

WHOLESALE NETWORK ACCESS

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Introduction

Quickline has operated a wholesale model since 2008 when it's first wholesale partner 'Hull Broadband,' was created by TheOnePoint. Now thousands of customers are connected via these channels. Quickline believes wholesale access is central in promoting effective and sustainable retail competition in the supply of superfast broadband services to residential and business consumers, and especially in rural areas when BT's LLU model is commercially unviable.

Quickline has two main wholesale routes available to alternative providers; 'White-label Partner,' which is a bitstream type product starting from just one connection, and a passive Wholesale product which consists of a central interconnect and the ability to build unique products. Wholesale is offered on a non-discriminatory basis, to enable partners to offer competing superfast broadband services to retail customers. Quickline's wholesale network access ensures competition, and thereby that consumers receive genuine choice of retail services at fair prices, but it also encourages innovation and facilitates rapid roll out.

Some of Quickline's coverage area includes local broadband projects that are part of the rural broadband program and will be subsidised to varying extents by funding from DCMS, as well as other UK and potentially EU public sources. In almost all cases, the funding for these local broadband projects will give rise to State aid. Therefore, Quickline's wholesale offering also meets the general and specific wholesale network access requirements that will apply to suppliers in direct and indirect receipt of State aid. In particular, (i) the general condition applying to the supplier in instances where a third party makes a new request for wholesale access¹ and (ii), the pricing rules that constrain the supply of specified active and passive access products².

The approach to wholesale network access conditions set out in this document have been developed in the light of ongoing changes from BDUK which, in turn receive feedback from the European Commission and therefore, may be subject to change.

¹ Basic test for new wholesale access requests on part-state funded networks, at: http://www.culture.gov.uk/images/publications/State_Aid_Guidance_for_new_wholesale_access_requests.pdf

² Guidance on benchmarking and other access pricing, at: http://www.culture.gov.uk/images/publications/State_aid_Guidance_Benchmarking.pdf

General network access

Quickline will meet requests for network access made by third parties. Quickline will not unduly discriminate in the network access that it provides to a third party.

Quickline will meet all reasonable requests for new forms of wholesale network access that are made by a provider. In assessing requests for new forms of network access, Quickline will apply three basic 'tests' that are set out in BDUK's proportionality analysis.

Quickline publishes a reference offer for the network access it offers on its infrastructure; the latest version of this is available from the Quickline Website.

Quickline will provide such forms of wholesale access as Ofcom mandates if a product does not already exist.

Specific network access conditions in the UK's State aid scheme

To meet active and passive network access requirements, Quickline has made available two specific wholesale access products; an active White-label wholesale access product with low cost of entry, and a passive wholesale access product where customers can connect their own CPE with a service equivalent to dark fibre.

New ducts and mast infrastructure; where Quickline constructs new State-subsidised physical infrastructure to facilitate the provision of superfast broadband to residential and business customers, then that infrastructure will be offered on an 'open access' basis. The Quickline wholesale pricelist gives details and is available from the Quickline Website. Access will not be possible where sites are leased or rented from a third party.

Existing duct and pole infrastructure; where Quickline has existing physical infrastructure to facilitate the provision of superfast broadband to residential and business customers, then that infrastructure, where subject to State-subsidised intervention, will be offered on an 'open access' basis. The Quickline wholesale pricelist gives details and is available from the Quickline Website. Access will not be possible where sites are leased or rented from a third party.

Wholesale partners should note that as an indirect beneficiary of State aid, they may themselves be required to offer wholesale bitstream access to further downstream retail competition. BDUK would consider whether the imposition of a wholesale active access requirement on third party providers, using passive infrastructure access, would promote effective competition in superfast broadband retail markets.

How to apply

To discuss the options email wholesale@quickline.co.uk or call 01482 247365 and choose sales, your enquiry will be forwarded to a dedicated account manager.