



**IQGeo Network Management Software**

***Lessons learned:***

***Do not repeat FTTH deployment mistakes  
others have made before you.***



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Sales and Partner Manager

# Geospatial productivity and collaboration

**500+** Telecoms and utility customers

**80,000+** Global users

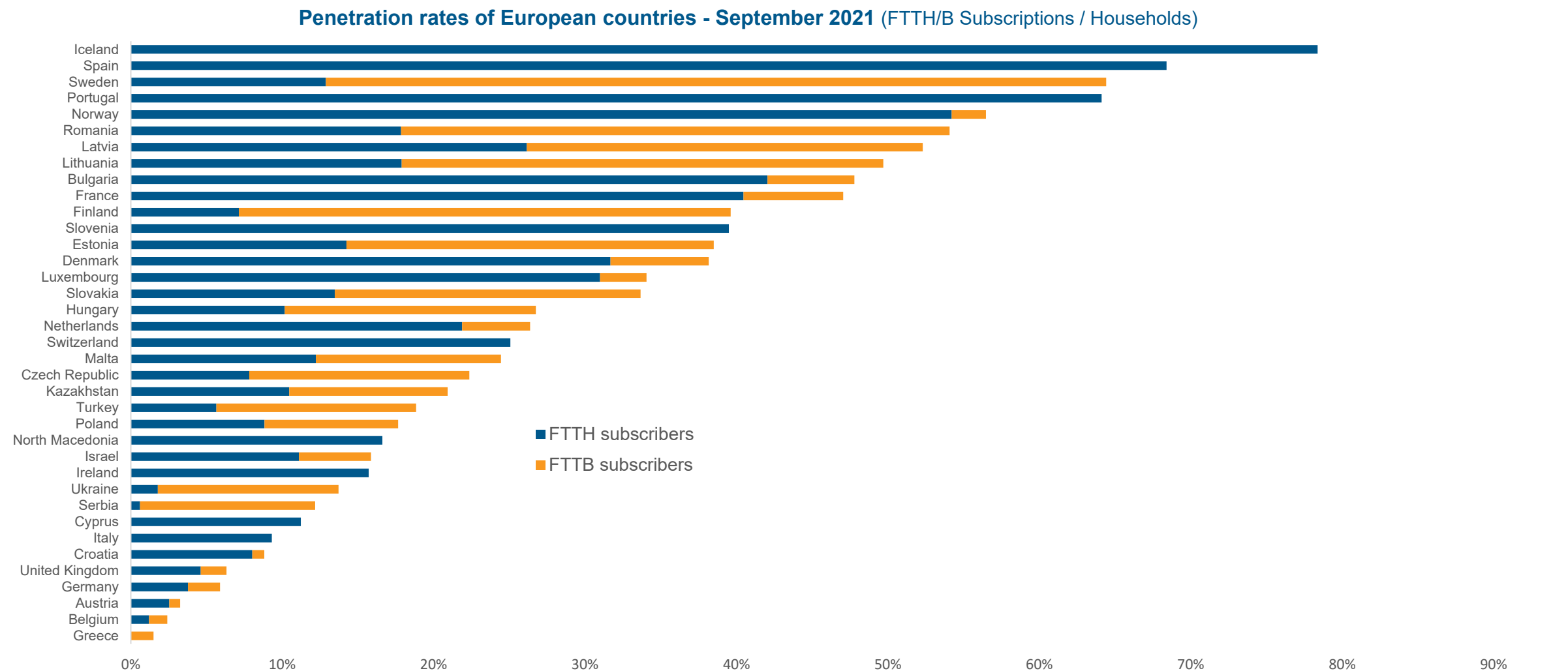


- Geospatial experts
- Network focused
- Proven team



- Global reach
- Public company
- High growth business

# Road to full Fibre - Where are we standing?



Source: IDATE for FTTH Council EUROPE

# Lessons Learned

## What has gone wrong – How to solve it



### **Not integrated business case**

Silo approach to network deployment (high cost),  
Segmented network (Fixed – Mobile)



### **Manual planning and design**

Error prone construction plans, slow throughput, high  
construction costs



### **No single source of data**

Build stoppages, high costs, slow time to market, Re-work



### **Inefficient governance**

Delays, unachieved milestones, longer ROI



### **Not digitized network assets registration**

Inaccurate data, multiple sources of “truth”, High OPEX,  
delayed maintenance



**Automation planning and design  
software**



**Accurate as-built network data**



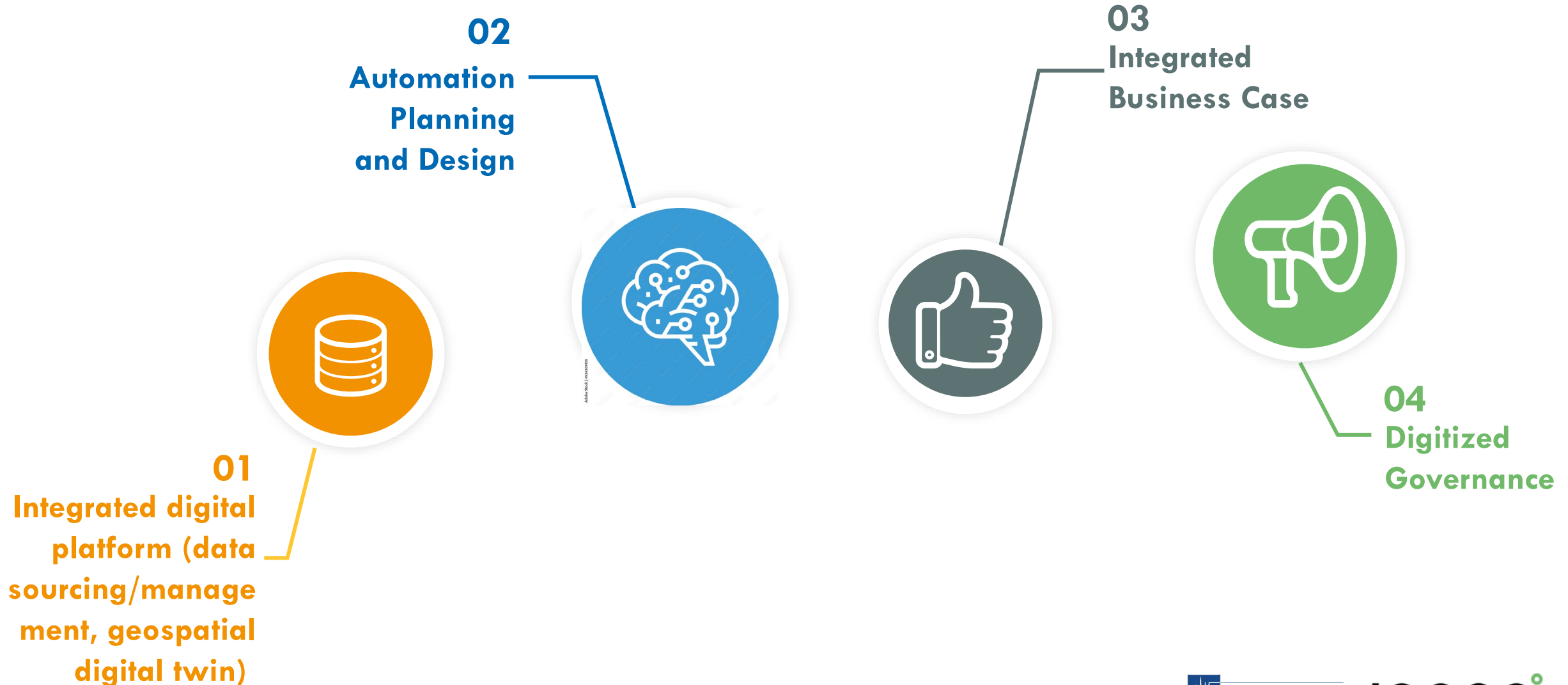
**Comprehensive digital physical  
network inventory**



**Integrate any data source or internal  
system into one single geospatial view  
easily accessible by any team anywhere  
(online or offline)**

# Lessons Learned

What you need to consider in your FFTH network deployments



# Lessons Learned

## Consider a converged FTTH – Mobile network

**Savings between 65% and 96%  
on FTT-5G by deploying an  
optimised converged  
underground network**

The cost of FTT-5G when build on  
top of an FTTH network with limited  
or no spare capacity, is 2 to 3,5  
times more expensive than with  
sufficient spare



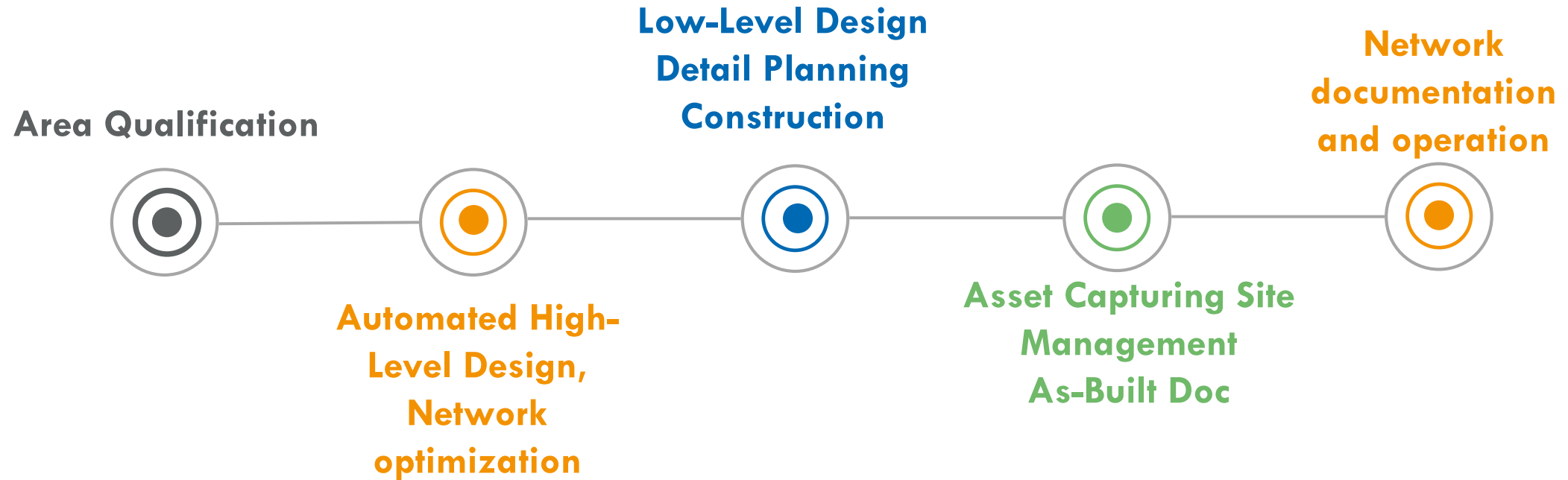
**Sharing infrastructure FTTH  
and 5G generate  
up to 22% cost savings**

With the introduction of 5G  
technology, additional infrastructure  
investments are required and wireless  
operators need to streamline their  
CAPEX.



# Lessons Learned

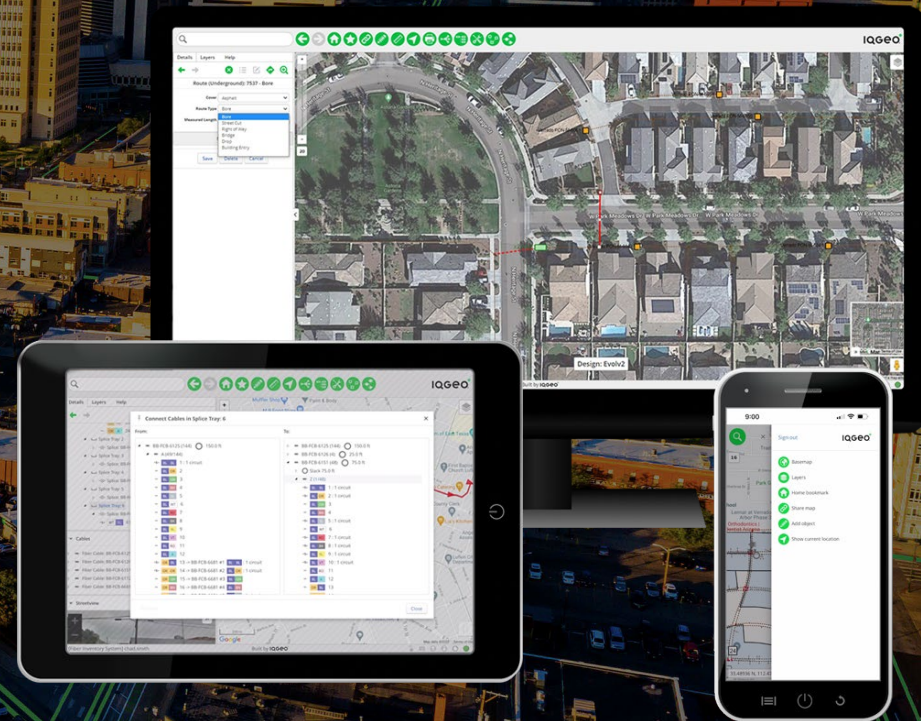
Integrated Fiber management – One single solution





Building better  
networks

Build smarter





# Thank you!

Marina Nikita

Sales and Partner Manager

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