Briefing
Openreach fibre to the premise (FTTP) developer offer

New site developer offer

The default Openreach offer to all new sites with 20 or more plots is FTTP. This is available throughout the UK regardless of location, and is offered free of charge to the developer. Sites under 20 plots can also have FTTP installed with a "sliding scale" contribution model for developers.

There's no procurement path required nor needed to request a quote, as everything is free from developer charge. We encourage registration as early as possible, 8 weeks before start on site date or six months before the date you want broadband available at your first property. The registration lead-times are required so we can build the off-site network to ensure the first plots are connected on occupation, from November 2021 all newly regsitered sites will be fully FTTP, Openreach will not provide any copper based network which has historically been used for site lines, sales offices, lift lines, pump stations, etc.

Openreach offer a repayment fee for Houses and Flats and this is a standard fee, agreed with the HBF so all developers are treated equally. We do not have a regional / volume pricing model nor will we engage in predatory pricing nor rebate accelerators with utility bundling, we believe this restricts competition and end user choice and value.

Site registration and management

The developer registration portal can be found here and has a variety of "how to" articles to assist in using all available functions. Many developers are already registered, however, if they're not then the process is straight forward and there is a process for consultants to register too with a slightly different process.
https://www.developers.openreach.co.uk/developerportal/index

The rate card for sites of less than 20 plots can be found here, however its unlikely larger developers/developments require this; https://www.openreach.com/content/dam/openreach/openreach-dam-files/images/fibre-broadband/fibre-for-developers/Rate%20card%20website.pdf

Network re-arrangements

Requests to move or remove existing Openreach network is handled by our network rearrangement team. More information and the submission for requests can be found here: https://www.openreach.com/network-services#alteringournetwork. Network rearrangement work is chargeable and surveys/quotes should always be requested and followed up on as timescales can be lengthy especially where large volumes of infrastructure is required to be altered and/or there is traffic management required.

Communication Providers

Openreach offers an open access network - we install the fibre infrastructure for our communication providers (CPs) to connect their customers to broadband and telephony services. With an open access network, end users have a wider choice of provider as any CP can offer service. A closed network restricts competition and customer choice.

Physical Infrastructure Access (PIA)

Openreach offers the use of ducting/boxes/poles for other network providers to use. This is known as physical infrastructure access (PIA) and is an OFCOM regulated product, designed to drive competition in the marketplace for the benefit of the end users.

- PIA allows developers to minimise duct and joint box build but maximise the number of network providers
- It does require some additional work/cost from the developer in respect to larger/additional joint boxes to guarantee space for all providers.
- Openreach is more than happy to work alongside any other supplier who the developer wishes to install
- Openreach do not request or require exclusive rights to serve the site.

Connecting schools, NHS and Blue Light services

Openreach's network underpins most of the communication providers that are part of the government's procurement framework, RM3808, that supports English NHS services, schools and other blue light network requirements.

These public sector organisations need a connection to the private networks as well as the internet for central reporting such as attendance, school meals, sickness, salary change, NHS record management etc. Our CP's utilise Openreach as part of the networks that they provide under the Governments procurement frameworks which creates choice and competition within the marketplace.

The above is not the case for all network providers as they may not be utilised by suppliers on the frameworks. If the chosen network provider does not have an open access network or commercially viable PIA process then Openreach and our CPs will not be able to provide any connections, this risks buildings not being connected or delays in the connection process.

Summary;

- The Openreach network has the largest volume of CP's and the most household named brands
- Openreach will share a site with other network providers and don't demand exclusivity, this increases homeowner choice
- Openreach will provide network at all sites across the UK regardless of size, other providers pick larger sites only
- The Openreach investment in new sites and the national fibre upgrade will mean that more new homeowners will already have been an Openreach CP customer and will expect the same in their new home
- The use of PIA reduces footpath congestion whilst increasing homeowners choice and potentially multiplying rebates to developers
- The Openreach CP's can connect homes, businesses, NHS and Public sector buildings
- Installing Openreach leaves a lasting legacy of broadband choice for future homeowners