

high speed broadband in your community

## Welcome to the NextGen 09 Roadshow



The debate about Next Generation Broadband is heating up. The government's interim Digital Britain Report has been published and around the country people are starting to ask what this 'superfast broadband' thing is all about, whether and when they are going to get it, and how much it will cost? Meanwhile around 6% of the population struggle along in the slow lane with broadband speeds of 2mbps or less.

The NextGen Roadshows are designed to explain the issues and highlight action, taking place at regional and local level. The major players have plans to provide higher speed broadband services to about 50% of the population. Many question whether their plans for 'fibre to street cabinets' is the right solution, or whether we should be working to replace all copper telephone lines with high capacity fibre optic cable. Just as pertinently, if only 50% are going to benefit from new investment, what happens to the rest of us?

At the Roadshow you will have an opportunity to learn what action is taking place in your region, and to discuss the future needs of your businesses and your communities. What benefits can we expect to see from Next Generation Broadband? How will it change the way we do business and use public services? Is it possible to stitch together a 'patchwork quilt' of local next gen initiatives to cover the missing 50% and how do we set about doing it? Should the government intervene with major funding? What are regional development agencies and local authorities thinking about the issues? Why are councils like Manchester, Gateshead and a host of others investing in pilot and start up next gen projects?

Thanks to Alcatel-Lucent and our other sponsors, I hope that today you will enjoy a lively debate, learn more about the issues and contribute your views on what needs to happen nationally and locally.

Enjoy!

Malcolm Corbett  
CEO, CBN

### A message from our Lead Sponsor: Alcatel-Lucent

Alcatel-Lucent is the trusted partner of service providers, enterprises and governments worldwide, providing solutions to deliver voice, data and video communication services to end-users. As a leader in fixed, mobile and converged broadband networking, IP technologies, applications and services, Alcatel-Lucent has the right solutions for anyone wishing to implement next generation access solutions.

Alcatel-Lucent is proud to be able to associate itself with the CBN Roadshows, and believes that the 'Can we do it? Yes we can' theme answers the right questions that forward thinking Councils are asking. Leveraging the unrivalled technical and scientific expertise of Bell Labs, one of the largest innovation powerhouses in the communications industry, with operations in more than 130 countries and the most experienced global services organisation in the industry, Alcatel-Lucent is your local partner with a global reach.

# NextGen Roadshow Speakers



## Malcolm Corbett

Malcolm Corbett is the chief executive of the Community Broadband Network, [www.broadband.coop](http://www.broadband.coop), the recognised leader in developing community-based next generation broadband projects. CBN works with public and private sector organisations including leading local authorities like Manchester, Birmingham and Nottingham.

Malcolm is active in the world of co-operative and social enterprise. Prior to working on the development of CBN, Malcolm was a director of Poptel, the co-operative Internet provider, where he developed new business opportunities and co-invented the global top level Internet domain .coop. Malcolm was also the founding chair of Social Enterprise London, the first regional organisation promoting social enterprise in the UK.



## Adrian Wooster

Adrian is the technical director of CBN, where he specialises in broadband strategy and architecture, and leads CBN's work in Africa. After almost 20 years in international telecommunications, Adrian returned to the UK and became actively involved in the community broadband movement.

During a varied career, Adrian's work ranged from high-availability ASP and fibre-optic networks in Silicon Valley, through national broadband strategy for a competitive operator, to internationally recognised work on policy-based smart-edge networks.



## Roger Darlington

Roger Darlington is the Member for England on the Communications Consumer Panel and leads the Panel's workstream on next generation issues. He spent 24 years as a national official with the Communication Workers Union before becoming a portfolio worker in the consumer world. He has been Chairman of the Internet Watch Foundation and

Chairman of the Greater London Region of Postwatch and is now a Board member of Consumer Focus. He writes a blog on communications issues here: [www.rogerdarlington.me.uk/commswatch](http://www.rogerdarlington.me.uk/commswatch)



## Liz Reid

Liz's background is in Economic Development and she has worked in Gateshead Council in roles focused on inward investment and securing the ongoing presence and growth of local businesses, for over twenty years. These twin aims, of improving the local economy and creating jobs, are now even more closely aligned, as Liz is part of the team responsible for ensuring the delivery of Gateshead's Major Regeneration Projects, and is making sure that a number of key ICT are brought in, on-time and to plan.

Liz first saw the potential of using technology and ICT as a catalyst for economic development in the late nineties, and has spent recent years working to ensure Gateshead is "well connected".



## Dr. Steve Sheppard

Steve has a PhD in economic development from the University of Cambridge and a first degree in economic geography from the University of Middlesex. He has worked in the fields of science, technology, innovation and enterprise policy and programmes, across the UK over the last 20 years, in academia, consultancy and for industry. He set up Adroit

3 years ago, having been director of economics in DTZ Piedad, where he established and led the technology team. Assignments include market research and green book appraisal of a strategic bio-energy research park in the SE of England, regional ICT strategies for two thirds of the UK and evidence making the case for ICT business support to BERR/Treasury on behalf of all the RDAs.



CBN's Roadshows and Events are organised by Marit Hendriks and Andrew Macdonald.

Marit is on the board of CBN and can be contacted here: E-mail: [m.hendriks@broadband.coop](mailto:m.hendriks@broadband.coop) Tel: 07734 919479

Andrew runs GFI Events - a project and events management consultancy - and can be contacted here:

E-mail: [andrew@gfievents.co.uk](mailto:andrew@gfievents.co.uk) Tel: 07802 460789.



## Brian Condon

Brian has over 20 years experience as a consultant and business developer. His work includes telecoms joint ventures in Ukraine, scenario planning at PA Consulting Group and leading the IT and Telecoms team as Managing Director of Close Brothers Corporate Finance. Brian has extensive knowledge of the broadband scene internationally and he leads

on CBN's relationship with the Dutch consultancy Close the Gap, responsible for the hugely successful Ons Net project in Nuenen and Eindhoven. Brian also set up an experimental satellite/wireless community network in Conyer, Kent.



## Shaun Fensom

After studying electronics at University, Shaun Fensom invented Poptel, an employee cooperative that became known in the 1980's and 1990's for its pioneering work providing on-line communications and information services to campaigning and development organisations. Poptel became one of the UK's first ISPs and in 2000 won the right to launch a new top level

Internet domain for cooperatives - .coop. Shaun is now an independent consultant. He is chair of the trade association, Manchester Digital, and chair of Community Broadband Network.



## Houston Spencer

Houston Spencer has been helping customers and clients navigate upheavals in the communications industry since 1991. Beginning by working with satellite ground systems in outback Australia, he then served clients internationally with strategy consultants McKinsey & Company, and was a member of the McKinsey team that generated the business best-seller The

Alchemy of Growth. Houston joined Alcatel's Asia Pacific headquarters in Shanghai, in 2001, to work on the growth of its business in the region. He later moved to Paris to help establish Alcatel's global Marketing team. In his current role as vice president, solutions and marketing, Houston is deeply engaged on the transformation of the telecoms business model, and how the industry can use this opportunity to further enrich people's lives by transforming the way they communicate.



## Chris Smith

Chris Smith is the Commercial Director at Geo; Geo provides dedicated fibre optic networks – example: FibreSpeed.

Chris joined Geo in January 2009 from DX Group where he was Director Marketing. Previously, Director Marketing & New Business Development with BT Wholesale for five years; notable initiatives include the Broadband Britain campaign and the industry consultation on the 21CN next generation network. He holds a Business Masters from McGill University and a degree in Microelectronics and Computer Engineering.



## Dr. Alex Roy

Dr Alexander Roy is a qualified economist with a particular specialism in ICT/broadband infrastructure and related knowledge-based industries, and economic impact, evaluation and appraisal of projects in these sectors. Alex is currently working in collaboration with the Community Broadband Network (CBN) on DurhamNET. His previous experience

includes a cost-benefit analysis to secure EC and UK Government funding for the South Yorkshire Digital Region project; and ICT infrastructure assessments for NWDA, the Countryside Agency, South Yorkshire, Cumbria, Leicestershire and Doncaster. Prior to joining Adroit, Alex was a founder member of Steve Sheppard's Technology Team at DTZ Consulting & Research. Alex holds an ESRC-sponsored Doctorate from the University of Leeds.



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