



OCU

Telecoms Capability Statement

Network Design | Civils Construction | Fibre Installation

Digital Infrastructure | Critical Communication Technologies



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1. Overview

The OCU Telecoms business has established an enviable reputation as a market leader in the provision of fibre solutions, specialising in the design, planning, installation, termination and testing of telecommunication networks. For more than 25 years, during this tenure, OCU has developed a wealth of experience and the capability to deliver both long-term framework contracts and complex one-off trunk route projects across the UK and Ireland. With our highly skilled and trained engineers, we are able to deliver any size of project in residential or multi-occupancy buildings; executed in a professional, safe and expert manner.

We have a considerable fleet of wholly owned and maintained plant and transport to include specialist equipment such as Horizontal Directional Drilling rigs, that enables the OCU Engineers to work in an environment that enables them to undertake all aspects of fibre preparation, splicing and testing to the highest standards required, in a well maintained working environment. Our offering combines innovation, best practice and technological advances in what is a very challenging, highly regulated working environment. Our robust solutions add long-term value and merge safety, reliability, efficiency and cost-effectiveness into our clients' operations in the digital world.

Sector Expertise

- Project Planning and Management
- Network Survey & Design
- New build and Overlays (low and high fibre count cables)
- Sub-duct, Cable Installation, Splicing and Terminations
- Blown Fibre
- Building Commissioning and De-commissioning
- Mapping of existing joints, cable routing and existing infrastructure
- Diversionary Works (Lift & shift)
- FFX
- GPON and WDM Delivery
- OTDR and ILM Testing
- PMD/CD Testing
- PIA Design and Delivery
- Ribbon Splicing & Testing
- Audits and Maintenance
- Civils, Duct and Chamber installation
- In-house Trenchless Installation solutions using Horizontal Directional Drilling (HDD) techniques
- Streetworks and Permitting Planning and Management
- Plant Enquires and Management
- In-house CAD, Traffic Management Design & As-builts
- Fault Management (24/7 availability across the UK)


OCU are experienced in undertaking the role and responsibility of Principal Contractor under the CDM Regulations, where we have robust processes for compliance and co-ordination of supply chain partners and other contractors. In addition, OCU holds the Network Rail Principal Contractor Licence (PCL) which we have used to act as Principal Contractor on several projects over the years for power and telecom installations, both trackside and for works that interface with the Public Highway.

2. Our Contracts

Selection of OCU current Telecom Framework Contracts:-




2.1 CityFibre

Contract Name:	Fibre-to-the-Home (FTTP)
Contract Duration:	5+ years
Contract Start Date:	March 2019
Contract End Date:	2025/2026
Contract Value:	c. £200m
Geography:	<p>Currently Reading, Luton, Leeds, Sheffield and Wakefield, with more areas currently out for Tender.</p> 
Brief Description:	Telecommunication construction activities for the deployment of a new fibre optic network within the defined areas.

2.2 Openreach




Contract Name:	ONSA / NEMAS
Contract Duration:	5+ years
Contract Start Date:	2016
Contract End Date:	2025/2026
Contract Value:	c. £200m

Geography:	<p>London, South, East & Home Counties</p> 
Brief Description:	<p>Telecommunication construction activities for the deployment of a new fibre optic network within the defined areas.</p>

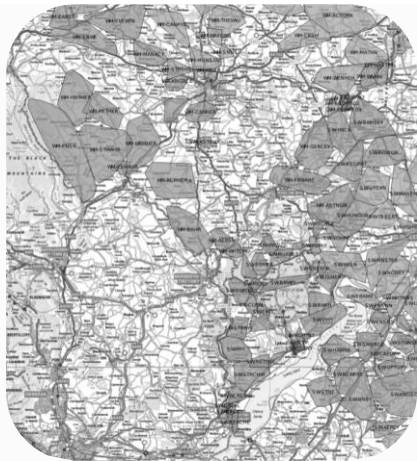
2.3 Virgin Media



Contract Name:	Fibre Optic Installation
Contract Duration:	4 years
Contract Start Date:	June 2019
Contract End Date:	June 2022
Contract Value:	c. £2.5m
Geography:	<p>Greater Manchester; including Manchester, Stockport, Tameside, Oldham, Rochdale, Bury, Bolton, Wigan, Salford and Trafford</p> 
Brief Description:	<p>Fibre-to-the-Premise (FTTP) services and Local Full Fibre Network (LFFN) build throughout the Greater Manchester area.</p>



2.4 Gigaclear

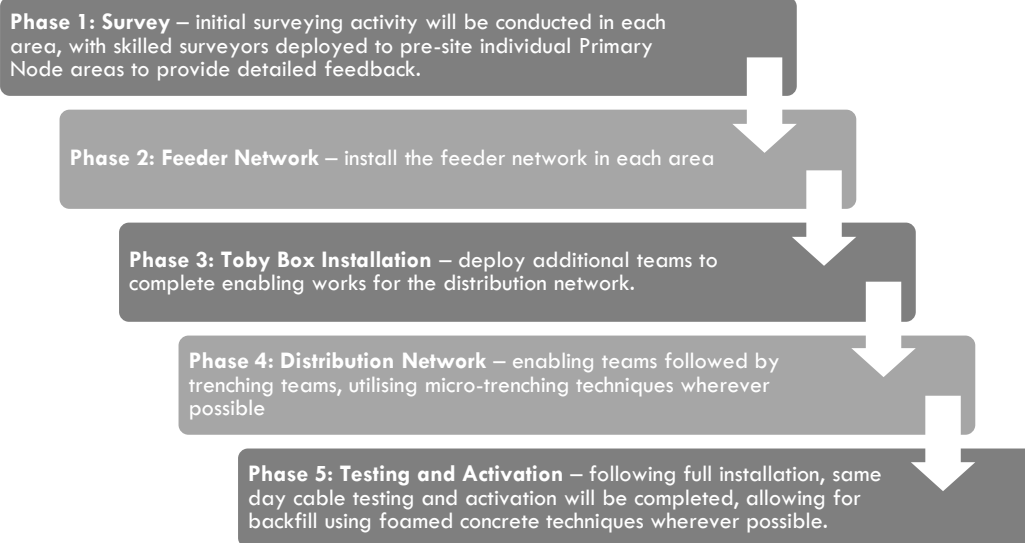
Contract Name:	Network Build Activities
Contract Duration:	5 years
Contract Start Date:	June 2020
Contract End Date:	June 2025
Contract Value:	£9.5m per annum
Geography:	<p>South West and South Wales; currently Beachley and Chepstow.</p> 
Brief Description:	Construction of new Fibre-to-the-Properties networks in defined areas as instructed

3. Resources

OCU Fibre Splicing Engineers hold the City and Guilds 3667-02 Level 2 – Fibre Optic and Datacomms Installation and Testing accreditations, and further engineer development is provided via our in-house training facilities located in Manchester and Borehamwood. This creates an environment where all of our client’s network joints are replicated to allow the Engineers to gain experience in the complex area of fibre networking. This approach together with our continual in-house training policy ensures that our Fibre Splicing Engineers are always leading the way in industry standards. In addition, our Engineers attend a BTEC Advanced Fibre Optic OTDR, ILM, FTTx, CD and PMD testing course, providing them with fault finding diagnostic skills to pinpoint network faults. As a result of our training programmes, we guarantee that the service we are offering is of the highest quality.

Our highly committed workforce undergoes continual assessment and training to ensure we maintain industry competencies and expand their skill sets to meet changes in product technologies and construction methodologies etc, and by doing so OCU is able to maintain a safety record that we are very proud of. OCU depots have secure storage facilities that enables us to hold our own or clients’ vested stocks of specialist materials, i.e., jointing accessories, cable and ducting. These facilities assist us to respond quickly to our clients’ requirements. We have an extensive fleet of wholly owned and maintained plant and transport, to include specialist equipment such as Horizontal Directional Drilling (HDD) rigs, and a range of specialist vehicles that enables us to operate in remote and difficult locations, including the provision of reactive support and resources for clients during significant weather events.

A full sequence of activities can be seen below:-



Services include:-

- Full Hybrid Build Model Capabilities
- Below-ground Ducting
- Narrow Trenching
- Chamber Construction
- Fibre Cabling
- Splicing and Jointing
- Aerial Network Cabling
- Timber Poles
- Sub Ducting Build

Key Achievements include:-

- OCU has increased the number Teams from 2 to in excess of 20, which is set to increase further as the build programme is rolled-out
- OCU have engaged with the local supply chain and will continue to do so to achieve additional resource for the 2022-23 ramp-up phase
- OCU have fully supported CityFibre's engagement with the Carbon60 initiative pilot scheme to produce additional resource for the build

OCU is proud to be CityFibre's largest Service Delivery partner.

5.2 LUMEN - Fibre Maintenance



OCU are Lumen's maintenance contractor in the UK for all fibre related outside plant. We maintain over 5,000km of fibre network and duct. This includes dealing with thousands of plant enquires per month, providing a specialist Project Management Team to deliver lift and shift diversionary works. In addition, we provide 24/7 emergency response teams to all fibre faults within England, Scotland and Wales.

Services include:-

- Point to Point networking
- New Build (high fibre count rings and overlays)
- Plant Enquires



- Lift and Shift Diversionary work
- Node Site Building Exits
- Streetworks, submission of Permits and Notices
- Traffic Management
- Acquisition of Stats
- End to end and remedial testing, (OTDR, ILM, PMD and CD)
- Formatting and analysis of Test Results
- Chamber Construction and Duct Installation
- As-built Documentation
- Provision of Planners
- Network Design
- Project Management
- 24/7 Call Out Service

Key achievements include:-

- 103 Fibre faults restored within SLA (2019)
- 105 Fibre faults restored within SLA (2018)
- Nationwide 2 hour to site SLA (with 100% record)
- 288mins National Mean Time to Repair (MTTR – 2018; inclusive of all fibre faults such as cable cuts, requiring duct and civil engineering teams, cable install and splicing and testing engineers to rectify and restore services)
- 100 chamber repairs completed within SLA (2019)
- 127 chamber repairs completed within SLA (2018)
- 493 Projects completed in 2018 excluding major Lift and Shift works

5.3 COLT - Fibre Installation & External Networking



We provide a multitude of services to our client Colt Technology, ranging from Customer Site Planning, Fibre Design and Planning, internal fibre installations, external Fibre Networking and 24hr/365 Call Out & Maintenance. Our Services contribute to the Network Build and Transition sector of Colt's hierarchy. Maintaining a long relationship spanning over 20 years has given us the ability to fully understand and support Colt's business requirements and their customer's needs, to a high and professional standard.

Services include:-

- Site/Building Internal Survey
- Customer Site Planning (CSP)
- Fibre Network Planning and Design
- Civils and Project Management
- Internal Fibre Installations
- External Fibre Networking
- New Build Construction
- Call Out/Maintenance
- OTDR/ILM/PMD and CD testing
- Test Result Packs

Key achievements include:-

- A multidisciplinary delivery team (CSP, Internals, Externals, New Build, Fibre Planning)
- Continuity from CSP Surveying/planning through to External Fibre splicing/testing)
- Experience of Colt's vast network and maintaining service delivery to a high standard
- Experience and knowledge resulting in efficiency
- Fast call out resolution and completion of day to day works
- Flexible work force providing service day and night
- 24 hrs maintenance standby cover



Accolade: As recognised on the Colt-Google Project. Google quoted:

*‘Out of all the vendors, Colt (OCU)
are the most supportive towards our needs’*

We have been praised and recognised by Exfo for our level of expertise in the Optic’s testing arena. Receiving ongoing training and development from Exfo, our expertise is utilised to deliver and meet extremely tight deadlines regardless of notice on a daily basis with customer satisfaction.

6. Financials

The OCU turnover exceeds £300m per annum and our Telecoms business successfully delivers complex trunk route projects in excess of £10m along with multiple schemes within framework contracts typically generating over £100m per annum. Detailed report and account information is available and can be provided on request.

7. Insurances

Insurance cover held by OCU is renewed on 1st March annually by our brokers UK & Ireland includes [but is not limited to]:-

- Contractor’s all risks: £25m
- Employers liability: £10m
- Professional indemnity: <£10m
- Public liability and products: £20m

Full details of this and other specialist insurance cover held by OCU are available on request.

8. Assurances

Rail Sector

- Network Rail Principal Contractor Licence Holder
- Railway Group Standards (RSSB), Company Standards (Network Rail) and National Hazard Directory - Direct online access
- Network Rail’s Possession Planning System (PPS) - Direct online access
- OCU also employs a number of Contractor’s Responsible Engineers (CREs) for both design and installation roles

9. Project Management Office (PMO)

Project Controls & Planning

OCU employs dedicated and experienced Project Planners within our PMO with cross-matrix responsibilities for both the individual project teams and the planning function. The planning process is embedded into the organisation from Tender stage through to project completion in an integrative manner involving all stakeholders. It is closely linked to meeting both internal and client requirements in terms of Programme Management and Project Control. Supporting the process, Primavera is the standard planning software for the organisation, providing robust time and resource management for each individual project. Furthermore, the portfolios of project programmes are managed using the Enterprise functionality allowing the organisation to provide the ultimate service across the board. With P6 also being used extensively throughout the rail industry, our capability and experience allows close integration with the client in turn contributing to overall success. The following tools and techniques are used and incorporated into the process:-



- Work Breakdown Structure
- Critical Path Analysis
- Earned Value Analysis
- Resource/Cost Loading
- Programme Configuration Control

10. Design

OCU has experienced of utilising BIM/CAD and we are fully conversant in the following CAD applications:-

- Cable System Design CYMCAP
- Bentley Microstation V8i - Full 3D/BIM capability
- Bentley Building Electrical (3D/BIM)
- Bentley Building Mechanical (3D/BIM)
- Bentley Acosim (3D/BIM)
- AutoCAD Revit (3D/BIM)
- Cad Duct
- Projectwise Management System (Bentley)

11. Memberships

- British Quality Foundation
- BSI Standards Membership
- Building Services Research and Information Association (BSRIA)
- COMIT (Construction Opportunities for Mobile IT)
- Constructing Excellence
- Constructionline
- CompeteFor
- Council of Registered Gas Installers (CORGI)
- Electrical Contractors' Association
- Engineering Construction Industry Training Board
- Heating and Ventilating Contractors Association (HVCA)
- Institute of Customer Service
- Institution of Electrical Engineers
- Joint Industry Board
- National Inspection Council for Electrical Installation (NICEIC)
- SELECT
- United Kingdom for the Society of Trenchless Technology (UKSTT)
- UK Green Building Council
- CIBSE Patron

In addition, OCU has a number of employees that are Chartered Members/Members of the following professional bodies and regularly attend their meetings as part of their on-going Continuing Professional Development (CPD):-

- Association for Project Management (APM)
- Chartered Institute of Building (CIOB)
- Institute of Civil Engineering (ICE)
- Chartered Institute of Purchasing & Supply
- Chartered Institution of Highways and Transportation
- Institution of Occupational Safety & Health
- Institute of Engineering and Technology IET
- Chartered Institute of Building Service Engineers CIBSE
- Chartered Management Institute (CMI)







12. Sustainability




ECO Sustainability Strategy

ECO - Building Sustainable Infrastructure for future Generations

Environment	Communities	Operations
		
Reducing Impact	Enhancing Lives	Working Viably

ECO is the OCU Sustainability Strategy based upon 3 Pillars encompassing Environment to reduce the impact of our operations on the planet, Communities to enhance the lives of our employees and local communities in which we operate & Operations to ensure that we work efficiently and innovate to continually improve for a sustainable future. Each of these pillars is supported by 3 strategic objectives aligned with the guiding principles of the United Nations Sustainability Development Goals.

Environment - Reducing our Impact					
Reducing Emissions		Preventing Damage		Conserving Natural Resources	
	Reduction of Greenhouse Gas emissions towards Government targets of Carbon net Zero by 2050.		Avoiding detrimental activities to Land, Water, Heritage, and Eco-systems. Reducing use of Hazardous materials.		Monitoring and reducing water usage. Protecting & Enhancing Natural Resources.
Communities - Enhancing Lives					
Valuing & developing our workforce		Ensuring personal Wellbeing		Supporting Communities	
	Paying a Living Wage. Ensuring Equality & Diversity in our workforce. Training & Development of our workforce.		Ensuring the Health & Safety of our workforce and those who may be affected by our operations. Protecting Human Rights in our supply chain.		Providing local Jobs for local people. Using Local Suppliers. Adding value through Volunteering, Charitable Work & Donations.

Operations - Working Viably					
Reducing Waste		Encouraging Innovation		Collaborating with Stakeholders	
	Zero avoidable waste to Landfill.		Identification and Development of sustainable solutions.		Working with Clients and Supply Chain to achieve common goals.

13. Supply Chain Management

The key role for our procurement activities is to create a sustained competitive edge for OCU by managing the acquisition of all externally supplied resources upon which the business depends both now and in the future. The Senior Leadership Team believes that applying best – practice methods to the process of selecting and managing our suppliers is a major contributor to our long – term business success. This will be seen in better solutions for our clients, faster deployment of innovation, low total costs, lower risk and enhanced contribution to our goals. The Procurement Team is responsible for ensuring best value is achieved for OCU, this applies to goods and services associated with operational or overhead spend. To ensure we consistently achieve best value: we operate an approved supplier list, agree T&C's and pricing, work with internal stakeholders to review and monitor supplier performance, carry out audits on suppliers, continually review potential new products and sources of supply. We work across many different departments and recognise that each has their own exacting needs and demands from the supply chain, we provide specialist support, advice and expertise to Project Managers.

Our Supply Chain Management Teams are MCIPS qualified and utilise accepted best practice to drive innovation and achieve a differentiation from our supply base. We also aggregate our spend portfolio group-wide in order to leverage the market more effectively, this ensures we are maximising our utilisation of optimum suppliers and delivering best value throughout the project cycle. All projects are allocated a procurement lead prior to design commencement (or pre-commencement where the client has already undertaken the design) this individual's responsibility is to develop the project procurement strategy and ensure we achieve the best commercial and technological results for the project. Key projects are allocated procurement resource who will be site based as appropriate to ensure a consistent approach OCU's procurement procedures are cascaded from group level and utilise best practice from across industry to ensure we achieve differentiation from our supply chain, as well as effectively protecting the interests of ourselves and our clients. The OCU Procurement Teams are actively involved with the construction planning process to ensure timely deliveries of key materials (especially those sitting on the critical path). At the initial programme development stage the procurement lead is responsible for the issuing of manufacturers lead-in times to the project planner, these are then incorporated into the baseline construction programme. At all stages through the project this document is utilised as the key tool to ensure the procurement and expediting of materials is undertaken as timely and efficiently as possible. These key dates will also include any commissioning/erection periods as required.



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Coverage:



With depots strategically
located throughout the UK,
OCU can offer a Nationwide
Service

Sectors:

OCU offers infrastructure
services across the following
sectors:

- Power
 - Energy Transition
 - Water & Wastewater
 - Telecoms
 - Rail
 - Trenchless
-