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NBN Co Customer Collaboration Forum

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Disclaimer

This document sets out NBN Co's proposals in respect of certain aspects of the National Broadband Network. The contents of this document represent NBN Co's current position on the subject matter of this document. The contents of this document should not be relied upon by our stakeholders (or any other person) as representing NBN Co's final position on the subject matter of this document, except where stated otherwise. NBN Co's position on the subject matter of this document may also be impacted by legislative and regulatory developments in respect of the National Broadband Network. All prices shown in this document are exclusive of any GST.

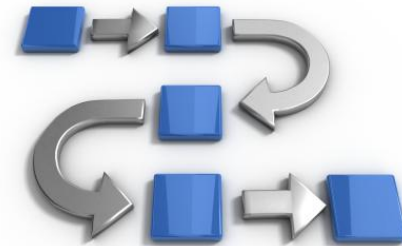


NBN Co Product Update

- Supporting Retail Differentiation



- Product and Pricing Roadmap



- NBN Co Open for Business



Product & Pricing Design

Simplicity

**Uniform National Wholesale Access
Pricing**

Innovation Through Flexibility





Competition and Innovation

Customer Focused Product Design

Cost Recovery

Four Simple Product Components & Pricing

Ethernet Bitstream

AT YOUR CUSTOMER'S PREMISES 		CONNECTING TO YOUR CUSTOMERS 		BUILDING YOUR SERVICE FOOTPRINT 		CONNECTING TO NBN CO 
User Network Interface UNI	+	Access Virtual Circuit AVC	+	Connectivity Virtual Circuit CVC	+	Network-Network Interface NNI
1GE interface at end user premises with an additional option for telephony support		Bandwidth options based on Traffic Class 4 with upgrade options – higher speeds, additional traffic classes (1- 3)		Aggregation network with symmetrical committed bit rates with upgrade options – higher speeds; traffic classes based on Access Virtual Circuit requirements		1GE or 10GE interfaces with upgrade options

Access Components

Connectivity Components

Tools for Differentiation

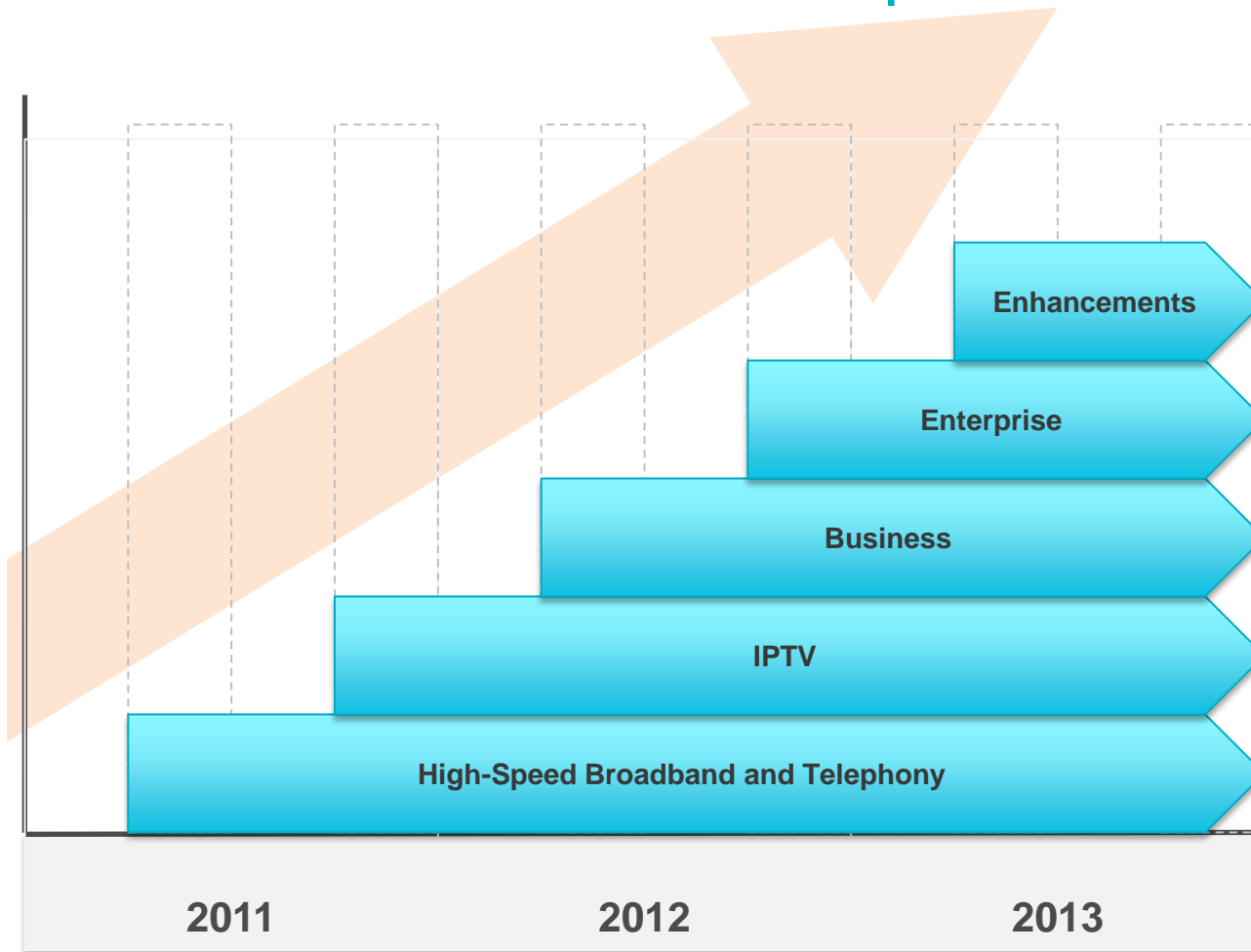
Feature	Description
Bandwidth options	Down and upstream line speed options
Telephony Support*	Traffic Class 1 and UNI-Voice
End User Experience	Access Seeker can determine contention levels for their customers and market segments
Traffic Classes	4 traffic classes available over time, to partition and prioritise real time critical applications
Redundancy options	Building higher reliability and resilience into the service offering
Multicast	Supporting IP TV solutions
Restoration options	Premium support structure for targeted retail offerings

* UNI-Voice is only available on Fibre

Products to be released over time as network is deployed.

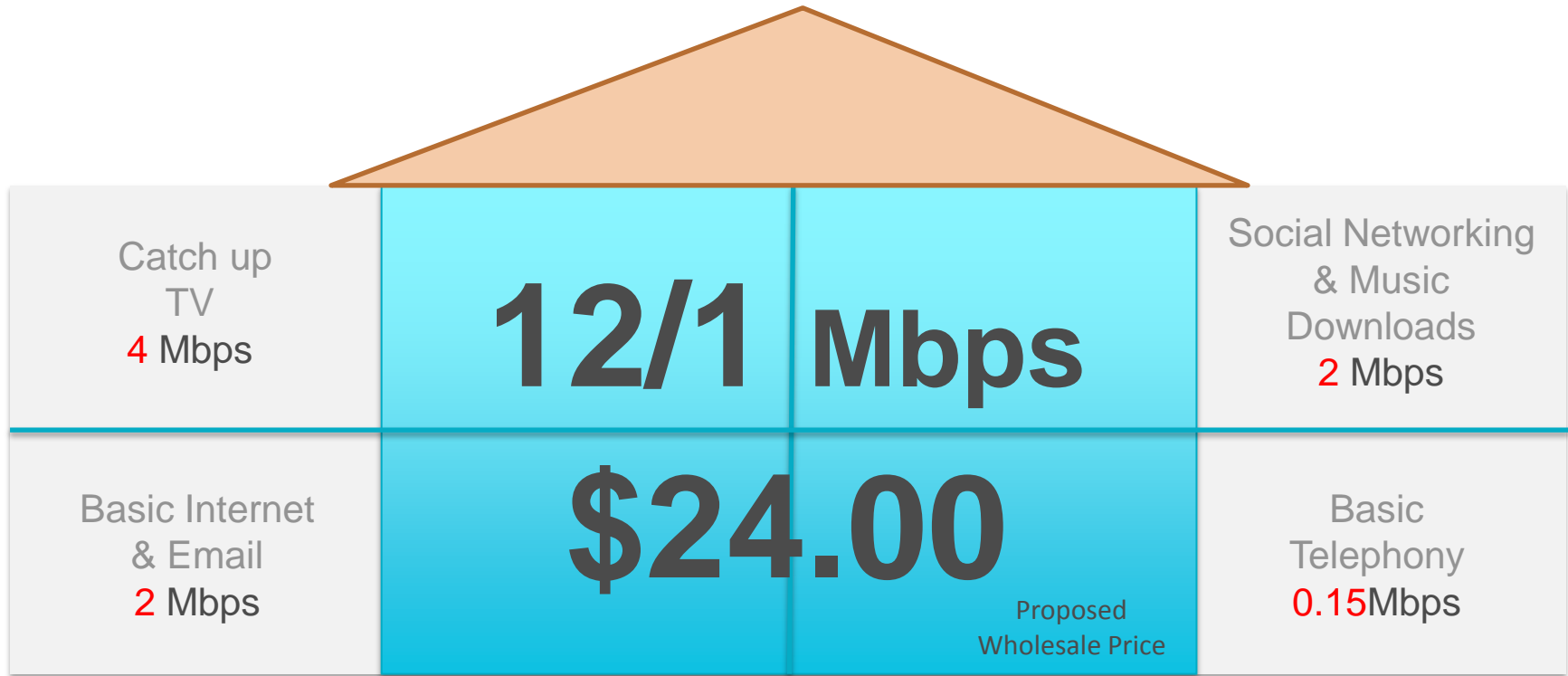
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Proposed Fibre Product Roadmap



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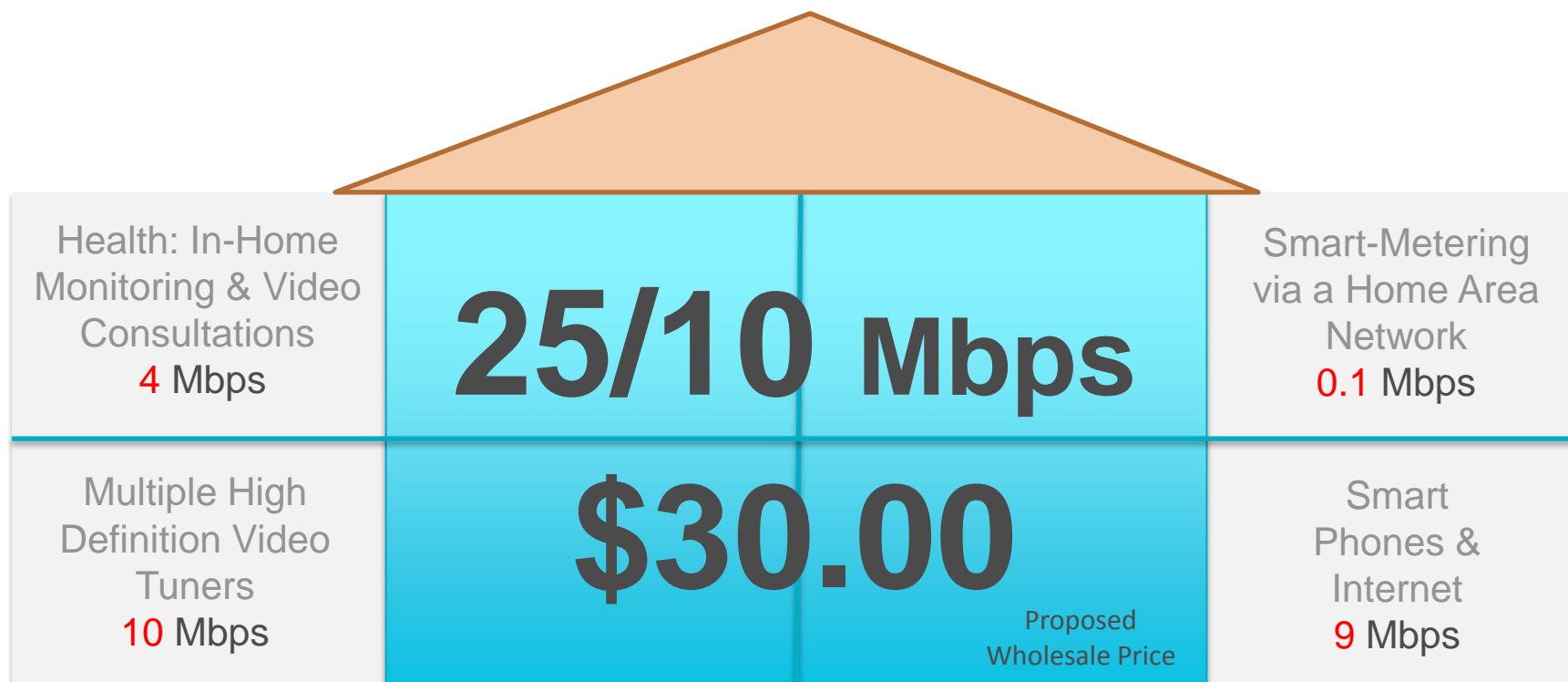
The Online Home



1 Mbps upstream, 12 Mbps downstream; UNI-D; Traffic Class 1 and 4.

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The Connected Home



9 Mbps upstream, 24 Mbps downstream; UNI-D; Traffic Class 4 with 2 and 1, Multicast.

* For pricing of additional features refer to Product and Pricing Overview – December 2010

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The Online Business



40 Mbps upstream, 50 Mbps downstream; UNI-D; all 4 traffic classes

* For pricing of additional features refer to Product and Pricing Overview – December 2010

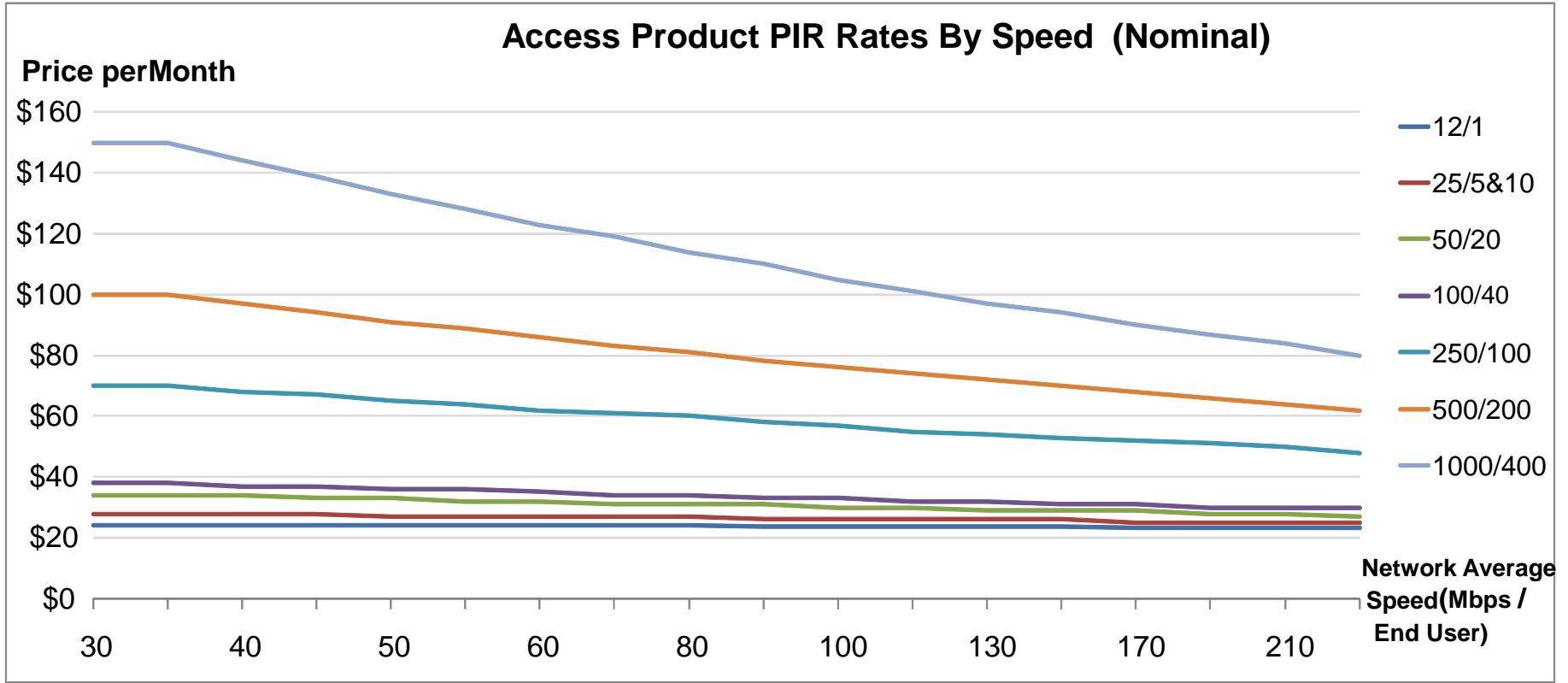
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JIM HASSELL

Head of Product Development
and Sales

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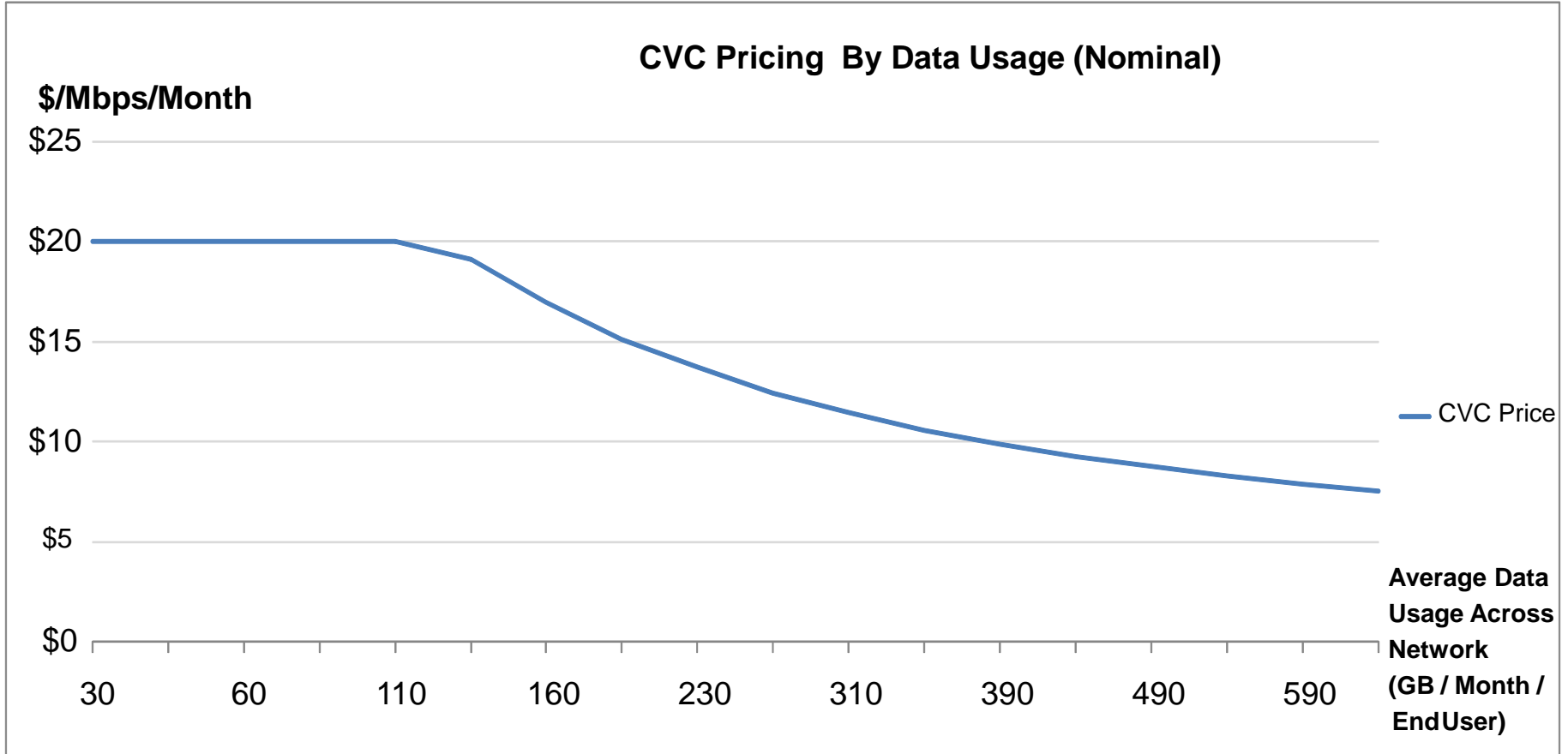
Forecast Access Pricing Over Time



Source: NBN Co

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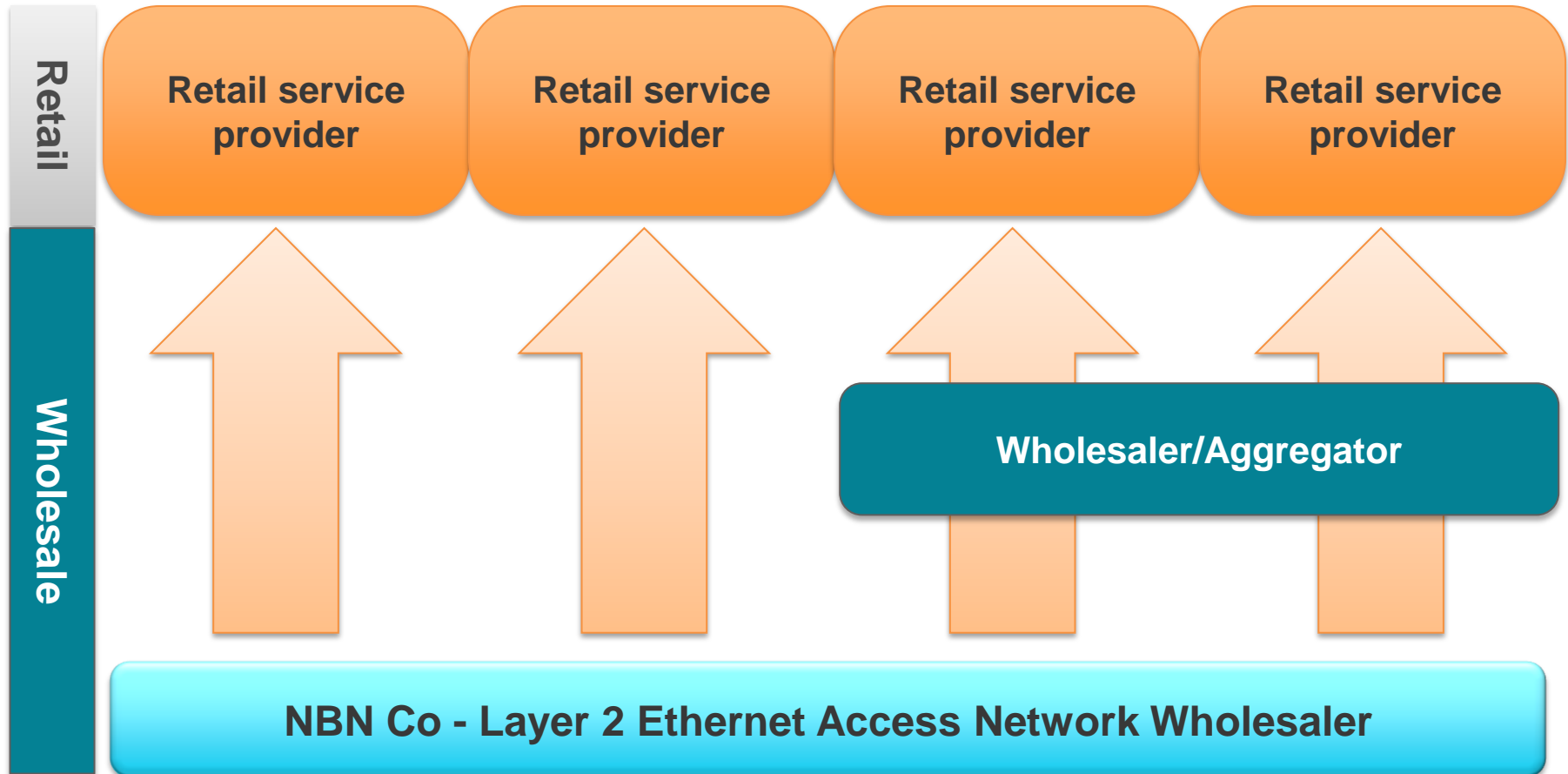
Forecast Connectivity Pricing Over Time



Source: NBN Co

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Wholesale and Retail Business Models



Access Seeker experience as NBN Co increases capability



Indicative dates as outlined in NBN Co Corporate Plan

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Getting ready to be on the NBN.



NBN Co Wholesale Access Service
Product and Pricing Overview
Access Seekers
December 2010

Field technician splicing fibre - NBN Co first release site, Kiama.

NBN Co WHOLESALE PRICING SCENARIO CALCULATOR®
Version: 2.1
1/2011

PROVIDER PROFILE ASSUMPTION

At a POI level		
SATELLITE	WIRELESS	FIBRE
0	0	10,000

Consumer

		100%
		0%
		0%

NI-V

		100%
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NDWIDTH (CIR)

FIBRE

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Thank You.

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