

## Broadband reference offer for the Proximus GPON network

<p><b>Presentation of the product</b></p>	<p>The CRC Decision of 29 June 2018 on the analysis of the broadband and television broadcasting markets<sup>1</sup> obliges Proximus to grant access to its GPON network. This enables other companies to provide end-users with broadband services <b>on the Belgian territory</b><sup>2</sup>.</p> <p>The Proximus broadband offer enables alternative operators to provide Internet services through the GPON network. By requesting access to the multicast offer<sup>3</sup> multicast services can be offered, in order to provide digital television services, for instance.</p> <p>The reference offers describe all technical, operational, legal and financial aspects playing a role in the provision of these services. The BIPT has chosen to grant the alternative operators a <b>maximum of autonomy</b>. This way an alternative operator can for instance:</p> <ul style="list-style-type: none"> <li>• determine and request his own broadband profiles;</li> <li>• work with <b>partner-subcontractors</b> to carry out connections<sup>4</sup>;</li> <li>• use his <b>own router</b>, combined with the Proximus modem;</li> <li>• broadcast his own TV channels;</li> <li>• provide business services.</li> </ul> <p>For more detailed information, we recommend to contact Proximus through the website <a href="https://www.proximus.be/wholesale/">https://www.proximus.be/wholesale/</a>. Should one wish to remain anonymous for Proximus, one may also contact the BIPT through the contact point below.</p>
<p><b>Technical and operational terms</b></p>	<p>The relation between Proximus and an alternative operator is described in full detail in the reference offer<sup>5</sup> that can be found here:</p> <p><a href="https://www.proximus.be/wholesale/en/id_bitstream_fiber_gpon/public/access/regulated-services/bitstream-fiber-gpon.html">https://www.proximus.be/wholesale/en/id_bitstream_fiber_gpon/public/access/regulated-services/bitstream-fiber-gpon.html</a></p> <p>All reference offers consist of <b>1 central document</b> (the “Main Body”) <b>and a number of annexes</b> (referred to in the central document). Among other things they describe the SLAs and KPIs Proximus has to meet to place and execute orders and activate services for instance.</p> <p>An alternative operator has <b>2 possibilities to interconnect with Proximus</b>. A first possibility is through local access, directly in the Proximus local exchanges. A second is through central access, in the 5 central interconnection points of Proximus<sup>6</sup>. The latter option requires the alternative operator to order another Ethernet transport service between the local exchange and the central interconnection point.</p>

<sup>1</sup> <https://www.bipt.be/operators/reference/decision-of-29-june-2018-analysis-of-the-broadband-and-television-broadcasting-markets-2018>

<sup>2</sup> The optical fibre roll-out plans of Proximus are continuously being updated. For the latest state of affairs the BIPT refers to the Proximus website.

<sup>3</sup> As stated in the CRC Decision of 29 June 2018, Proximus only needs to implement the multicast offer following an actual request from an alternative operator. The maximum implementation time for this offer is 12 months. This offer is discussed separately.

<sup>4</sup> Carrying out connections and repair work by one’s own technicians is currently not included in the reference offer but the CRC Decision of 29 June 2018 stipulates that a reasonable request for such an implementation can be submitted to Proximus.

<sup>5</sup> A reference offer gives a description of the relevant offers broken down into various components according to market needs, and the associated terms and conditions including prices. It has to be sufficiently detailed in order to guarantee that operators do not need to pay for facilities that are not necessary for the service requested.

<sup>6</sup> The Proximus GPON network is divided into 5 interconnect areas covering the entire Belgian territory. An alternative operator who wants to provide his services in the whole of Belgium therefore needs to interconnect with Proximus in each interconnect area.

	<p>Certain parts of the reference offer are only available after having signed a non-disclosure agreement (NDA) with Proximus.</p>
<b>Financial terms</b>	<p>The "General Terms &amp; Conditions" annex to the reference offers describes the <b>financial warranties</b> the interested parties have to meet in order to obtain access.</p> <p>Finally, when providing the services one still needs to pay the (monthly) <b>rental fees and the one-time fees</b>. These rates are detailed in the "Pricing, Compensations &amp; Billing" annex to the reference offer.</p> <p>As this reference offer only includes the wholesale services aimed at providing bitstream services, <b>additional costs</b> have to be factored in for the development of retail products based on these reference offers (e.g. own network equipment, interconnection lines, ...).</p>
<b>How do I submit a request?</b>	<p>Parties interested in requesting access to the network upon reading the reference offers, are recommended by the BIPT to do so by means of a registered letter.</p> <p>According to the <a href="#">market analysis</a> network operators are obliged to negotiate quickly in order to <i>"conclude an agreement within 15 days when the request meets the terms and conditions of the reference offer or when the request only deviates minimally from the terms and conditions of the reference offer...For requests outside the scope of the reference offer the SMP operator has to make every effort to conclude an agreement within a term of four months.</i></p> <p><i>The terms above only start once the SMP operator has received all necessary information from the alternative operator requesting access (address, financial situation, services requested, technical information on his own infrastructure, etc.)" (free translation)</i></p> <p>Further explanation on how you as an operator can do business with Proximus is given <a href="#">here</a>.</p>
<b>BIPT contact</b>	<a href="mailto:info@bipt.be">info@bipt.be</a>
<b>Most recent update</b>	July 2020

**Disclaimer:**

The purpose of this sheet is to provide general information to the (candidate) operator; it does not replace the actual reference offer of the operator.