

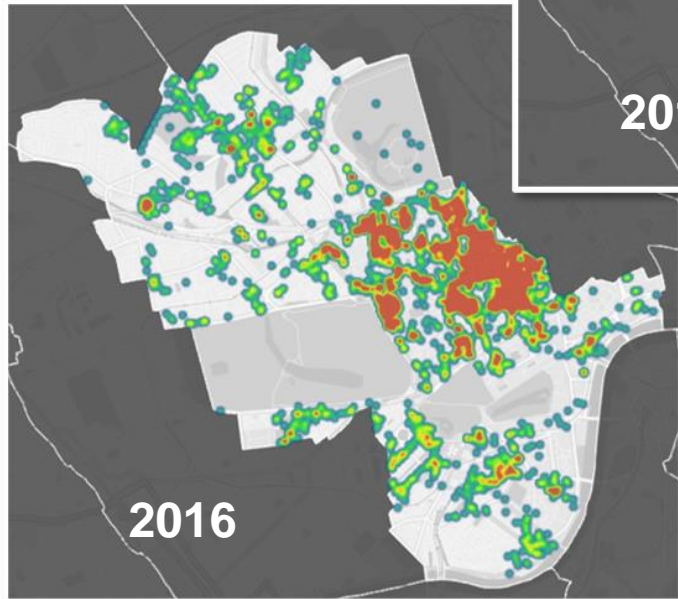
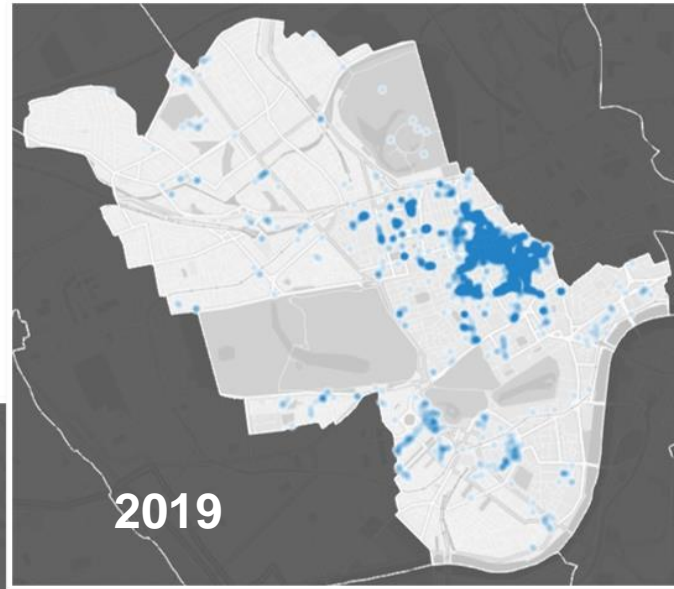
Building Supplier Relationships

David Wilkins, Head of Digital Place



Background

OFCOM Data showing postcodes where 75-100% of the premises are unable to access broadband speeds of at least 30 Mbps



In 2016 Broadband report placed Westminster and the Cities of London as 638th out of 650 parliamentary constituencies for superfast broadband connections.

14th highest full fibre availability in the UK.

2nd highest full fibre availability in London.

Fastest fibre deployment rate in London and second fastest in the UK.



Global city, strong neighbourhoods, thriving community

Wired Westminster

Property Owners

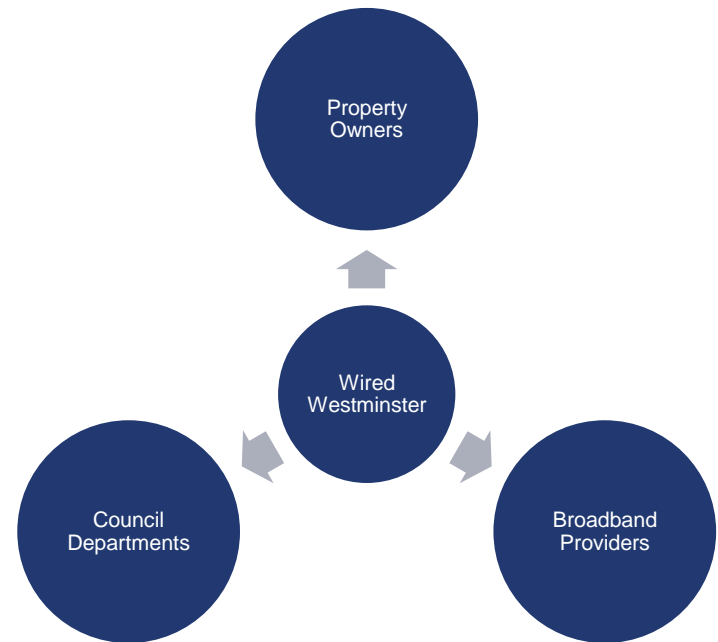
- Major landowners within Westminster.

Council Departments

- Highways/Street works
- Planning
- Economic Development
- Housing

Broadband providers

- All providers who were actively deploying or interested in deploying infrastructure within the borough.



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Our Approach

“Create the right conditions for the market to invest.”



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Our Approach

Connect
Westminster

Parking Bay
Suspension
Discount

City Wide
Wayleave

Broadband
mapping

Collaborative
Street Works



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What helps build supplier relationships?

Proactive Senior Sponsorship

- ELT Sponsorship, within Westminster it is our Executive Director for Finance & Resources.

Pragmatic Street Works Teams

- Supportive street works teams that look to enable deployment.

Engaged Councillors

- Cllr Paul Swaddle, Cabinet Member for Customer Experience and Digital.
- Key component of our City for All, Smarter City.

Speedy Governance

- Clear governance and processes.



Case Study: Parking Discounts

Barrier: The cost of suspending parking bays made up a significant proportion of build cost and made digging some streets commercially unviable.

Solution: To incentivise build WCC reduced the cost of suspending parking bays for the purpose of fibre rollout.

Result: Multiple providers have benefited from this discount scheme and we have seen significant FTTP deployment as a result.

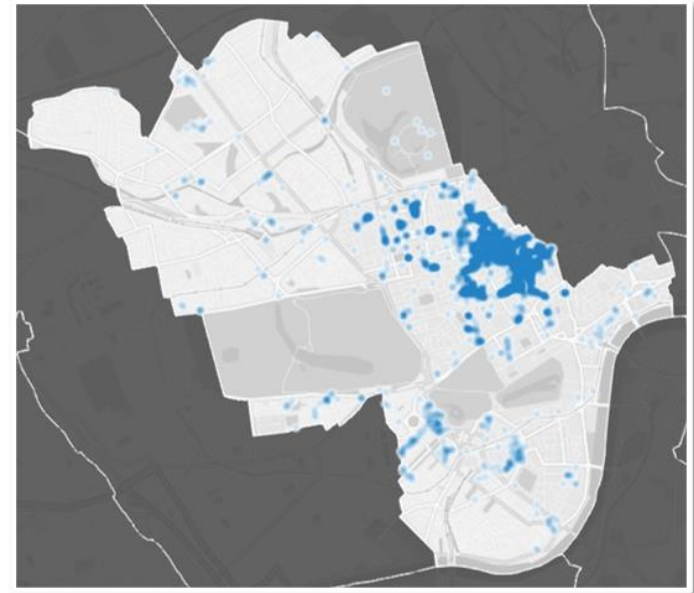


Case Study: Not-spots

Barrier: Westminster has over 20,000 properties that are unable to access superfast broadband.

Solution: Engage local stakeholders about the not-spots and help articulate the business case for providers to invest.

Result: We have been able to leverage investment in our housing stock to address not-spots in Westminster. Incentives like vouchers help stimulate build to surrounding businesses and residents.



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