

Great Northern
Telecommunications

51 Minora Road
DALKEITH WA 6009

08 93899210 (Tel/Fax)
0400 899210 (Mobile)

ABN 28 117 927 429
ACN 117 927 429

Mr Richard Bullock
The Director
Market Analysis
Bureau of Communications Research
Department of Communications
GPO Box 2154
CANBERRA ACT 2601

Dear Sir,

Thank you for the opportunity to make a submission to the NBN non-commercial services funding options Consultation paper.

Great Northern Telecommunications is an independent telecommunications engineering and consultancy company based in Perth, Western Australia, with 29 years industry experience including 10 years as a remote area planning for Telstra, provisioning high cost radio solutions for rural and remote customers.

My general response is as follows:

The \$8500 incremental cost assumed for a fixed wireless service is excessive while the \$8500 cost assumed for satellite is too low. Satellite has much higher operational costs also.

Fixed wireless solutions are technically preferable to satellite, as there are no voice delay and data capacity issues with fixed wireless.

The use of satellite should be only for remote customers in locations of low customer density or where terrain is extremely difficult to deliver fixed wireless. Towns or large aboriginal communities should not be on satellite.

Consideration should also be given to reduce the cost of fixed wireless base stations by modularising the base station buildings and monopoles.

NBNCo should also consider leasing additional fibre capacity from carriers to provide fixed wireless in country towns too remote from other fixed wireless bases. In WA, an example of this is the 5 towns between Perth and Newman with an average separation of 200kms. The proposed Perth to East Pilbara Optical Fibre network passes through these towns, and fibre cores will be available for lease by NBNCo.

Please call or email if you have any queries or require clarification.

Thanks and regards

Andrew Mangano
Director
Great Northern Telecommunications Pty Ltd
27th May 2015