

THE FRENCH NATIONAL HIGH BROADBAND PROGRAM

The French Gigabit plan has been adopted as a model of reference by Europe for the Union's Broadband strategy and guidelines.

The "French model" main features are the following :

- Priority to private investment for fixed and mobile broadband.
- A target of 100% Ultra broadband coverage by 2022.
- Government-driven Initiatives for areas not covered by existing operators (43% of French population but 85% of French territories)
- €30 billion for the entire program with a part of public money, complementing private initiatives.
- Most of the RIP's (French acronym for « public initiative networks ») promote a neutral and open access network, key factor of the competition.

Public tender types	Design and build	Operation and commercialization
Concession	Infrastructure built, operated and commercialized by concessionnaire at its own risk	
Civil works contract + Lease contract (affermage)	Infrastructure build by public entity via civil works contract	Infrastructure operated and commercialized by lessee at its own risk
PFI (contrat de partenariat)	Infrastructure built, operated and commercialized by contractor. Commercial risk born by public entity	
Public-run operation (Régie)	Infrastructure built by public entity through civil works contract	Infrastructure operated and commercialized by public entity at its own risk

graphisme et impression par Agence Citron Zébré



**SERVING
THE TERRITORIAL DIGITAL DEVELOPMENT**



**PRESENTATION BY
ÉTIENNE DUGAS FIRIP'S CHAIRMAN**



How would you describe your Federation ?

Created in 2012, the Federation brings together 170 businesses across the entire value chain of Government-Driven Broadband Initiatives: consultants, manufacturers of equipments, cables, optical fibre, network operators, etc...



Your Federation has evolved...: What are the new demands the Firip face ?

FIRIP is extending its field of activity on all new challenges of the territorial digital development, including the digital usages. The aim is to support local and national authorities who face digital development on their territories.

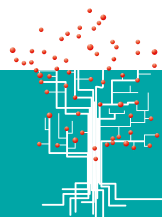


How do you see the FIRIP in the next five years ?

Our federation promotes a neutral, and open access network, sustainable and which creates jobs. In the coming years, we will continue sharing our expertise with international and national structures in order to support their local digital strategy.

The world-class catalyst of digital project development

WIDESPREAD USE OF
PUBLIC PRIVATE PARTNERSHIPS :



FIRIP is the largest professional broadband organization in France, including approx. 170 operators, manufacturers, builders, service providers and consultants for public-private partnerships projects.

FIRIP members gather a broad experience in design, deployment and operations of networks in low density areas, where public funding is generally required. As of today, they have connected **more than 3 million FTTH home, of which 1 million in rural areas** (end 2016).

FIRIP is promoting its members' skills to address international markets where their experience can be useful to private or public players in countries with high broadband divide risks...



To contact FIRIP members : www.firip.fr/firip/nos-membres.html



170
Professionals

WE COVER ALL THE STAGES OF YOUR TELECOM PROJECTS

FIRIP members works **from strategy to design, build and operate open access telecom infrastructure.**

Our clients are :

- National authorities : Ministries, national agencies in charge of the digital sector, innovation, digital transformation, economic development, regional planning, etc.
- Local authorities : Towns, regions, associations, planners, organisations, etc
- Infrastructure and service operators: Telecommunication operators, MVNOs, content providers, infrastructure and energy operators, and transport /mobility operators, etc.
- Telecom regulators.
- International sponsors and financial institutions: Investors and infrastructure funds.

■ NATIONAL AUTHORITIES

- » National Broadband Plan
- » Public/private partnership

■ LOCAL AUTHORITIES

- » Services and Usage Strategy
- » Underserved BroadBand coverage
- » Solutions to Internet white areas : wireless, FTTC, satellite...

■ TELECOM REGULATORS

- » Review of national telecom regulations : infrastructure open access, competition rules, radio spectrum management...

■ INFRASTRUCTURE AND SERVICE OPERATORS

- » Turnkey multi-technology solutions
- » Planning and building, maintenance

■ INTERNATIONAL SPONSORS AND FINANCIAL INSTITUTIONS

- » French model explanation and adaptation to national situations
- » Development aid through digital solutions



ONE-STOP SHOP FOR YOUR DIGITAL PROJECTS