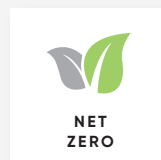




SFT CORPORATE PRIORITIES



SFT Outcomes

Demonstrating progress with impact

PRIMARY OUTCOME

08



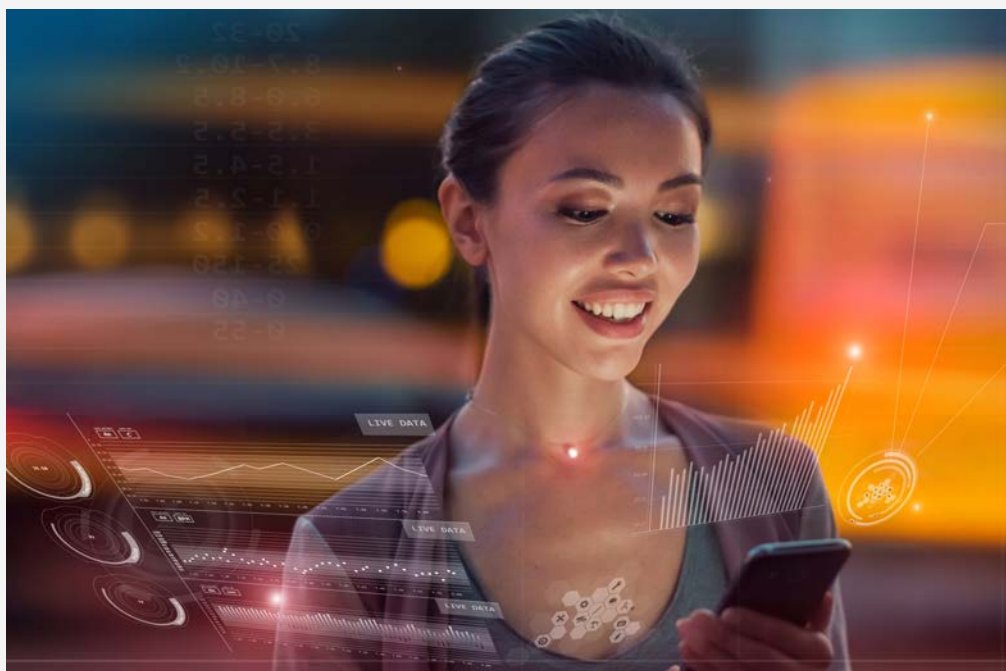
EFFECTIVE PUBLIC ASSETS DRIVING TRANSFORMATION OR ARE RE-DEPLOYED

SECONDARY OUTCOMES

01

07

Innovative programme launched to support installation of digital infrastructure

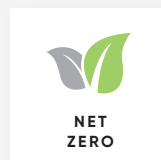


SFT recognised that there were numerous challenges facing the public sector and mobile sector industry when negotiating and agreeing locations and terms for new and existing mobile digital infrastructure. A mixture of process complexity and new legislation had resulted in a lack of engagement between the two sectors that is impacting negatively on 4G and 5G roll out.

What was needed were a set of useful tools to help the two sides reengage that would reopen discussions about improving connectivity across Scotland. By solving some of the issues now, by the time mass 5G roll out comes to Scotland, both parties will be ready to deploy at speed and scale, and with maximum efficiency.



SFT CORPORATE PRIORITIES



NET
ZERO



SUSTAINABLE
PLACE



INCLUSIVE
GROWTH

SFT Outcomes

Demonstrating progress with impact

PRIMARY OUTCOME

08



In coming up with the solution, SFT created a team of sector experts using both inhouse and external resource to:

- Identify the issues, motivations, and best practice solutions
- Develop tools that work in the Scottish context considering geographies and the concerns of the parties
- Gather feedback from industry and the public sector in the development of the tools
- Promote the use of the tools by industry and the public sector
- Commence development of a connectivity marketplace minimum viable product

With Ministerial support, in March 2021 the Infralink programme was officially launched across the Scottish and UK telecoms sector, establishing a national framework that is workable, balanced, and transparent by utilising existing UK wide developments and setting out best practice to provide a basis for meaningful discussion.

The national tools include:

- **A connectivity marketplace** - an online map-based data platform for use by both parties to help discussions about extending mobile coverage in an area, with various information layers such as coverage and public sector assets at a national level in one place
- **Standardised agreement documents** – a balanced starting point removing the need to negotiate standard terms, allowing both parties to focus on the nuances relating to deploying new sites or upgrading or relocating existing ones
- **Payment guidance** - recommended methodology and prices that will build upon the principles of the Electronic Communications Code and recognise the impact of digital infrastructure as a tenant

James Higgins, Land Agency Programme Manager at Forestry and Land Scotland and who assisted in the development of the Infralink commercial tools, said: “Infralink is a helping hand and should be seen as this. Adopting a standardised way of dealing with digital infrastructure site requests is new to lots of public sector organisations - so Infralink can provide support to help them through.”

Belinda Fawcett, General Counsel and Director of Property & Estates at Cornerstone who deploy infrastructure across the UK on behalf of Vodafone and O2 and assisted in the development of the Infralink commercial tools, said: “We need faster mobile deployment and working with the Scottish Futures Trust on the Infralink programme will help us to simplify and streamline our network rollout process. We are making positive progress through the Infralink initiative to help improve digital connectivity for communities and businesses across Scotland.”

<https://vimeo.com/514223928/56dfbfaf87>