



The European Agricultural
Fund for Rural Development:
Europe investing in rural areas

Open Market Review Marches & Gloucestershire Viable Clusters Broadband Project

REQUEST FOR INFORMATION

1. INTRODUCTION

DEFRA through the Rural Payments Agency have announced a £30m package of financial subsidy for Local Authorities in England to support Superfast Broadband interventions in the “final 5%” of exclusively rural areas. This funding is from the European Agricultural Fund for Rural Development (EAFRD) programme.

In response, a joint initiative is planned by the authorities covering the Marches and Gloucestershire LEAs; namely Herefordshire Council, Gloucestershire County Council, Shropshire Council and Telford & Wrekin Council.

This initiative is named the Marches & Gloucestershire Viable Clusters Broadband Project (MGVCBP) and seeks to identify significant clusters of Next Generation Access (NGA) white premises which could offer a viable entity for suppliers to serve with and maintain bespoke NGA networks.

The project will work alongside a range of existing initiatives and projects being delivered across the Marches and Gloucestershire to increase the availability of Next Generation Access broadband. These include mainstream contracts with BT, Gigaclear and Airband as well as alternative grant funded activity such as the Marches and Gloucestershire Business Broadband Grant Scheme.

Specifically for the Fastershire area (Herefordshire and Gloucestershire) the project forms one element of Stage 4 of the Fastershire Broadband Strategy.

The project wishes to undertake this Open Market Review (OMR) to establish the location of existing and planned (next 3 years) commercial coverage of broadband services across the potential project intervention area by all existing and any prospective, NGA broadband infrastructure providers.

2. GEOGRAPHICAL SCOPE

The three Broadband Delivery UK (BDUK) / Local Authority funded programmes which cover the area Fastershire, Connecting Shropshire and Superfast Telford have gathered their relevant data and intelligence regarding both commercial provision and the subsidised coverage that either has been or will be delivered in the coming years to generate what they believe are the remaining white areas.

A series of clusters have been selected from these locations which have the potential to deliver significant economic returns via the provision of superfast broadband capability which is a core requirement of the EAFRD funding that is being targeted. It is from these clusters that the partners intend to generate the

intervention area for the MGVCPC project and for which we are seeking input from the private sector to help refine.

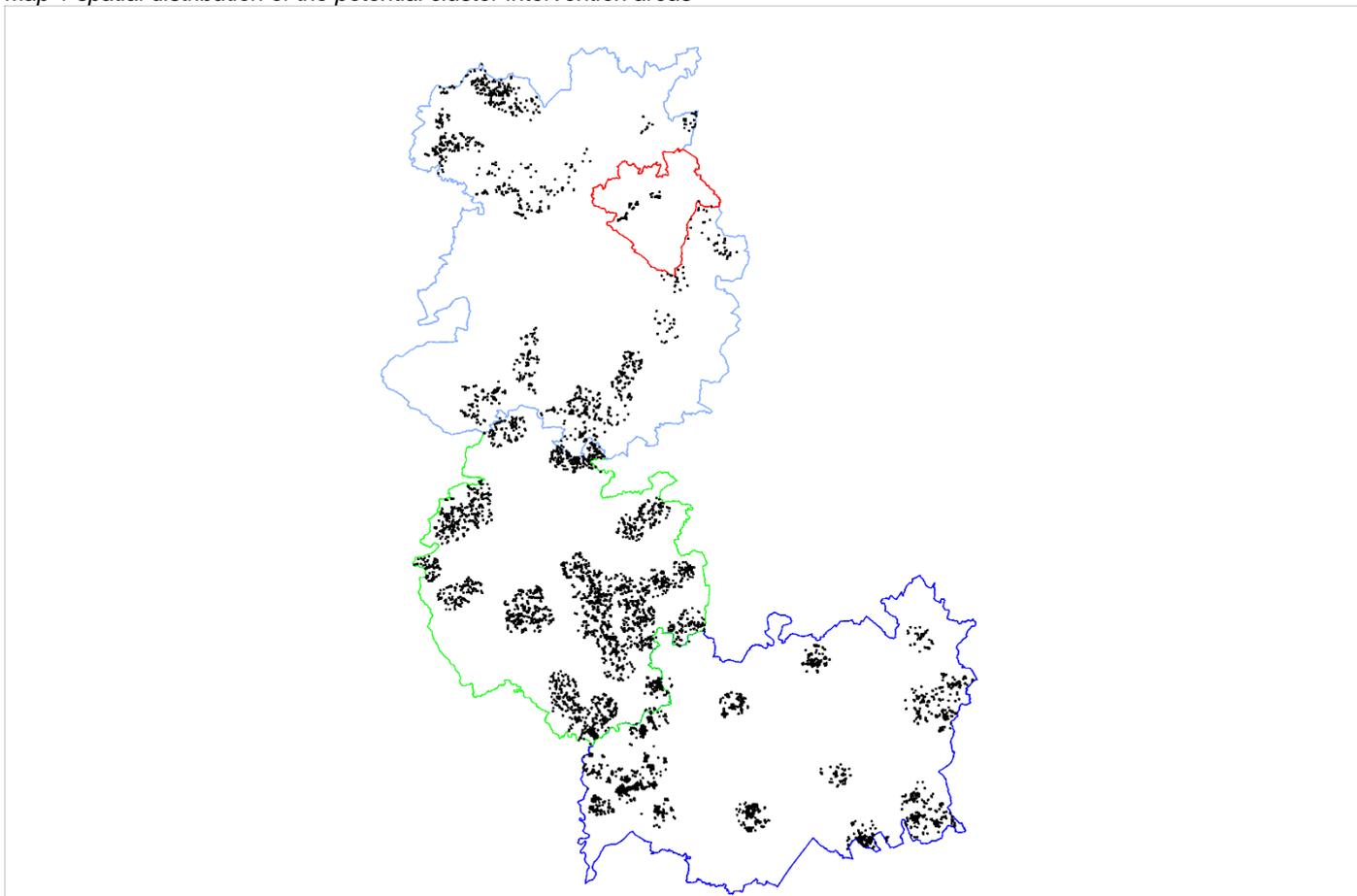
The geographical scope of any procurements that result from the MGVCPC project will be defined at a premise level. This is for the benefit of all, not least private providers. Whilst the partners wish to avoid any overspill into the network footprint of commercial or other subsidised providers they are unwilling to allow citizens' premises to fall through the gaps as a result of either defining postcode areas as either in or out of scope where only partial coverage exists. As any submission will be treated as commercially sensitive and only re-presented on an aggregated basis, we trust that providers understand our reasoning and comply in good faith. Where premise level detail is not forthcoming but where the Authorities are in receipt of alternative evidence of availability at that level for any given supplier, that evidence will be favoured in the design of the public consultation documentation.

The 15,269 premises included in the potential MGVCPC Intervention Area are included in a Response Template spreadsheet which is available to suppliers via Herefordshire Council's Pro-Contract portal.

The premise data for Herefordshire and Gloucestershire is taken from Address Base Premium Epoch 36 (November 5th 2015) using the premise classifications identified in Appendix 1 of this document. In relation to Shropshire and Telford & Wrekin, Address base has been used which was generated in July 2015.

Map 1 below identifies the location of each premise under consideration for inclusion in the MGVCPC project. This Map is also available in a GIS format upon request.

Map 1 spatial distribution of the potential cluster intervention areas



3. PROGRESS TO DATE

The Table below demonstrates the progression of Next Generation Access (>30Mbps) availability across the partner authority areas across the Marches and Gloucestershire LEP Areas. The figures from 2012 to 2017 are taken from www.thinkbroadband.com, whilst the 2019 figures are forecasts provided by Fastershire, Connecting Shropshire and Superfast Telford and based on the likely outturn from the current range of contracts.

	>30Mbps Mar 2012	>30Mbps Sep 2017	>30Mbps Forecast by end 2019	Estimated Coverage Gap without further intervention
Herefordshire	0.6%	83.18%	95%	4,000
Gloucestershire	40.8%	89.4%	97%	9,000
Shropshire	10.1%	78.79%	97%	1,845 (3,728)
Telford & Wrekin	77.5%	95.1%	98% ¹	900

The MGVCPC project is being designed to focus on the 'white' premises that will remain without superfast capability without further commercial or subsidised intervention and that are clustered in a way which could be viable for alternative providers to deliver bespoke solutions and result in significant economic growth.

4. PURPOSE OF THIS OMR

As part of the procurement process for the MGVCPC, the partners are initiating this Open Market Review via Herefordshire Council to establish whether any of the premises which are proposed to compose the intervention area have access to existing and / or planned (next 3 years) commercial coverage of broadband services by all existing and any prospective, NGA broadband infrastructure providers.

This OMR is intended as a precursor to a formal public consultation. The OMR, in contrast to that public consultation document, is not a specific requirement but will enable the partners to refine the target intervention area in advance of a State Aid public consultation on our proposed Intervention Areas. It is anticipated that the formal consultation will be published in November 2017 and will remain open for a minimum one month.

The formal procurement process will follow that Consultation and at the time of writing is expected to begin in the early part of 2018.

5. YOUR RESPONSE REQUIRED

We are sending this OMR invite to all recognised broadband infrastructure and internet providers in our area. In addition, we are publishing this OMR document on the Fastershire, Connecting Shropshire and Superfast Telford websites.

The Response Template incorporating our proposed Intervention Area premises is available via our Pro-Contract portal. Please see below for details about Pro-Contract and how to gain access to the Response Template. When responding, we would be grateful if you could confirm your organisation's name and address, as well as the name, position and contact details of the person responding on behalf of the organisation.

More specifically, we require responses to the following questions by 12:00 pm on **November 3rd** 2017.

¹ >24Mbps

1. Please use the Response Template spreadsheet to identify any premises which benefit from current or will benefit from planned investment in broadband infrastructure (basic broadband and NGA broadband) in the proposed MGVCIP Intervention Area.
2. Please follow the instructions within the Response Template to ensure your response can be used to refine the potential Intervention Area.
3. In the case of planned investment, we are particularly interested in plans for the coming three years (to October 2020).
4. Beyond the completion of the Response Template, suppliers are encouraged to provide any information to support the claimed coverage. This should be uploaded with the Response Template to Pro-Contract and include but not be limited to:
 - a. Maps showing existing basic broadband and NGA broadband coverage and separately maps detailing the planned investment in the basic broadband and NGA infrastructure networks for at least the next three years;
 - b. Exact details of premises passed or covered, including information on the number of premises passed (in the case of a fixed network) or covered and able to receive services (in the case of a wireless/satellite network);
 - c. Details of the technology and where these claim to be NGA, demonstrate how they meet the minimum standards as set-out in the BDUK Technology Guidelines²;
 - d. Description of the services / products currently offered and separately those to be offered within the next 3 years;
 - e. Installation and rental tariffs for those services/products clearly identifying whether they are inclusive or exclusive of VAT;
 - f. Upload and download speeds typically experienced by end users;
 - g. Appropriate indicators of quality of the service e.g. contention ratio or bandwidth allocation per end user;
 - h. Evidence to substantiate actual or planned coverage claims including business cases and evidence of available funding to enable plans to be fulfilled;
 - i. Details and timing of roll-out for future investment;
 - j. Confirmation from an authorised signatory that all information provided is of suitable accuracy; and
 - k. Any other supporting evidence as you consider appropriate e.g. public websites.

6. PRO-CONTRACT ACCESS

Go to www.supplyingthesouthwest.org.uk and click on “Supplier Registration” located on the left hand side. This will open a new page and welcome you to the Supplier Registration Wizard.

Click on “Next” (at the bottom of the page) to access the registration from which comprises of 5 steps for you to complete. You MUST complete all the mandatory fields that are indicated with a red asterisk *

Step one is Contact Information & Security – These details will be the main contact details used for any procurement exercise. The email entered here will be the email address that messages are sent to confirming registration details, and all other system communications that may take place in all tender process. We recommend using a generic email to cover for leave and sickness.

Step Two is Company Information – If any of the fields do not apply to your company enter n/a

Step Three is Category Selection - This is where you can register your company to receive automatic e-mail notifications of new opportunities that have been published that may be of interest to your company. For this project ensure that you are registered under Category Code 72000000: IT services: consulting, software development, Internet and support; and, 32000000: Radio, television, communication, telecommunication and related equipment

Step Four is Council Selection - This is where you select the Area/Council that you want to receive automatic e-mail updates from. For this project select Herefordshire Council.

² <https://www.gov.uk/government/publications/2016-nbs-tech-guidelines>

Step Five is Conditions and Privacy – This is where you need to agree to DUE north's (the host company of Pro-Contract) Terms and Conditions and the privacy policy. If you do not agree to these you will be unable to use the system.

Once this registration is complete, you will receive a confirmation e-mail and a further two e-mails informing you of your username and password.

If you require any assistance regarding the Supplying the South West Portal or Pro-Contract System then please contact Due North on swsupport@due-north.com or 0844 334 5204, lines are open Monday – Friday 08:30 to 17:00 (excluding English bank holidays)

The OMR Response Template will be released to providers via Pro-Contract once a signed Partners Standard Form PSMA Contractor License has been submitted. The Contractor License is a requirement of the licensing arrangements in place with the owner of the premise data (Ordnance Survey).

The Pro-Contract site is independent from the Herefordshire Council's own email/web site and allows access and retrieval of large files such as the OMR Response Template. In creating a log on user ID and password, you will be automatically registered to receive email alerts for the forthcoming MGVCIP Invitation to Tender documentation (subject to funding).

Please note that the data you provide in your response will be treated as commercially confidential to Herefordshire Council and its Local Authority partners, albeit that it may be necessary to share some/all of your response data with our professional advisors and/or DCMS/BDUK, Ofcom, BIS State Aid Branch and the European Commission in the course of seeking State Aid. It should also be noted that it is a State Aid requirement to utilise this information to produce State Aid maps to define white, grey and black areas for basic and NGA broadband. These maps will be published as part of the Public Consultation process and will be utilised to define the intervention area. However, please note that these published maps will be assimilated utilising data from all relevant operators and will not be directly attributed to a single source.

If you have any questions about any of the above, please contact Matt Smith at Fastershire msmith3@herefordshire.gov.uk

Appendix 1 Retained Premise Classifications

Detached	Equestrian	Builders' Yard
Semi-Detached	Postal Sorting / Distribution	Library
Terraced	Youth Recreational / Social Club	Theatre
Shop / Showroom	Power Station / Energy Production	Education
Self-Contained Flat (Includes Maisonette / Apartment)	Zoo / Theme Park	Garden Centre
Property Shell	Sheltered Accommodation	Infant School
Commercial	Health Centre	Art Centre / Gallery
Retail	Residential Institution	Development Site
Dwelling	Food Processing	Medical / Testing / Research Laboratory
College	Office	Privately Owned Holiday Caravan / Chalet
Care / Nursing Home	Museum / Gallery	Medical
Restaurant / Cafeteria	Boarding / Guest House / Bed And Breakfast / Youth Hostel	Emergency / Rescue Service
Hotel/Motel	Place Of Worship	Fish Processing
Servicing Garage	Activity / Leisure / Sports Centre	Higher Education
Public House / Bar / Nightclub	Residential	Racquet Sports Facility
Farm / Non-Residential Associated Building	Retail Service Agent	Central Government Service
Office / Work Studio	Health Care Services	Water Sports Facility
Community Services	Further Education	Marina
Factory/Manufacturing	Telecommunication	Bingo Hall / Cinema / Conference / Exhibition Centre / Theatre / Concert Hall
Primary School	Dentist	Hotel / Motel / Boarding / Guest House
Industrial Applicable to manufacturing, engineering, maintenance, storage / wholesale distribution and extraction sites	Mineral / Ore Working / Quarry / Mine	Steel Works
Public / Village Hall / Other Community Facility	Church Hall / Religious Meeting Place / Hall	Dairy Processing
Petrol Filling Station	Wholesale Distribution	Timber Mill
Fast Food Outlet / Takeaway (Hot / Cold)	HMO Bedsit / Other Non Self Contained Accommodation	House In Multiple Occupation
Church	Manufacturing	Non State Primary / Preparatory School
Children's Nursery / Crèche	Goods Freight Handling / Terminal	Brewery
Dual Use	Police Training	Stately Home
Bank / Financial Service	General Practice Surgery / Clinic	Electricity Production Facility
Parent Shell	Residential Education	Chemical Works
Holiday Let/Accommodation/Short-Term Let Other Than CH01	Other Licensed Premise / Vendor	Animal Centre
Local Government Service	Law Court	Job Centre
Golf Facility	Vet / Animal Medical Treatment	University
Other Educational Establishment	Hospital / Hospice	Printing Works
Warehouse / Store / Storage Depot	Professional Medical Service	Hospice
Indoor / Outdoor Leisure / Sporting Activity / Centre	Community Service Centre / Office	Crematorium
Football Facility	Secondary / High School	Garage
Workshop / Light Industrial	Police / Transport Police / Station	Licensed Private Members' Club
Chapel	Special Needs Establishment.	Market (Indoor / Outdoor)
Leisure - Applicable to recreational sites and enterprises	Cattery / Kennel	Maintenance Depot
Fire Station	Horse Racing / Breeding Stable	Secondary School
Rugby Facility	Amusements	Diving / Swimming Facility
Heritage Centre	Hospital	Aircraft Works
Communal Residence	Ambulance Station	Broadcasting (TV / Radio)
Cinema	Caravanning	Prison
Cricket Facility	Recreational / Social Club	Equestrian Sports Facility
Animal Services	Post Office	Youth Hostel
Preparatory / First / Primary / Infant / Junior / Middle School	Junior School	Bowls Facility
Kingdom Hall	Transport	Distillery
Holiday / Campsite	Agricultural	Animal / Bird / Marine Sanctuary