Appendix One: Commercial Evaluation and Engagement

Each of the sixteen companies was invited to Colchester to undertake a presentation and to outline how they could support the delivery of our Digital Strategy. The companies invited and which undertook presentations are detailed below:

Urban	Rural
Vtesse	Rutland Telecom
The Cloud/Sky	County Broadband
BT Redcare	Buzzcom
Virgin Media	AEM Services (Motorola)
Concept Solutions People Ltd	Aerelink
Brisknet/Motorola	Networks by Wireless
UK Broadband	NextGenUs CIC
Brite Yellow	UK Broadband
Aerelink	
Networks by Wireless	
NextGenUs CIC	

Evaluation of the presentations, based on an industry standard set of criteria, shortlisted the following companies for a 2nd stage evaluation.

Evaluation 2nd Stage
Vtesse Networks
The Cloud/Sky
County Broadband
Networks by Wireless
Brisknet/Motorola
NextGenUs

Following a more in-depth evaluation three companies were identified (detailed below) for recommendation to work with Colchester Borough Council in implementing the Digital Strategy. Importantly, all three partners/partnerships are willing to work together in a collaborative manner to address market failures in the delivery of Next Generation Access Broadband services to residents, businesses and visitors to the Borough.

1. Digital Wireless Town - recommended partner The Cloud/BSkyB

Overview of the Cloud:

European market leader with the largest public WiFi network
Operations in UK, Germany, Denmark, Sweden, Norway
Cloud Services available in UK, Germany, Finland, Norway, Denmark, Ireland, Austria, Netherlands, Kazahkstan.
Over 7,000 locations with 22,000 Wi-Fi access points across 12 countries
Headquarters in UK with offices in St Albans, Munich, Stockholm
Responsible for the City of London Wireless Network
WiFi launch partner to O2 for iPhone
Recently acquired by BSkyB
10M UK Customers

3.5M HD Customers
Fastest broadband growth with 3M Customers

2.   Highspeed Urban & Rural Broadband - recommended partners Motorola and BriskNet

Overview of Motorola:

Motorola Wireless Network solutions is a leading international supplier of wireless broadband solutions.
Many years experience of providing innovative broadband solutions for both metro and rural situation including Nation/province wide Solutions in areas as diverse as the Philippines and Nova Scotia, city solutions in many major cities in Europe and the US including a major Metro WiFi deployment in Barcelona.

Overview of BriskNet:

BriskNet is an Irish based international Broadband and Value Added Services Provider founded in 2006
BriskNet has a focus on rural and underserved markets using predominately wireless technology
BriskNet has previously deployed in rural west of Ireland, pop density 23 per sq Km
National Strategic Partners are VirginMedia, Serco

3.   Rural Broadband - recommended partner County Broadband

Overview County Broadband:

Local Wireless ISP based in Coggeshall, Essex
In operation since 2002.
Presence in 25 parishes across Essex including a number of villages within the Borough of Colchester, namely, West Bergholt, Fordham, Great Tey.
Contact through its sister company and social enterprise, the Rural Broadband Partnership with a number of other parish councils within the Borough.