

HOW WE BUILT NATIONALLY AND LOCALLY IN NORWAY

A service provider's point of view — for critical infrastructure

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The NFO Group

A group built around fiber and fiber engineering



Stavanger

2001 Norsk Fiberoptikk founded

2002 Start of the build-out

- Local power company chooses FTTH
- Major impact on the development of Norwegian broadband
- Obvious solution?

Close to 100%

fiber availability in Norwegian households



WHO TOOK THE RISK?

- Regional power utilities
- People • trenches • poles • contractor experience
- Long-term infrastructure thinking
- Day one

Not the established telecom companies first.



48 CUSTOMERS

2003

- “Why do I need fiber to the home?”
- Christmas party
- Built → found problems → solved → documented
- Small town internet provider
- National Fiber Project?
- National critical infrastructure

Thousands of local projects became one national network.

1 • Local execution

- Where other infrastructure is
- Difficult crossings
- Know who to talk to
- Friction

Local knowledge reduces friction.



2 • Coordination

- Excavating • drilling • crossings
- Permits • traffic management
- Cheaper trenches
- Different parties

Coordinate before the asphalt goes back.





FOUR THINGS THAT MADE THE MODEL SCALABLE

3 • Documentation

- Where are the ducts?
- Where are the splices?
- How are the fibers allocated?
- Robust Fiber
- What is “good enough”?

Documentation is part of the infrastructure.

4 • HOW WE HANDLED THE MOST DIFFICULT AREAS

- Commercial market
- Long distances • few customers
- Mountains, fjords & scattered settlements
- Local government cooperation
- Local community efforts
- The final percentages

When the market stops, the final financing gap must still be closed.



What we keep coming back to

- 01 **Coordinate before anyone starts digging**
- 02 **Make documentation part of production**
- 03 **Use local expertise**
- 04 **Standardize what should be standardized**

National systems. Local problem solving.



CRITICAL INFRASTRUCTURE



One gigabit?

How resilient?

Redundancy?

Where is the infrastructure?

Repair time?

Who has access?

From local projects to national infrastructure

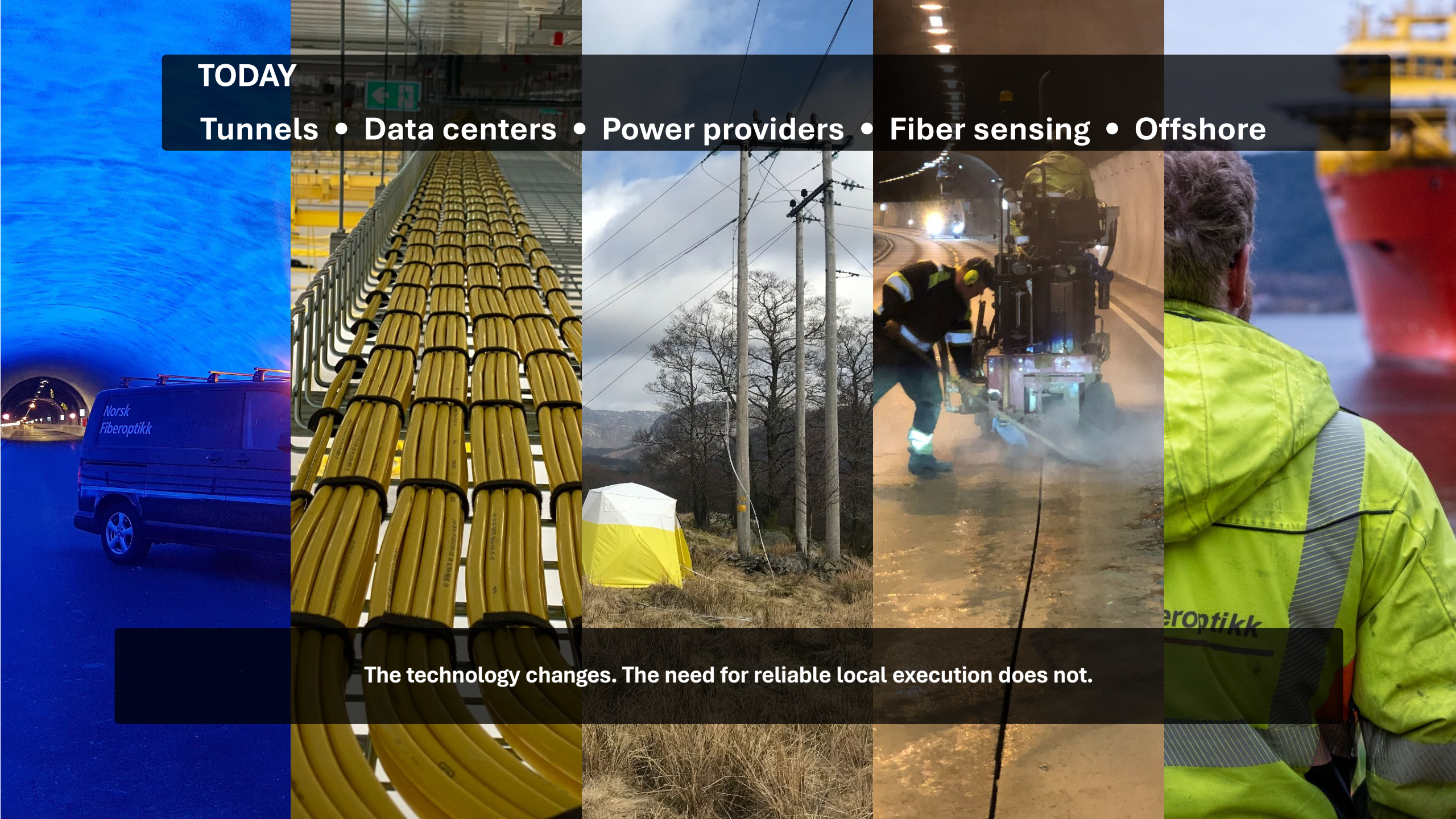
- Local & regional players
- Local governments & infrastructure owners
- Contractors industrialized the build-out
- Norsk Fiberoptikk
- The story began in 2001

25 years of learning — project after project.



TODAY

Tunnels • Data centers • Power providers • Fiber sensing • Offshore



The technology changes. The need for reliable local execution does not.

YOU BUILD NATIONALLY

by making local execution work —

again and again, project after project.

Norsk Fiberoptikk

Let's continue the conversation at dinner

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Thank you.

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