

17th March 2021

GRAYSHOTT GIGABIT

The information contained in this presentation is not a commitment, promise, or legal obligation to deliver any material, service, or product. The development, release, and timing of any Services described for Grayshott Gigabit rollout and plans remain at our sole discretion. Proprietary & Confidential.

| Grayshott
Gigabit

AGENDA

- About Us
- Objectives of Grayshott Gigabit
- Bridging the Digital divide
- Government Targets & Objectives
- Current Status & Our Plan
- Deployment Scenarios
- Building Community Champions
- GBVS
- Other Initiatives

ABOUT US

- Business is Local – We are based in Grayshott
- 20+ years in Telecoms
- Managed Large National Networks for Global Telecom Providers
- Built Digital Strategies & National Broadband Frameworks for Governments
- Experience in Rural telecoms
- Experience in Wholesale, Fixed National, Broadband, Wi-Fi Access

AIMS

- Grayshott Gigabit aims to build a new next generation full fibre network in rural East Hampshire & Surrey Hills
- We aim to connect homes & businesses across these areas to bridge the digital divide and will offer up to 1 Gbps internet broadband, guaranteed managed Wi-Fi, and value added services
- Towns & Villages will be connected with fibre optic rings, to create a large rural full fibre network, spanning hundreds of kilometres
- Premises will be connected via Fibre To The Premise (FTTP), or Gigabit Fixed Wireless Access (FWA).
- Grayshott Gigabit will leverage government funding, and is working with the local parishes & Hampshire County Council to accelerate deployment phases
- We aim to start our build by Summer 2021

DIGITAL DIVIDE

Broadband: Poor speeds could see economy 'left behind'

By Sarah Dickins
BBC Wales economics correspondent

🕒 10 December 2020

Covid lockdown: 'Cut off' village still blighted by slow broadband

🕒 4 November 2020

Fibre broadband: The cost of delivering in rural areas

By Jane Wakefield
Technology reporter

🕒 15 November 2020

High charges for rural broadband investigated by Ofcom

By Jane Wakefield
Technology reporter

Broadband boost for rural areas with cash injection

🕒 12 September 2020

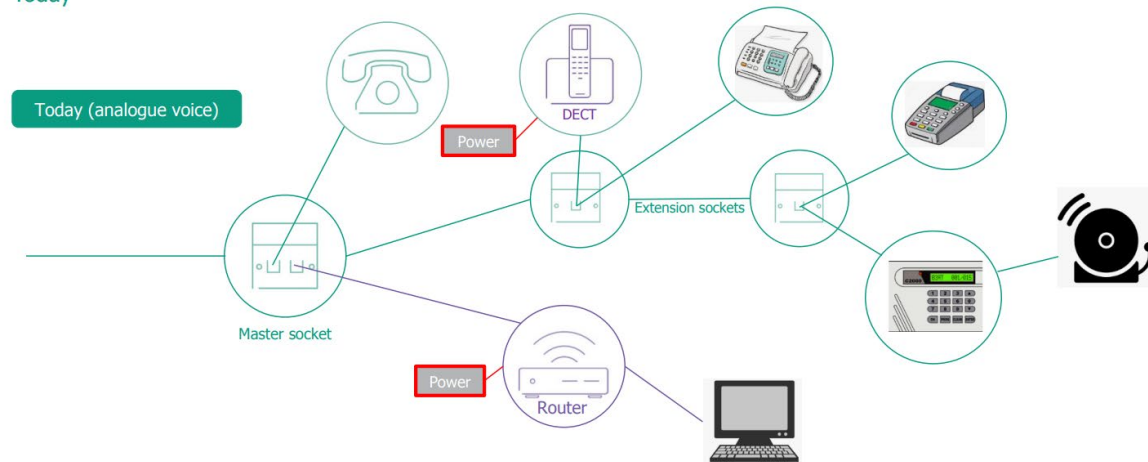


OPENREACH ANALOGUE SWITCH OFF

Threat for Rural areas, with poor mobile coverage, and reliance on fixed telephony

So what's changing inside the premises ?

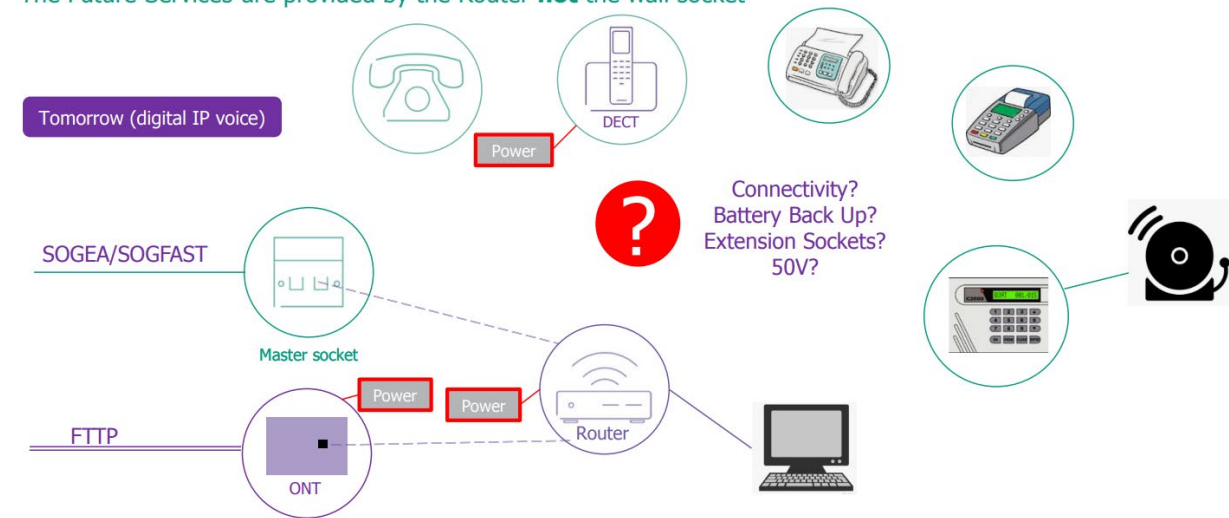
Today



openreach
Connecting you to your network

So what's changing in the premises ?

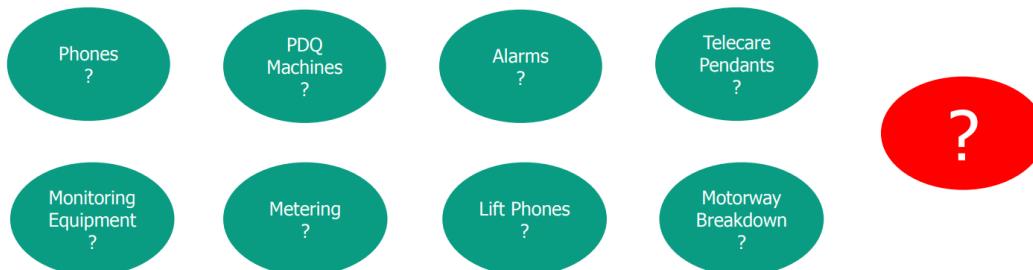
The Future-Services are provided by the Router **not** the wall socket



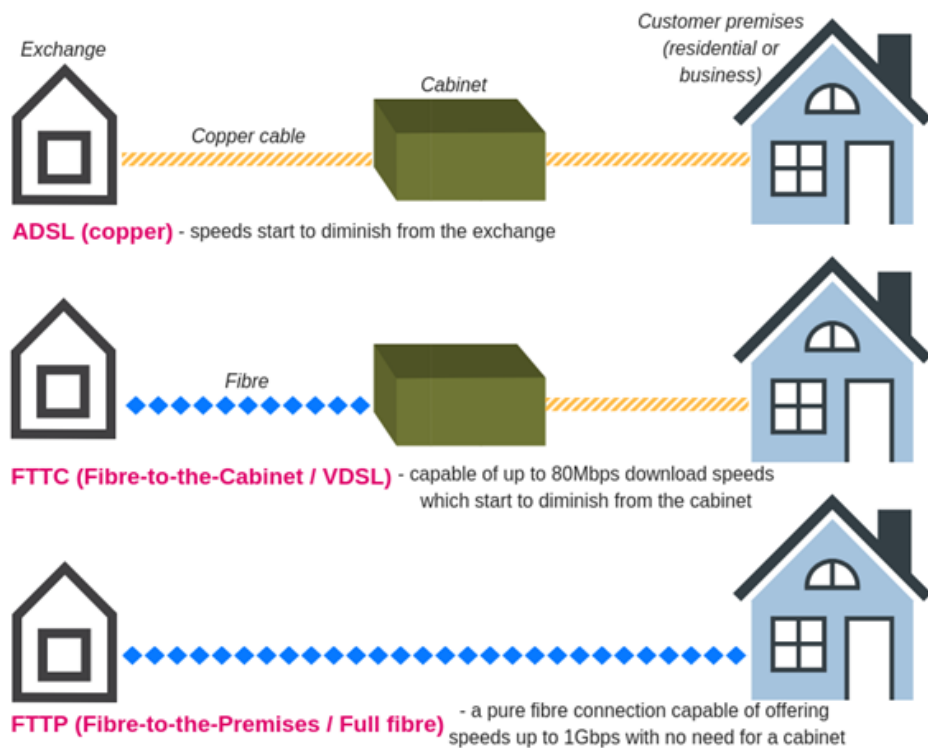
openreach
Connecting you to your network

What products might not work?

If you have products connected today into a telephone line these may not work when the line is changed migrated to ALL IP



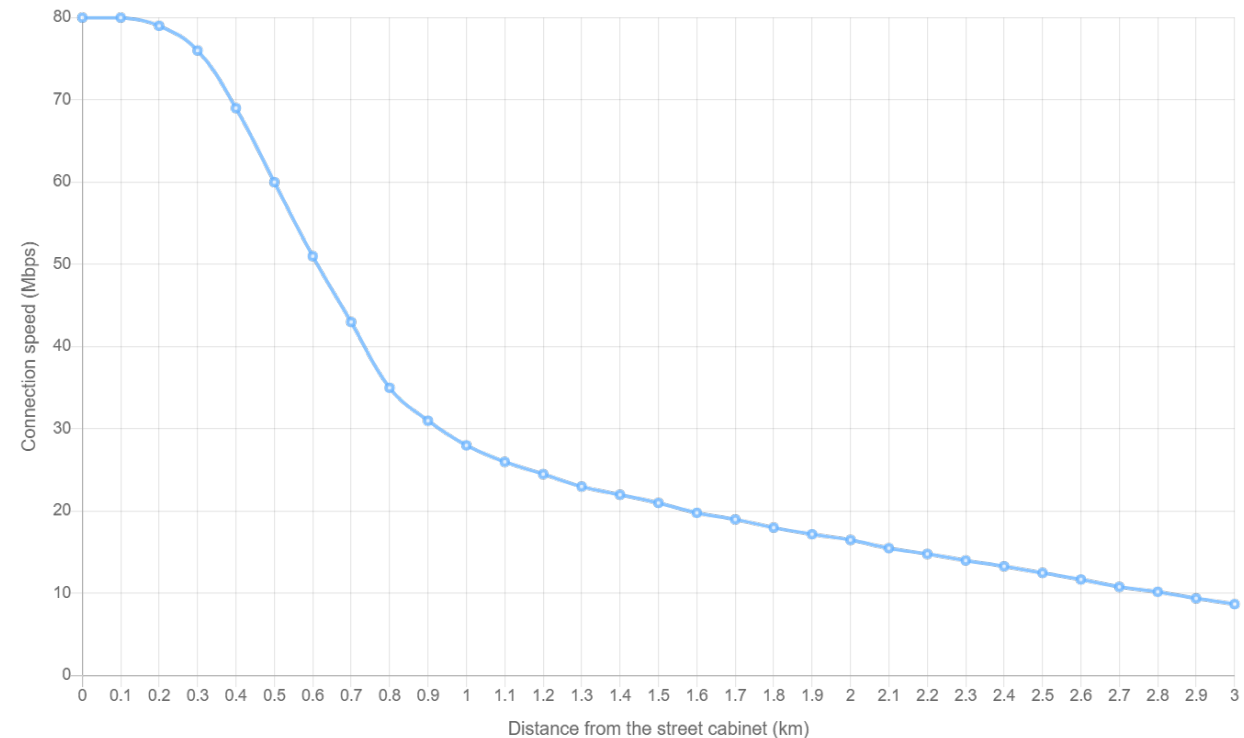
CURRENT CHOICES

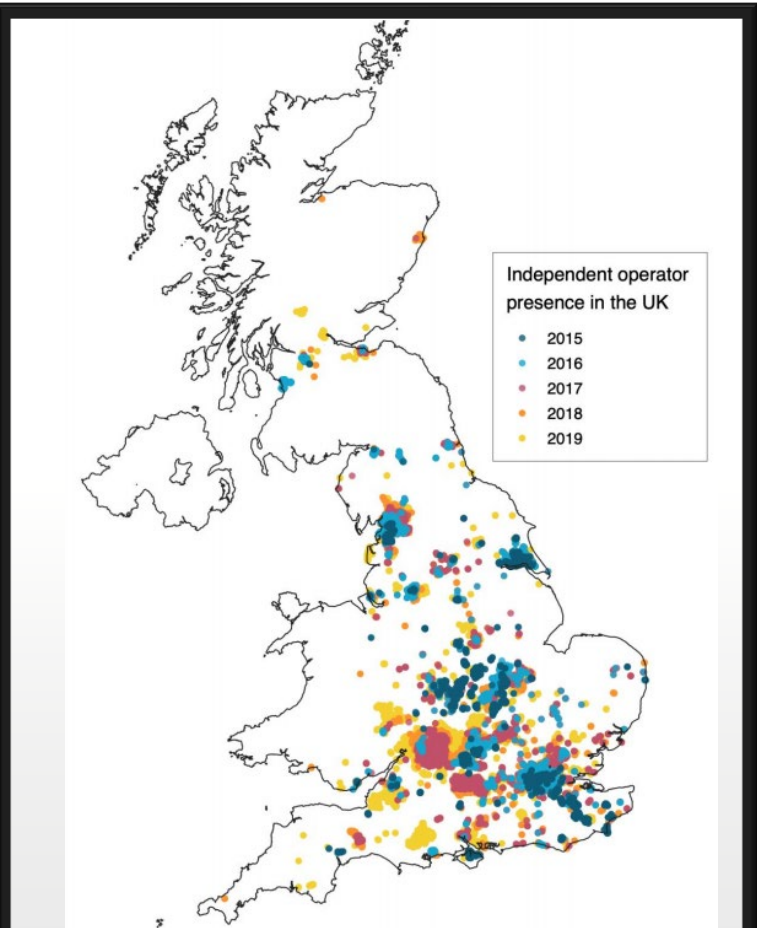


Name	Technology	Speed	Service Provider
Standard Broadband	Copper ADSL (via Openreach)	<10Mbps	BT, Openreach Retail
Superfast	Copper VDSL FTTC (via Openreach)	10-80Mbps	BT, Sky, TalkTalk, Plusnet, Vodafone (Openreach Retail)
Ultrafast	Cable/Coaxial	300Mbps +	Virgin
Gigabit	End to End Fibre FTTP	1Gbps+	BT Fibre, or Altnets (Grayshott Gigabit)
Fixed Wireless	Fibre/Wireless	50Mbps to 500Mbps	Rural Providers Line of Sight Dependent
Mobile Data	4G/5G EE, O2, Vodafone..	20 – 200Mbps	Coverage Dependent
Satellite	LEO Satellites (StarLink, SpaceX)	100Mbps	Beneficial for really remote areas (Highlands etc..)

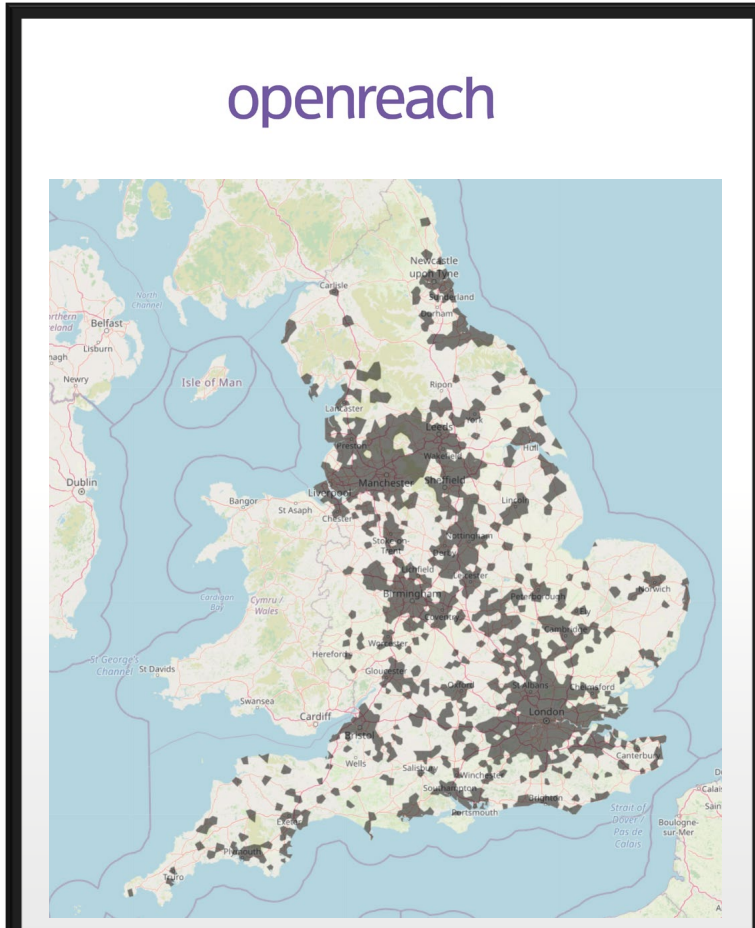
SUPERFAST TODAY

- 93% of East Hampshire covered by SuperFast Broadband (10-80Mbps)
- Broadband speed on Superfast varies from how far you live from Openreach cabinet.
- Copper signal degrades with distance. Note. Fibre will not have any signal loss in Grayshott
- 7% Homes/Farms still below 10Mbps, and cannot get SuperFast Broadband

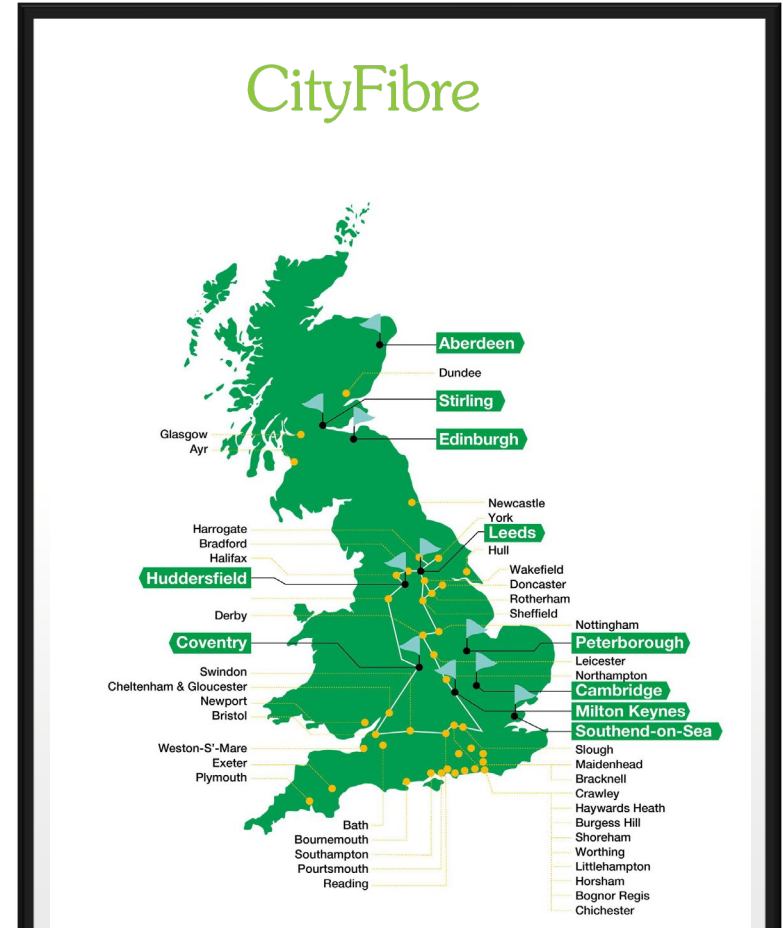




[INCA-Point-Topic-Report-Spring-2020.pdf](#)



[Fibre First: Your future with broadband | Openreach](#)



[Gigabit Cities - CityFibre](#)

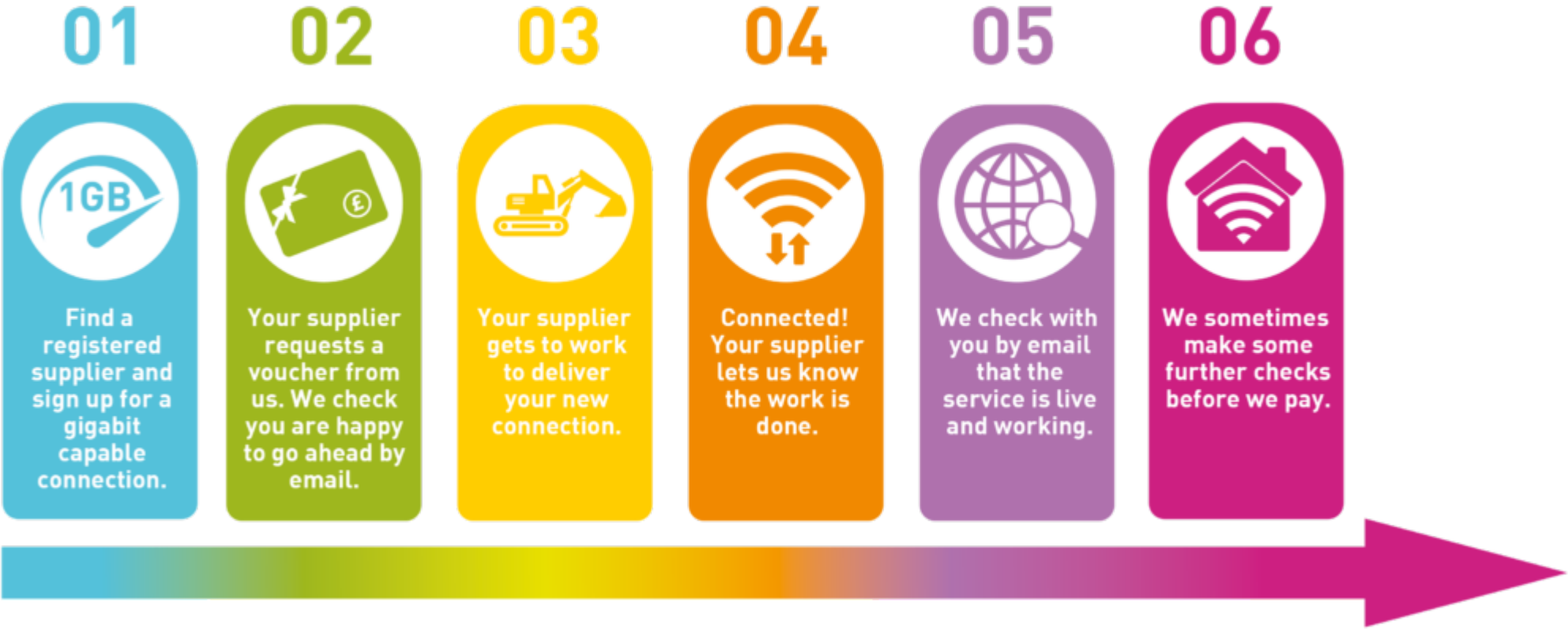
SERVICES

- Grayshott Gigabit will start off to be integrated services provider
 - High Speed Internet
 - 100Mbps or 1Gbps
 - Business Services – 500Mbps
 - OTT TV
 - VoIP
 - Managed Wi-Fi
 - Other Value Added Services
- We will support One Touch Switching – Ofcom regulated ability to allow consumers choice in Dec 2022

PRIORITY

- Builds are based upon:
 - geographical network alignment
 - % uptake based upon per dwelling/parish area
 - Minimum 150 premises per allocation
 - Local Digital Champions
 - Support of Parish Councils
 - PIA Site surveys – blockages in ducts, unhealthy poles, congestion
 - Cabinet location approvals
 - Any civils required – New ducts/Poles
 - Any objections to access poles/power/wayleaves/traffic management
 - Non-standard installations

GBVS



BUILDING COMMUNITY CHAMPIONS

Support from Grayshott Gigabit

- Town Hall / Webinar
- Leaflet Campaign
- Supporting local community champions
- Marketing Materials
- Social Media Support
- Website/Content
- Parish Magazine
- Any other activities/ideas, please let us know?

OTHER INITIATIVES

- Community Website & Community Champions
- Broadband & Wi-Fi Surgeries
- Show Home/Smart Home to highlight value added services
- Lower cost internet access for vulnerable groups
- Local Skills Training
- Local Employment
 - Apprenticeships
 - Installation/Fibre Engineers
 - Sales & Marketing

Q & A

WWW.GRAYSHOTTGIGABIT.COM