
*“Developing the Hellenic Ministry of Transport and Communications
5-year broadband strategy for Greece”*

Questions for consultation

Athens
May, 2008

Questions on proposed scenarios

Service model

1. Do you agree that, in consideration of Greek market context, "Open Access" network is the preferred option for a FTTx development in the country?
2. Do you agree that "Infrastructure Provider" model could be an effective model for deploying an "Open Access" network in Greece? Would you foresee the "Wholesale provider" model as a more appropriate option? If so, for what reasons?
3. How do you believe your organization could benefit from the deployment of a FTTx access network?

Technology / architecture

4. What is your view about recommending FTTH as the FTTx technology to provide fiber connectivity in the major Greek cities?
5. How do you perceive the limitation, if any, of PON on allowing future infrastructure based competition (eg. physical unbundling) in an Open Network context?
6. Would you recommend instead the choice of Point to Point? On which basis?

Demand and competitive evolution

7. Is your view on the broadband market evolution in Greece in line with that prospected in the analysis? Please clarify your view and the considerations on the above
8. Which are the key factors based on your view that could enable/improve such broadband evolution

Questions on business case (1/2)

Roll-out

9. What is your view on the rollout plan considered for Athens and Thessaloniki (fair, aggressive, conservative)?
10. Which factors could in your view help to speed up the deployment?

Capex assumptions

11. Do you agree with the methodology used to estimate the network deployment Capex? Would you apply any adjustments/changes and, if so, what would be the expected impact?
12. Looking at the overall passive cost per home passed estimated through the model, do you believe that the results are in line with your experiences or expectations?
13. Do you believe that the average investment in active equipment per subscriber is in line with you experiences or expectations?
14. Are the savings prospected for a PON architecture both on passive and active elements in line with your experiences or expectations?
15. Do you believe that the deployment cost could be reduced through the use of your current infrastructures? Please explain

Opex assumptions

16. Based on your experience, do you consider the assumptions on Opex for Infrastructure and Communication Provider reasonable?

Questions on business case (2/2)

Revenues and fiber penetration assumptions

17. In your view is the fiber penetration uptake consistent with the expected evolution of ARPU and fiber wholesale fee?
18. In your opinion, which are the key factors that could enable/improve fiber uptake?
19. Which innovative services do you expect to be introduced in the medium-long term that could drive up the demand for fiber?
20. How the increase in bandwidth and service choice could impact the Quality of Service Management?

Results

21. According to you, which would be the major factors that could improve attractiveness / outcome of the initiative?

Questions on Legal and Regulatory implications / actions

Legal

22. Do you agree with the proposed legal interventions? Which other actions do you think are recommendable?

Regulatory

23. Do you agree with the main regulatory implications identified? Which other implications, if any, do you see?

Other

24. In your view which role should the Government play to promote FTTx development in Greece?

Questions on propose strategy for Promoting high speed broadband in less populated areas

**High speed
broadband in
less
populated
areas**

25. What is your view on the proposed guidelines?
26. Which are the main constraints and threats you foresee for high speed broadband roll-out in low density areas? How do you suggest to overcome such constraints?
27. What is your view on the proposed action lines?