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ATUG 2010 NBN Update Forum

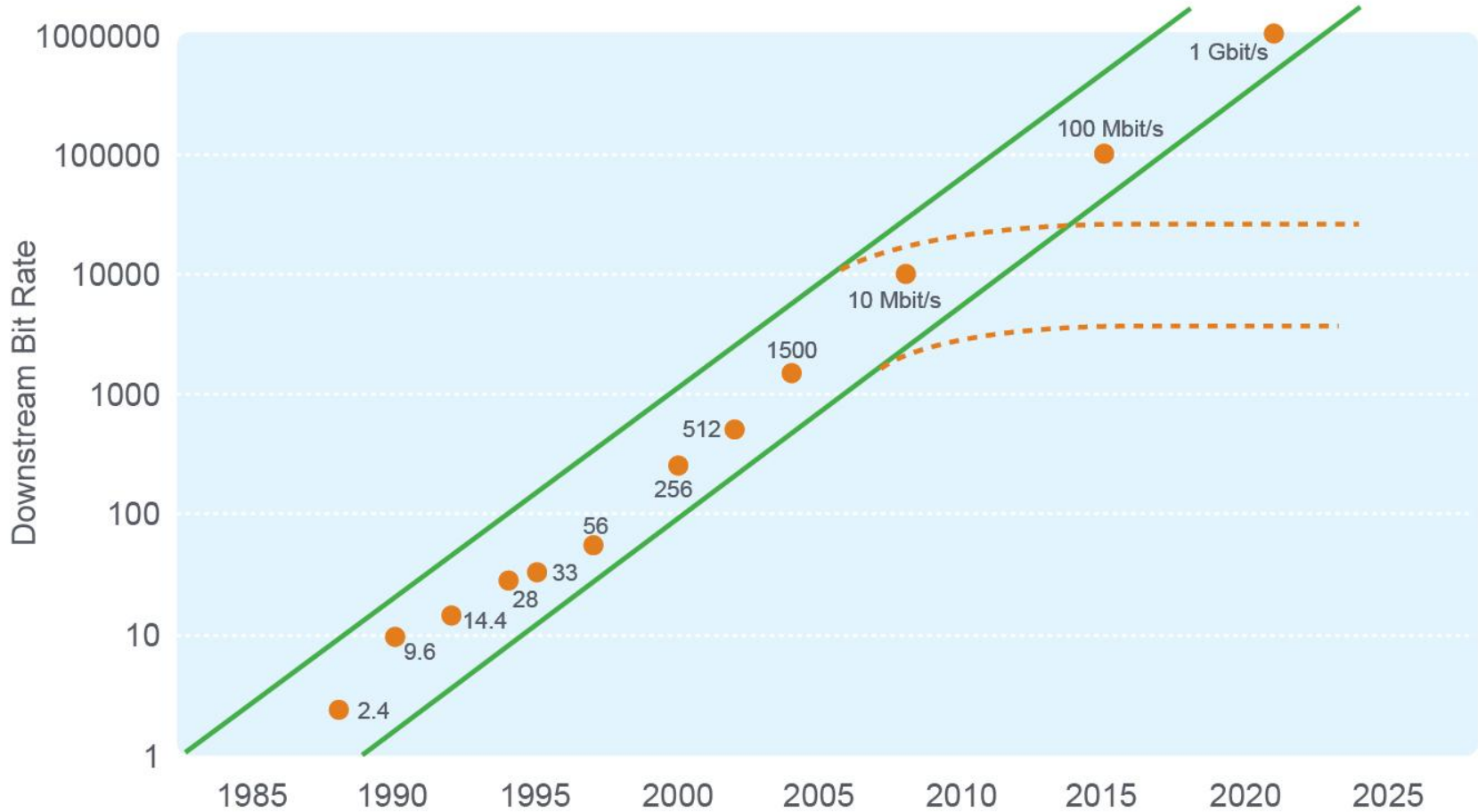
Matthew Lobb – GM Industry Engagement and Consultation

April 2010



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Fixed Bandwidth Demand

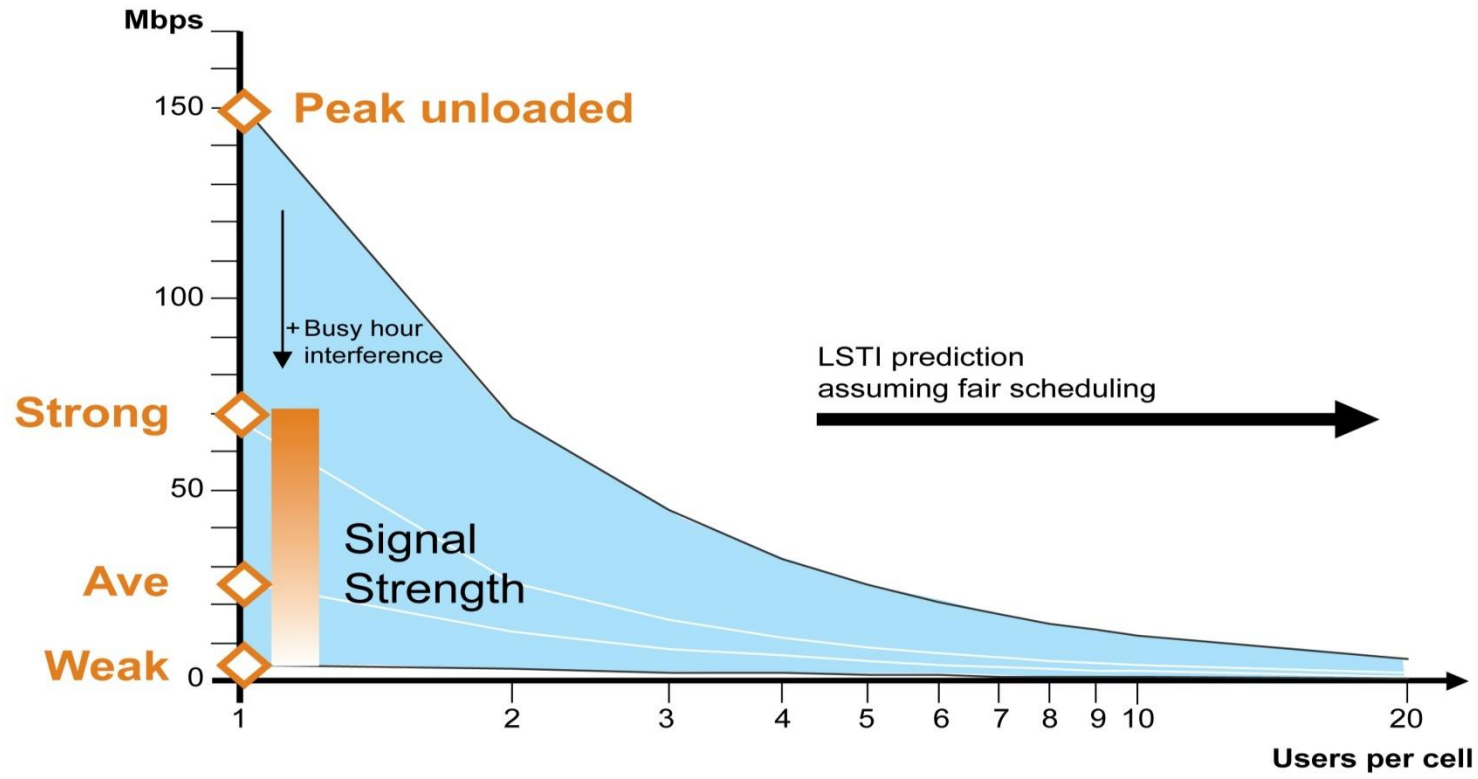


Why fibre?

- Greater use of dedicated links. Less use of shared bandwidth resources
- Doesn't rely on a scarce resource - spectrum
- More certain delivery of bandwidth. Less distance attenuation

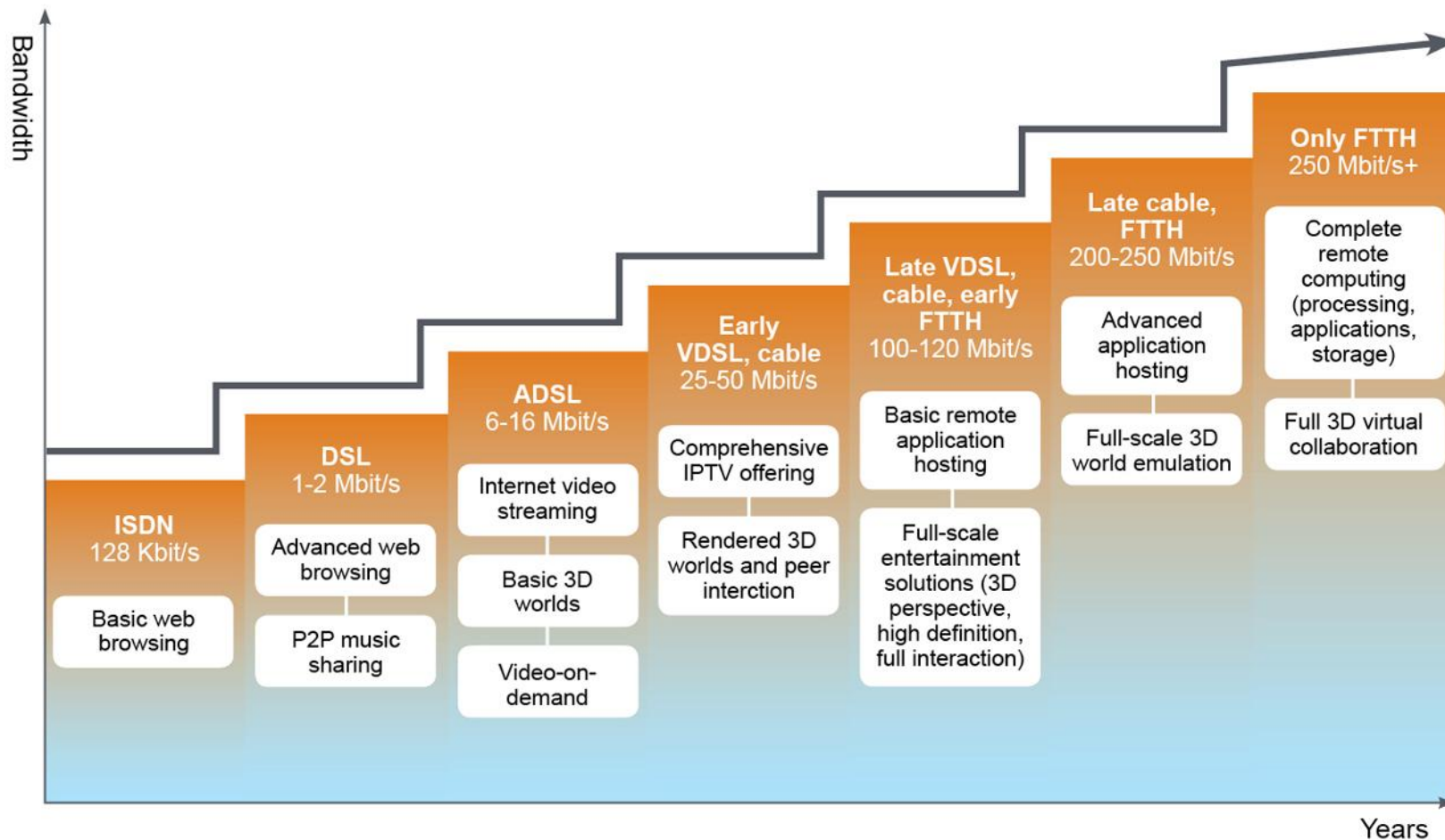
Latest LTE/SAE trials show significant differences between peak rates and end-user throughput

LTE proof of concept peak rates



Notes: 2x20MHz, 2x2 MIMO
Source: LTE/SAE Trial Initiative (Oct 2009)

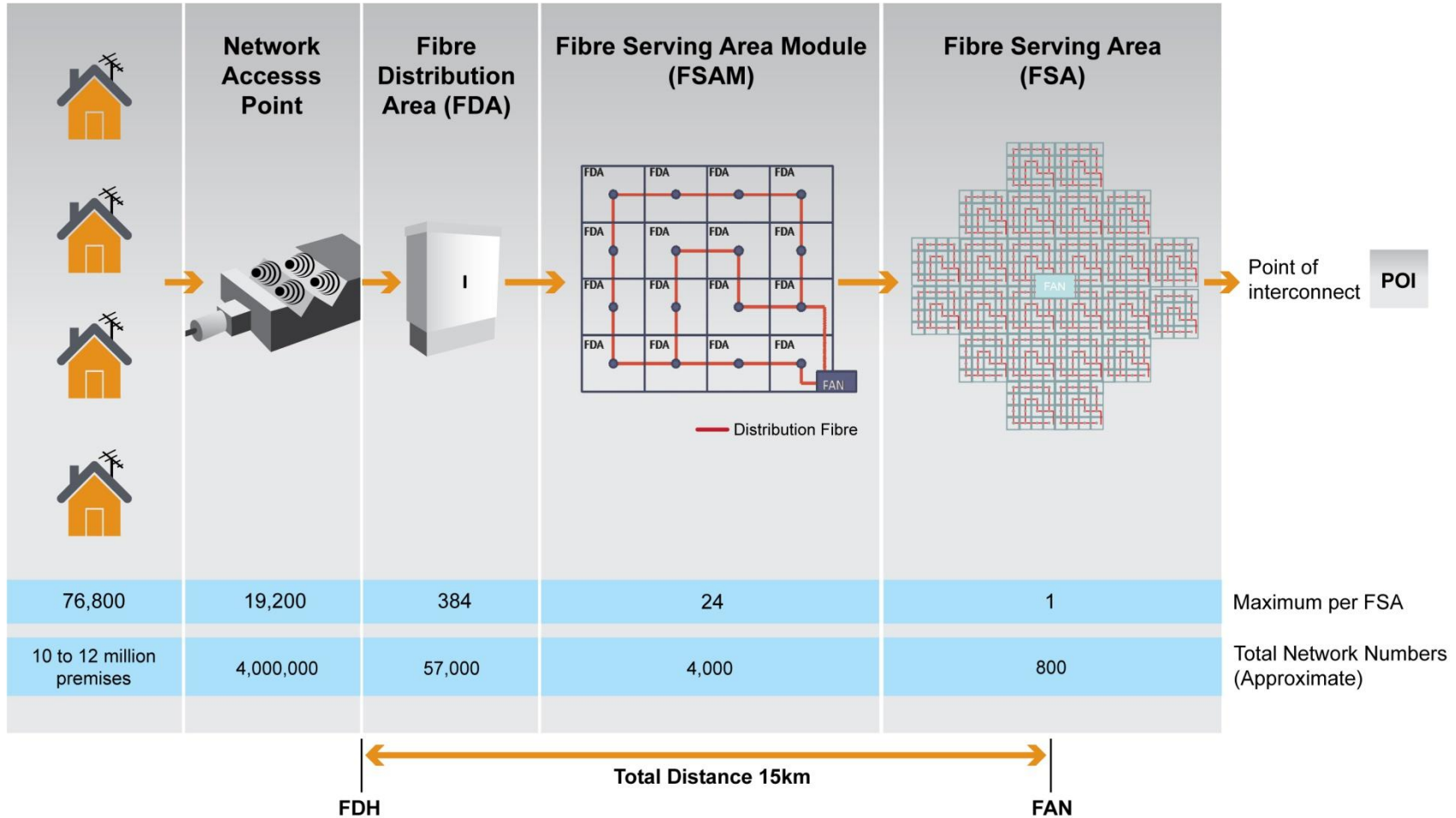
Applications Evolution



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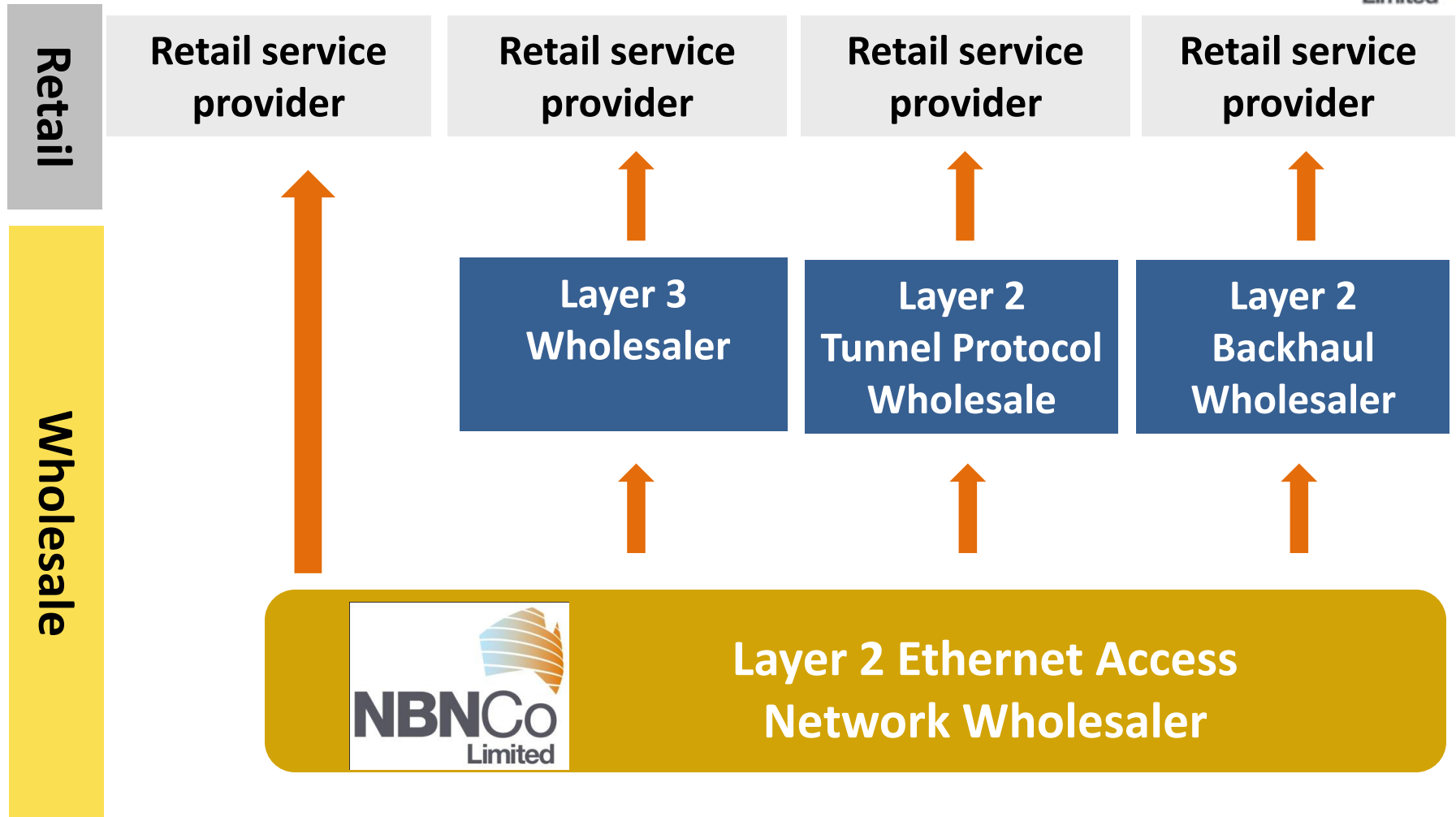
NBN Co's access network



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Diversity of Wholesale and Retail Business Models



Wholesale focus creates the right dynamics

Retail Service Providers (RSPs)

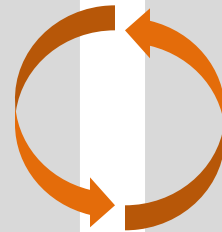
Driven by innovation

Differentiation is key

Diverse product set

End user segmentation

Deliver value to end users



Simple products

Wide coverage

Effective B2B interface

Cost effective

Support diversity of RSP
business models

NBN Co Objectives—a Re-Cap



Coverage

- Provide a wholesale service that enables competition and innovation by service providers throughout Australia

Competition

- Offer open access and equivalence, creating a level competitive playing field for retail service providers
- Facilitate any to any connectivity
- Promote maximum end-user choice in terms of both services and providers

Cost effective

- Simplicity
- Focus on uncontested infrastructure

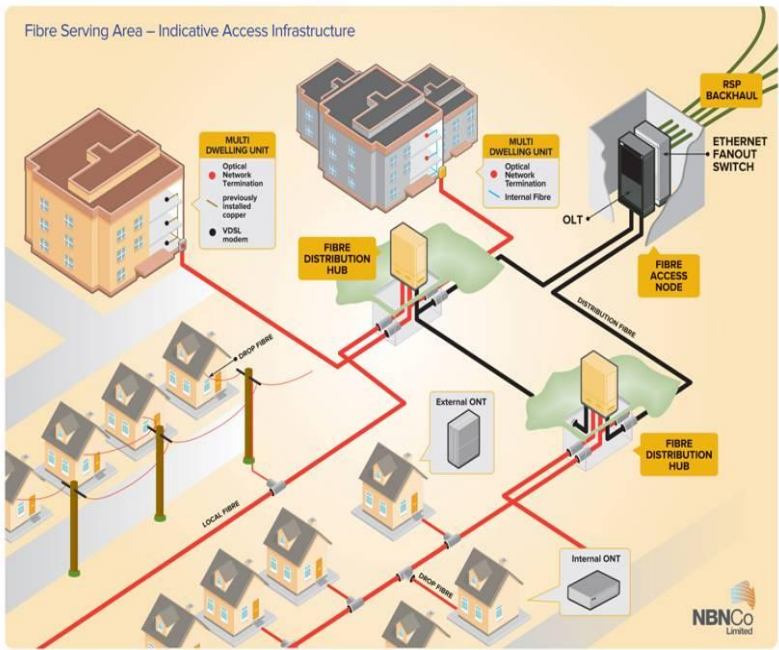
Customer care

- Deliver appropriate network reliability, resilience and security
- Allow secure simultaneous delivery of multiple applications with predictable levels of quality

Product Consultation Paper



- Nearly 50 submissions received
- Strong support Layer 2 network design
- General consensus on the choice of Ethernet/GPON for mass market. NBN Co also plans to provide point-to-point services
- In principle support regarding positioning of Poles, but more detail requested. New consultation being prepared
- General agreement that ONTs should allow for legacy voice capability via an ATA
- Majority support for IP multicast capability



Consumer and Business Wholesale Products

Consumer Products

Asymmetric speeds

Consumer grade

Mass roll out

Business-grade Products

SOHO & SME
(single site)

Top-end SME
(multi site)

Enterprise
(Large/branch n/w)

Guaranteed reliable bandwidth

Symmetric, higher speeds

Available across entire NBN footprint

High availability

Business-grade Ethernet features

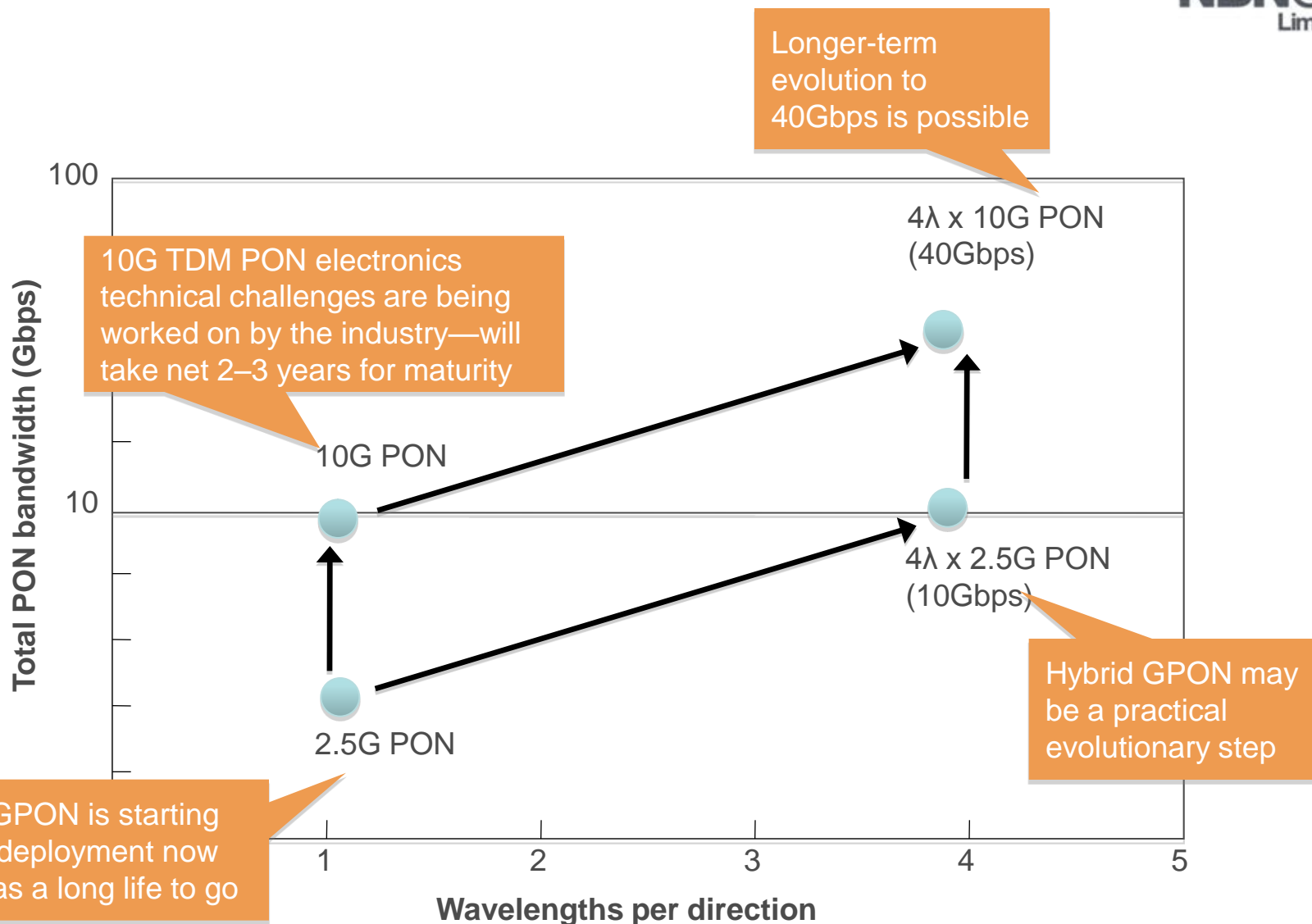
Better response and restoration timeframes

Both GPON and point-to-point fibre will be used to deliver Business-grade products

Design objectives: Delivering on the 4 C's

Coverage	<ul style="list-style-type: none">• Consistent network capacity and performance• Consistent design rules with limited flexibility in line with geographic characteristics
Competition	<ul style="list-style-type: none">• Transparency consistent with equivalence• Wholesale only, open access design• Standardised interfaces
Cost effective	<ul style="list-style-type: none">• Total cost of ownership perspective• Competitive tender process• Planning for the future including clear upgrade path• Adherence to standards
Customer care	<ul style="list-style-type: none">• Focus on reliability• Modularity to allow flexibility

PON Evolutionary Paths



The Systems Blue Sky Vision

