



**Intelligens
Consulting**

**ENABLING SMART CONNECTED PLACES,
DIGITAL INFRASTRUCTURE INVESTMENT
AND WHOLE- COUNCIL DIGITAL
TRANSFORMATION**

**TELECOMS, DIGITAL, AND TECHNOLOGY
MANAGEMENT CONSULTANTS**

About us

Intelligens Consulting is a telecoms, digital and technology management consultant with expertise spanning six key practices

Public Sector

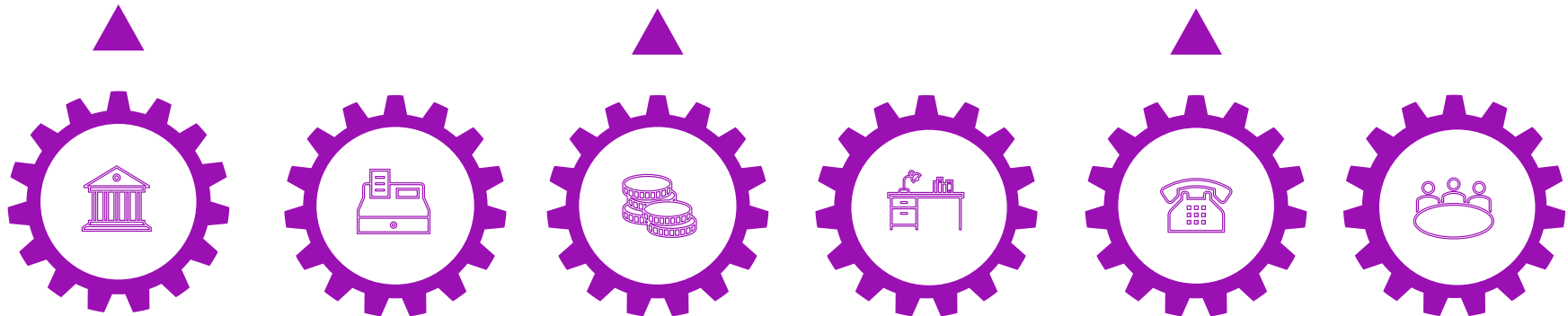
Our Digital Readiness and Transformation Programme provides decision makers in government and local authorities with strategic advice and pragmatic implementation support

Transaction Advisory

We support investors with comprehensive technical, market and commercial due diligence, and provide expert vendor due diligence to ensure an informed exit strategy

Telecoms Strategy

We assist equipment vendors, fixed and wireless operators on their market expansion strategies, to launch new products and services, on business planning and support M&A



Enterprise

We support businesses to optimise digital connectivity and technology, improve profitability, enhance efficiency, drive growth, and help with digital strategy, procurement, and implementation

Research

Our subscription research provides market trends monitoring, funding application support, technology updates, and regular meet-the-expert meetings to keep teams informed, aligned, and up-to-date

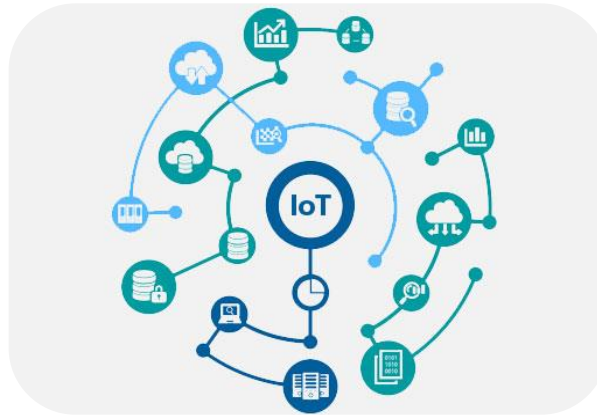
Programme Delivery

Our project, programme & delivery management experts integrate with your teams to deliver programmes ensuring the successful delivery and achievement of your outcomes

Government investment is driving the rollout and adoption of enhanced fixed and wireless digital connectivity



PROJECT GIGABIT



DISPARATE IoT PILOTS

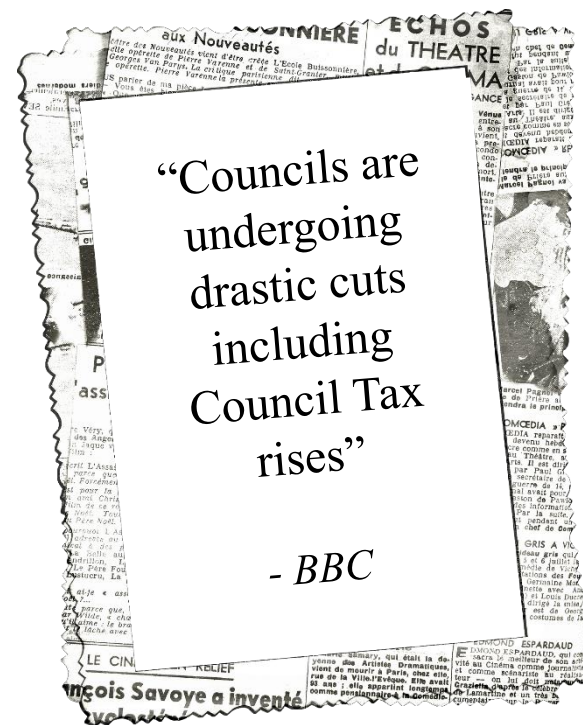


5G AND RELATED INITIATIVES

However, this is a tactical and bottom up led approach to enhancing digital connectivity and is leading to a **patchwork** of connectivity islands and places which is inefficient

The Challenge

In addition, local authorities are navigating fiscal challenges: Since 2018, multiple councils have declared bankruptcy



Local authorities must act decisively and innovate to overcome financial crises; Inaction is **not an option**

Further, legal action is being taken against social housing providers over lung conditions allegedly linked to black mould



Cases are more prevalent among **local authority** than private registered providers

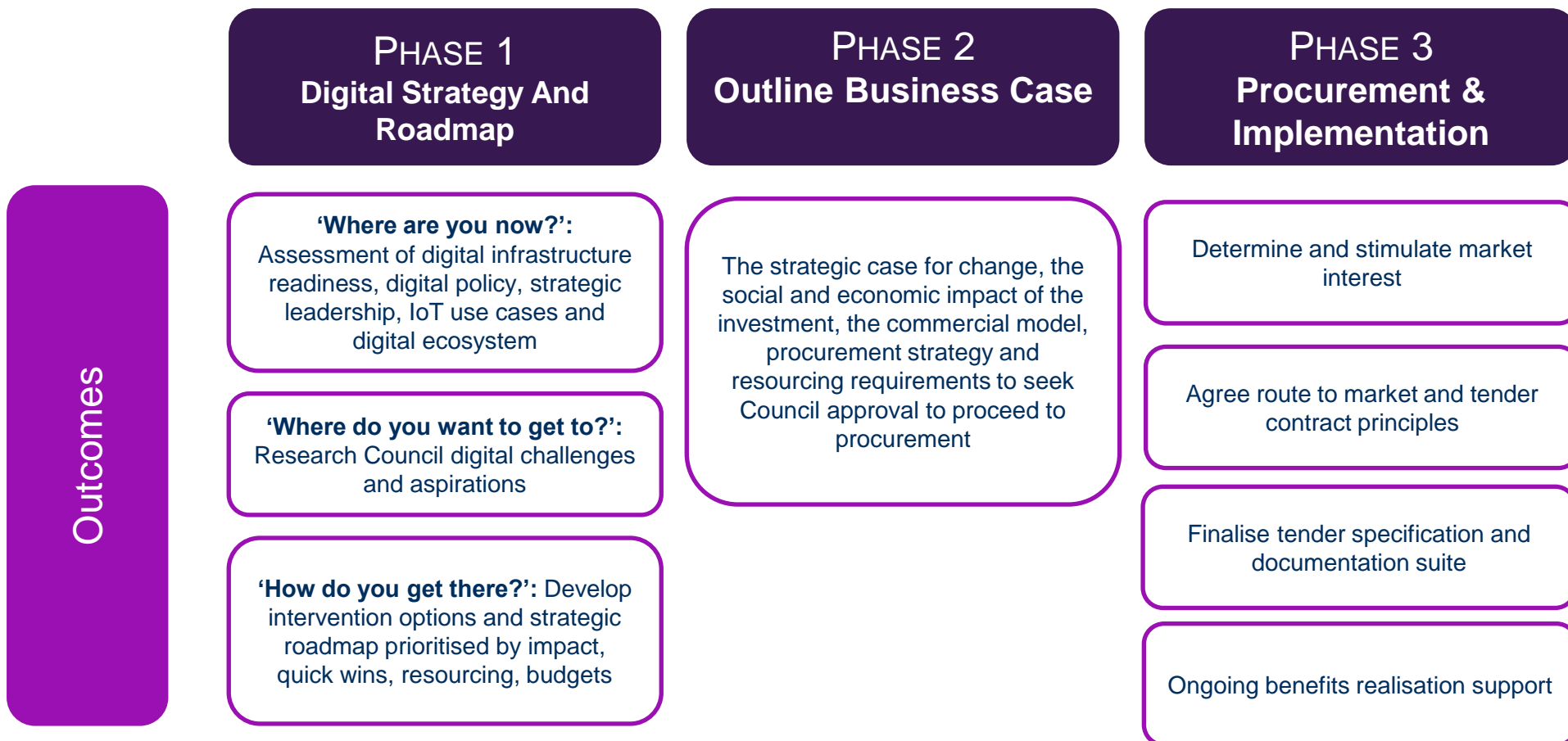
Councils must be more outcomes led and embrace technology to improve **operational** excellence, enhance public **services**, and create **societal** impact



These three strategic pillars need to be considered as part of a local authority's **digital transformation** enhancing digital readiness in the process

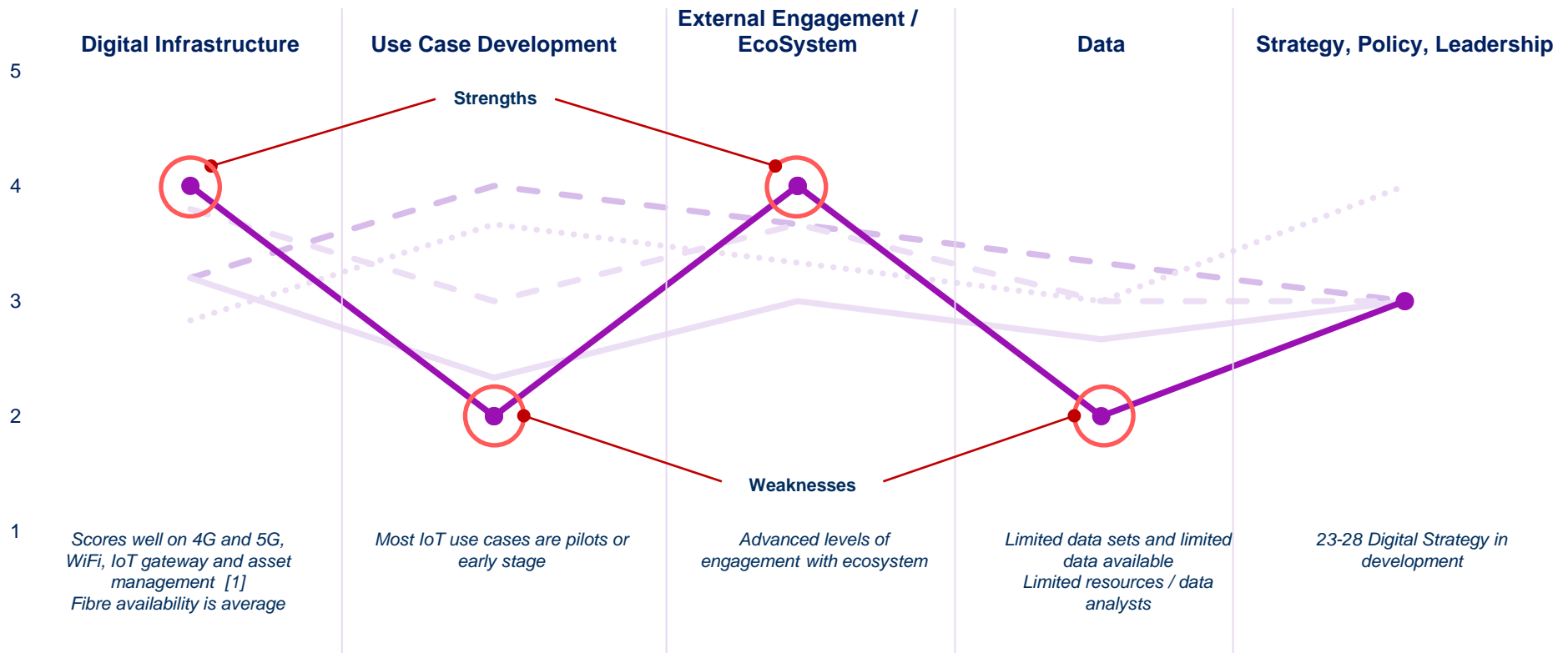
Our Approach

Our Digital Readiness and Transformation Programme delivers a strategic roadmap, an outline business case, and procurement and implementation support



Smart city readiness and peer benchmarking determines strengths and weakness across key pillars key pillars that make a smart place

Example output of a Smart City Readiness Assessment. Source: Intelligens Consulting, 2023



An example of a strategic roadmap of interventions available to a Council

QUICK WINS

- Government subsidy programmes
- Engaging with telcos and DSIT
- Demand assessment
- Demand mapping
- Awareness workshops
- Coverage analysis

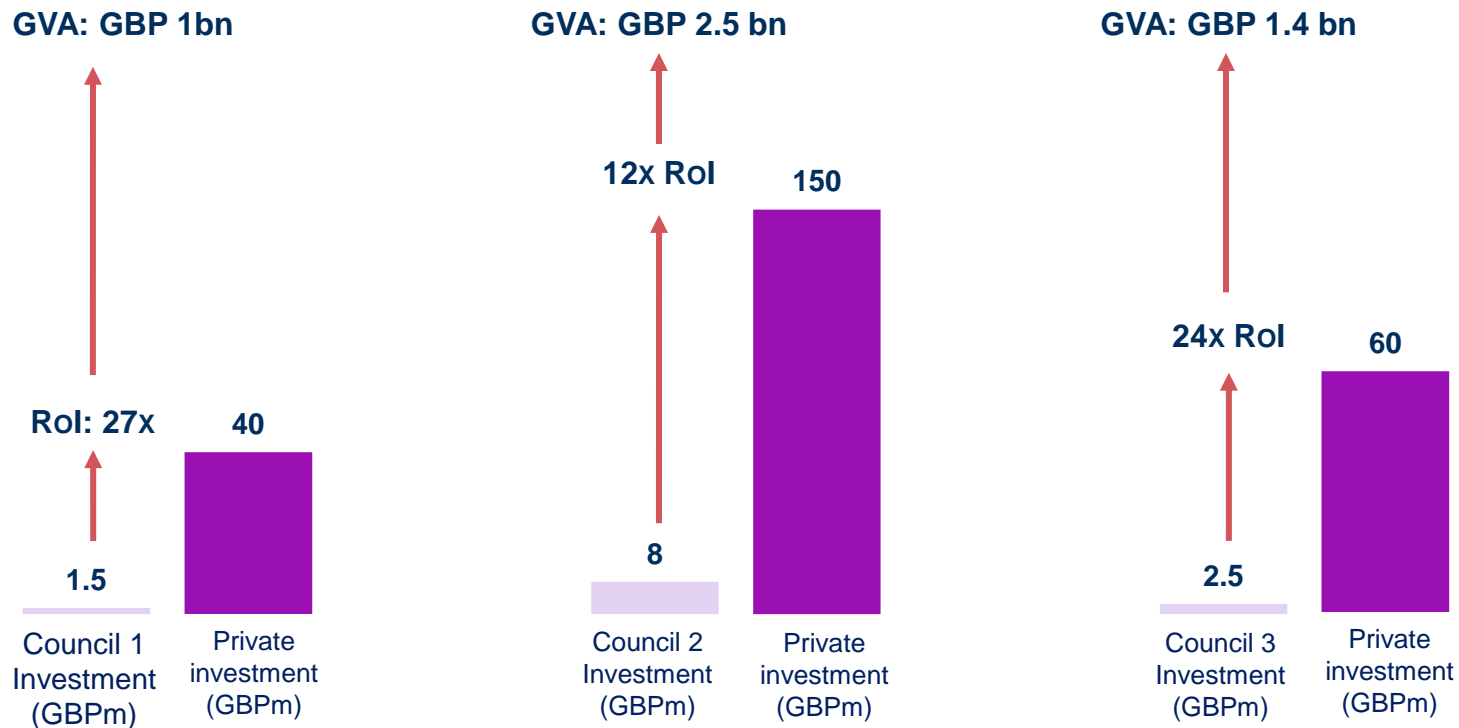
INTERMEDIATE

- Barrier busting
- Digital skills and demand stimulation
- Social broadband (Wayleaves)

TRANSFORMATIVE

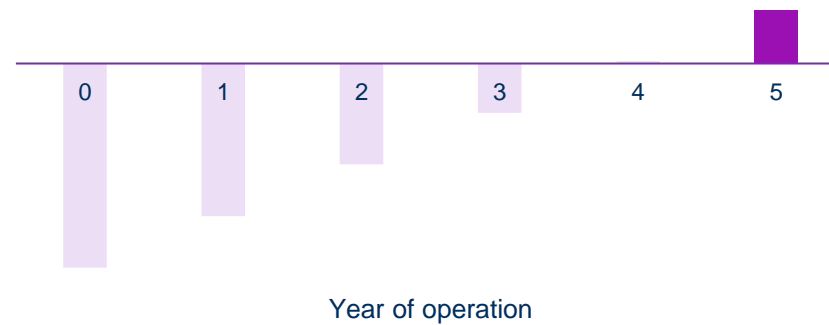
- Anchor tenant model
- Invest in public WiFi
- Deploy IoT footfall sensors
- Using AR/VR to create immersive experiences
- Digital signage and wayfinding
- Smart parking solutions
- Digital events and festivals
- Technology pilots
- Realtime data-decision making
- Real-time data on public transport
- AI enabled 24//7 chat-bot
- Connecting mobile workers
- IoT enhanced services
- Social broadband (Broadband as a service, Council as a broadband service provider, JV model)

Our support has unlocked £m's of private investment in digital infrastructure and billions in economic impact for local authorities



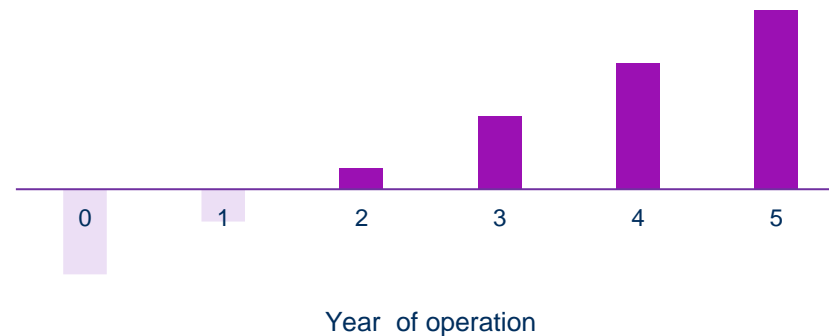
We have demonstrated that IoT enabled social housing can result in a two-to-four-year payback due to reduced preventative maintenance costs

Scenario 1 – Cashflow analysis based on technology RoI. Source: Intelligens Consulting

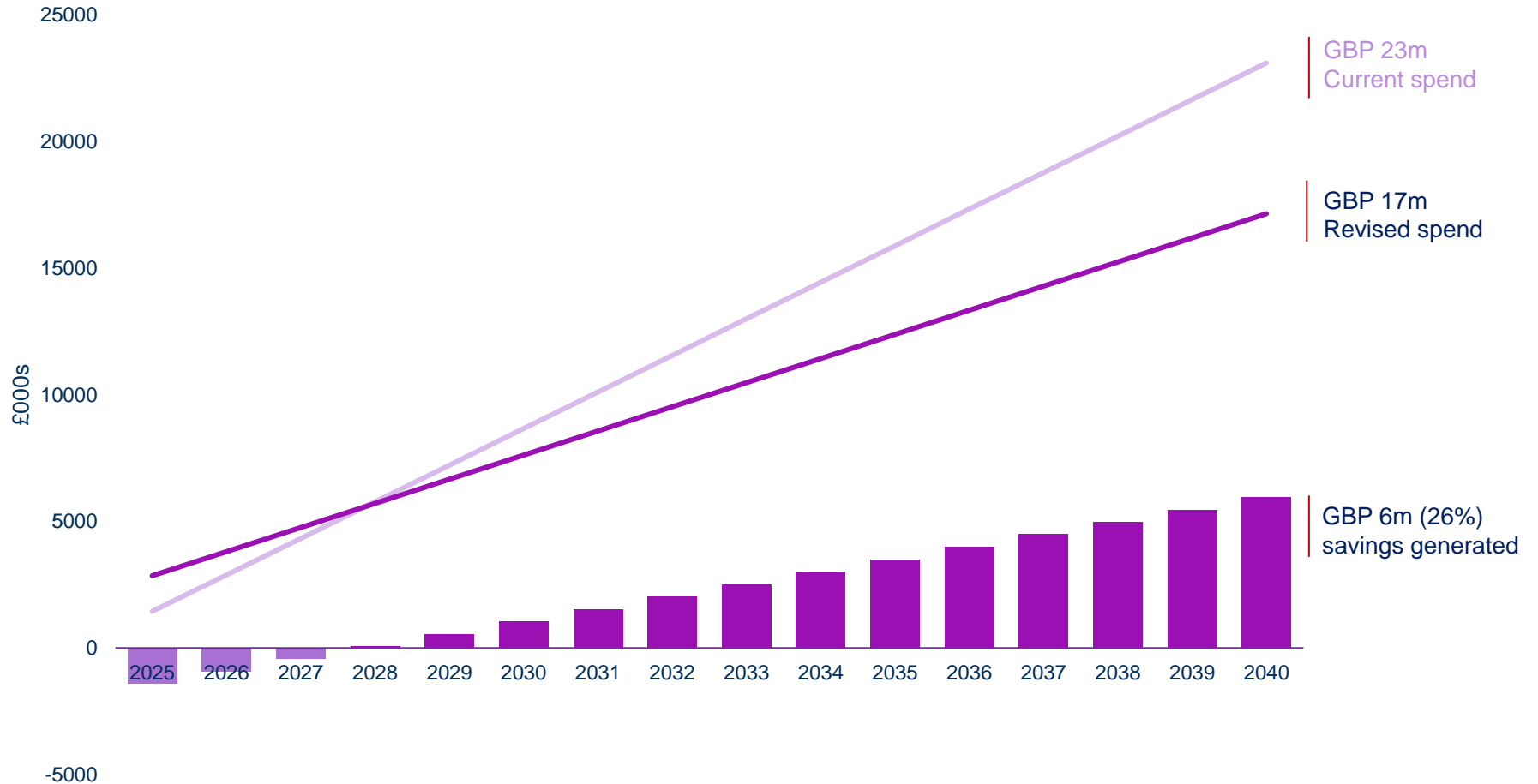


Actual figures have been removed to protect commercial sensitivity

Scenario 2 – Cashflow analysis based on productivity RoI. Source: Intelligens Consulting



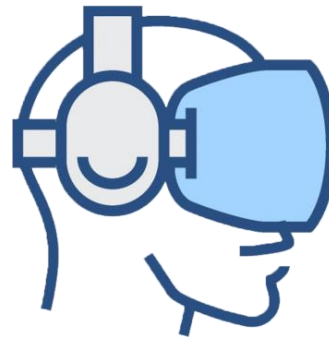
We have helped local authorities to realise significant cost savings and efficiencies in ICT operational spend



We supported a local authority to strengthen the visitor economy creating a connected tourism AR/VR experience to stimulate investment in 5G

OBC for a commercially sustainable 5G, and AR/VR enabled 'connected tourism' experience

Stimulate investment in public cellular 5G small cell neutral host infrastructure without ongoing subsidy



Investing in connected tourism is also expected strengthen visitor economy,

Supports client's ambition to be the best 'digitally' connected place in the region

Intelligens Consulting is an Award-Winning Telecoms, Digital and Technology Management Consultant

www.IntelligensConsulting.com

Recent projects

We have led landmark projects on driving the rollout of full fibre, 5G and IoT futureproofing digital infrastructure

Click [here](#) to view case study details

 <p>Department for Science, Innovation, & Technology</p> <p>SUPPLY CHAIN IMPACT ON PROJECT GIGABIT</p>	 <p>Colchester City Council</p> <p>BID SUPPORT FOR DSIT 5G INNOVATION REGIONS</p>	 <p>SPAMHAUS</p> <p>CYBERSECURITY MARKET POTENTIAL APPRAISAL</p>	 <p>UK WISPA</p> <p>ECONOMIC ASSESSMENT OF WIRELESS NETWORK</p>	 <p>DERBYSHIRE County Council</p> <p>DIGITAL STRATEGY ROAD MAP AND ACTION PLAN</p>	 <p>ADDLESHAW GODDARD</p> <p>EXPERT WITNESS</p>	 <p>The Scottish Government</p> <p>OPTIONS APPRAISAL</p>
 <p>Transport for London</p> <p>COPPER SWITCH OFF STRATEGY</p>	 <p>PERTH & KINROSS COUNCIL</p> <p>IOT ROADMAP AND ACTION PLAN</p>	 <p>LIGHTSPEED</p> <p>UK FIBRE MARKET GROWTH & ACQUISITION</p>	 <p>alcom</p> <p>PROJECT GIGABIT BID SUPPORT</p>	 <p>WHITEHAUL</p> <p>MARKET ENTRY STRATEGY</p>	 <p>map group (uk)</p> <p>DATA CENTRE MARKET ENTRY STRATEGY</p>	 <p>Fife COUNCIL</p> <p>GIGABIT & VOUCHER OPTIONS APPRAISAL</p>
 <p>Angus Council</p> <p>IOT ROADMAP AND STRATEGY</p>	 <p>IoTSCOTLAND</p> <p>IOT NETWORK ROLLOUT REVIEW</p>	 <p>hyperoptic</p> <p>REVIEW OF FULL FIBRE PROPOSAL</p>	 <p>NORTH</p> <p>R3-IoT</p> <p>IOT RESEARCH STUDY</p>	 <p>Renfrewshire Council</p> <p>FULL FIBRE INVESTMENT</p>		

Recent projects

We have advised investors, academics, train operators and global banks on investment and business cases

Click [here](#) to view case study details



Glasgow
CITY COUNCIL

5G OPTIONS & STRATEGY



SITIP SCOTLAND'S TOWNS PARTNERSHIP

WiFi AND 5G TOOLKIT



East Renfrewshire COUNCIL

FULL FIBRE REVIEW



NORTH LANARKSHIRE COUNCIL

FIBRE INTERVENTION STRATEGY AND IMPLEMENTATION



ITU

5G RESEARCH PAPER



Colchester

5G AR/VR TOURISM



Subway

STATION WIRELESS



NEXUS

5G TRACK TO TRAIN STRATEGY



TU DUBLIN
TECHNOLOGICAL UNIVERSITY DUBLIN

MARKET ENTRY STRATEGY



BANQUE AFRICAINE DE DEVELOPPEMENT
AFRICAN DEVELOPMENT BANK

4G TOWER FINANCING



Wireless Infrastructure Group

5G ROLLOUT STRATEGY



ASHFIELD LAND

SUB SEA BUSINESS PLAN



4G TOWER BUSINESS PLAN (PNG)



access your world

INVESTOR MEMORANDUM (MALAWI)



Colchester

SOCIAL HOUSING FIBRE

Thought leadership

Thought leaders on telecoms networks, policy and strategy

Click on any image below to read the full article

UK Fibre Network Consolidation

Local Authority Digital Transformation

The Business Case for Technology in Social Housing

The Role of Local Authorities in the Automated Vehicles Bill

UK Local Authority Connectivity Landscape: 2024

State of UK Fibre Market 2024

Navigating Fiscal Challenges with Digital for Local Authorities

Navigating the Evolution of Telecoms

Embracing 5G for Public Service Delivery

Rethinking the Altnet Model through Hybrid Solutions

Unlocking Private Investment in Digital Infrastructure

Altnets Challenges: The Economy, Downscaled Plans, and Low take-up

Digital Transformation: A Pathway to Success for Public Authorities

Who Will Survive in the Crowded UK Fibre Market?

WISPs: Vital Players in UK telecoms?

Are We Switch Off Ready?

Enough Fibre for 78 million homes

Category	Percentage	Count
2023 (6.36M)	10%	636,000
Hyperlocal	17%	1,080,000
Community	10%	736,000
Local G Networks	7%	445,000
Organic	7%	445,000
Networks	1%	63,600
Traffic	1%	63,600
Fibres	4%	254,400
State	4%	254,400
State	2%	127,200
State	2%	127,200

2023 State of Fibre Update

Region	Percentage
North	87%
East	36%
West	40%
South	42%
Midlands	50%

4 Altnet Growth Strategies

Strategy	Icon
ACQUISITION	Target icon
DIRECT CHALLENGE	Hand icon

Solving the 5G business case

Expert senior team

You will also benefit from the extensive experience, depth of skills and professional networks held by our senior advisers

Iqbal Singh Bedi is the CEO and Consulting Director at Intelligens Consulting, and has over 30 years of strategy, finance and technical experience in telecoms

IQBAL SINGH BEDI
CONSULTING
DIRECTOR



An experienced manager of strategic and operational change, developed through a varied background in consulting and internal private sector experience

LORNA HURST



Gordon has worked as an economist for over 30 years and has advised UK government and devolved administrations on the social and economic impact of telecoms policy

GORDON WELSH



Jacek is an experienced telecoms financier with nearly 30 years' and a track record of successful large scale infrastructure transactions in the telecoms and technology sectors

JACEK KRAUZE



Ed has over 30 years' experience with a strong background in systems architecture and solutions procurement with expertise in broadcast cloud platforms, data centres, IoT, contact

ED KING



Experienced business leader, telecoms CEO and NED with experience in negotiating multi million deals exits with private equity, sales, marketing and operations

SCOTT MCEWAN



Experienced Finance Director specialising in Finance Transformation, enhancing operations, maximising value. Proven track record in commercial improvements

MARCEL GILL



Seasoned wireless sector leader excelling in strategic development, product strategy, and fostering innovation. Expert in mobile networks

PAUL COFFEY



Experienced technology and data leader and evangelist for Internet of Things technology and its application to smart cities and communities

ALEX GLUHAK



Seasoned Telecoms executive, offering guidance in digital solutions delivery. Expertise spans developing strategies, and implementing Industry 4.0, private 5G

DAVID RYDER

