

Supply Chain Introductions

The PIN Supplier Response document (section 4. *Supply Chain Introductions*) offered potential bidders the opportunity to have their details shared amongst other potential bidders to help them meet potential supply chain partners in relation to this opportunity.

This document shares the current list. It will be updated to reflect further additions as required.

Potential bidders should contact each other directly; there is no need to inform the Council.

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1. Accelleran

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Looking for & offering:

- We are keen to partner with Systems Integrator Partners, to help with deployment on the sites and access to the NH MNO relationships. Accelleran in turn can offer a market leading Open RAN Private 5G Solution, cloud and hardware based - that we think would be perfect for this type of project, we are keen to work with likeminded SI's that are not looking for standard OEM vendor lock in.

2. AQL

Andy Brown
01133203040
tenders@uk.aql.com

Looking for & offering:

- Connectivity
- Fixed Wireless Access
- 4G/5G Private Networks
- IoT Solutions
- Mobile Messaging
- Colocation
- Satellite Communications

3. Boldyn

John Whoriskey (Account Manager)
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Looking for & offering:

Open discussions with organisations who have particular interest in a requirement for connectivity especially across the following areas:

- Private 5G networks
- Network Solutions including Small Cell
- Data Centres & Co-location
- IoT applications
- Fibre services
- Network consulting services

4. CGI IT UK Ltd

Volkan Pakoglu (Director Consulting Services)

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Jeevan Namboodiri (Lead Consultant – 5G SME)

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Looking for & offering:

- Trusted Systems Integration capabilities to prime and deliver the programme.
- Relationships with UK Telecom operator and Original Equipment Manufacturer (OEM) including Open RAN vendors.
- Relationship with UE device manufacturers.
- Capability to enable Use Cases and integration with new / existing UE's
- Cyber Security and Network Assurance services.
- Industry Service Desk Institute's (SDI) 5-star accreditation for our service desk.
- Business consulting services.
- Programme Management and Advisory services.

5. Deloitte LLP

Steve Cowan (5G Enterprise Lead)

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Looking for & offering:

- As an active player in the 5G innovation space and having launched the UK's first 5G Application Accelerator (5prinG) alongside a consortium of partners, we have an in-depth knowledge of technologies that 5G / advanced wireless networks enables and the associated use cases across several industries.
- Additionally, as a Systems Integrator (SI) of different technologies, we are proficient in procuring a range of technical solutions and overseeing the integration necessary to deliver E2E solutions in complex ecosystem environments. We also have global expertise in operating model design, establishing programme governance processes, and providing overall programme management and governance oversight.

6. Dense Air

Darren Ballard

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Looking for & offering:

- Dense Air are offering an outdoor 5G private network, with a path to MNO services to allow over-the-top services to be delivered by the Supplier.

7. Logicalis UK Ltd

Bid.Management@uk.logicalis.com

Looking for & offering:

- As the leading Cisco Global Gold Private 5G Partner, Logicalis offers the Private 5G solution as Software-as-a-Service (SaaS), covering all aspects from consulting and integration to operation and managed services.

8. Net Reply UK

Rasoul Behravesch (Technical Lead and System Architect)

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Jasmine Dixit (Business Unit Manager)

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Looking for & offering:

- We offer 5G Private Network planning, design, installation, system integration, and managed services. We partner up with hardware vendors to provide end-to-end 5G solutions.

9. North SV Ltd

David Ruthven (Sales Director)

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Looking for & offering:

North can provide the end-to-end solution for this opportunity, however we appreciate that these types of opportunities present challenges both technically and financially that working as a collaborative team is the better option.

We have worked with other integrators as their installation partner to deliver:

- Fibre Optic Backbone
- LPWAN / IoT
- RAN Installation & Commissioning
- Backhaul – Fixed Wireless Access
- Wi-Fi Connectivity (WWAN/LAN)
- Project Management
- Civils for ducting and installation of new Masts / street furniture
- In-house UK-based Network Operations Centre and field engineers.

10. Telet

Peter Gradwell

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Looking for & offering:

- Telet is a leading 5G Systems Integrator with expertise in private 5G design, procurement and delivery. We offer cells, mobile core, SIM cards etc. We're always looking for supply chain partners who can bring innovative ideas and value-added expertise to our 5G deployment projects.

11. Vodafone

Siraz Giga (Client Sales Specialist)

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Phil Sandford (Innovation Manager)

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Ashleigh Jordan (Innovation Manager)

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Looking for & offering:

- Vodafone's offering encompasses a comprehensive process designed to collaborate with new partners and applications within the 5G ecosystem. Our approach allows us to test and integrate applications within our region lab and demo facilities distributed nationally (and globally) This is complemented by a collaborative co-creation framework, ensuring seamless and effective integration into operational deployments.
- Embracing the triple helix model, Vodafone facilitates a unique collaborative environment by uniting startups, local and international small and medium-sized enterprises (SMEs), and academic institutions with the broader industry. This synergy aims to foster the development and deployment of 5G technologies and applications, specifically tailored to address pivotal outcomes and tackle the challenges prevalent in various regions and sectors.
- Vodafone provides free educational and support initiatives aimed at demystifying 5G and advanced wireless technologies for both the citizens and businesses across the UK. These programmes leverage the profound knowledge and expertise of our regional

technical teams, offering invaluable learning opportunities. We take great pride in these initiatives and actively encourage participation, as they represent a fun, enlightening, and insightful journey into the world of 5G technology.

- Vodafone have set up a landscape of advanced tools to facilitate interaction with current and future suppliers, including supply chain financing, e-sourcing, and system to system connections for increasing accuracy and speed of transacting. We would want to use these tools to ensure we can onboard credible partners as part of this project.
- While Vodafone has existing solutions that help deliver outcomes such as IoT Monitoring, AR/VR applications and data platforms, we are always looking to partner with providers that offer unique capabilities. Any independent software/service vendors that want to explore how their services can be enabled through advanced connectivity are welcome to reach out.

12. WHP Telecom

Ian Birleson (Principal Customer Relationship Manager)

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Martyn Cheyne (WHP Group Chief Strategy Officer)

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Looking for & offering:

- Site Acquisition – involving negotiating and completion of legal agreements for the telecoms sites with land and property owners, estates etc.
- Town and Country Planning - successful across Conservation Areas, National Parks, National Scenic Areas, Wildlands and all special designations. This also involves community engagement and stakeholder management to generate “buy in” to the proposal. We also produce of specialist LVIA reports, ecology and environmental reports, presentations showing pictures of the proposed design superimposed on a variety of viewpoints to help allay concerns from planners/community. WHP also runs a Community Benefit scheme where we donate financial support to community initiatives.
- Site design – We produce sympathetic designs for sensitive areas and provide drawings for land owner and planning approval, followed by the more detailed construction drawings. This covers mast sites, street furniture sites, rooftops, gable ends etc. We also provide digital twinning services so planners and land/property owns can see what the proposed site will look like from every trajectory and angle. We have a considered approach to design and local stakeholder engagement enabling our industry leading planning consent success ratios.
- Site build - Proven track record in getting physical infrastructure in to challenging geographies. This covers mast sites in remote areas, street furniture sites in urban locations, rooftops, gable ends etc. We have built sites on remote islands using barges and helicopters and mast sites on high, mountainous locations using rock anchors to secure the mast rather than the traditional concrete base.
- Power – in addition to managing the DNO to provide power, managing routes and wayleaves etc we also have:

- NERS Accreditation – Power connection delays are typically due to the DNO’s contractors. WHP has the accreditation to take this off the critical path and self-deliver. This results in a quicker connection and less disruption, as we do the power connection work in parallel with the site build work.
- Off Grid Power – proven hybrid wind and solar solution being utilised on strands of the SRN.
- Working at height – we have the industry’s largest rigging team who install antennas and feeders, microwave links, carry out climb inspections of masts and provide certification of mast climbing safety systems.
- UK Mobile Network Operators – Long standing relationships with senior management with all UK MNOs. On our S4GI tower portfolio we have achieved an average MNO tenant count of 3.14 per site so far for very remote, rural sites.
- Backhaul – Microwave, fibre (NIA, PIA and dark fibre) turnkey services (design, civils, fibre connections)
- Radio Planning – we have a state of the art radio planning tool so can model site coverage for a variety of scenarios
- We have Code Powers under the Electronic Communications Code and are experienced in Ofcom applications.

13. 3DEO NI Ltd

Andrew MacPherson

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Looking for & offering:

- We provide an intelligent, sensor agnostic, mapping and data visualization platform which serves as a front end interface for users on regional projects such as Borderlands.
- Our solution is cloud hosted and fully permissioned. We combine mapping and 3D visualization to present a digital twin of a location while presenting historic and real time location insights from systems, sensors, satellites, asset tracking and IoT, at their location. We visualize data in intuitive 3D.
- We currently deliver our solution to infrastructure such as ports and harbours (monitoring assets, operations and the environment via sensors, IoT and tracking) and on a range of environmental monitoring deployments, such as the Forth Environmental Resilience Array (monitoring and visualizing air and water quality, flooding, carbon sequestration and peatland restoration) The UK Lakes Dashboard (visualizing water quality data from satellite monitoring for every lake and reservoir in England and Scotland) Regional Climate and Health data across India for the European Space Agency, Combined infrastructure, planning, environmental and demographic data for the Scottish Environmental Protection Agency.
- We have previously integrated to provide front end on data platforms for telco providers. We would be interested in acting as a subcontractor to prime bidders to augment their offering by providing a single visual window for user interaction with diverse data.