

Keynote: **The Open Access /Wholesale Modell of SFN in Switzerland**  
Company: Swiss Fibre Net AG  
Keynote Speaker: Andreas Waber

*NOTE: This workshop will be held in ENGLISH*

Time: open

Room: Stage



Swiss Fibre Net AG is a joint venture between local energy suppliers and cable network operators in Switzerland. It connects the local fibre optic networks of its network partners to form the extensive, standardised and open "Swiss Fibre Net" and offers this for use by national telecom providers for use on a non-discriminatory basis. This means that Swiss Fibre Net AG is the guarantor of competition within the telecommunications market

#### **Keynote Speaker**

Andreas Waber had various positions at domestic and foreign IT firms such as Hewlett Packard, Oracle and CSC. He was active in the telecommunication sector since 2000: Director of Project Management at Orange Switzerland between 2000 and 2003; Vice President of Project Management for the Orange Group in London between 2003 and 2006; then working for France Telecom in Paris. From 2007 back in Switzerland as a local manager of the international consultancy firm Greenwich Consulting (specialists for telecoms and media consultancy).

From 2010 he joined the Swiss energy provider sector as the Director of Customer Services for Energie Wasser Bern (EWB); there signing of a cooperation agreement for the construction of an FTTH network together with Swisscom in 2011. From 2012 elected as CEO of Swiss Fibre Net AG; development and establishment of the company Swiss Fibre Net AG since 2013. Swiss Fibre Net AG serves FTTH fibre lines and Mobile Backhaul solutions to Salt and Sunrise as their important clients. Andreas Waber is a Board Member of the FTTH Council Europe.

#### **Objective:**

The FTTH Market in Switzerland is well developed among the dense cities and regions (about 40% household penetration) but has some potential for semi-urban and rural regions. The existence of well developed HFC cable networks is calling for an HFC-to-FTTH upgrade approach with clear infrastructure competition between the incumbent Swisscom and Swiss Fibre Net as FTTH market challenger.

#### **Format:**

- Keynote with max. 100 participants
- 20 Minute Keynote
- Presentations support the discussion. The major focus is the active participation and integration of the participants
- Chatham House rules apply for the entire Di<sup>2</sup> Summit and secure the high-level trustful environment

#### **Content of the Keynote:**

1. Overview of the Fixnet Swiss Telecom Market
2. Current / Future HFC and Fibre Business Modelsxxx
3. Different Access Technologies
4. Possible Strategies for HFC network owners going to full Fibre
5. Best FTTH Architecture to capture re-use value of HFC Networks