

TELSTRA SEPARATION: Coalition to vote against

ORANGE: French giant targets ANZ M2M market

NZ MTR: Tuanz sees market distortions in policy

LETTERS

Reaction to Grahame Lynch's comment on future demand for 100Mbps

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Forman joins ALP-linked lobby firm as CCC seeks to access greater resources

Competitive Carriers' Coalition executive director David Forman has shifted to lobbyist CPR Communications, but will continue working for the industry group in a bid to "access the greater resources" of CPR.

Forman and CCC chairman Matt Healy remain confident that the perceptions of the carrier group will remain unaffected by the reputation that CPR – founded by former Cain-Kirner Victorian government staffer Adam Kilgour – has garnered for strong Labor political affiliations.

Reporting to the firm's Canberra branch, Forman now works in the capacity of senior advisor to the lobbying company. "But it's not quite as clear as it seems," he told CommsDay. "In effect, what we've done is looked at what's going on in the industry and the structural changes coming through one way or the other, and sought to access the greater resources of CPR.

"I'm working for the CCC through CPR now, instead of direct... it's very much business as usual... so that we can push the message through with some increased vigour in the short term."

"The benefit is that we've got a broader range of assistance, if needed, through the CPR network," agreed Healy. "This is just something that we've put in place also to do with the shifts that we're going through in the moment in the sector, as we move towards the long awaited structural reform – this is a way we can harness further resources."

According to Forman and Healy, the CCC will remain a totally discrete entity and an association in its own right. There are no changes in the offering to its member roster, which currently includes founding members Macquarie, VHA, and AAPT, and affiliates including Netspace, iiNet, Internode, TransACT, and NextGen.

NO CONCERNS OVER LABOR AFFILIATION: Nevertheless, CPR is viewed across the media and political commentariat as a Labor-aligned lobbying firm. In addition to Kilgour, the company has employed Labor heavyweights including former defence minister Robert Ray as COO and former ALP assistant state secretary Andres Puig as GM of its Melbourne office. Its Canberra office is staffed by former ACT ALP parliamentarian Mick Gentleman and former Federal ALP MP Garrie Gibson. Many of the firm's leading staffers in Sydney and Melbourne also have ALP political backgrounds although a few also have backgrounds with the Liberals and the media.

Both Ray and Puig departed the firm late last year, and the CCC appears confident that its new association will not result in its being branded as a more political organisation.

"CPR's a government relations and communications consultancy – government relations is what a large



Labor lobby firm in disarray

LABOR-ALIGNED lobbying firm CPR Communications has been rocked by internal turmoil, leading to the departure of a string of senior staff.

ALP heavyweight and former defence minister Robert Ray has confirmed he expects to leave the company in coming weeks, although he insists he has no problem with its management.

The firm's chief operating officer, Brett Miller, and the general manager of the Melbourne office, Andres Puig, resigned last week, citing at the time a lack of confidence in chief executive Josh Williams.

An explosive row in the Melbourne office is believed to have taken place on the two men's departure, with Mr Ray said to have urged Mr Williams to be more frank with remaining staff about why the pair had left.

"There was a lot of anger in the room," one source said. He said Mr Williams's explanation of the two men's departure was treated with "complete disdain" and the meeting "ended in acrimony".

Mr Ray confirmed he would "in all probability" leave the company in the next few weeks, but said he had never had a problem dealing with Mr

Williams or the firm's management.

Mr Puig, a former ALP assistant state secretary, and Mr Miller, a former ministerial chief of staff, are understood to have brought in a considerable amount of the Melbourne office's revenue.

One Labor source said the departures would make life difficult for the firm, as Mr Puig and Mr Miller were its strongest links to the Victorian government. The firm's founder and executive chairman, Adam Kilgour, was a friend of former premier Steve Bracks, but is not believed to be on such good terms with Premier John Brumby.

"They need to make some strong right faction ALP hires quickly," one source said.

Sources said CPR had recently approached several federal and state Labor-aligned staffers in an attempt to fill Mr Puig's position.

The company has filled Mr Miller's role by promoting consultant Andrew Turner.

Two staff had left not long before the exits of Mr Miller and Mr Puig, and sources predicted further departures.

But it is believed Mr Williams is strongly backed by Mr Kilgour.

RICK WALLACE

The Australian, 24 Nov 2009

COMMSDAY SUMMIT 2010 April 20/21 Four Seasons, Sydney
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part of

my job has been, along with regulatory. This is simply a whole organisation that does the things that I've been doing," said Forman. "I don't really perceive that as an issue."

"The world of government affairs has moved on from black hats and white hats!" commented Healy. "National public affairs and communications consultancies, credible ones, do not split themselves down party lines and affiliations. I think it would be naive to think that that's how they operate when they operate across states and territories, as well as at the federal level. They [couldn't] operate if they were only supporting one side."

However, perceptions of partisan affiliations have often reared their head in the charged debate about telecoms regulation. Forman himself has been targeted by Telstra as allegedly conflicted by his marriage to ALP Senator Kate Lundy—a charge they have vigorously refuted—and the CCC has previously not been averse to criticising others based on perceived political leanings: one example being economist Henry Ergas because of advisory work he conducted for the Liberal Party.

Petroc Wilton & Grahame Lynch

Coalition commits to countering "bully boy" Telstra breakup bill in Senate

Shadow communications minister Tony Smith has slammed the Competition and Consumer Safeguards Bill and pledged that the federal coalition – "utterly opposed" to attempts to force the separation of Telstra – will vote against it in the Senate.

Smith called the legislation "a deliberate assault" on the telco, its shareholders, and employees, scorning the "bully boy legislative attack on Telstra" as an admission that the planned NBN was not commercially viable.

"Telstra shareholders have every reason to be outraged by Labor's plans to force the break-up of the company. The Coalition has never advocated the forced break up of Telstra and this was never part of Labor's plan before the last election," said Smith. "Labor's attempt to force the break up of Telstra is all about trying to prop up their reckless \$43 billion NBN, which they embarked upon without a cost-benefit-analysis or a business plan."

While acknowledging that the Bill also proposes a range of other reforms around the telco access regime and competitive landscape, Smith urged that these be considered after the release and consideration of the NBN implementation study and the final legislation governing the structure and function of NBN Co, currently in exposure draft form.

Petroc Wilton

Orange launches M2M division for Aus/NZ

Orange Business Services has launched a machine-to-machine (M2M) and Real Time Communications division that will cover both Australia and New Zealand. The division will be headed up by Malcolm Seymour, who was recently recruited as managing consultant and practice lead for M2M & Real Time Communications.

The new division will provide multinational customers with support to develop and deploy M2M applications to improve business efficiency, cut costs or launch new products or services, according to the company.

Tim Cavill, Orange Business Services managing director for Australia and New Zealand, said M2M technology had previously been held back because of equipment costs. "We have evolved our technology to make M2M more affordable to the wider business community and are now really on the brink of seeing mainstream business adoption," Cavill claimed.

"There are already five times the number of machines that can be connected through networks than humans," he said. "We are now also making machines out of traditionally disconnected objects, such as pipes or waste bins, enabling them to transmit and receive information so that they may be monitored and managed remotely."

In his new position, Seymour will build Orange's local capability within Australia and New Zealand to replicate Orange's M2M service in Europe, including providing external consultancy, education and

training, and building a local partner program. In May last year Orange Business Services opened its International M2M Centre (IMC) in Brussels, which is an R&D centre dedicated to the development of new real-time communications solutions for its multinational customer base.

Geoff Long

AUSTRALIA

Matrixstream & mystery Aus VSP launch HD IPTV

US firm Matrixstream has joined forces with an as-yet-unrevealed Australian fibre video service provider to launch what it says is Australia's first HD IPTV managed cloud service over the public internet.

The 1080p IPTV offering is initially going out as a managed service with white label capability to allow ISPs, MDUs, hotels or other organisations to brand the service with their own logo, users and content – something Matrixstream is confident will drastically reduce costs compared to traditional IPTV deployment.

The firm says that TV viewers anywhere in Australia with a broadband connection at 1.5Mbps downstream or better will be able to view HD 1080p VoD with 5.1 surround sound, without any buffering or jerkiness. Additionally, the mystery fibre provider will optional unbundled ADSL2+ line to stream the new IPTV services without additional bandwidth charges. New Zealand is also tipped to benefit, as are neighbouring areas such as Fiji and Malaysia.

“This will very quickly become a... director competitor to the Foxtels, the Telstras, the Skys... this can now spread very rapidly. The IPTV head end is built, and now goes the setting up of the client,” MatrixStream director of marketing Aaron Keogh told CommsDay. “We are not held back by the last mile; we can stream from one end to the other in Australia... it will go all over New Zealand, and Fiji, and we have activity going on in South East Asia.”

Matrixstream itself, said Keogh, will not ever become a reseller or direct service provider for the IPTV offering, to avoid competing with its own partners. Rather, the firm provides the proprietary MatrixCast technology that it says is key to the low-bandwidth offering, based on standard H264 codecs but using custom-built servers and encoders.

And, while Matrixstream's VSP partner so far prefers to remain anonymous, the two are currently in talks with a number of potential customers. “The names range from smaller telcos and ISPs to WiMAX service providers and larger carriers – anybody who can be considered a service provider. And most of them are approaching us!” said Keogh. “This is a very interesting thing, it's going to make the big telcos, cable companies, and satellite companies a tad uncomfortable.”

Petroc Wilton

Telstra backs next generation of ideas

There is no shortage of smart technology ideas in Australia, as Telstra CTO Hugh Bradlow found after wading through more than 200 pitches to the inaugural Telstra External Research and Development Program. But what the country does need, he suggested, is better management of the transition from idea to commercial product.

Telstra hopes to remedy the problem by providing support to the five projects it announced as winners of the programme yesterday. Each project will be offered different support, which will include areas such as technical assistance, introductions to vendor partners and access to Telstra's networks and facilities.

The five winning pitches were a quantum cryptography device from QuintessenceLabs, mobile mental health diagnostics from Neural Diagnostics, a low-cost e-tagging system by Taggle Systems, an intelligent microphone from Dev-Audio and Latrobe University's exercise system with video for rehabilitation.

One thing the winners won't be getting from Telstra, though, is finance. “What we've done is structure a plan to help them and provide technical expertise, but we're not giving them cash. I don't believe in cash handouts,” Bradlow told Commsday, explaining that risk was an important element of the R&D environment.

Bradlow and a panel of Telstra experts picked a shortlist of 20 submissions from the 220 entries. These

were then invited to repitch their ideas, resulting in the five winning submissions. However, he said there were at least a dozen ideas that were equally as good. “We struggled long and hard” to pick the winners, he noted.

He said the selected entries were the ones that he thought Telstra could act as a catalyst for and which would provide the most benefit to customers.

“Each of these programs has the potential to provide a significant benefit to the Australian community. While very divergent in nature, all the projects demonstrate how telecommunications networks can assist with the delivery of services in an innovative way,” Bradlow said.

Telstra will run the program again this year as the Telstra Innovation Challenge, with a call for submissions likely in the middle of the year.

Geoff Long

NEWSAT said it has successfully concluded a share issuance which raised \$3.901m. Chairman Richard Green said the company now has sufficient funds to continue with its business plan including the development of the Jabiru satellite.

NBN CO has placed advertisements in national newspapers seeking capability proposals from “passive network hardware” manufacturers for its FTTH network. Those who pass the test will be entitled to participate in a future RFP process. Registrations of interest close on 22 March.

NEW ZEALAND

Tuanz says ComCom recommendations ‘legitimise market distortions’

Tuanz has advised NZ communications minister Steven Joyce that the Commerce Commission’s mobile termination rates (MTR) recommendation would legitimise ‘ongoing market distortions’ in the telecommunications industry.

In a report to the minister last month, Telecommunications Commissioner Ross Patterson and Associate Commissioner Gowan Pickering recommended accepting offers from Vodafone and Telecom to lower rates, while Commissioner Anita Mazzoleni argued against recommending regulation. The report put the ball in the minister’s court and he asked interested parties for submissions on the matter.

Tuanz CEO Ernie Newman said he thought his organisation’s submission would appeal to the minister’s pragmatic nature. He said; “He isn’t into theoretical arguments and ideology.” The group has lobbied against MTRs and is a member of the populist Drop the Rate, Mate campaign.

The Tuanz submission supports Mazzolini’s minority position. It says; “Accepting the undertakings would legitimise ongoing market distortions.” Newman said the whole point of the MTR exercise – which has been running for seven years – was to address the market distortions and yet the majority recommendation fails to do this.

He pointed to the stark difference between the price of off-net and on-net calls, saying that “if you leave even a little additional cost in there, you perpetuate the situation,” and that this had led to customers owning multiple handsets to use with different sets of contacts. Newman said this simply wouldn’t be tolerated in the fixed lines market, where consumers would install multiple lines and telephones to call different contacts.

Newman said the focus of the MTR investigation was originally about cost, but that in recent years the focus had moved to the way incumbent carriers can use high rates to raise a barrier against new market entrants. He said they were also a barrier to churn.

Tuanz also said the commissioners placed too much weight on what it described as the ‘flawed’ Mallard deeds handed out by the Labour government in 2006. The organisation also said the commissioners are too keen to see the voluntary undertakings protected.

Bill Bennett

Curran urges debate on net access as basic right

New Zealand Labour communications spokesperson Clare Curran has called for a public discussion on the merits of internet access as a fundamental human right. She said countries such as Finland and Estonia have already ruled that access is a human right for their citizens and the United Nations is pushing for universal access.

Curran said New Zealand's government is uninterested in the idea despite tipping public funds in to its ultrafast broadband programme; "without seriously considering what it can and should be used for and who should have access."

She said; "This government is quiet on all these issues, as well as the issues of universal access. People who live in rural areas will receive a lesser broadband service than those who live in cities. And there's no plan yet on when and how they'll receive that service, in either urban or rural New Zealand."

Bill Bennett

INTERNATIONAL

Plans for global deep space comms network—costing just US\$100m

A group commemorating the 40th anniversary of the Apollo missions has unveiled a plan to recycle existing dish infrastructure to create a global communications network capable of deep space communications.

The organisation—Echoes of Apollo— plans to deploy a global network of dishes capable of communication with inter-planetary spacecraft as well as more mundane purposes including satellite telemetry, tracking and control as well education and science.

The cost of the network has been priced at a modest US\$100m, largely because of plans to use older infrastructure that it will own or lease as part of that network. "We will apply for government grants in countries where the assets are located and we will also organise a number of stakeholders who may want preferential rates once the system is operational," said spokesman Robert Brand, well known for his activities across two decades in the Australian telecom sector.

"The dishes that we wish to bring into the Network are distributed evenly around the world. In Western Europe: we have access to several 30m (100ft) dishes, in North America we are looking to by a 30m (100ft) dish and in Australia: we are looking to have a long term lease on a 30m (100ft) dish."

FIBRE LOOP: The dishes will be connected by a global redundant fiber optic loop. "This will include exit and entry points from each site and hopefully via different carriers and different cables and routes. The low delay of fiber optic networks are also a bonus with few when controlling remote sites. Data Access points will be available in Europe, USA and Australia. The centers will be able to provide standard services to those launching spacecraft into orbit or those launching missions to other destinations in our solar system," Brand said. The organisation is looking for government grants and university partners to help seed its project.

Brand is one of the co-founders of the Australian-American group which is also pitched at remembering the milestones of early space travel.

For example, the group plans a so-called World Moon Bounce Day on 17 April where amateur radio operators will communicate with each other by bouncing their communications off the Moon's surface. A similar event was held last year.

Brand claims a personal connection to the NASA space flights. "At the age of 17, during his term breaks from college, he wired up the audio and video connections for NASA's equipment in Sydney, Australia for the Apollo 11 mission," says the Echoes of Apollo website.

"He worked for nearly 20 years supporting communications for most NASA and many ESA missions. In 1975 Robert toured many NASA facilities in the US."

CONSULTANCY FIRM CAPGEMINI GROUP has launched a suite of services that it says will help clients realise the business benefits of cloud computing and services. The Infostructure Transformation Services group will draw on expertise from across Capgemini's technology services, Sogeti, consulting and outsourcing business groups. The new division will offer services in four categories: data centre optimisation and consolidation, virtualisation, unified communications and cloud-based solutions.

LETTERS TO THE EDITOR

Re Grahame Lynch's column "100Mbps needs to feel faster to charge more" from Telarus MD Jules Rumsey

I read with interest the comment by Grahame Lynch regarding the ability to realise the speed of a 100Mb/s link given the nature of TCP/IP. There are a few points that I thought were worthy of note in considering this in terms of the nature of TCP and also how Internet applications work.

There is a missing variable in the discussions regarding the throughput that can be generated using TCP/IP over a given speed of link - TCP Window Size. The throughput that you can generate with TCP/IP will be less than or equal to the TCP Receive Window divided by the latency, assuming that there is no packet loss.

It would appear that Aspera have assumed the maximum TCP receive window of 65,535 bytes. This is to be expected given that the TCP/IP stack in most modern operating systems support dynamic windowing such that they adjust to the highest possible receive window so long as there is no packet loss. However the result will depend on the operating system.

When I was at Excite@Home Australia back in the late 90's most consumers were running Windows 95 or 98, both of which had the TCP receive window set to 8,000 bytes by default. Given that the latency between Australia and the US at the time was typically c200ms this resulted in throughput of only 40KB/s (320Kb/s) or lower even with a multi-megabit cable service.

To combat this, we installed dedicated capacity between the US and Australia and implemented proxy-cache devices at each end of the link to make it seem to the client as if the content was being served up locally with a latency of c20ms as opposed to c200ms (even for non-cacheable content), delivering a massive increase in throughput for our clients. At the time, this delivered a major competitive advantage for Optus@Home versus the competing cable service from Telstra.

Such techniques could still be very applicable today when accessing international content as the latency cannot be reduced below a certain level at present given that fibre networks are ultimately limited by the speed of light. Even with a TCP receive window of 64KB's you will be limited to around 2.5Mb/s when accessing US content at a latency of c200ms.

CONSIDER THE ACTUAL APPS: Setting this aside for a moment, it's also worth considering the type of network applications you are dealing with and the software that is being used to access these applications.

An FTP download is subject to a single TCP session and thus is limited by the equation mentioned above. That is, unless you accelerate the transfer by using software that initiates multiple TCP sessions to the FTP server to simultaneously download contiguous chunks of the same file in order to decrease the overall download time. This technique has been commonly used since the 90s.

Similarly, modern web browsers tend to pipeline (i.e. they initiate quite a number of TCP connections in parallel to download the objects on a given webpage). They do this not only due to avoid the limitation on throughput imposed by latency but also due to the fact that a lot of web objects are quite small and thus downloading them in a serial fashion (i.e. one after the other) would result in further inefficiencies.

P2P (peer-to-peer) software such as BitTorrent also avoids the limitation on throughput imposed by latency, however in this case the technique is subtly different. Much of the power of P2P networks is based on the fact that there are many copies of the same files sitting on computers all around the world. A P2P client creates TCP connections to multiple computers in order to download "chunks" of the desired file, one of the main benefits being that total throughput is not bound to the performance of a single TCP

session.

In short, there are numerous ways to combat the limitations that are imposed on throughput as a result of the nature of TCP/IP. Some of these require some clever engineering by network operators, whilst others are built into the software and/or protocols are being used.

As such, before you can assess whether people would see benefit in a 100Mb/s link it is important to consider how their service provider engineers their network, what applications and software they are using and where the content is that they're trying to access.

I note that Grahame's comments arose as a result of discussions about mobile data networks and the potential for them to make a FTTH network obsolete. It's worth noting the significance of the above discussion about TCP/IP and how it can limit throughput when considering this.

The latency with UMTS and HSPA mobile data is typically significantly higher than that of fibre networks. This is slated to improve significantly with LTE but it will be interesting to see what the end result is in "real world" applications. Unless the latency on mobile networks drops to the level of FTTH, the performance of TCP/IP based applications on mobile networks will never be as good as it will be with FTTH at the same speed of access.

To throw fuel on the fire, mobile network operators typically limit the number of concurrent TCP connections possible per device. As such, the technique that is most commonly used to improve the performance of TCP/IP based applications (i.e. multiple simultaneous TCP connections) will not be as effective on mobile data service, particularly if it is being shared by multiple users.

Jules Rumsey, Telarus

Letter from Juniper Networks' Ben Hickey

Firstly, I think you are quite right to highlight that the wireless vs. fixed debate isn't an either-or decision.

Without doubt, wireless provides a very real threat to the NBN business. Wireless Internet services, prior to wireless broadband, would have been considered a poor substitute to fixed-line access with only certain applications being adequately catered for, such as email and basic web browsing. However, the emergence of wireless broadband changes wireless from being a possible substitute to being a true competitor in the Internet access market.

However, I'd argue that's only the case in certain areas - i.e. the entry-level which includes but is not limited to Internet-access.

'Internet access' is only one part of the revenue generation pie and ISPs are increasingly looking to offer other services to increase their ARPU. The differences in technology capabilities and the economics at high bandwidths between wireless and fixed can allow further insights if you segment the market into entry-level and premium services in general (and consider not just internet access but additional services as well.) ISPs have evolved to attract and retain customers going down the path of adding additional services, such as telephony and entertainment in addition to Internet-access. In my opinion Internet-access could also be considered to be premium based on certain uses, such as OTT entertainment.

One shouldn't write off the possibility of premium Internet services based on inherent issues in TCP - just look at P2Ps ability as a new protocol to maximum use of available resources. As you say Trans-sectoral is a possibility as a premium service, however, it is currently indeterminable whether this will emerge with the superficial details available.

The consequence of all this is the need for it to be factored into the business modelling of NBN and it begins to hinge on the premium demand for NBN.

Studies in the UK highlight a clear demand for FTTH style speeds. Although such reports recognise that it's difficult to ascertain whether this demand is for high-speed internet access or high-bandwidth entertainment services, the ISPs that are reporting the most growth are those that are offering these services. Such anecdotal evidence can be found in Verizon's FiOS and AT&T U-Verse roll outs of high speed access networks including entertainment services - both reporting high demand and double digit growth in service take up.

ISPs are already looking to add more and more services alongside 'Internet access' to increase ARPU and collect a greater share of the digital communications service wallet. And US studies have shown that

this household 'digital entertainment' budget is steadily increasing – something which is likely being replicated in Australia.

Given the global increase in demand for these premium services, such as broadband delivered TV, the penetration rates for the premium products in Australia will be important for the business of NBN.

The wholesale product mix and pricing is incredibly important to get right especially as many fixed and wireless businesses have their entry-level offering cross-subsidise their heavy users (for instance, 3 percent of AT&T's smart phone users, account for 40 percent of the traffic on its network). So NBN needs to accomplish the tough task of competing in the entry-level (This is where I believe Mike Quigley's statements on market pricing are important) and building a self-sustaining premium business with appropriate wholesale products and pricing.

Ultimately, your call on open debate around the issues is valuable. This really is our best chance of working through the issues and coming up with answers. NBN Co recognises the part in the value chain they expect to play so without debate including the variety of other player the risks just go up.

Ben Hickey, Juniper Networks

GRAHAME LYNCH COMMENT: Perhaps some subtlety was lost in the argument, but I wasn't attempting to argue that wireless networks can match or exceed fixed networks. I was arguing that upgrading a fixed service to 100Mbps in the access tail at a price of perhaps twice as much to end users could be a difficult sell if the end user experience isn't dramatically improved over today's performance. It has to feel a lot different to charge more.

TCP protocol limitations and the high cost of exponentially rising backhaul demands were cited as two "mitigating" factors here. This is relevant if you consider that one is replacing an essentially opportunistic DSL-over-sunk cost copper paradigm with an almost turn-key fibre deployment—simply there will be a need to quickly convince nearly all broadband users to take >50Mbps services at a significant financial premium to today's 8-20Mbps copper services to justify the investment.

As with DSL over copper, broadband over mobile is today an opportunistic technology. I would fully expect dedicated wireless data networks of the Vividwireless/BigAir variety to outperform normal cellular networks on this score.

I was also suggesting that a reason that wireless networks will continue to be competitive in terms of their share of wallet is because of their "mobility/nomadity" advantages. What's more, the 3 billion new mobile users in the developing world are ultimately more interesting to technology, application and content providers than a couple of hundred million 100Mbps users in the developed world.

Yes there will always be a place in the market for fixed networks as a result of their specific attributes. The question is in matching the investment in the supply-side with the real— not imagined— level of demand, especially in NBN-style situations where the business model is limited by policy remit. Perhaps the NBN needs to also claim part of the wireless value chain as a premium fibre carrier for mobile backhaul?

COMMUNICATIONS DAY Including The Line of NZ

Chief Editor: Petroc Wilton
petroc@commsdaymail.com
02 9261 5436

Melbourne correspondent: Geoff Long
Geoff@commsdaymail.com

Editor, NZ: Bill Bennett
bill@commsdaymail.com

Editor at large: Tony Chan
tony@commsdaymail.com

Founder: Grahame Lynch
Grahamelynch@commsdaymail.com
For subscription details contact Laraine Davis at
laraine@commsday.com.au or phone at 02 9264 1781

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Mail: PO Box A191 Sydney South NSW 1235 AUSTRALIA.
Fax: +612 9261 5434
Internet: www.commsday.com

For advertising details contact Sally Lloyd at
sally@commsday.com.au or call 02 92615435

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TUESDAY 20 APRIL—Four Seasons Hotel, Sydney Ballroom

9AM—10.40AM PLENARY SESSION sponsored by Telstra Wholesale

- Broadband, Communications and Digital Economy Minister Senator Stephen Conroy
- NBN Co executive chairman Mike Quigley
- Telstra Wholesale GMD Paul Geason
- Alcatel Lucent Australia MD Andrew Butterworth

11AM-1PM PLENARY SESSION continues

- Pipe Networks CEO Bevan Slattery *"Why NBN 2.0 will fail"*
- Australian Communications & Media Authority chairman Chris Chapman
- **INTERNATIONAL SPEAKER:** Juniper vice president for service provider business Matt Kolon: *"The New Network for Service Providers"*
- Ericsson Australia MD Jacqueline Hey
- AARNET CEO Chris Hancock: *"The Internet in 2029: where will Australia's high-speed network be in the future?"*

1pm Lunch sponsored by Nokia Siemens Networks

2PM-3.40PM 4G ARRIVES: LTE & FUTURE WIRELESS sponsored by Nokia Siemens Networks

- **INTERNATIONAL SPEAKER:** Nokia Siemens Networks' Tommi Uitto
- Australian Mobile Telecommunications Association CEO Chris Althaus
- BigAir CEO Jason Ashton
- **INTERNATIONAL SPEAKER:** Pitney Bowes Business Insight strategic industries manager for telecommunications Asia Pacific Johann Ginger: *"Location-based SLA Management for 4G Wireless Communications Services"*
- Alcatel-Lucent president solutions and marketing Ric Clark

4.00-5.30PM BACKHAUL IN THE GIGABIT AGE & GREAT DEBATE sponsored by Tellabs

- **INTERNATIONAL SPEAKER:** Tellabs group manager, external marketing Mike O'Malley: *"Delivering the Superior Mobile Internet Experience"*
- Nextgen business development manager Malcolm Roe
- Axia NetMedia business development manager Lindsay Price
- **THE GREAT DEBATE: 21st century connectivity - getting the speed and the price right** Includes Tellabs' Mike O'Malley, Nextgen's Malcolm Roe, Axia's Lindsay Price, BigAir's Jason Ashton, Pipe's Bevan Slattery and Vocus' James Spenceley

6.30PM-10PM COMMSDAY ANNUAL DINNER sponsored by Vocus Communications

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WEDNESDAY 21 APRIL—Four Seasons Hotel, Sydney Ballroom

9AM—10.40AM KEYNOTE SESSION

- Shadow communications minister Tony Smith
- Telstra chief technology officer Hugh Bradlow
- **HIGHLIGHT KEYNOTE:** KPMG demographer Bernard Salt
- Optus Wholesale GMD Vicki Brady

11AM-1PM KEYNOTE SESSION continues

- Communications Alliance CEO Anne Hurley
- Nokia Siemens Networks ANZ managing director Kalevi Kostianen
- Gilbert + Tobin partner Richard Pascoe: *"An international perspective on national broadband networks"*
- **INTERNATIONAL SPEAKER:** Huawei speaker TBA

1pm Lunch sponsored by Huawei Technologies

2PM-2.40PM CLOUD COMPUTING sponsored by Juniper Networks

- Juniper Networks' Richard Bayliss
- Truman Hoyle's Nick Hart & Marc Vincent: *"Legal issues in the cloud"*
- TechMahindra SVP network solutions Raju Wadalka

2.40-3.20PM CONFERENCE continues

- Hamel Group managing director Philip Dray

3.40-5.00PM COMMSDAY SUMMIT NBN WORKSHOP sponsored by ADC Krone

- **INTERNATIONAL SPEAKERS:** ADC Krone global principal engineer, FTTx Patrick Sims: *"Best practices in infrastructure design for FTTP projects"*
- ECI Telecom director Shirley Sheffer Hoffman: *"Practical aspects of Open Access network design"*
- Tellabs senior engineer Tom Rarick: *"Leveraging packet over optical into general infrastructure, enterprise"*
- Alcatel Lucent speaker TBA

5.00-5.30PM PANEL DISCUSSION: The next ten years in broadband

- Panel includes former NBN Expert Panellist Dr Reg Coutts, Institute for a Broadband Enabled Society director Kate Cornick, Internode founder and managing director Simon Hackett and CommsDay founder Grahame Lynch.

5.30PM-7PM COMMSDAY SUMMIT CLOSING DRINKS Sponsored by Pipe Networks

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