

MDU Services

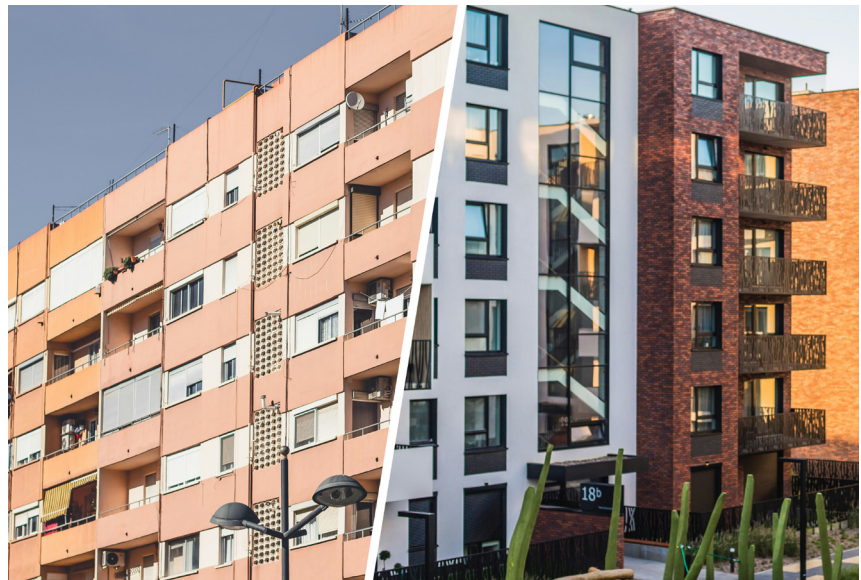
Introduction

Understanding variation, uncertainty and complexity with MDUs

The 'one-size-fits-all' approach to cabling multiple dwelling units (MDUs) does not exist. Different layouts, heights and building ages in combination with difficulties in freeholder and tenant engagement processes arising from priorities and interests that don't align. Furthermore, numerous variables require evaluation before agreement around cabling routes and final permissions are granted.

Common issues include:

- Internal layout: maintaining legacy cabling risers, ceiling voids, trunking and containment during fiber overlay installation poses contentious barriers to permissions due to aesthetics.
- Materials and labor costs: Estimates in the early planning stages can be ambiguous, creating budget overshoot or project abandonment that risks ROI.
- Disruption and H&S liabilities: the likes of core drilling, traversing risers, asbestos disturbance, and replacing ceiling tiles and fire sealants present short- and long-term implications.
- Establishing ownership: many private MDUs are owned by investment funds and non-domiciliary organizations. These can be extremely difficult to identify and hard to contact.
- Management responsibility: between owners, tenants and managing agents, approval chains and communication can be tricky to navigate, especially where disruption is expected.



To enable FTTH in MDUs, Technetix offers a range of professional consultation services for network operators, infrastructure investors, and property owners. We combine decades of practical network build experience with the latest fiber industry insights to determine FTTH build feasibility and recommend technology choices.

We simplify and demystify end-to-end FTTH deployments, from initial feasibility assessment, through to planning and build completion. Helping our customers accelerate their ROI by increasing their revenue generation, we support them in formulating strategies to minimize costs, make informed decisions, avoid needless delays, and facilitate rapid customer acquisition.



Technetix' technical expertise and quality control procedures are all excellent. It isn't just distribution, it also offers a sort of consultancy - advice on what to buy based on its knowledge of our network.

Virgin Media O2



Our MDU services include:

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|  <p>High-level CPP feasibility; GIS (distance to network) analysis</p> |  <p>Desktop planning and optionality review</p> |  <p>On-site survey; existing infrastructure data collection</p> |  <p>Test and measurement; assessment of existing cabling infrastructure quality</p> |  <p>Detailed design and planning – cabling routes, containment, points of entry</p> |
|  <p>Design and implement in-building Wi-Fi, IoT and distributed antenna systems (4G, 5G)</p> |  <p>Mergers and acquisitions; due diligence assessments and reports</p> |  <p>Legal services; wayleave brokerage, third party infrastructure access</p> |  <p>Health and safety risk assessments; fire sealing, asbestos, working at height, RAMS</p> |  <p>Electrical power assessment and upgrade</p> |

Scenario 1: An upgrade path from HFC to XGS-PON

An operator wants to be able to offer multigigabit XGS-PON services, and is looking to transition their customers from an HFC DOCSIS deployment.

With an established customer base and stable ARPU across several MDUs, they plan to migrate premises to FTTH organically over several months or years. To do this, they need to maintain both the HFC and FTTH network in parallel within the building. However, it's been over 20 years since HFC cabling and trunking was block-wired throughout: space to install new fiber is limited, and they have concerns about churn from disruption and service interruption.

To determine optimal deployment methods, materials, costs, and project feasibility, Technetix professional services team is able to negotiate rapid access to the sites, conduct surveys, and thoroughly assess the condition of existing infrastructure. Accounting for the different building layouts, the team produces a feasibility report, consisting of data and photographic material for each block. Technetix provide further consultation with the build partner and landlord to negotiate project commencement and completion according to operator priority (cost, time to market, disruption etc...).

Scenario 2: Distressed sale assets

As capital investment loans mature and interest rates increase, many subscale AltNets are struggling with cashflow. A growing number of assets have become available for liquidation due to a combination of rapid market consolidation and incumbent over-build.

Buyers require independent partners that can mobilize rapidly, and have technical experience and commercial acumen to verify the quality, condition and true value of assets. For sellers and administrators to get the best possible price for all interested parties, independent verification on total homes passed, UPRN coverage and build completion (RFS) is needed.

Acting as an independent broker for both sellers and buyers, Technetix ensure all evidence is collected and presented to facilitate negotiations and agree optimal sale terms.

Scenario 3: Existing infrastructure qualification

Landlords, homeowner associations and local authorities have a responsibility to ensure residents can access the most up-to-date and competitive fiber broadband and entertainment services. Equally, they must make sure residents are not continually disturbed by multiple fiber ISPs carrying out disruptive works.

In one such building, existing 'fiber broadband' services are available, and earlier structured cabling and IRS systems have been maintained. As part of their duty of care, the building owner must ensure any new works are carried out safely without compromising aesthetics, structural integrity and the building's value. They're keen to understand the capabilities of their existing assets - but the ISPs say they need to install new cables in parallel to what's already there. This has raised concerns that some, if not all, of this new work is unnecessary.

Providing an independent assessment of the existing cabling infrastructure, Technetix use commercial measurement and test equipment to validate its capability and whether it can support multigigabit broadband services in future. So they can make informed decisions, the team produce detailed test reports for the building owner. These include suggestions and recommendations for designs, architectural and engineering solutions, technologies that support futureproof fiber services and don't require new cabling - and even each option's potential limitations. This report data and evidence helps reinforce negotiations between owners and ISPs.

Technetix work with multiple ISPs and subcontractors on behalf of building owners. The team's 'get-it-right-first-time' approach aims to build a single, shared in-building cabling system. This allows each ISP fiber termination in a centralized location without running multiple cables. In line with social and digital inclusion strategies, this solution provides residents with flexibility to choose preferred providers and products. Furthermore, Technetix ensure obsolete cables and equipment are removed and that all Health & Safety aspects are up to specification.

Scenario 4: Access to professional networks

Constraints around resources and relationships with landlords and consumers that have yet to mature are limiting progress for an emerging AltNet. They really need a partner with an established, wide network of contacts, built on strong working relationships, that can help initiate contact and facilitate access rapidly to MDU landlords and tenant associations.

Drawing on decades of cabling experience and credibility, and its strong reputation within the Telecoms industry, Technetix' professional service team can help. Providing initial outreach, Technetix can facilitate introductions to key decision makers with significant portfolios of MDUs, and help negotiate access and wayleave.

[technetix.com](https://www.technetix.com)

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