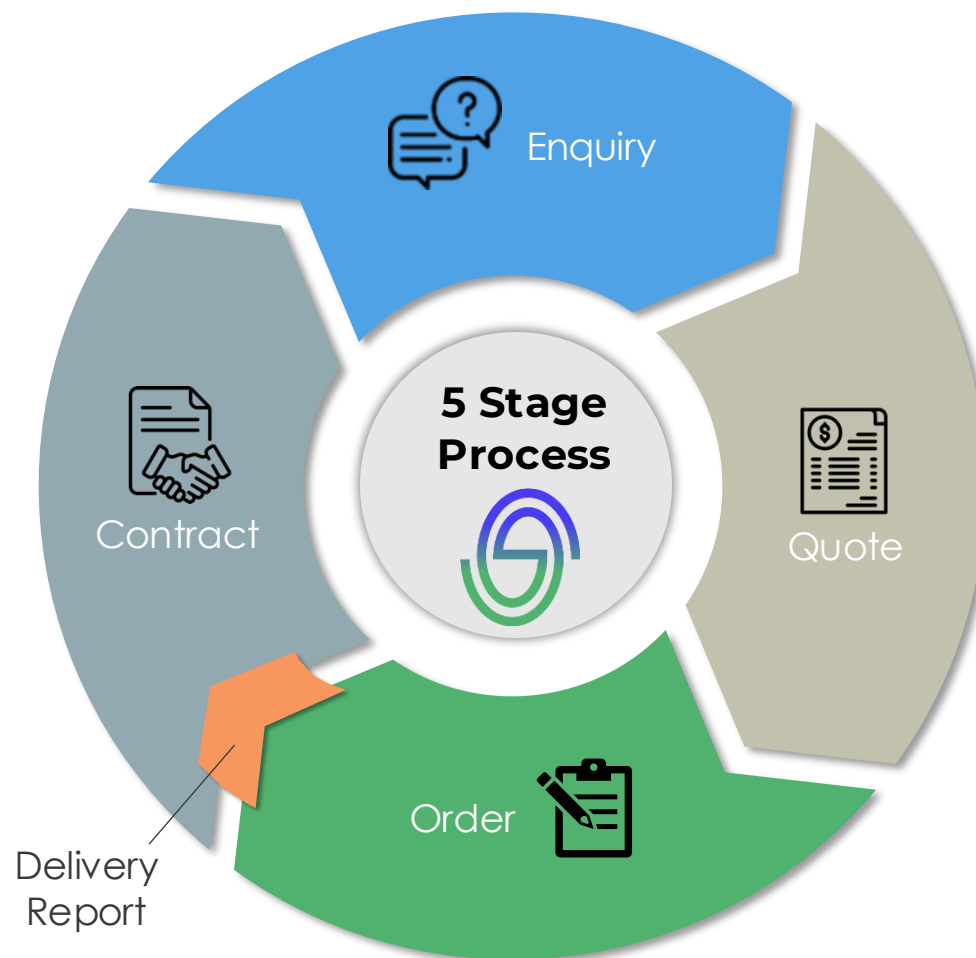
Speed up deployment



Reduce overbuild



Secure storage of contracts and full audit trail



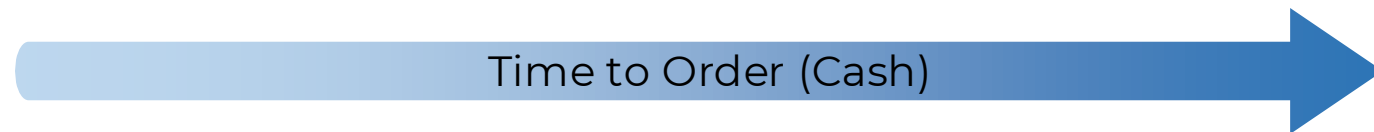
Time to Order (Cash) Comparison – based on data shared

Minimum Req. –
Sales Area

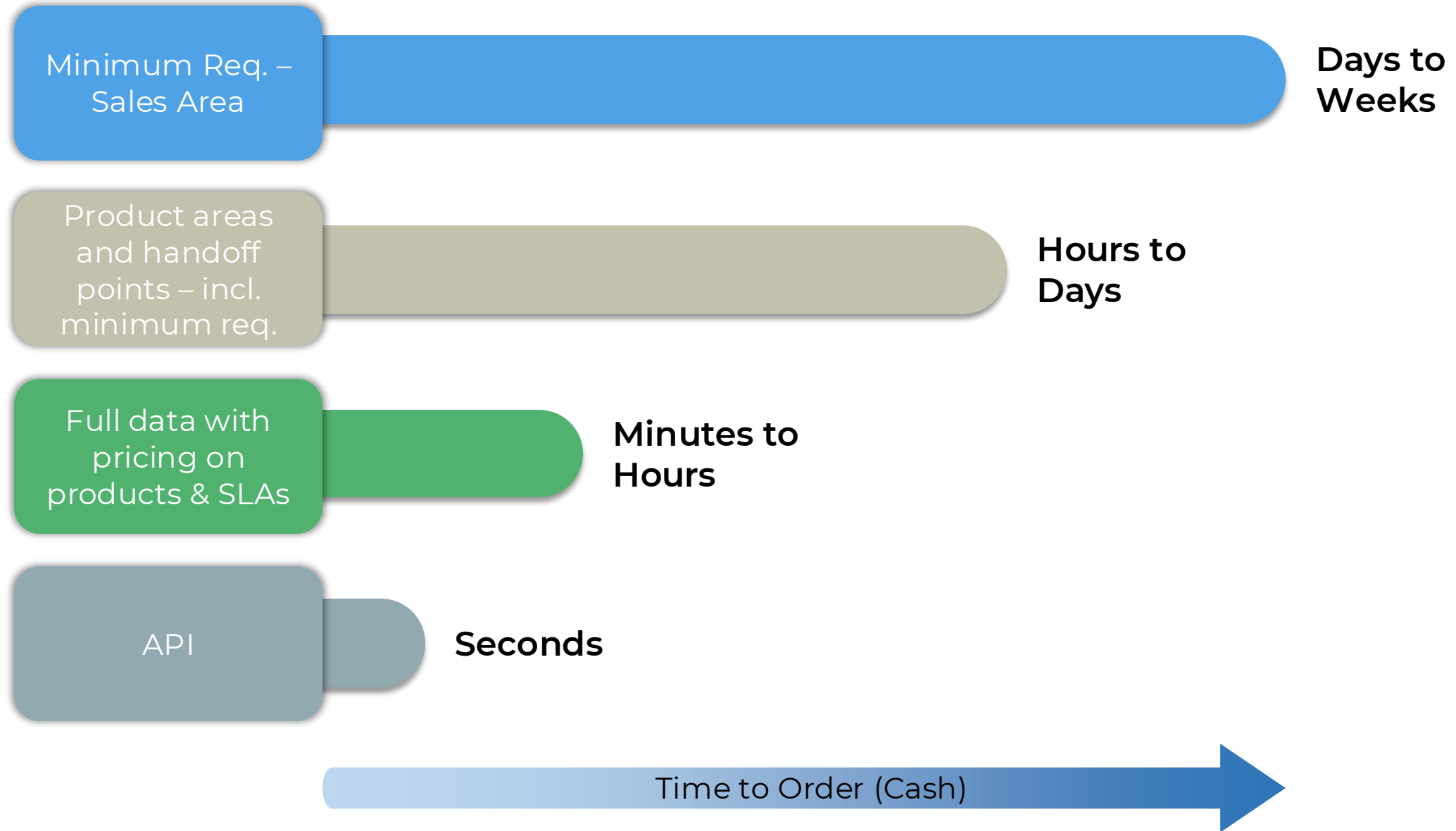
Product areas
and handoff
points – incl.
minimum req.

Full data with
pricing on
products & SLAs

API



Time to Order (Cash) Comparison – based on data shared

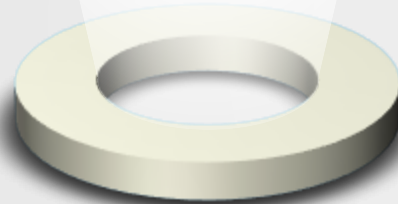
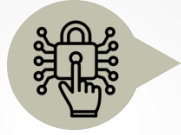


AssetHUB Security



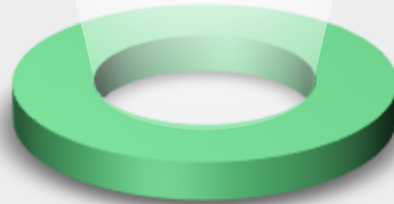
Physical Security

Securely hosted in the UK using Google Cloud Platform



Access Security

Named and approved users with role-based access



Technical Security

Two-factor authentication (2FA) and strong password policies enforced



Operational Security

Zoom levels set on assets, clustering on crowded assets to prevent data scraping



Data Security

Control your asset visibility, what assets to share or keep private

Thank you!



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