

# Fibre-based Triple Play anywhere?

*A powerful platform for European research and development...*

**B**orderlight has, for the past five years, proven that Fiber To The Home with full Triple Play services (digital IP-TV, IP Telephony, internet and centralised IT) can be profitable when deployed in a wide range of societies.

Fibre-based services in rural parts of Sweden like Älvkarleby, with 18 homes per square kilometre, and operations in dense city areas like Uppsala, with 1,200 homes per square kilometre, have both successfully conquered a large part of the old legacy ADSL services at good economy for both fibre network owners and consumers.

Five years of operation have been profitable from day one and this operation has been awarded the Dun and Bradstreet AAA rating (highest credit rating), with zero external investments and minor government subsidies for the most rural deployments (less than 13% during five years).

More than 70km of tracks with fibre cable, optical ducts and technical sites have been built and financed by customer contracts. This fibre backbone covers cities, villages, multi-tenant and small houses with a potential market of



*Borderlight installs fibre cable at -12°C*



*Sten Oscarsson, Borderlight CEO demonstrates IP-TV*

65,000 homes and 6,000 enterprises. Those assets are fully-owned today and will continue to produce income for at least 30-60 years. Current contract bases with long-term customers like public administrations, hospitals and large real estate owners can be evaluated to more than €15m for the next 10 years.

The key to our success has been the public contracts we have won with municipality administration and large real estate owners, as well as a business model that releases and captures the full revenue stream from former telecom and cable TV monopolies with a small and efficient organisation.

This business model includes the full production and distribution chain for digital IP-TV, large-scale IP Telephone switches, internet access and data centres for centralised IT services with marketing, subscriber provisioning, billing and management. The technical platform is gradually adapted to larger customer growth by further automation.

Borderlight's environment has also shown to be a powerful platform for European research and development of future fibre-based products and

services, since both state-of-the-art fibre technology, as well as one of the widest portfolios of fibre-based services with live customers, are present in the same organisation. Borderlight has successfully completed participation in EUREKA projects like Mobilizing Internet, we are members of the ongoing EUREKA project SODA, and we have been chosen to lead a new CELTIC project called HDViper for next generation, high definition videoconference services.



**Sten Oscarsson**  
CEO

**Borderlight AB**  
Kungsängsgatan 14  
753 22 UPPSALA  
Sweden

**Mobile: +46 709 174 650**

**sten.oscarsson@borderlight.net**  
**www.borderlight.net**