Fostering Digital Infrastructure Investment

Open Access – Value Chain definition

Honolulu – January 22nd, 2019

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Definition
Definition NetCo – OpCo - ServCo

Open Access Model consists of three layers.

- **ServCo (Service Company)**
  - Operates services for end customers (e.g. data, voice, media)
  - Direct end customer contracts and relationship
  - Multiple ServCos on network possible

- **OpCo (Operational Company)**
  - Builds and operates active components (e.g. switches, router, etc.)
  - Pure wholesale
  - Contracts with NetCo and multiple ServCos

- **NetCo (Network Company)**
  - Builds and operates passive fiber network
  - Owns all permits
  - Direct relationship to landlords
Value Chain

Classical value chain breaks up entirely towards value network.

“Traditional” vertical integrated Resource Provider

NetCo  OpCo  ServCo  SalesCo  OTT

Infrastructure  Service

Source: Grove 2010
Comparable models
Different infrastructure assets - comparable model
Di² Summit 2019

WHERE DIGITAL INFRASTRUCTURE & INVESTMENT MEET

26 March 2018, 10:00 CET, Airport Club, Frankfurt Airport

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