

New development Case study











Figure Telecoms are a specialist company delivering connectivity for new development sites throughout the UK. Working on a range of projects from 9 home sites through to 18k plot strategic developments.

We act both as consultants and project coordinators focusing specifically on telecoms and connectivity – fibre, WiFi, 4G/5G. We're also WiredScore Home accredited and work across all tenures from BTR to build to sell.

Our focus is to ensure all communication between site teams, MU company, developer, various consultants and telecoms providers is smooth and streamlined.

We ultimately help reduce the telecoms deployment cost through long term infrastructure and resource planning while guaranteeing live service for first occupation.











Welborne Garden Village is the largest standalone mixed-use community in Hampshire. With the planned 6,000 new homes, the site will offer much needed new housing in the area and upgraded infrastructure to meet the requirement of today's and next generations expectations.

Buckland Development and its developer partners are building the site which is a 20 year project. Buckland employed Figure Telecoms to be their main telecoms go-to knowledge base and advisors for anything to do with the telecoms provision.

Figure Telecoms first completed a full market review and have since, together with Buckland, set out the bones of the project management requirement for the telecoms provision.









THE ASK





The client wants to leave a lasting legacy, ensuring the best connectivity for residents. They are committed to be a 'get it right the first time' developer and have chosen to install a solution which ensures cabling only once at the start for multiple ISPs.

Buckland wanted to not only control the installation but continue to have an interest in the ISP and fibre to be installed with long term revenue stream.

We looked at a number of deployment solutions and took the client to visit an example of what a "cable once" installation would look like.

Figure Telecoms provided insight into the national and local telecoms providers and negotiated the best alternative commercial structures they could put forward to ensure long term revenue value back into the project.

Our ops team have supported with the planning design for the main communications hub that will feed the initial 3k homes for up to 4 ISPs. A landlord line is in development as well.

Gergana Nash

07535 171220







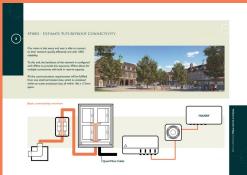


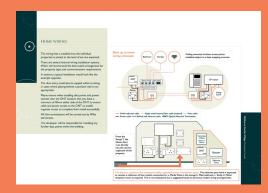
TENDERING



Given the volume of the project and the specific requirement for a tailored solution, we put together and carried out a 2-stage tender process. We invited a number of the national and more local ISPs to respond after which we evaluated the responses against a set out criteria. This included a number of options from revenue share to a developer owned ISP.

Recently we have also completed a second tender to ensure the most efficiently costed materials are used (duct, chamber lids and boxes).





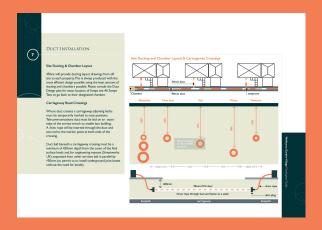








PROJECT MANAGEMENT



After a period of evaluation, Buckland decided to deploy a multi-fibre solution, in essence creating a single owned infrastructure which has capacity to deliver up to 4 ISPs and landlord services. We are in the process of setting up Welborne capability to operate an ISP themselves offering a seamless site wide community WiFi extension as well. We are driving the process from assessing outsourcing options to employing in-house engineering and customer service teams.

With the first phase built and released towards the back end of 2023, Figure Telecoms are coordinating the entire infrastructure deployment and fibre provision into each home with service ready prior occupation.

As each home will be pre-terminated for 4 ISPs, it is vital a full audit takes place and Figure Telecoms will support the client throughout the build to ensure they are fully and accurately documented.









PROJECT MANAGEMENT



In order to support the developer partners we have created a bespoke developer guide which can also be downloaded as a live document. We are also creating a dedicated website portal to seamlessly connect all pieces and partners.

It is envisioned and currently planned for Figure Telecoms to be involved in the project until its completion.











