Leveraging existing fibre infrastructure to promote eaconomic growth

Discover how partnering with VX Fiber empowers cities and municipal carriers to build future-ready fibre networks with seamless operations, predictable costs, and high-quality connectivity. Learn how VX helps utilities enhance network reach and foster economic growth.

Summary

The partnership with VX Fiber empowers the city to extend its network reach, improve service quality, and foster economic development. Through a future-ready fibre network, residents and businesses alike gain access to high-quality connectivity, while the municipal utility benefits from streamlined operations and predictable costs.

1. Background and Objectives

Background and Drivers

In a mid-sized city with approximately 60,000 inhabitants, the municipal utility initiated and built a fibre network a decade ago. This network now covers around 80% of premises, with 30% of households already using fibre-powered internet services. The network accommodates various topologies, including PON, XGSPON, and PtP, along with corresponding active network components.

Vision, Mission, and Objectives

The municipalities's primary objective is to provide citizens and businesses with future-proof technology that enhances the attractiveness of the city as a place to live and work. The city-owned utility aims to build a professional telecommunications business that delivers fibre as a public asset, while also ensuring it remains a viable long-term enterprise.

Objectives and Business Drivers

Increase Network Penetration	Customer Accessibility	Resource Efficiencyy	Predictable Operational Costs	Partnership Flexibility
Expand wholesale access to increase overall network penetration.	Develop a user-friendly platform to simplify network access for customers.	Limit internal resource use while pursuing a wholesale business model.	Establish a predictable cost structure in fibre operations as the network footprint grows.	Pursue partnerships that either drive higher network take rates or reduce operational costs.

2. Requirements and Challenges

Value Proposition and Product Requirements
To meet the needs of the city and its utility, the fibre network should support:

- **B2C Customization:** Efficient fibre network operation, including automatic provisioning and enhanced control over service packages, customizable bandwidth options, telephony, IPTV, and wholesale capabilities.
- **B2B Services:** High-quality, symmetrical B2B products delivered on an L2 basis with comprehensive Service Level Agreements (SLAs) to meet the demands of business customers.

City's Needs
The city seeks a white-label ISP operation combined with a comprehensive operational platform, allowing municipalities to reduce service production costs. Automated IT processes should support network operations, and over time, additional ISPs should be incorporated to reach a steady-state take rate of over 60%.

Network Operations Partner Requirements
A reliable service provider is required to manage network operations, including:

Hardware monitoring and maintenance	Structured troubleshooting protocols	Clear communication of maintenance schedules	Assurance of network component compatibility	Hardware lifecycle monitoring and spare parts management

Challenges and Concerns
The city recognizes potential challenges in the following areas:

- **Overbuilding by Competitors:** An Open Access model reduces this risk by inviting diverse ISPs to operate on the network.
- **ISP Reputation:** Quality service delivery is essential. White-label services and additional ISP options via wholesale must meet high standards.
- **Network Control:** Strategic outsourcing fosters collaboration and efficiency while retaining essential control.
- **Internal Expertise Gaps:** VX Fiber's skilled personnel and knowledge transfer fill expertise gaps, allowing municipalities to focus on core operations.
- **Operational Costs:** VX Fiber's "pay-as-you-grow" model aligns costs with active customer growth, providing a predictable cost curve. As the network expands, take rates and revenue are expected to increase.
- **Commercialization Potential:** Through enhanced sales and innovative business models, the partnership with VX Fiber fosters economic growth and network commercialization.

3. Solution and Partnership with VX Fiber

Strengths of Partnering with VX Fiber
The VX Fiber partnership offers an integrated, seamless solution that includes:

- **Integrated Hardware and IT Management:** VX Fiber's proprietary software harmonizes hardware and IT, with active components either owned by Municipalities or provided by VX Fiber.
- **User-Friendly Interfaces:** Intuitive graphical interfaces streamline product management and integration with existing systems.
- **Expert Support:** Access to skilled network engineers and developers, available 24/7.
- **Customized Processes:** Tailored workflows to meet the specific needs of municipalities and their partners.
- **Proactive Communication:** Regular consultations and personalized reports on network health, performance, and customer metrics.
- **Automated Open Access:** Eliminates the risk of overbuilding and maximizes efficiency through automation (e.g., "zero-touch provisioning"), reducing internal resource demand.
- **Competitive Advantage:** Data shows that open access and competition within the network drive uptake rates for municipalities's products.

4. Results and Benefits

Customer Benefits of Partnering with VX Fiber
By partnering with VX Fiber, the city and its municipal carrier will achieve their objectives, leveraging existing infrastructure to promote economic growth. City residents will benefit from a broad selection of products across various carriers, while operational costs for maintaining an Open Access network are managed by VX Fiber.

Ready to accelerate your business?

Contact us today and we will tell you how.

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VX Fiber