

# Small Cells

## Our Agreements

Understand the nature of our agreements and why we are a trusted partner to Local Authorities.

# Small Cells – Our Agreements

Cellnex makes use of two types of agreements: **Open Access** and **Concession Agreements**

## Open Access Agreement

Our standard asset agreement we reach with local authorities is widely known as an Open Access agreement. They include these concepts:

### Non-exclusive

Local authorities can have agreements with more than one provider or mobile operator who installs small cells.

### Simple

These agreements are enabling agreements; as such they do not need to be managed as a procurement process.

### Low impact on LAs

Once agreed the demand on local authority resource will be low. Providers will keep LAs up to date with all the necessary advice and mandated permits etc.

### Fits with your digital strategy

Being non-exclusive and enabling in nature, these agreements can easily support a wider digital strategy.

### Cost neutral

The LA receives fees for use of street assets. Surveys, street-works and ongoing service work is paid for by the provider.

### Long term

Mobile and telecoms services are long term arrangements.

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## Concession Agreement

We have several concession agreements. While these are no longer preferred, they were fundamental in kick-starting small cell deployments.

### Exclusive

One provider (who should treat all potential customers equally) is given exclusive rights to deploy on authority assets.

### High costs

Generally high initial concession fees (paid to authority), additional fees per asset with minimum guarantees, plus peripheral services as part of a package.

[Contact us to request a draft agreement](#)