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## **BBW TELECOM**

### **SUBMISSION TO NATIONAL BROADBAND NETWORK PANEL OF EXPERTS**

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## 1 Overview of Submission

BBW's submission consists of two parts. The first is a broad public policy statement in the form of a media release which BBW has been advocating over the last year and was included in the Tasmanian Mercury newspaper in December 2007.

The second part provides specific submissions to the panel concerning the RFP objectives, outcomes and qualifications of applicants.

## 2 BBW Broad Public Broadband Policy Media Release

### **Multi-layered approach needed to address Broadband woes.**

A multi-layered broadband infrastructure network incorporating wireless, optic-fiber, xDSL, and high-speed satellite service is the most realistic long-term solution to Tasmania's and Australia's broadband problems, according to Tasmania's leading wireless internet service provider.

Hobart based Broadband Wireless Pty Ltd trading as BBW Telecom has urged the State and Federal Governments to work directly with internet service providers to establish a complementary mix of access technologies to deliver broadband to Tasmanians.

'It is unrealistic to think there is any single "magic" solution to the challenge of providing all Tasmanian's with reasonable access to affordable and reliable broadband,' said BBW Managing Director Paul Truscott.

'What we need is to encourage different technologies and services providers to enter the Tasmanian market to create further competition and improve the quality of services especially to regional communities.' There is still no real competition in Tasmania's Telecommunications sector, which is mainly due to our relatively small population,' Mr Truscott said.

Mr Truscott said that with rapid advancements in satellite and wireless broadband technology, and the newly installed Federal Government's commitment to roll-out an optic-fiber broadband backbone in partnership with the private sector, Tasmania will have a framework to significantly address long-standing challenges with broadband access. "

'With satellite and wireless technology becoming more affordable, the services and infrastructure already exists to roll-out high-speed broadband access to all Tasmanians. We challenge anyone anywhere in Tasmania who does not have access to broadband to call us and verify that we can deliver broadband to them using satellite or wireless technology,' Mr Truscott said.

'But we need Governments and service providers to work together on ensuring the growing network of different service and technologies available to consumers is affordable and accessible to all Tasmanians.

'BBW already provides hundreds of Tasmanians living and working in remote and regional centers with high-speed satellite and wireless broadband services that have become far more affordable because of Federal Government subsidies and ongoing advancements in technology.

'This kind of satellite and wireless broadband services to regional areas will always be far more affordable and attractive to both consumers and Government, when compared to more burdensome technologies such as extending the optic-fibre network into regional areas or utilising power line infrastructure.'



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### **3 Specific Submissions Concerning the Development of the RFP**

BBW Telecom makes the following submissions concerning the Request for Proposal for the National Broadband Network:

1. The objectives of the RFP should focus on a multi-layered approach which is tailored for each State's challenges in providing broadband to all areas of the State.
2. Successful applicants should have strategic Points of Presence around the State and be a proven supplier of the solution being delivered.
3. The RFP should leverage off the existing Broadband Guarantee Satellite program for certain remote areas that cannot be served by other technologies.
4. The RFP should seek participants who have a proven track record in serving all segments of the broadband market including Federal, State, and Local Governments, large companies, SME's and residential customers.
5. The RFP needs to identify solutions that can be rolled out in a fast, flexible, cost effective and secure manner.

### **4 About BBW Telecom**

Broadband Wireless Pty Ltd ACN 096 428 634 trading as "BBW Telecom" is a 100% Tasmanian telecommunication company founded in 2001 based on the neglected broadband communication needs of both large and small business enterprises in Tasmania.

BBW Telecom has offices in Hobart and Launceston and has the following infrastructure around Tasmania:

- Terrestrial wireless infrastructure in all of the State's significant cities including Hobart, Launceston, Devonport, Burnie and Ulverstone;
- Extensive regional terrestrial wireless infrastructure on the East Coast, South, and Cradle Coast;
- Data Centres in Hobart and Launceston;
- Points of Presence at more than 25 locations around the State;
- Leased tower space on numerous towers around the State;
- Numerous leased DSL, ISDN and fiber lines around the State.

BBW Telecom is a supplier of communication to solutions to thousands of Tasmanians and some of Tasmania's most successful large companies and SMEs.

BBW was successful in its tender under the Network Tasmania contract in June 2007 for the provision of network connection and internet services to the Tasmania State Government. BBW is an authorized provider of satellite solutions under the Commonwealth's *Australian Broadband Guarantee*.