LCN Fund Full Submission

Supplementary Answer Form

Tick if this answer is Confidential: ☐

Tick if this answer has been provided verbally: ☐

Project code:	SPT2005	Question Number	25
Question date	17th Sept 2013	Answer date	19th September 2013
Submission section question relates to	2: Project Description		
Topic	Business Model		
Question	Your businesss model assumes 1800 customers but the text states there will be 1200 deomestic and 25 I&C customers in the trial. Please explain this discrepancy.		
Notes on question			
Answer	The 1200 domestic customers mentioned in section 2 is the anticpated minimum number of domestic customers we would roll out to which would provide a realistic trial. 1200-2000 customers is our target range for the trial over the four year period. Hence, for the business model we chose a figure of 1800 which would represent the state towards the end of a successful project. We will make this clearer in the resubmission text. These figures are also clarified in the slides we submitted for the technical consultants meeting on 5th September.		
Attachments			
Verbal Clarifications (Consultants)			