Carrier Newsletter for the Regions Europe, Middle East, and Africa



"Each Corning invention, no matter how life-changing, is a stepping stone to something greater – never a final resting place."

-John Igel, vice president and general manager, Corning Optical Fibre and Cable

Dear Reader,

With the industry demanding faster transmission speeds for applications such as cloud computing, the Internet of Things (IoT), and big data initiatives, carriers are faced with new challenges and more pressure to rapidly and efficiently roll out high-speed fibre networks. With this transition, though, comes exciting opportunities.

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## **Industry Headlines**

We've pulled together the biggest industry headlines for you:

- Belarus eyes widespread FTTH
- Denmark embraces Gigabit society
- Irish public set to profit from fibre battle
- Gigabit broadband advances across Italy

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## What We've Been Up To

Corning wins a Technology and Engineering Emmy® award

Winning an Emmy was not the only highlight for Corning this quarter. From searching for signals from space to creating a better windshield with Ford, we've had an impressive quarter.



#### **Success Stories**

#### How future-ready cabling solutions are helping data centres make the most of their space

Corning's project with Kinetic IT to maximise capacity in Telehouse North's colocation centre offers a great example of the transformative power of a high-density infrastructure solution.

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## **Opinion/Interview**

#### The converged network to come

Driven by strong ongoing growth in mobile data demand, mobile network operators are exploring and pursuing a number of options for improving customer experience and increasing coverage.

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#### **Additional News**

#### Corning and Openreach Shortlisted in the GTB Awards

Corning has been recognised by the Global Telecoms Business (GTB) Awards for its OptiTap® aerial hybrid drop solution, developed with Openreach to support the UK rollout of fibre to the premises (FTTP).

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## **Catch Corning on Events and Trainings**

ANGA Com, Cologne, Germany from May 30th - June 1st

Hall 7, G49

"Exhibition and Congress for Broadband, Cable and Satellite has been Europe's leading business platform for broadband operators and content providers for more than 15 years."

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Take a look at our event calendar online to see all the events we are attending. Find out more.

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# **Intro/Overview Topic**

"Each Corning invention, no matter how life-changing, is a stepping stone to something greater – never a final resting place."

- John Igel, vice president and general manager, Corning Optical Fibre and Cable

Dear Reader,

With John's words, we mark the beginning of the evolution of our newsletter.

We value you, our readers, and want to provide you value in return. With this in mind, we have decided to leap to the next stepping stone and rethink the content we deliver. This means that, beginning with this issue, you will see some significant changes.

Our new focus is to create **entertaining stories on topics you are interested in** – solutions to your problems, the latest industry news, and opinions from industry leaders. And since we know your time is precious, all of our pieces will be **concise** and **to-the-point**, allowing us to deliver more relevant information, less often.

Relaunching our newsletter, though, is just another step in our constant search for something greater. Today, we're very proud to announce that one of our first moves in that direction – the invention of the <a href="low-loss optical fibre">low-loss optical fibre</a> – has been honoured with a <a href="Technology">Technology</a> & <a href="Engineering Emmy">Engineering Emmy</a> award from The National Academy of Television Arts and Sciences for transforming broadcasting. We'll be tracking the journey as our Emmy</a> travels across the world, visiting our different locations and diverse Corning family – stay tuned for updates from your region.

We hope you enjoy our new quarterly newsletter and look forward to seeing you again in June.

Warm regards,

Your Corning Team

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# **Industry Headlines**

#### Belarus eyes widespread FTTH

The state-owned telecom provider of Belarus, Beltelecom, has connected its one-millionth GPON fibre subscriber several months ahead of schedule. Beltelecom is heavily promoting deep-fibre penetration and intends to deploy FTTH to all households by 2020.

<u>According to TeleGeography</u>, the telco has also met its 100,000 subscriber target for 'triple-play' subscribers via its YASNA service, which offers high-speed internet, unlimited voice telephony, and IPTV.

## Denmark embraces Gigabit society

Half of all Danish households (1.4 million in total) are in line for Gigabit broadband by the end of 2017 with the news that operator TDC will be among the first in the world to upgrade its aging cable network to DOCSIS 3.1.

The plan to bring 1 Gbps services — and potentially 10 Gbps in the future — will not be solely met by advanced cable technology. It will be complemented by FTTH investments to deliver broadband to 10 percent of homes, and FTTH will be the preferred technology for new-build housing. TDC also plans to leverage its LTE network in conjunction with DSL services to achieve the Gigabit benchmark.

#### Irish public set to profit from fibre battle

The contract to become the provider for the Irish government-backed National Broadband Plan is the subject of intense competition between Enet, SIRO, and incumbent operator, Eir (formerly Eircom). Eir has <u>raised the stakes</u> by promising to invest 200m€ to provide 300,000 rural homes with high-speed broadband, regardless of whether it receives the contract which is due to be awarded in mid-2017.

National telecom regulator, ComReg, has also launched a public consultation over <u>Eir's plan to transition</u> from its copper network in some parts of the country.

Elsewhere, Virgin Media Ireland <u>has announced plans</u> to cover 200,000 new homes and businesses over the next two years, boosting its penetration to 60-70 percent of the population.

## Gigabit broadband advances across Italy

Fastweb has <u>launched commercial 1 Gbps FTTH services</u> in Milan, and is readying similar service launches in Turin, Bologna, and 27 further cities across Italy throughout 2017.

The operator also plans to use the 3.5 GHz spectrum to deploy small cell technology, establishing a 5G-ready wireless network in the country's main urban areas.

The news comes in the wake of Fastweb and Telecom Italia's 1.2bn€ <u>"Flash Fiber" partnership</u>, announced last summer, that will rollout FTTH and FTTC to more than 10 million homes by 2020.

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## What We've Been Up To

## Corning receives Emmy® for low-loss fibre

Corning has been recognised by the National Academy of Television Arts and Sciences, receiving a Technology & Engineering Emmy® award for our 1970 invention of low-loss optical fibre. The deployment of optical fibre has since revolutionised the TV industry by providing the bandwidth capability to enable advancements in high-speed communications, multimedia streams, and a richer entertainment experience for all. The breakthrough helped carriers handle the growing volume of information being transmitted and overcome the limitations of other types of transmission media. The ability to view high-quality video at any time, from almost anywhere on multiple devices, is now a reality.



Recognising excellence.

# Gorilla Glass transforms the driving experience

Working closely with automotive leaders like Ford, Corning has developed an innovative, tough 3-layer laminate windscreen, which weighs less, helps boost fuel economy, and lowers harmful emissions. The windscreens, made with Corning® Gorilla® Glass, have proved tough enough to survive a wide variety of everyday road hazards. This makes the windscreen twice as tough as its conventional counterparts, reducing the need for costly replacements by as much as 50 percent when hit by small, sharp stones.

The car industry's toughest windscreen.

# Light years ahead with the world's largest radio telescope

The Five hundred-metre Aperture Spherical Telescope (FAST) in southwest China has begun searching for signals from stars and galaxies. The telescope requires guaranteed signal transmission of the feed position even while moving. Wireless was not an option due to the need for radio silence within a 5-km radius of the telescope. Corning overcame many environmental and signal transmission challenges with the creation of Corning® ClearCurve® LBL bend-insensitive optical fibre, meeting the need for reliable data transmission in a movable, rather than static, application.



Supporting FAST radio astronomy.

#### Update on EU CPR regulation

Corning is on track to meet the deadline of 1 July, 2017, for the mandatory CE marking of all products that comply with the new EU Construction Products Regulation (CPR). CPR covers the safety of cables that are manufactured and shipped for permanent installation in buildings across the EU. Cables have to meet new EN standards for burn rate and smoke production to provide improved safety through harmonised standards and uniform assessment methods.

For additional information, read our Corning FAQ on CPR document, or download our CPR whitepaper.

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#### **Success Stories**

# How future-ready cabling solutions are helping data centres make the most of their space

Corning's project with Kinetic IT to maximise capacity in Telehouse North's colocation centre offers a great example of the transformative power of a high-density infrastructure solution.

Telehouse North is Europe's first purpose-built, carrier-neutral colocation data centre. It required an update to maximise capacity in its 9,717 square metre, highly secure colocation centre.

Corning proposed an infrastructure solution designed around its Centrix™ system. The innovative design of the Centrix system enables an ultra-high-density deployment in a compact footprint and provides a scalable fibre management solution for cross-connect applications in the data centre's central hub. The frame design provides optimised routing paths for patch cables, while operations staff can install or remove a single patch cable in under two minutes regardless of the cable route. To further simplify deployment and stock levels, the Centrix frame requires a single-length patch cable of just 4 m to connect any port(s) within the frame.

The project involved the termination of over 16,000 fibre ports on the Centrix frame as well as the installation of cables to each suite. Completed within a 12-week time frame, the system has the capacity to allow for expansion of up to 130,000 ports with the use of additional cabinets.

Telehouse is now able to provide fast and flexible provisioning of connectivity to suites and respond quickly to the changing business needs of its business customers.

To find out more, read the case study.





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# **Opinion/Interview**

## The converged network to come

Driven by strong ongoing growth in mobile data demand, mobile network operators are exploring and pursuing a number of options for improving customer experience and increasing coverage.

One way to increase coverage or bandwidth capacity in an existing macrocell area is to "densify" it by adding more sectors-per-cell, or deploying more macrocells. Reducing the site-to-site distance in the macro-network can only be implemented to a certain extent because finding new macrocell sites becomes increasingly difficult and can be expensive, especially in urban environments.



An alternative is to introduce low-power small cells to areas already covered by macrocells to increase capacity in spots with high user demand. When combined, macrocells and small cells (and, in some cases, Wi-Fi) result in heterogeneous networks (HetNets) that can benefit from frequency reuse instead of continuous separating cell sites through the use of different frequencies.

#### FTTH Conference 2017 Review

This year's FTTH Conference in Marseille was a great success due to the variety of workshops and conferences, together with the large number of exhibitors and partners attending. This event not only allowed informal meetings and offered a new way to meet with prospects and existing clients, but was also ideally suited for formal meetings thanks to the provision of a meeting room where very interesting discussions occurred. Plus, all the major players in the industry were present, which shows the growing interest in fibre-related topics.



#### A decisive moment for fibre

This year, we provided clients and prospects with an entertaining way to discover GPON/EPON systems at our booth through virtual reality, while also introducing our fibre-to-the-home products. Representatives of the company also gave interesting presentations covering topics such as the reliability performance of hardened connectors or central office transformation. According to Tobias Schubert, marketing manager at Corning, "We are standing at a decisive moment for optical fibre with two emerging trends: network providers are looking for ever smaller components to save space in larger towns, while considering more affordable alternative methods to equip rural areas — We are developing solutions to meet both of these demands."



#### Discovering and strengthening markets with the FTTH Conference

The special strength of the FTTH Conference is that it moves each year from one country to another. "This is always a great show for Corning where we get to meet a great variety of customers; from the largest incumbent operators of the country where the show is located to some of the smallest challengers who are upsetting the status quo as we build the Gigabit society," said Jeremy Stubbs, European sales director at Corning. "By locating the conference in different countries every year, we get valuable input on the particularities of country-specific architectures and planning regulations which are critical to identifying the right solutions for our FTTH customers."



A better understanding of the market and its local players is a valuable advantage that is made possible by the FTTH Conference.

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#### **Additional News**

#### Corning and Openreach Shortlisted in the GTB Awards

Corning has been recognised by the Global Telecoms Business (GTB) Awards for its OptiTap® aerial hybrid drop solution, developed with Openreach to support the UK rollout of fibre to the premises (FTTP).

The solution is a crucial enabler in realising the wider benefits of Corning's connectorised multiport technology and employs a number of innovative design features to address Openreach's requirements for a solution that can be deployed safely, swiftly, and with minimum disruption to customers.

The GTB Awards, which celebrate innovation in global telecoms, have shortlisted the project in the "Infrastructure Innovation" category. The winners will be announced in a ceremony in London on 23rd May.

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# **Catch Corning on Training and Events**

#### Webinar

Go To Webinar Webpage

#### **Events**

CN Channel Summit 2017 – Barcelona from May 16th - 18th

#### AOTEC, Sevilla from May 16th -17th

The AOTEC Technology Fair is a showcase for the technological forefront in the telecommunications sector: it brings together the main national and international companies providing technological solutions for the deployment of high-speed electronic communications networks.



#### ANGA Com, Cologne, Germany from May 30th - June 1st

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