



FOR PROPERTY DEVELOPERS

Dealing with Openreach & other telcos.

When a build hits existing telecoms infrastructure, the carrier's quote isn't the only option. **How to save money** on diversions and ducts.

SICOM CONNECTIVITY SICOM.UK FREE GUIDE

Had to move telco ducts or poles for a development?

Developers regularly build where carrier networks already run — extensions, new sites with cables crossing them, demolishing and rebuilding bridges and subways. Then comes the bill from Openreach or Virgin. Was the amount reasonable? Usually there's no way to tell.

SICOM provides telecoms infrastructure support for property developers — three ways to take cost out:

Save money

Negotiate with real expertise in fibre networks, costs and design to reduce the carrier's price.

Create alternatives

Offer a lower-cost or mutually beneficial alternative to the carrier's design.

Do some of it yourself

You've already got builders and equipment on site — they can do some of the work at much lower cost, and when *you* want it done.

Your design conflicts with **existing utilities**

Your new or extended building is seen to clash with utilities already in the ground — including telecoms carriers like Openreach and Virgin. Left to the carrier, they survey, then quote to install new ducts and divert the route, using their own contractors. The question is whether that's reasonable — and whether there's a cheaper way.

- Is the carrier's quote reasonable? **We can negotiate it for you.**

- Did you know your own builders could do some of the work at a much lower cost? **We can design the work to carrier standards for you.**

- Is there a cheaper route or method than the carrier proposed? **We design the alternative and present it.**

How much can I save?

up to 20%

Just by negotiating

The expertise in fibre networks, costs and design that SICOM brings, applied to the carrier's quote.

Could be thousands of pounds

up to 80%

Alternative design + your builders

If we design an alternative to the carrier's option and use your own builders to install it at lower cost.

Could be tens of thousands of pounds

The bigger the diversion, the bigger the saving. On a major scheme the alternative-design route routinely turns a five-figure carrier quote into a far smaller one.

A free look, then **two ways to engage**

An initial consultation is free. We look at the site plans and, if you have it, the carrier's quote. Then we give you a choice:

Fixed fee

- A set price based on the time and expertise required.
- You know the cost up front, whatever the saving.

No-win, no-fee

- Savings are shared between you and SICOM.
- If we don't save you money, there's nothing to pay.

What have you got to lose?

Call 07803 737 321

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