

Portfolio Management >

Earn revenue from your towers and rooftops

Understanding your needs

Our Portfolio Management partners operate across a wide variety of business sectors. They all have one thing in common - managing telecoms site sharing is not a core capability. But it is for us.

Because mobile operators are continually looking to install their equipment to develop and improve their networks, you can benefit from revenue streams by unlocking the potential of the unused space on your rooftops and towers.

As the UK's biggest independent infrastructure company, we help your sites reach their maximum potential.

We provide a seamless service, managing the complexity of multiple stakeholders and services on your behalf. So you don't need to.

All this, in an environment of increasing demand as mobile data use continues to grow exponentially, greater coverage obligations are imposed on mobile operators, and with 5G now a reality.



Our professional team will market your portfolio to MNOs and other sharers. A one-stop shop for our customers to find new sites, your portfolio will be at their fingertips.



Why Cellnex?

Cellnex is a key piece of the telecoms jigsaw throughout Europe.

Every day, as a UK Critical National Infrastructure Provider and the country's leading independent telecoms site partner, emergency services organisations, telecoms operators and many others count on us to connect millions of people to the world.

9,000

active sites for co-location of transmission equipment



Plus 12,000

sites within our wider database of available sites



c.20,000

site sharers



Our credentials

Cellnex has managed the MoD's 52 tower sites since 2001. We are responsible for managing all telecoms related activities for both on and off-base locations, maintaining sites, installing and managing sharers, and delivering revenue back to the MoD. Our long-term relationship has given us a unique understanding of MoD specific security requirements, which allows us to operate effectively within a high security environment.

Ministry of Defence



Cellnex has delivered to BT expectations and maintained at all times a good and professional business relationship. The expectations are that this relationship will continue and expand for the benefit of both parties.

BT



We are the largest telecommunications infrastructure provider and the largest provider of managed portfolio services in the UK



Our portfolio partners include >



nationalgrid



Case studies

Typical Multi-Operator Rooftop Installation

CellNex's extensive rooftop development experience includes its long-term engagement with BT in the management of its telephone exchange portfolio. Working to jointly established, strict technical and safety requirements means that our installations are well designed, safe and sympathetic to core building use, with consideration of normal building operation and maintenance in and around operator equipment.

Romford South Telephone exchange hosts all four MNOs and Airwave.

Typical Multi-Operator Tower Installation

CellNex manages several telecoms tower portfolios for providers of critical services, including a police constabulary. We market the portfolio, manage sharer applications, and undertake design, planning and build activities.

Our 24/7 site access team controls all on-site activities via an online permit system. We have tailored our procedures in partnership with the police's accreditation team to ensure everybody who attends site is correctly accredited.

Hertfordshire Police HQ, Welwyn Garden City, (pictured) hosts multiple wireless operators.



Features and benefits

Dedicated Portfolio Director – the reassurance of having only one point of contact

Unrivalled market, process and build experience – conforms to highest health and safety standards. You can leave the infrastructure to us

Fast-track to revenue – MNO commercials already in place, fast processing of applications for new site sharers, excellent relationships with local planning authorities

Proactive marketing of your portfolio – our dedicated MNO account managers showcase your locations to their customers

One-stop-shop for portfolio partners – we control everything to help you maximise the revenue potential of your site, so that you don't have to - site design, planning, build, maintenance and more

Collaborative approach to siting and design – all backed up with community relations and planning specialists

Accreditation regime – ensures only trained, competent operatives permitted on site. Site access portal to process and govern all site sharer visit requests

Financial management – sharer invoicing, portfolio payments, business rates and revenue assurance

We do everything, so you don't have to >

We manage the full end to end process from marketing through to application processing, acquisition, design and installation. Once in service we continue to provide a complete package, including agreement reviews and renewals along with invoicing, site access control and day to day management of wireless network site sharers.

We provide a range of core services, common to nearly all portfolios that we manage. We also offer additional services, relating to management of rooftop and ground-based tower sites, all of which are tailored to your requirements.

Everything you need...

Sales and Marketing

- Site marketing
- Confirmation of site availability and suitability
- Processing site sharing applications

Acquisition, Design and Build Process

- Acquisition, design and build – funded by sharer
- Structural analysis
- Design scheme approval
- Obtaining planning consent
- Addressing any community relations issues
- Site safety certification – ICNIRP compliance

Asset Management

- Licence fee review
- Licence implementation, renewal and variation

Finance

- Rent collection and invoicing of site sharers
- Revenue share apportionment and onward payment
- Statement of account production
- Debt management and revenue assurance

Site Operation

- Dealing with general site sharer day to day issues
- Managing applications for new sharer requests/upgrades
- Management of site access requests
- Issuing and approving site access permits for site visits
- Operational health and safety procedures on site
- Management of site decommissioning projects

...and when you need it, a bit more

Acquisition, Design and Build Process

- Obtaining landlord/superior landlord consent

Asset Management

- Third party site sharing management

Site Operation

- Site access supervision
- Management of site disposals
- Defect reporting
- Grounds maintenance
- Generator maintenance
- Alarm monitoring
- Equipment audits
- Site inspections and planned maintenance
- Electrical inspections
- Safe to climb certification

We want you to be able to unlock the potential of your property. Your rooftops, towers or spare areas of land could be earning you revenue.



cellnextelecom.co.uk

Cellnex plays a key role within the telecoms sector enabling connectivity throughout Europe. In the UK, as the country's leading independent telecoms site partner, Cellnex provides critical national infrastructure & services to telecoms operators, emergency services organisations and many other enterprises.

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