Industry Briefing to Operators
- **IPG Programme**
- **Fibre Ready Scheme**

By Mr Alex Tan

Director, National Information Infrastructure

13 Mar 2014

iDA
SINGAPORE

Agenda

1) Enabling High-Speed Connectivity for Businesses Schemes

    a) High Speed Connectivity Schemes

    b) Fibre Ready Scheme

2) Next Steps

1

Enabling High-Speed Connectivity for Businesses Schemes

iDA
SINGAPORE

Adopting ICT Solutions to Increase Productivity

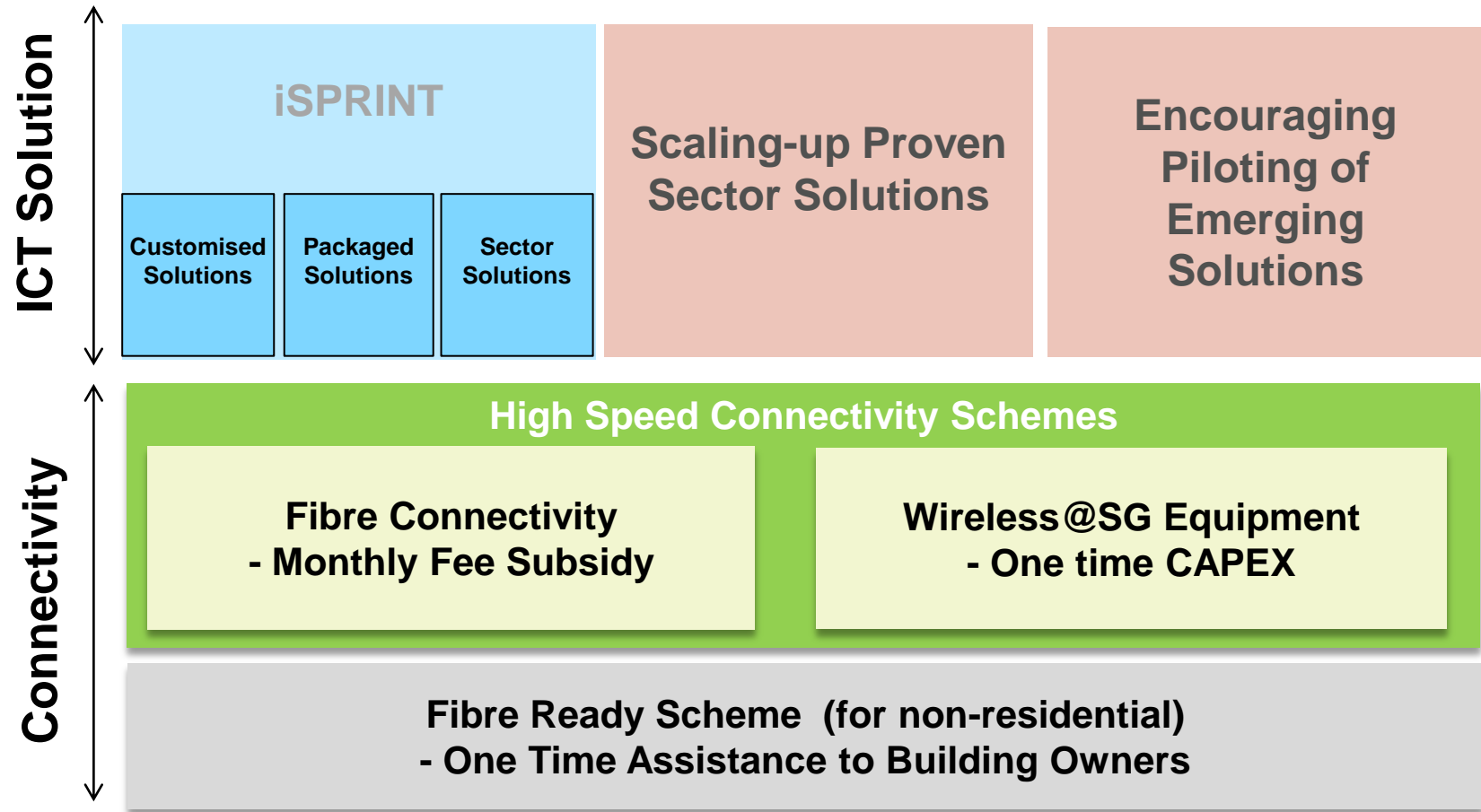## Enabling High-Speed Connectivity for Businesses

- "We will promote **high-speed connectivity for SMEs**. It is difficult for SMEs to take full advantage of cloud computing and data analytics solutions without high-speed Internet access.

  We will *subsidise SMEs' fibre broadband subscription plans* of at least *100 Mbps* (Megabits per second) and provide support for them to implement *Wireless@SG services* at their premises.

  We will also ensure that more buildings have facilities to bring fibre broadband to their business tenants. We will *subsidise building owners for up to 80%* of the costs of *new in-building infrastructure*, capped at $200,000 per building."
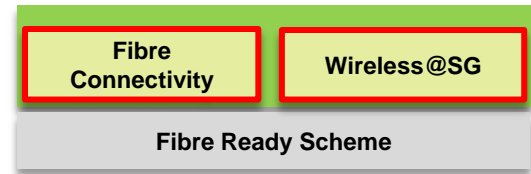
Photo: SPH

iDA
SINGAPORE

ICT for Productivity & Growth (IPG) Programme

ICT Solution

iSPRINT

| Customised Solutions | Packaged Solutions | Sector Solutions |

Scaling-up Proven Sector Solutions

Encouraging Piloting of Emerging Solutions

Connectivity

High Speed Connectivity Schemes

Fibre Connectivity
- Monthly Fee Subsidy

Wireless@SG Equipment
- One time CAPEX

Fibre Ready Scheme (for non-residential)
- One Time Assistance to Building Owners

Government keen to pair ICT solutions with connectivity to enhance and grow SME productivity in Singapore

1a High Speed Connectivity Schemes

CONFIDENTIAL

iDA
SINGAPORE

Fibre Connectivity Scheme & Wireless@SG

1) Promote high-speed connectivity for SMEs to enable Cloud ICT Solutions

- Cloud ICT solutions ideal for small, nimble, cost sensitive players
- Greatly improves user experience for cloud-based ICT solutions
- Enables wireless connectivity e.g. via Wireless@SG

2) Enable wider penetration of Wireless@SG over high-speed fibre connectivity

- With high-speed fibre connectivity, abundant bandwidth can be used for other applications
- Wireless services in particular are useful for SMEs, including for enabling hand held devices, customer use, etc.

Government keen to pair ICT solutions with connectivity to enhance and grow SME productivity in Singapore
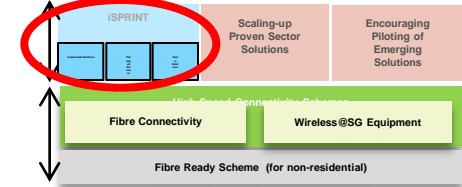
Benefits & Conditions
Fibre Connectivity & WSG Scheme

- **Benefits:**

  - ***Fibre Connectivity:*** 50% of the monthly recurrent cost of the, capped at $120/month up to 24 months, or **$2,880 per site**

  - ***Wireless@SG:*** **One-time $2,400** for acquisition of hardware

- **Conditions:**
  - Qualify for iSPRINT support for the adoption of an ICT-based solution (excluding support of less than $2,000 for COTS)
  - Service plans of at least **100Mbps**;
  - Applies only to SMEs that are <u>NOT</u> on fibre plans currently OR If existing fibre plan is <u>LESS</u> than 100Mbps
  - SMEs will be eligible to the Fibre Connectivity scheme <u>ONE</u> time only for the duration of the 3 year IPG period
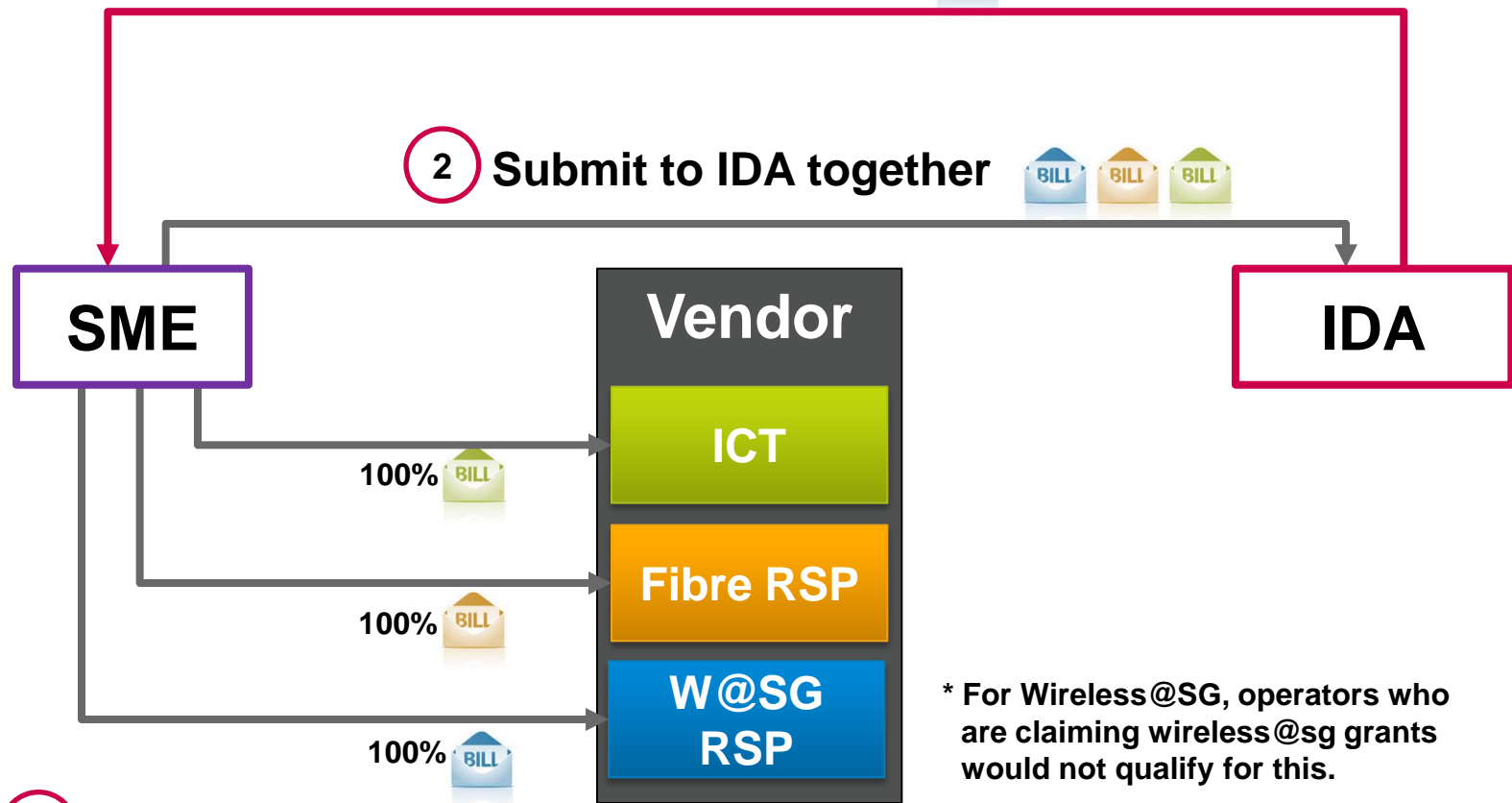 - IDA to have audit rights

iDA SINGAPORE

Bundling of enhanced connectivity with productivity
Existing Grant Process Flow
(Grant recipient = SME)

3 Disburse Subsidies

70%

50%, up to 12mths

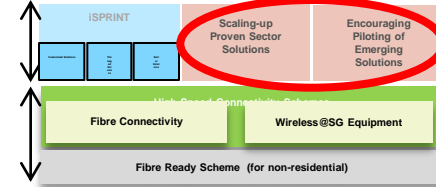one-time capped at $2,400

2 Submit to IDA together

SME	Vendor	IDA
	ICT	
100%	**Fibre RSP**	
100%	**W@SG RSP**	
100%		

* For Wireless@SG, operators who are claiming wireless@sg grants would not qualify for this.

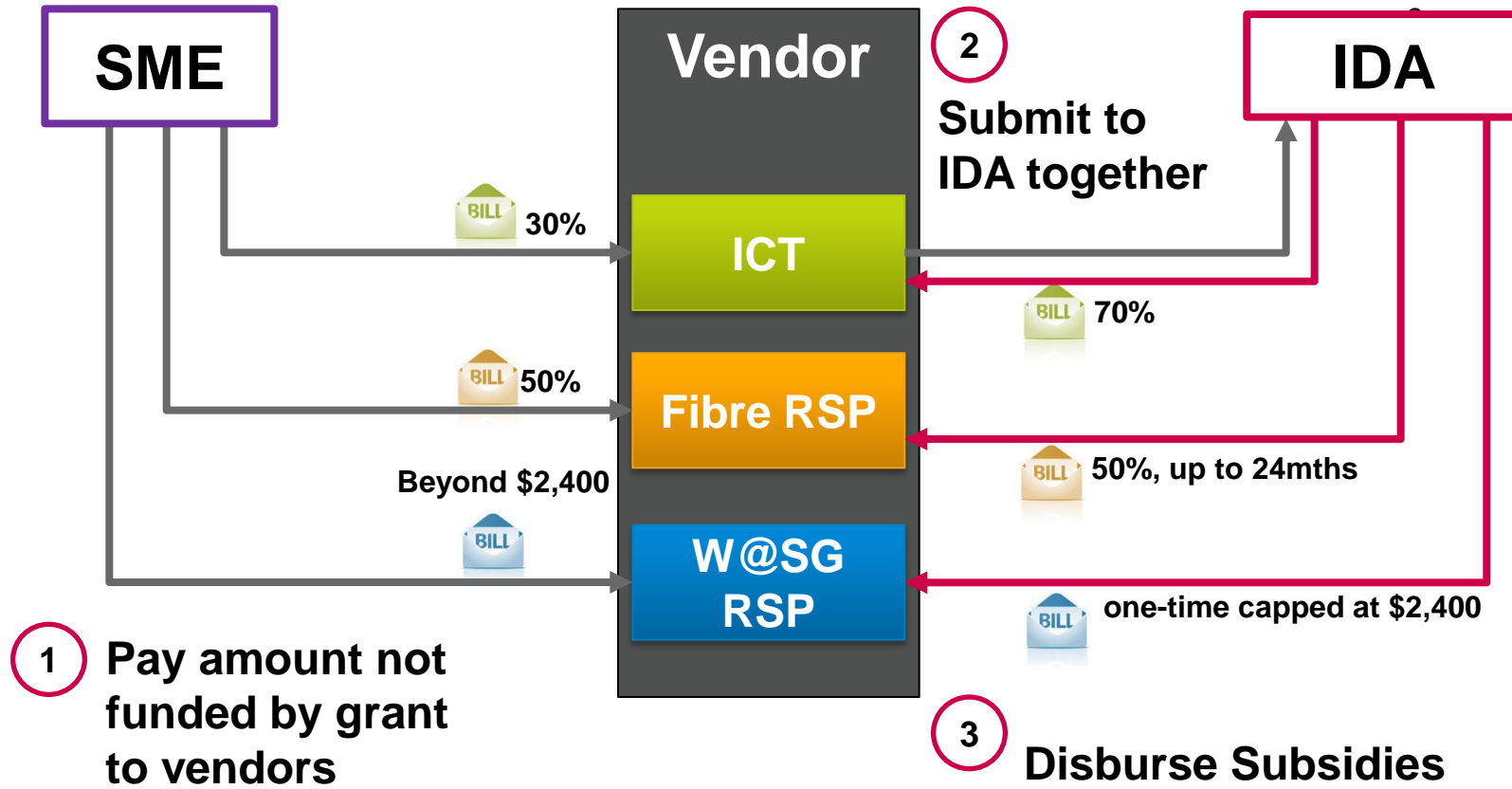**1** Pay 100% to vendors

Existing Scheme – SMEs claim from IDA

9

New Initiatives Grant Process
(Grant recipient = ICT Vendor)

* IDA need to sign agreements with vendors before subsidies can be extended to them

SME

Vendor

IDA

② Submit to IDA together

BILL 30%

ICT

BILL 70%

BILL 50%

Fibre RSP

BILL 50%, up to 24mths

Beyond $2,400

BILL

W@SG RSP

BILL one-time capped at $2,400

① Pay amount not funded by grant to vendors
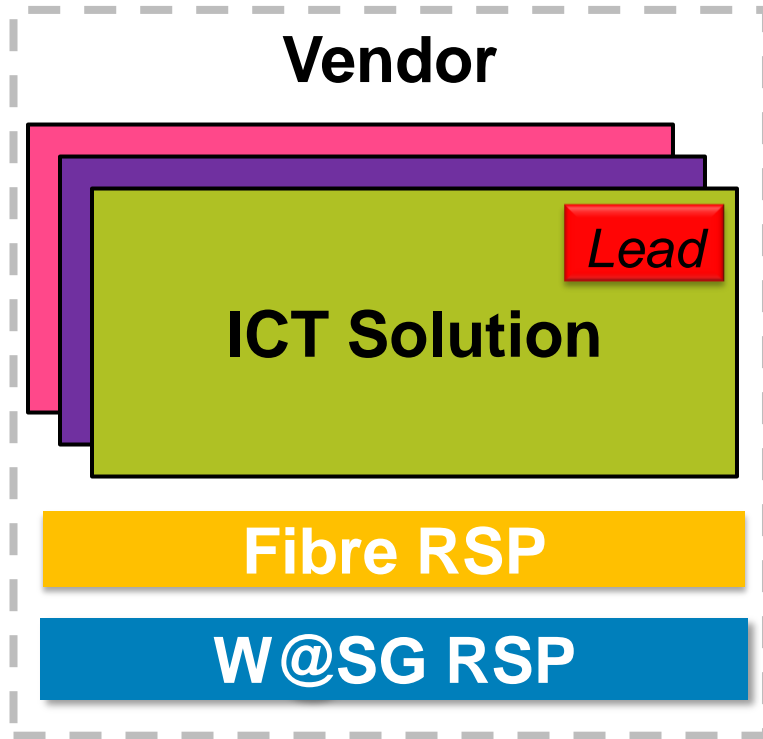
③ Disburse Subsidies

✓ **New Schemes – Vendors Claim from IDA**

SINGAPORE

Bundling of enhanced connectivity with productivity
Opportunity for Operators to Offer ICT Solutions
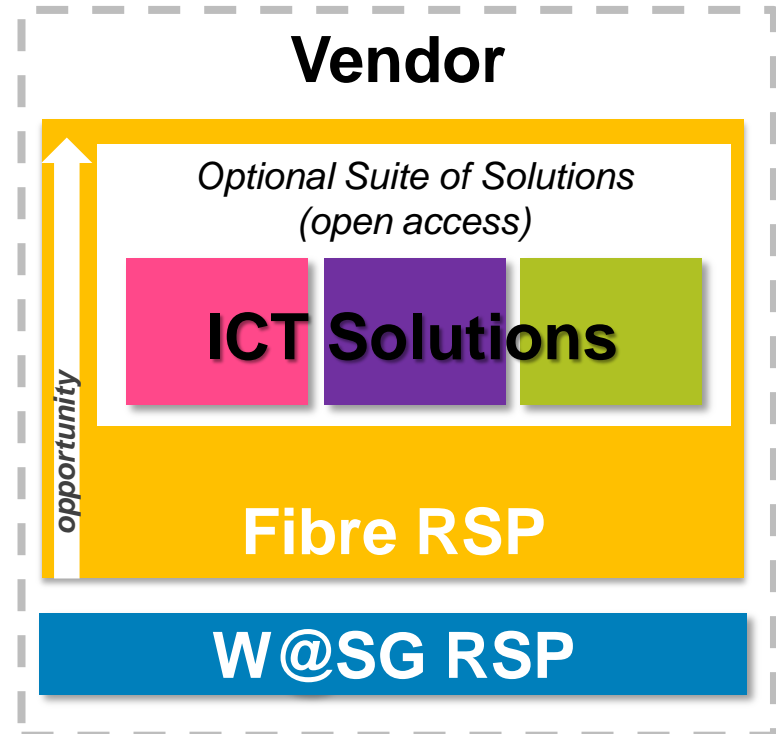
ICT Lead
- **Partner Fibre RSP and W@SG RSP**

Fibre RSP
- **Expand role as ICT Solution Provider**
  - **Create new innovative transformational or productivity solutions**

Vendor

Lead

ICT Solution

Fibre RSP

W@SG RSP

Vendor

Optional Suite of Solutions (open access)

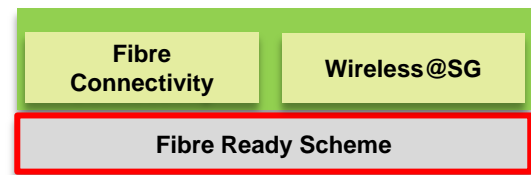opportunity

ICT Solutions

Fibre RSP

W@SG RSP

1. For more info on ICT Solution Providers, email to ida_isprint@ida.gov.sg
2. List of iSprint Packaged Solution vendors info: http://www.ida.gov.sg/Collaboration-and-Initiatives/Initiatives/Store/iSPRINT-Packaged-Solutions

1b Fibre Ready Scheme

iDA
SINGAPORE

Fibre Ready Scheme

- SMEs will benefit the most from the IPG Programme

- SMEs often sited in office buildings with poor access to fibre
  - Lead to long provisioning time

- Government will fund building owners to enhance the existing in-building infrastructure to facilitate fibre access by operators
  - Cable trays
  - Access Panels
  - Others (base on consultation with the BMs and Operators)

- Operators are still required to install the fibre

- Operators encouraged to conduct consolidated roadshows for buildings to drive SME / enterprise adoption – <u>linked to claims by BMs</u>

BO/BMs and Operators need to partner up to take advantage of scheme

IDA SINGAPORE

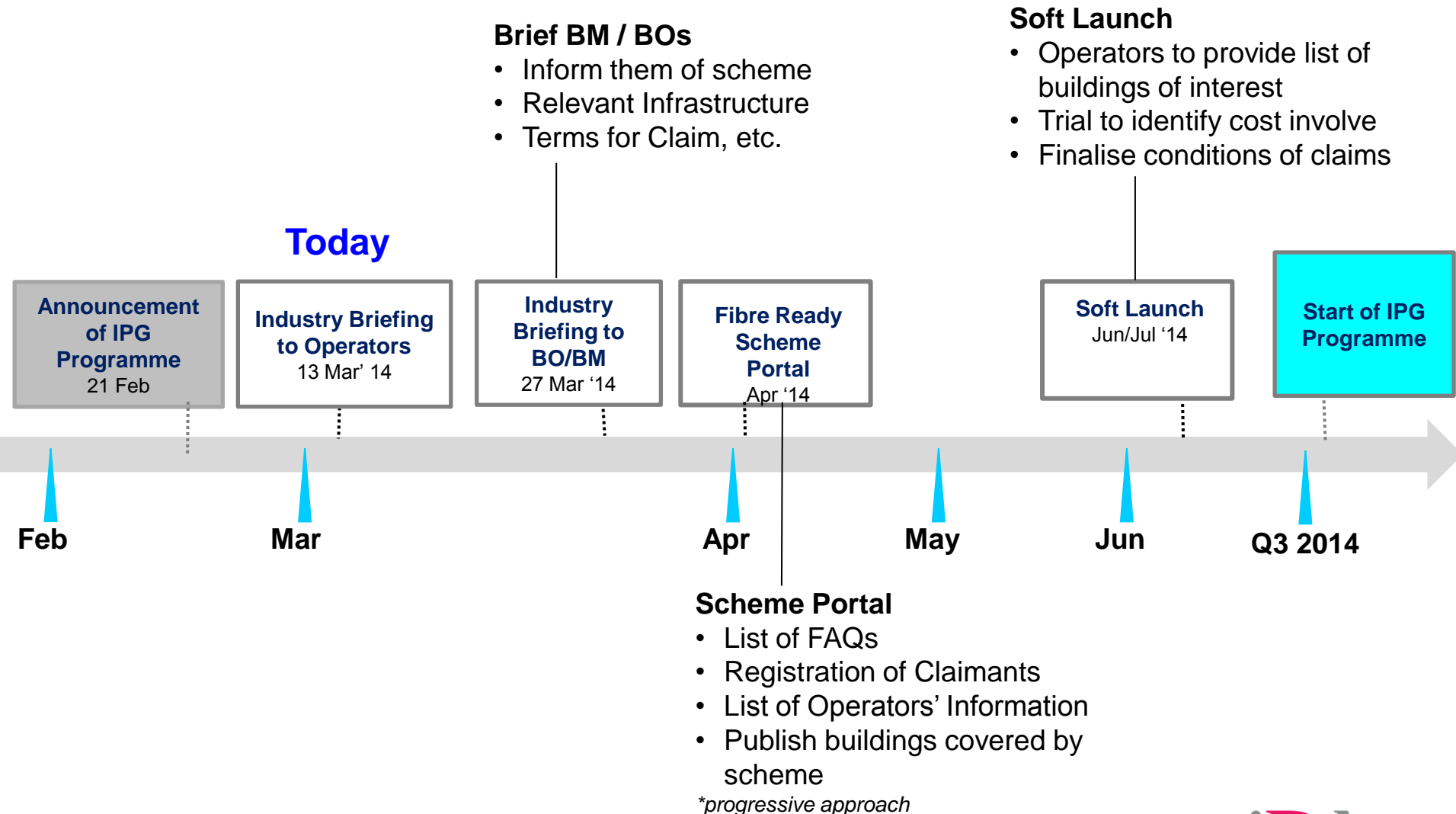# Conditions for BO/BMs to Claim (Pending formalised process)

- BO/BMs shall commit not to impose any additional charges to tenants

- BO/BMs shall provide the necessary information, processes and documentation to telecoms operators for fibre service provisioning

- BO/BMs shall ensure that their contact number and email are valid and contactable during office hours
  - IDA will make these available on the IDA's website

- Multi-tenancy buildings with at least 5 tenants
  - Government buildings are excluded

IDA will work with Industry to finalise Conditions for Claim

iDA SINGAPORE

2 **Next Steps**

CONFIDENTIAL

iDA
SINGAPORE

Timeline for Fibre Ready Scheme

Brief BM / BOs
- Inform them of scheme
- Relevant Infrastructure
- Terms for Claim, etc.

Soft Launch
- Operators to provide list of buildings of interest
- Trial to identify cost involve
- Finalise conditions of claims

Today

| Announcement of IPG Programme 21 Feb | Industry Briefing to Operators 13 Mar' 14 | Industry Briefing to BO/BM 27 Mar '14 | Fibre Ready Scheme Portal Apr '14 | Soft Launch Jun/Jul '14 | Start of IPG Programme |

Feb   **Mar**   **Apr**   **May**   **Jun**   **Q3 2014**

Scheme Portal
- List of FAQs
- Registration of Claimants
- List of Operators' Information
- Publish buildings covered by scheme

progressive approach

iDA SINGAPORE

Operators' Response to Schemes

Requested Feedback from Operators

1. Input on in-building infrastructure requested
2. Input on what process gaps to address
3. List of BO/BMs' contacts for 27 March 2014 briefing
4. List of targeted buildings for Soft Launch – (see next slide)
   - Tenants' interest in fibre services
   - BO/BM's commitment to scheme
   - Complexity & Variety of enhancements

Suggested Actions for Operators

1. Operators to work with ICT solutions providers to market schemes
2. Operators to advise SMEs on ICT Solutions / Wireless@SG utilisation
3. Operators to encourage BO/BMs to sign up for Fibre Ready scheme
4. Operators need to work with BO/BMs to submit for claims
5. Operators to market their services at the buildings in a coordinated fashion

iDA
SINGAPORE

Next Steps

- IDA will organise group discussions with Operators after briefing session
  - Please indicate your interest to attend
  - At these sessions, we will discuss in-building infrastructure and process gaps
  - Feel free to provide feedback via email (see below)

- Operators to provide a list of targeted buildings and relevant information by <u>17 Mar</u> to facilitate invitation to the BM briefing, in Excel spreadsheet format with the following fields:

  Name of Person : _____ (State if Building Owner or Building Manager)

  Name of Building: _____

  E-mail Address   : _____

  Contact Number : _____

- Operators who are interested to provide their contacts to building owners/managers

  Name: _____
  Designation: _____
  Email: _____
  Contact Number: _____

Email to <u>broadband@ida.gov.sg</u> to submit the above information

Point of Contact

- **For iSprint related queries:**
  Name: Ms Chong Sieh Fong
  Email: CHONG_Sieh_Fong@ida.gov.sg

- **For Wireless@SG related queries:**
  Name: Mr James Thoh
  Email: James_THOH@ida.gov.sg

- **For Next Gen NBN related queries:**
  Name: Ms Evangeline Loh
  Email: Evangeline_LOH@ida.gov.sg

iDA
SINGAPORE

Thank You