Competitive Neutrality

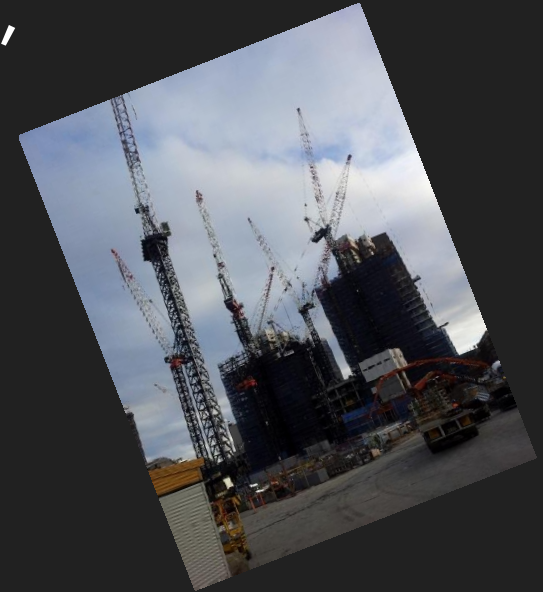## ALTERNATIVES IN THE GREENFIELD MARKET

PHIL SMITH

Chief Regulatory Officer

OptiComm is Australia's largest, privately owned and operated Fibre-to-the-Premises Carrier

Designs, builds, operates FTTP Networks in:

Broadacre
MDU
Shopping Centres
Retirement Villages
Business Parks
Commercial Buildings

Services Delivered

OptiComm FTTP Network can support the

following services:

- Internet – up to 1Gbps

- Commercial Grade Data

- Telephone

- FTA TV

- Pay TV (Foxtel and Fetch) – RF and IPTV

- Video/Audio Intercom

- Access Control

- Smart Metering

- Building Management Systems

- Security such as CCTV

Greenfield Environment

Since the inception of NBN, changes to the rollout
methodology have impacted developers:

- Developers required to design, build and
  warrant pit and pipe ("fibre-ready")

- Confusion on the choice of FTTP Provider

- In-flexible Developer Agreement

- Still confusion over who services <100 and >100
  lot developments

NBN Strategic Review

- Strategic Review – released December 2013

    - "… greenfields deployment is 7 percent behind Corporate Plan … "

    - "… greenfields has been negatively impacted by the delays in the brownfields … "

    - "… greenfields policy … distracts design and construction resources, delays the broader NBN Co rollout schedule …"
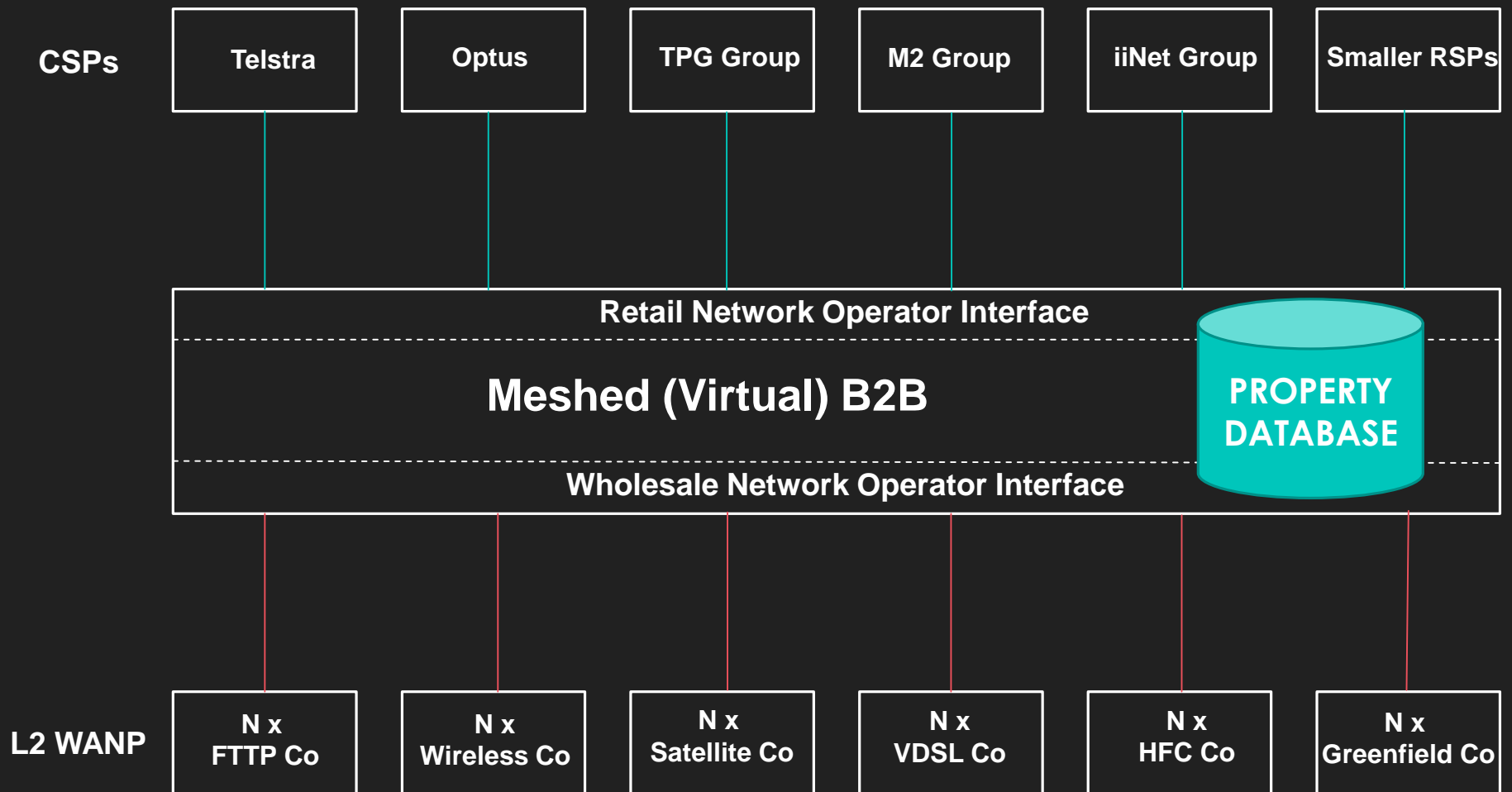
Vertigan Submission

Communications Alliance Submission:

❑ ensure a level playing field

❑ enable the deployment of infrastructure that is fit-for-purpose, cost-effective and responsive to end-user needs

❑ All FTTP providers, including NBN Co, should be responsible for the design and construction of pit and pipe

❑ The engagement of proven private FTTP providers has the potential to deliver a more cost-effective solution within the timeframes that developers demand

In summary …

- ❑ There needs to be change, especially for Greenfield Developments

- ❑ Industry and Government support of competitive providers

- ❑ Improve the way ALL wholesale providers interface with ALL Retail/Carriage Service Providers

Creating a Level Playing Field

- Enforcement of the "Wholesale Open Access" policy

- NBN Co cost recovery in Greenfield rollout

- All Greenfield providers to design and construct pit and pipe

- Establishment of "Adequately Served" status for all new developments

- Elimination of "exclusivity" agreements

- Industry Standard B2B

- Carrier agnostic property database

Industry Standard B2B

OptiComm
fibre connected communities

CSPs

| Telstra | Optus | TPG Group | M2 Group | iiNet Group | Smaller RSPs |

Retail Network Operator Interface

Meshed (Virtual) B2B

PROPERTY DATABASE

Wholesale Network Operator Interface

L2 WANP

| N x FTTP Co | N x Wireless Co | N x Satellite Co | N x VDSL Co | N x HFC Co | N x Greenfield Co |

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Courtesy of dgit

Industry Self-Regulation

Communications Alliance to set and maintain guidelines, codes and specifications for:

- ❑ B2B between Wholesalers and RSPs/CSPs/ASPs

- ❑ Property database

- ❑ Network topology

- ❑ Wholesaler/retailer/end user interfaces

Government Support

OptiComm requests Government support for:

- ❑ Operation of the Property Database

- ❑ Enforcement of the "Wholesale Open Access" policy

- ❑ Introduce a "Adequately Served" determination for post Jan 2012 Developments including IPOLR

- ❑ Instruct NBN Co to charge Developers for network construction & end-user connection fees in new developments

- ❑ Elimination of all non-competitive terms in agreements

Thank You