OpenOptics

# OpenOptics… turning passive infrastructure into active assets

# TURNING PASSIVE
# INFRASTRUCTURE
# INTO ACTIVE ASSETS

OpenOptics

In 2004, OpenOptics developed the first privately managed fibre optic network in Ireland. The network is part of a Treasury Holdings development, Spencer Dock, which is the most successful development in Dublin's docklands. OpenOptics paralleled the innovation of this prestigious development by installing a state of the art fibre optic ring, to manage access by a variety blue chip telecommunication service providers to the development's equally prestigious tenants.

Building on our founding principal: "turning underutilised infrastructure into performing assets", OpenOptics has revolutionised the way communication services are delivered throughout mix use, high density, campus style developments.

We named our system the Open Access Platform ™ to reflect its neutrality and our dedication to freedom of choice, as demanded by today's cost conscious consumers.

With our Open Access Platform™ you simply install our cost effective and high capacity network. This happens cleanly, quickly, and without any messy or disruptive civil works. In a busy working environment this is a real and tangible advantage.

Since its inception, we have also installed our system into the ground-breaking Elm Park development in Dublin 4, and are currently introducing the Open Access Platform ™ to foreign markets with considerable success in the Middle East and North America.

We are proud to say that we now carry telecommunication service providers from Ireland, the UK and the United States across our networks. We serve 10 multinational companies along with 2 government departments and over 1000 residential units.

Wherever telecommunications service providers need access to new customers, an investment in the Open Access Platform ™ will guarantee a steady stream of revenue for the forward thinking developer.

**Open Access Platforms ™ are**

## 1. EASY TO INSTALL AND COST EFFECTIVE

Our "blown fibre" system is easier and cheaper to install than conventional communications infrastructure. We estimate approximately one third the cost of a conventional system.

## 2. REVENUE GENERATING

By leasing the system to the service providers, it will pay for itself and carry on generating revenue into the future. Presently, OpenOptics is delivering returns on investment to our clients in excess of 150%.

## 3. MANAGED

OpenOptics will manage your system by dealing directly with the service providers on your behalf. Our years of experience in the field of telecommunications will guarantee the best available rates at all times.

## 4. MONITORED

Our state of the art monitoring system will alert us immediately in the event of damage to the system. Our resilient and diverse design means there should be no interruption to service in all but the most disastrous of occurrences.

## 5. TENANT PLEASING

In a campus style environment where multiple tenants occupy a high density environment, the presence of our Open Access Platform™ can also be particularly advantageous to the tenant and as well as the developer. By offering the tenant access to their service provider of choice without the need for costly and disruptive civil works in order to do so

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# OUR
# BUSINESS
# MODEL

OpenOptics

OpenOptics has identified that the
telecommunications network in any development
is a valuable, revenue producing asset.

We believe that the deployment and management of
the telecommunications networks should be actively
managed by us. Using our Open Access Platform™
we have created a self financing structure, which
provides a significant revenue stream for the
developer and future estate management functions.

We achieve this through the application and
adherence to our base principles;

1.  RETURN ON INVESTMENT
2.  COST SAVINGS
3.  SCALABILITY
4.  FUTURE PROOFING
5.  POST DEVELOPMENT MANAGEMENT
6.  ASSET ATTRACTIVENESS

## 1. RETURN ON INVESTMENT

OpenOptics achieves a return on our clients investment in the telecommunications infrastructure of their development by leasing access to blue chip telecommunications service providers .

## 2. COST SAVINGS

Our Open Access Platform™ uses a blown fibre installation which is much cheaper than current conventional methods. Our system utilises 85 percent less civil infrastructure than normal practice would dictate. In fact by integrating our system with other networks such as CCTV and lighting a developer can realise significant savings by avoiding costly replication.

## 3. SCALABILITY

Our Open Access Platform™ is fully scalable, or modular. It allows the developer to install infrastructure in stages, as demand dictates. This is a major advantage over conventional telecommunications/data infrastructure, where the method of installation necessitates a complete fit out of the buildings, months or possibly even years before the buildings are tenanted.

## 4. FUTURE PROOFING

A vital component of our Open Access Platform™ is our micro ducting system. We have developed a type of duct we call "Open Core™". Open Core, utilises a unique inner layer to deliver an enormous increase in capacity (over 100% more) over traditional ducting. This aspect, combined with the huge carriage capability of the modern fibre optic cable, makes the Open Access Platform™ future-proofed.

## 5. POST DEVELOPMENT MANAGEMENT

OpenOptics services go further than pure design and installation. By monitoring and managing the systems on behalf of the owner we will ensure best industry standards of reliability, security, recovery and return on investment.

## 6. ASSET ATTRACTIVENESS

The Open Access Platform™ comes with many value-added benefits to enhance a development. The Freedom to choose a service provider can be a deciding factor for a foreign company when choosing where to set up their operation. Combine this with its environmental benefits, safety, security, resilience and the vast capacity our Open Access Platform™ offers the developer a true performing asset.

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# TECHNOLOGY APPLICATIONS

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**Conventional duct**
**288f 53.6% fill**

**Subduct**
**360f 52.9% fill**

## OPEN CORE™ TECHNOLOGY - SOME KEY FEATURES:

- Scalable deployment
- Rapid and cost effective installation
- Fibre counts up to 144 pair
- Range of cable design and sizes to suit a varety of purposes
- No emi or earth bonding limitations
- Very fast installation speed of up to 2.5Km a time
- Robust and resilient for handling in the field
- High bend capacity compared to comparable products
- Low friction jacket design
- Easy access and breakout of fibres



## APPLICATION EXAMPLES IN THE OFFICE BUILDING

1) Data centre
2) Conference technology
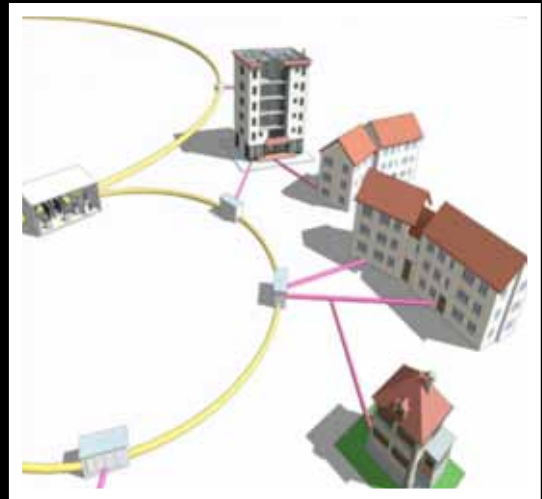3) W-LAN
4) Office cabling
5) Smoke detector
6) Elevator

## APPLICATION EXAMPLES IN THE SHOPPING CENTRE

1) Video surveillance
2) Information boards
3) Car-park routing systems
4) Cashier systems
5) Evacuation/Emergency lighting
6) Elevator

## APPLICATION EXAMPLES FOR FIBRE TO THE HOME

1) Telehouse/co-location
2) City backbone
3) Access cabling
4) Building junction
5) FTTH in-house cabling
6) FTTH face plate
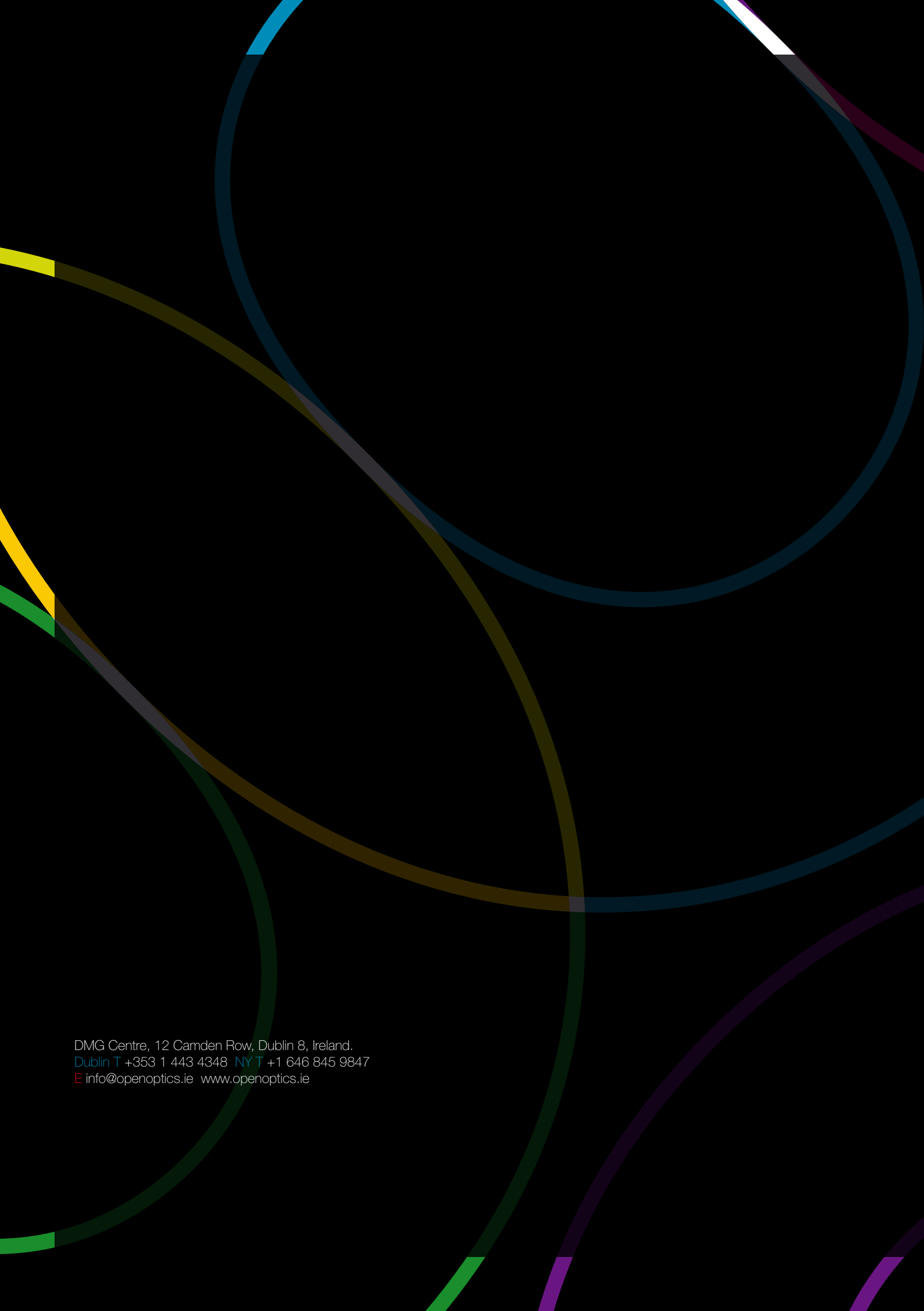
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