

Our purpose, goal, strategy and culture

Our purpose

To use the power of communications to make a better world

Our goal

A growing BT: to deliver sustainable profitable revenue growth

Our strategy

Broaden and deepen our customer relationships

Deliver superior customer service

Transform our costs

Invest for growth

Fibre

TV and content

Mobility and future voice

UK business markets

Leading global companies

Our culture

A healthy organisation





Scottish Network Build



Next Generation Broadband Rollout Objectives

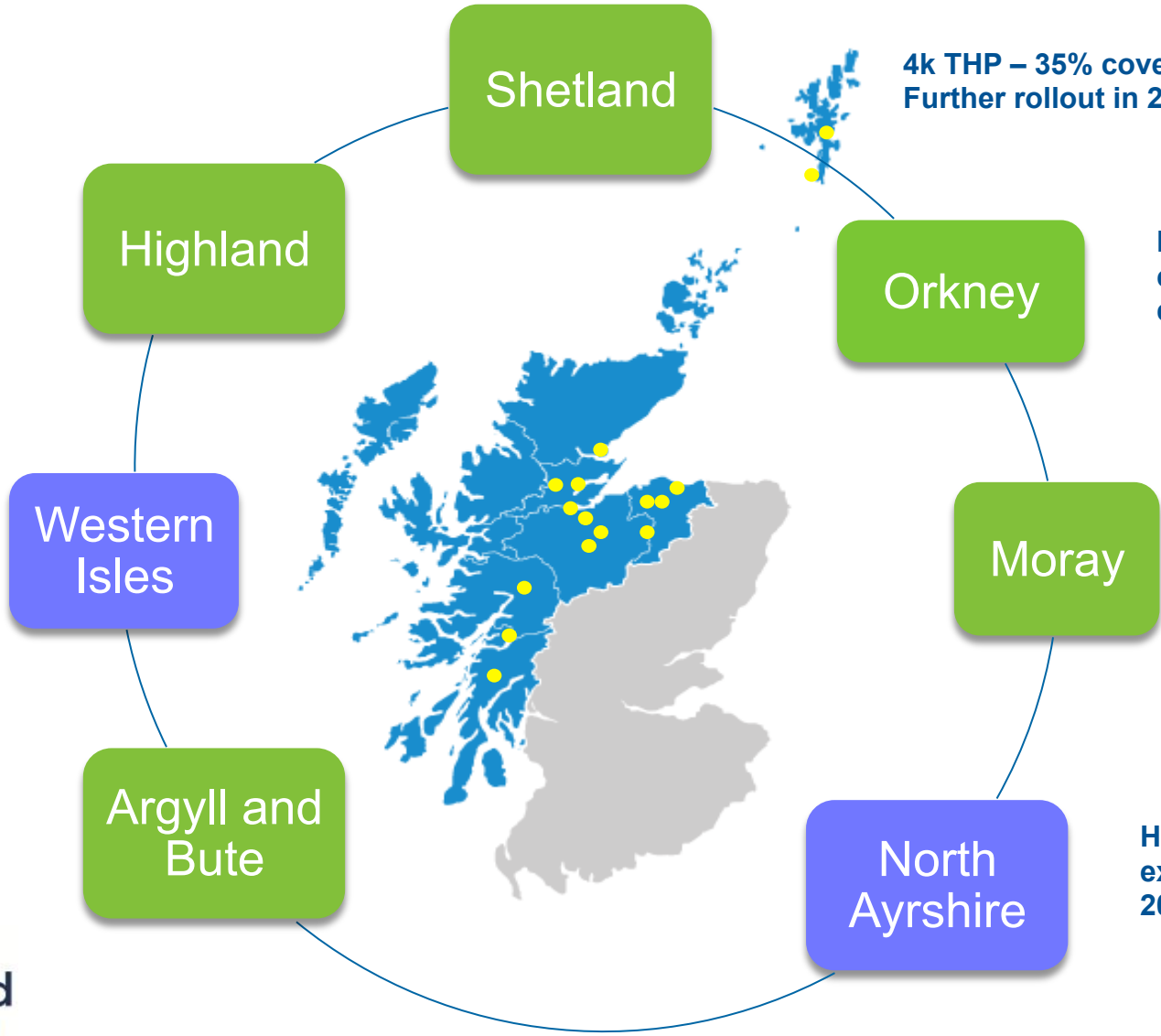
- Scottish Government's target is for Scotland to be a world class digital nation by 2020
- National aim to deliver fibre broadband to 85% of premises by 2015 and 95% of premises by 2017.
 - H&I coverage reaches 84% by end of 2016 – that's more than 200K homes and businesses covered across 7 Local Authority and 1 national park area (Cairngorm)
 - Commercial coverage was only expected to reach 21% of homes and businesses
- Across Scotland £410m of public and private investment by Scottish Government, BDUK, HIEBT
 - H&I project is £146m.
- Current project is focussed on maximising coverage based on the available funding

Lighting up H&I – 40K

Circa 20K enabled for Fibre - equiv to 40% of Highland now covered
(BT comm & prog)

Access Rollout set to commence by the summer of 2015.

Early stages of deployment – Oban circa 1.1K



Shetland

4k THP – 35% coverage
Further rollout in 2015.

Highland

Orkney

Build started, first connections in Kirkwall due Jan 15.

Western Isles

Moray

50% of Moray can now access Fibre
(BT comm & prog)

Argyll and Bute

North Ayrshire

H&I Programme work expected to commence in 2016.

Timeline: 250 miles of the subsea section completed



ITT/ Tender
process
Jun to Nov 13

Procurement
concluded.
Contracts Awarded
for £26.9m to 3
companies.
Dec 13

All surveys
concluded and
public consultation
concluded.
Jan to Apr 2014.

Cable manufacture
& delivery
completed
May to Jun 2014

3 vessels
completed all
rollout activity
between Jun and
Nov 2014
-All 250 miles!

Contracts awarded to :

1. Chelmsford-based Global Marine Systems conducted detailed marine route surveys and supply the cables.
2. Orange Marine, which is based in France and works globally, has been contracted to lay around 250 miles of subsea cables,
3. Hampshire-based A-2-Sea Solutions has been chosen to work onshore connecting the cables to BT's terrestrial network.



Rene Descartes and Coastal Chariot



Tobermory on Mull, Duart Bay and Stornoway



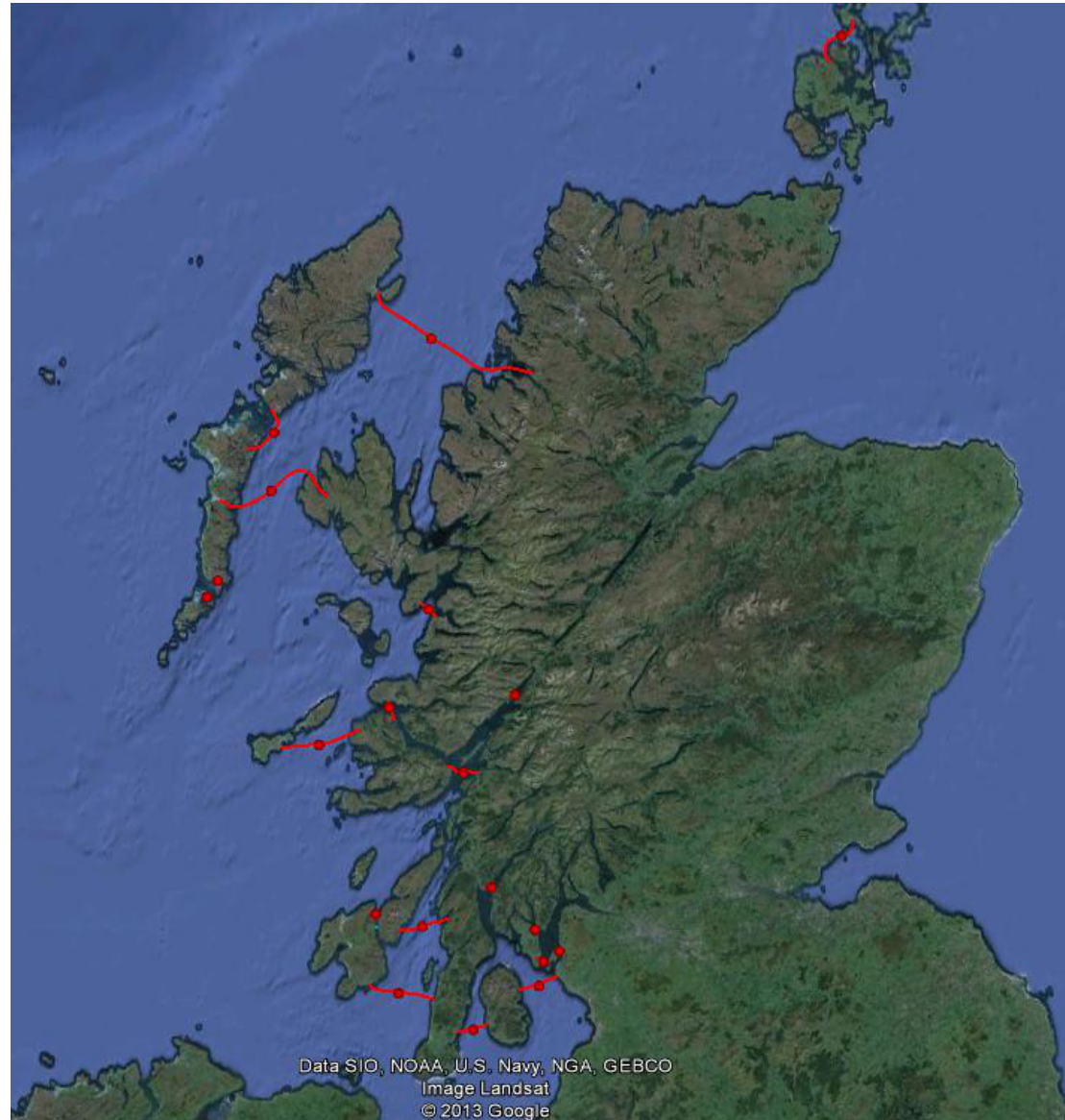
CS Rene Descartes

- 144.50 meters long and 22 meters wide, C/S Descartes – Operated by Orange Marine
- One of the most powerful and fastest ships
- Engine allows a towing capacity of 125 tons to operate submarine ploughs
- Up to 65 tons without tug assistance, even against strong currents (2 knots) and cross-winds (25 knots)
- With 7 thrusters – propellers – and two rudders.

Build Locations

Locations

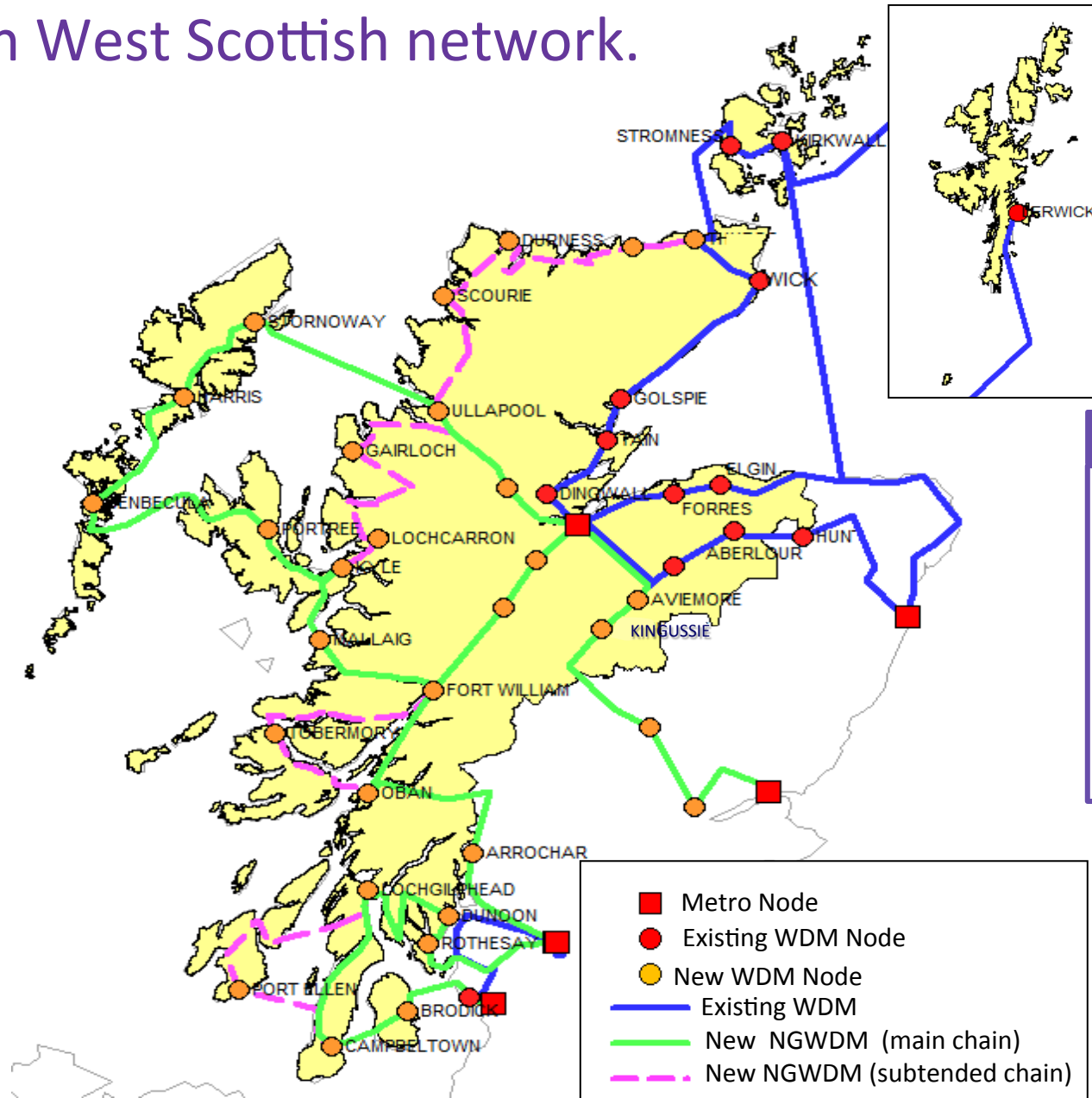
- Largs – Millport
- Kilchattan Bay- Millport
- Rothesay – Toward
- Kilfinan – Lochgilphead
- Campbeltown – Shiskine
- Corrie – West Kilbride
- Jura – Port Askaig
- Glenbarr – Port Ellen
- Jura – Ormsary
- Kilchoan – Tobermory
- Caignure – Oban
- Ardgour – Onich
- Stornoway – Ullapool
- Lochmaddy – Leverburgh
- Carnan – Dunvegan
- Ardvasar – Mallaig
- Dervaig – Scarinish
- Lochboisdale – Eriskay
- Eriskay – North Bay
- Evie – Westray



The good, the bad and the plough.



North West Scottish network.



NG-DWDM

- All new chains are being built using Ciena 6500 equipment as deployed nationally in NG-WDM core
- ROADMs deployed to enable sub-tended chain.
- 10x10G (100G) deployed, 40G, 100G and 200G capable.
- 500 miles of new long distance fibre build
- Fully integrated into BT 21C Core Network

Communications

Most northerly UK fibre cabinet in Lerwick, Shetland being celebrated....



Remote cab in Quarff Shetland, speed improvements for vast majority increased from of 1mb to 80mb given cab location in village compared to distance from Exchange,



Superfast Broadband

Can't see our? www.hie.gov.scot

Digital Highlands and Islands - December 2014 - Shetland Islands

Can't see our? For the Digital Highlands and Islands project, The £1.6bn public investment project is bringing Superfast Broadband to the majority of premises in each of the regions local authority areas by 2016.

Keep up to date on our website www.hie.gov.scot or follow us on Twitter @DigitalHIE For the latest news and updates visit www.hie.gov.scot

Latest news and updates

What's happening in my area?

Can I get fibre?

Fastest generation broadband is now available for 4,000 homes and businesses in Shetland as part of the Digital Highlands and Islands project.

Superfast Broadband Fibre installed the arrival of superfast broadband is available now at a 201 speed cabinet in Lerwick, which was also opened to the residents of the area.

Anyone connected through the 11 cabinets installed in Lerwick, Quarff and Sandness can now enjoy Superfast Broadband.

Engineers will be back next week to connect more residents and businesses.

What's the speed of the 201 cabinet? The 201 cabinet is a fibre cabinet that provides a maximum download speed of 201Mbps. This is a significant improvement on the 1Mbps speeds that were available in the area before the cabinet was installed.

For HIE, it is vital to ensure that delivering an infrastructure project. We also need to help people make the best use of their opportunities - in the workplace and at home. We are involved in a variety of activities to engage businesses and residents and offer support to improve their own productivity.

We will regular business workshops on local needs and to help you develop your website across the region.

Roll-out across the region

Taking the fibre network into areas of the region for the first time will make a huge difference to broadband availability, speed and cost of the future.

Making better use of broadband

Taking the fibre network into areas of the region for the first time will make a huge difference to broadband availability, speed and cost of the future.

FREE island news & AD

Update News from the Highlands and Islands

LandBusiness Issue 53 - Winter 2014

Helping if Happen

Superfast Broadband When will it reach you?

A positive contribution Camber's role at the heart of the community delivers benefits for all

Dividing rural business in Scotland

THE FIRST MONTHLY NEWSPAPER OF THE

Connect any place, with any device

A three-year, £146m digital project aims to connect the Highlands and Islands access high-speed broadband by 2020, says Neil Clark

The £1.6bn digital project will connect the Highlands and Islands access high-speed broadband by 2020, says Neil Clark

Highlands and Islands Enterprise (HIE) has announced a three-year, £146m digital project to connect the Highlands and Islands access high-speed broadband by 2020, says Neil Clark

The project will connect the Highlands and Islands access high-speed broadband by 2020, says Neil Clark

Network crucial to sustain our businesses

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There's a strong opportunity for new networks in rural areas

11 of 20

Huge logistics challenge met to lay high speed line on land, under sea

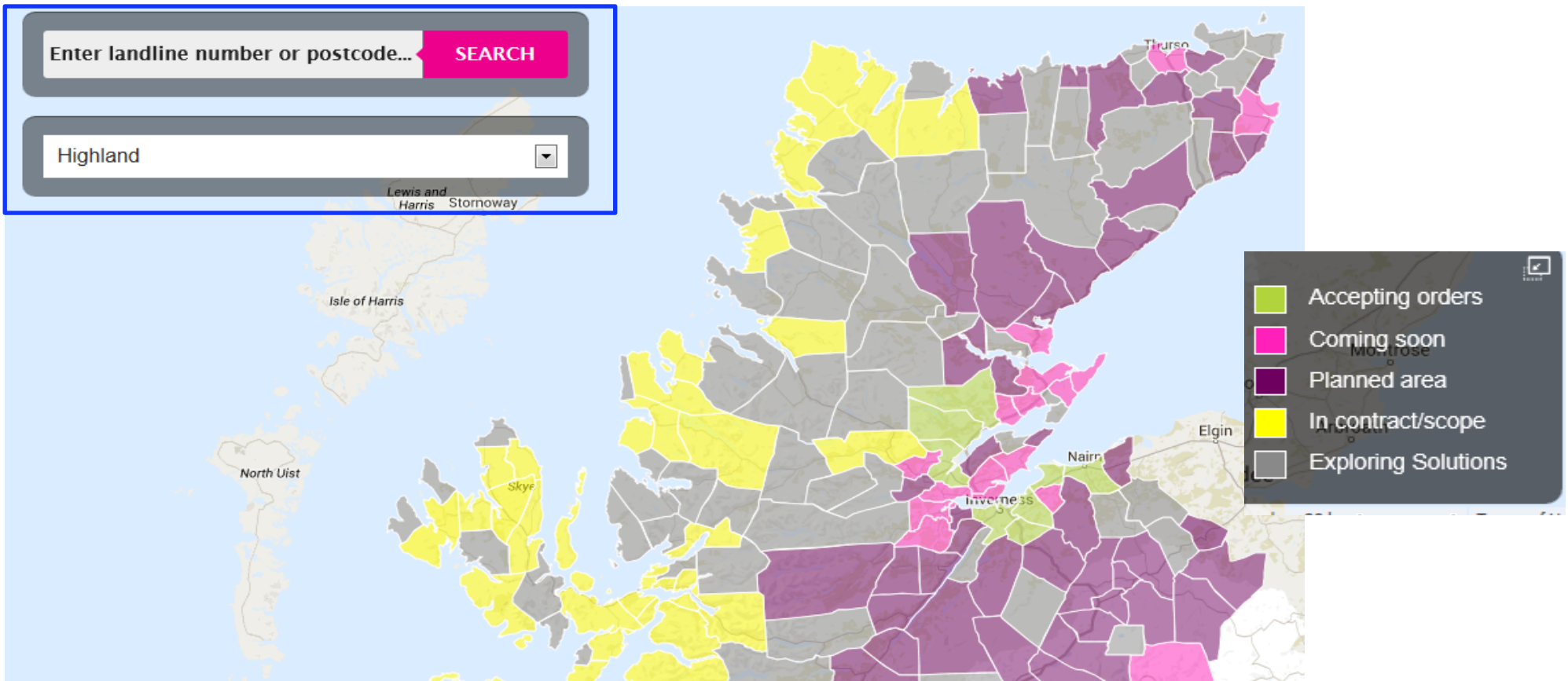
The delivery of a high speed network to the Highlands and Islands is a massive task, says Neil Clark

The project will connect the Highlands and Islands access high-speed broadband by 2020, says Neil Clark

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Digital Scotland Website

NEW: interactive postcode/telephone line checker Map launched in November, which allows more detailed clarity of exchange area rollout plans.



Enter landline number or postcode... **SEARCH**

Highland

Thurso

Lewis and Harris Stornoway

Isle of Harris

North Uist

Skye

Inverness

Nairn

Elgin

- Accepting orders
- Coming soon
- Planned area
- In contract/scope
- Exploring Solutions

