Question No: 288

Program No: NBN Co Limited Hansard Ref: Page 100 (24/05/2012)

Topic: NBN Revenue

Senator Ludlam asked:

Senator LUDLAM: Before I send you off on a wild goose chase, my question before when I asked you about the cost of providing the services as opposed to the revenue that you are getting per customer and you put to me that you have cost allocation issues and overheads right across the whole company—what I am asking for is an estimate of what proportion of customers will cover the marginal cost by the third quarter of next year. Does that help?

Mr Quigley: Not much. But let us take it on board and see what we can do. It could be quite a difficult question to answer.

Answer:

NBN Co considers that to answer this question across all three technologies would be very resource intensive and the company would also have to consider the commercial-in-confidence nature of the information should this be made publicly available.

NBN Co provides detailed analysis covering its costs, revenues and deployment schedules to the Government in its annual Corporate Plan. NBN Co's 2012-15 Corporate Plan was publicly released on 8 August 2012 and is available on its website.

Question No: 289

Program No: NBN Co Limited Hansard Ref: Page 107 (24/05/2012)

Topic: 2010 model

Senator Birmingham asked: On the 2010 model, what is the interest or cost of the debt? Mr Quigley: I cannot remember what the interest rate was on the 2010 plan. Senator Conroy: We can grab it for you and let you know; otherwise we will take it on notice.

Answer:

NBN Co does not disclose the internal assumptions used for the net debt funding costs as these are commercially sensitive. NBN Co's approach, however, is consistent with infrastructure projects of this nature, with the debt funding costs expected to reduce over time as the risk profile of the company diminishes.

Question No: 290

Program No: NBN Co Limited Hansard Ref: Page 115 (24/05/2012)

Topic: Communication in relation to towers

Senator Cameron asked:

CHAIR: We have just gone through an inquiry that Telstra made submissions to in relation to towers and the issues associated with them. Community consultation was one of the recommendations from that committee. So could you maybe take it on notice and provide a broad outline of the process of communications in relation to your towers? It is a very important community issue.

Mr McLaren: And we are working, as I said, on a pre-consultation plan with all of the communities where we start the planning process. In advance of that we will be going into the community, talking about the benefits of the fixed wireless network, describing the types of towers and poles that will be needed and the approximate locations of those and then working with the community and the local council. So we are already putting them in place and we can certainly provide more detail.

Answer:

NBN Co has released media announcements in areas where the planning process is currently taking place to raise awareness of the NBN in the community. NBN Co is actively discussing the engagement approach with the local councils prior to submission of development or other planning applications. In areas where issues have been raised by the community and where council has indicated an additional requirement, NBN Co is supplementing the required notification and consultation with additional community information sessions during the planning process.

Question No: 291

Program No: NBN Co Limited Hansard Ref : Page 117 (24/05/2012)

Topic: Employee Notice periods

Senator Fisher asked:
Senator FISHER: What are the minimum and maximum notice provisions?
Mr Quigley: There is quite a range. They probably range from six months down to some weeks, depending on the level of the person in the company.
Senator FISHER: You think, or you know?
Mr Quigley: That is what I believe. I will check for you.

Answer:

The minimum notice period for permanent employees to NBN Co is one month; the maximum is six months.

The minimum notice from NBN Co to permanent employees is one month; the maximum is 12 months.

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Answers to Senate Estimates Questions on Notice

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NBN Co Limited

Question No: 292

Program No: NBN Co Limited Hansard Ref: Page 121 (24/05/2012)

Topic: Ribbon Fibre

Senator FISHER asked: Do you know of any other communication carrier in Australia using ribbon fibre?

Mr McLaren: This is certainly new technology in Australia, but we have been working with our suppliers and seeing this being used for the types of networks that we are deploying, which is obviously substantial fibre that is being deployed in other markets. We have not seen this used in Australia because we have not used this number of fibres in a cable.

Mr Quigley: Last time I saw the number of fibre to the prem, the number I remember off the top of my head—and we can certainly get it for you—is that 20 million premises are being covered by ribbon fibre.

Mr McLaren: We would obviously need to check that.

Mr Quigley: Yes, we can check that, but it is something like that. But it is for large-scale fibre rollout.

Answer:

The FTTH Council estimates the global deployment of Fibre to the Home to be approximately 230 million homes passed as of end 2011. Industry estimates place the split between ribbon and non-ribbon at approximately 50:50, with North America and APAC markets dominated by ribbon technology.

Question No: 293

Program No: NBN Co Hansard Ref: In Writing

Topic: NBN Co Print Campaign

Senator BIRMINGHAM asked: Can I come to NBN Co's specific print campaign. Your campaign to date has been only a mixture of print and radio? Mr Cooney: And online.

Senator BIRMINGHAM: And online of course. Perhaps on notice you can provide us with the split between those media.

Answer:

The split between media relating to our information campaign is outlined below:

Channel	% Split
Press	29
Radio	48
Digital	23
Total	100

Question No: 294

Program No: NBN Co Limited Hansard Ref: Page 130 (24/05/2012)

Topic: NEC Boxes

Senator Bushby asked: Senator Bushby: Does the \$1.2 million estimated cost to retrofit them include the total cost of the boxes and also the labour of fitting them?

Mr Quigley: I believe so. We will check on that but I believe that it does.

Answer:

The \$1.2 million estimated retrofit cost includes the hardware and fitting costs.

Question No: 295

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Rollout

Senator Birmingham asked:

Will NBN Co prioritise the rollout to public buildings such as schools and hospitals? Or will those buildings have to wait, at the very least, until they are part of a Fibre Serving Area at various stages of the rollout?

Answer:

Any premises—whether it be a school, hospital, or household—needs to be connected to NBN Co's access network, the transit network, fibre access nodes, points of interconnect and through a backhaul network to an RSP's point of presence. It would be extremely inefficient in cost and time terms, to build all the infrastructure necessary to connect any individual premises ahead of the rollout of the access network and all the other essential elements in that geographic area.

Question No: 296

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Roll out

Senator Birmingham asked:

In October 2010, NBN Co announced that it would take responsibility to rewire multi dwelling units, or apartment blocks throughout the country. Is this an accurate representation of the NBN Co's policy?

Answer:

NBN Co's Corporate Plan 2012-15 details at page 45 the company's approach to the design and cabling of all End-User units inside Multiple Dwelling Units.

Question No: 297

Program No: NBN Co Limited Hansard Ref : In Writing

Topic: Roll out

Senator Birmingham asked:

Is NBN Co currently in negotiations with electricity distributors to utilise electricity poles for aerial deployment of the network?

Answer:

Yes. There are a number of negotiations, both completed and ongoing, with utilities (including electricity distributors) regarding access to infrastructure.

Question No: 298

Program No: NBN Co Hansard Ref: In Writing

Topic: Rollout

Senator Birmingham asked:

Has NBN Co, or any of its contractors, been liable for any damage or loss of property as a result of NBN installers accessing the property of residents to date? If so, please provide details of all instances.

Answer:

At the end of June 2012, NBN Co had passed more than 28,000 premises and commenced construction in FSAMS covering 280,000 premises. This volume of work has been accompanied by minimal damage to property. In the period from April 2011 to June 2012 there were 50 reported cases.

The table below shows all construction-related damage cases:

Category	No. of cases
Construction – property/asset damage	37
Construction – service damage	12
Installation – property/asset damage	1
Total	50

In regard to liability, contractors are liable for any damage they cause.

Question No: 299

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Roll out

Senator Birmingham asked:

How many actual premises will be physically passed by January 2015?

Answer:

NBN Co released its planned Three-Year Construction Rollout Plan on 29 March 2012. This is available on NBN Co's external website as below.

http://www.nbnco.com.au/getting-connected/service-providers/network-rollout.html

The Plan details the planned commencement of construction for premises over the next 3 years.

In addition, NBN Co has submitted to Government its annual Corporate Plan 2012-15 which has now been publicly released. This Plan contains deployment forecasts in Chapter 5 for premises to be passed and connected up to end June 2015. These forecasts are based upon full financial year dates, not mid-year.

Question No: 300

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Rollout

Senator Birmingham asked:

Does NBN Co accept that premises passed and construction commencing in an area are completely different things? Has NBN Co attempted to correct erroneous media reports which have confused NBN Co's announced targets – which previously have been found to be neither reasonable nor valid – with actual targets for premises physically passed?

Answer:

NBN Co defines premises passed and construction commenced differently. NBN Co does attempt to correct erroneous statements where possible or reasonable to do so.

Question No: 301

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Roll out

Senator Birmingham asked:

- a) Is it correct that about a third of Australians would be in the vicinity of areas where the broadband roll out would be underway by the next election?
- b) Is the rollout plan a political plan aimed at fooling people into falsely believing that the NBN will be coming to them sooner than it actually is?

Answer:

- a) Information regarding work underway is provided in NBN Co's three-year rollout plan, which is updated annually and publicly available on the company's website. The timing of the next election is not known by NBN Co.
- b) No. The rollout plan is designed to keep people informed of the likely timing of the rollout in their area and the various stages of work involved before active services are available on the network.

Question No: 302

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: MDUs

Senator Birmingham asked:

An NBN document states that in greenfields MDUs, the builder will be responsible for providing in-building conduits and those conduits must be 25mm in width, have bends of radius no less than 100mm with total cumulative bend angles not exceeding 270 degrees, and individual bends no more than 90 degrees¹. Who is responsible for providing these conduits in brownfields MDUs?

Answer:

Brownfield sites differ from greenfield sites in that there is generally a level of pre-existing telecommunications infrastructure. Historically, building owners have provided cableways in brownfield MDUs, but the nature of the builds in brownfields may occasionally require a bespoke solution.

¹ <u>http://www.nbnco.com.au/assets/documents/preparation-and-installation-guide-for-sdus-and-mdus.pdf</u>,

Question No: 303

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: MDUs

Senator Birmingham asked:

From trial sites, how many MDUs have contained adequate in-building conduits? Who was responsible for retrofitting buildings in MDUs where the conduits were inadequate?

Answer:

NBN Co was responsible for the provision of in-building conduits where existing conduits have been inadequate. We do not have separate records of the number of sites where existing building conduit supported 100% of our reticulation requirements.

Question No: 304

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: MDUs

Senator Birmingham asked:

Are you aware of problems encountered by OpenNet in Singapore, where it was reported that as of November 2010 about 90% of management/corporation-strata title (MCST) owners of MDUs contacted by OpenNet had rejected OpenNet's offer to install FTTH connections inside their buildings?¹

Answer:

NBN Co is aware of these reports.

¹ <u>http://blogs.informatandm.com/3553/singapore%E2%80%99s-nbn-glitches-could-be-a-harbinger-of-trouble-for-australia%E2%80%99s-nbn/</u>

Question No: 305

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: MDUs

Senator Birmingham asked:

What percentage of building body corporates have consented to NBN wiring inside the building?

Answer:

Based on our experience with first release MDU sites (Armidale, Kiama, Townsville, Willunga, Brunswick) consent has been received for 77% of MDUs to date.

Question No: 306

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: MDUs

Senator Birmingham asked:

Who is legally responsible for any damage occurred in retrofitting conduits and wiring inside MDUs?

Answer:

Legal responsibility for damage will be dependent on a number of factors including who is involved, the cause of the damage, contributing factors and other facts and circumstances surrounding how the damage occurred.

Question No: 307

Program No: NBN Co Limited

Hansard Ref: In Writing

Topic: MDUs

Senator Birmingham asked:

Has the NBN contacted any Hong Kong infrastructure providers such as HKBB or PCCW for advice or consultancy work in dealing with MDUs? If so, what differences in legal structure between Hong Kong and Australia has the NBN identified in relation to wiring MDUs?

Answer:

NBN Co has not engaged any Hong Kong infrastructure provider for advice or consultancy work.

Question No: 308

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: MDUs

Senator Birmingham asked:

Will the NBN Co be installing the Premises Connection Device on MDUs inside or outside the building?

Answer:

It depends on the configuration of the MDU. The majority of Premises Connection Devices will be installed on the inside of the building. In some circumstances, however, it may be installed on the outside of the building.

Question No: 309

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: MDUs

Senator Birmingham asked:

Is the NBN Co aware of the approach taken by other telcos in the region in relation to MDUs, where an MSAN or Multi Service Access Node is installed at the basement of MDUs which can connect to existing in-building wiring and can handle upgrades if the body corporates decide to upgrade in-building wiring at a later date?

Answer:

Yes. NBN Co is aware of the use of MSANs by other telcos.

Question No: 310

Program No: NBN Co Hansard Ref: In Writing

Topic: Consultants

Senator Birmingham asked:

Has the NBN Co at any time hired the Canadian based company Telesat for consultancy work? If so, can you please describe the nature of that consultancy work?

Answer:

As Mike Quigley stated at the Budget Estimates hearing in May 2012, Telesat Canada has been engaged in consulting-based services. The specific focus of Telesat has been to provide consultancy services in support of NBN Co's Long Term Satellite Solution procurement including the space, ground, launch and insurance elements of the project.

Question No: 311

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Telstra

Senator Birmingham asked:

A Telstra shareholder note notes that in the Definitive Agreements signed between NBN and Telstra in June 2010, the Implementation and Interpretation Deed (IID) included:

"various interim arrangements to enable NBN Co to obtain immediate access to Telstra infrastructure before the other Definitive Agreements become binding".

Given that you have had access to Telstra's infrastructure for almost a year, can you explain how the delays in Telstra shareholders approving the agreement with NBN held up the rollout of the NBN?

Answer:

There was no delay in Telstra shareholders approving the Definitive Agreements – the agreements were approved by Telstra's shareholders in the first instance where the matter was considered by that company. This occurred in October 2011. There were a number of "conditions precedent" to the Definitive Agreements for them to become binding. Telstra shareholder approval was just one. ACCC approval of Telstra's SSU and Migration Plan was another.

Question No: 312

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Advertising

Senator BIRMINGHAM asked:

Is there or has there been an advertisement in the Los Angeles airport terminal for the NBN? If so:

- a. What was the cost of placing this advertisement?
- b. How long has the advertisement been on display?
- c. What other international airports have advertisements for the NBN?
- d. What are the costs for these advertisements?

e. What other locations outside of Australia have advertisements for the NBN and what are the costs of these advertisements?

Answer:

Yes, we understand there is some advertising in the LA airport terminal but it is not funded or organised by NBN Co.

(a - e). As such advertising has not been organised or funded by NBN Co, we cannot provide any information in answer to these questions.

Question No: 313

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Communications

Senator BIRMINGHAM asked:

Please provide a breakdown of the \$4.8 million spent on external communications in 2011. How much was spent on demonstration facilities and please define these demonstration facilities. How much was spent on each advertising campaign and with which media outlets?

Answer:

For calendar year 2011, the breakdown of external communications spend was as per below:

	\$ million
Community Relations	1.2
PR	1.0
Communications strategy & development	0.94
Event management	0.66
Demonstration facilities support (invitations, signage, videos)	0.41
Corporate Communications	0.32
Photography and video services	0.23
Office supplies	0.01
Total	4.77

External Communications Calendar Year 2011

As outlined in the table above, \$410,000 was spent on support of the demonstration facilities. Demonstration facilities include the NBN Co Discovery Centre and the NBN Co Discovery Truck during Calendar Year 2011. During calendar year 2011 no campaign advertising was conducted by NBN Co.

A significant element of this expenditure is the company's plan to actively engage with communities and stakeholders as part of its education strategy for the network rollout. The importance of this approach has been noted by the Joint Committee on the NBN in its Second Report released in November 2011.

Question No: 314

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Communications

Senator BIRMINGHAM asked:

Please provide a breakdown of external communications spending to date for 2011/12.

Answer:

External communications spend for the financial year 2011/12 was approximately \$9.6 million (GST exclusive). A significant element of this expenditure is the company's plan to actively engage with communities and stakeholders as part of its education strategy for the network rollout. The importance of this approach has been noted by the Joint Committee on the NBN in its Second Report released in November 2011.

The major expenditure items are outlined in the table below:

2011/12	\$
Communications agency retainer &	
strategy	1,581,278
Campaign research and development	363,062
Community relations	191,014
Demonstration facilities	813,780
Event management	348,932
PR agency	1,095,727
Public information	499,917
Three Year Rollout Information Campaign	3,582,665
Photography and video	255,653
Total	8,732,028

Question No: 315

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Communications

Senator BIRMINGHAM asked:

How much has NBN Co spent on photography services?

Answer:

Expenditure on photography cannot easily be disaggregated in NBN Co's cost centres. However, the following information can be provided: \$255,653 was spent on photography and video services in 2011-12.

Question No: 316

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Communications

Senator BIRMINGHAM asked:

How much has NBN Co spent on talent for its advertisements?

Answer:

Talent for the print advertisement and voice over talent for the radio advertisement had a cost of \$10,897.

Question No: 317

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Communications

Senator BIRMINGHAM asked:

How much has NBN Co spent on graphic design services?

Answer:

Graphic design services provided to the Communications Team (including the graphic design elements for advertising) for the financial year 2011-12 had a cost of \$107,637. To source the graphic design costs across the entire company including branch offices would represent an unreasonable diversion of resources.

Question No: 318

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Liabilities & prospective outlays

Senator Birmingham asked:

What are the five largest outstanding contracts projected to be at the end of calendar 2013?

Answer:

As of 30 June 2012, based on the terms of the current agreements, the largest contracts (by value) that are expected to remain beyond 2013 are as follows:

Supplier	Equipment/Services Supplied
Telstra	Telstra Definitive Agreements. For details see:
	http://www.nbnco.com.au/news-and-events/news/nbn-co-and-
	telstra-sign-binding-definitive-agreements.html
Alcatel Lucent	GPON equipment, Ethernet Aggregation equipment and optical transmission equipment.
Corning Cable Systems PTY LTD	Provision of passive equipment
Ericsson Australia Pty Ltd	Provision of services in relation to design, deployment and support of fixed wireless network.
Space Systems/Loral	Spacecraft and Tracking, Telemetry and command contract for the procurement of two spacecraft and associated payloads and ground stations

Question No: 319

Program No: NBN Co Limited Hansard Ref : In Writing

Topic: SAU

Senator Birmingham asked: Please detail progression of SAU.

What feedback has been received from industry? How has NBN Co taken this on board? Has it altered its plan in any way?

Answer:

NBN Co lodged its Special Access Undertaking (Lodged SAU) with the ACCC on 5 December 2011. On 20 December 2011, the ACCC commenced formal consultation on the Lodged SAU as part of its assessment process. This has included two rounds of written submissions, including a clarifying submission by NBN Co on 23 March 2012 and an industry forum hosted by the ACCC.

NBN Co has taken on board industry feedback and is developing a revised approach to the SAU that strikes an improved balance between providing certainty on NBN Co's long term cost recovery arrangements and flexibility for the other regulatory terms to evolve as required over time. It also ensures a more explicit role for the ACCC in assessing the reasonableness of NBN Co's proposals at regular intervals throughout the SAU's term.

Details of the proposed incentive based modular SAU (Revised SAU) are contained in the 'NBN Co Revised SAU proposal' document published by the ACCC at: http://www.accc.gov.au/content/index.phtml/itemId/1020185

NBN Co is continuing to consult with the ACCC on the detailed provisions and formulation of the Revised SAU, and will be seeking the ACCC's approval of its approach in coming months.

Question No: 320

Program No: NBN Co Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

Why has NBN Co adopted a set of principles as its SAU instead of solid commitments?

Answer:

The lodged SAU incorporated both solid commitments and principles that applied over a 30-year period. This approach reflected the long-term nature of the lodged SAU and the need to allow some aspects of it to evolve as required over time.

The revised SAU will provide for a 30-year regulatory framework that consists of different 'modules' applying in different time periods containing both detailed and higher level commitments. NBN Co considers that the approach of having a combination of detailed and principle terms in the revised SAU is key to striking an appropriate balance between providing certainty as to NBN Co's long term cost recovery arrangements and flexibility for the other regulatory terms to evolve as required over time.

Question No: 321

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

- a. Does NBN Co expect that this approach will limit telco's recourse to the ACCC? This essentially removes the fall back position which is how the SAU has operated under Telstra does it not?
- b. Does NBN Co agree with Macquarie Telecom's characterisation of the SAU that the regulator, being the ACCC, is prevented from exercising on-going supervision of the activities of NBN Co?
- c. Does NBN Co accept AAPT's statement that the SAU seeks to implement the Regulatory Hierarchy in a way that substantially narrows the circumstances in which access seeker can seek regulatory recourse to the ACCC via an AD or BROC? A Framework where there is insufficient regulatory oversight of disputes arising during negotiations or from existing terms of the SAU would clearly be unworkable.
- d. Does NBN Co agree with Optus who state that the arrangement outlined in the SAU amount to a model of self-regulation whereby NBN Co largely retains discretion to determine the rules of engagement with access seekers and then self-polices compliance with those rules. It is an inadequate model of regulation for an entity that will have such an unprecedented level of market dominance.

Answer:

a-d These characterisations do not accurately describe the arrangement in the lodged SAU. NBN Co has responded to industry feedback in developing its Revised SAU approach.

NBN Co considers that the Revised SAU provides an ongoing and robust regulatory oversight role for the ACCC within the framework of Part XIC of the *Competition and Consumer Act 2010* (*CCA*).

Firstly, adopting a modular structure for the SAU will provide the ACCC with the opportunity to periodically assess a proposed set of detailed operating terms proposed by NBN Co (via new modules) under the standard provisions in Part XIC, and reject them if not satisfied that the terms are reasonable.

Secondly, NBN Co acknowledges the ability of Access Seekers to request the ACCC make an Access Determination (AD) or Binding Rule of Conduct (BROC) at any time and the ACCC's ability to make an AD or a BROC at any time.

If the ACCC makes an AD or BROC, the SAU will describe a mechanism to "flow through" to the Standard Form Access Agreement (SFAA) any terms made by the ACCC in an AD or a BROC to the extent that these terms are not inconsistent with the SAU. The consistency requirement is in Part XIC of the CCA. The AD or BROC is then available to a customer when they enter their next WBA.

The Revised SAU will also provide for an enhanced reporting and compliance regime for the ACCC to have ongoing supervision of NBN Co's activities (conferred by NBN Co in addition to the ACCC's existing substantial statutory powers to obtain information). The SAU will also provide for a review of the operation of certain aspects of the Revised SAU (including the approach to regulatory recourse and reviews noted above) midway through the operation of Module 1 (i.e. approximately 5 years after the SAU is lodged and approved) to ensure that these aspects of the SAU continue to operate as intended.

Question No: 322

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

What are the service descriptions offered in the SAU?

Does NBN Co agree with Macquarie Telecom's characterisation of the SAU that the detailed description of the NBN access service is not contained within the SAU and is therefore outside the purview of the ACCC's scrutiny?

Answer:

The service description offered in the Lodged SAU is a technology-neutral description that covered an end-to-end bitstream service over any of NBN Co's networks.

A detailed description of the NBN Access Service was contained in the Lodged SAU and is therefore subject to ACCC scrutiny.

The Revised SAU will set out the service descriptions for the NBN Access Service and Ancillary Services, including NBN Co Platform Interfacing Service and Sandpit. As per the lodged SAU, NBN Co intends to include in the Revised SAU sufficient details of the NBN Access Service. The SAU will be assessed by the ACCC under Part XIC of the *Competition and Consumer Act 2010*.

Question No: 323

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

What commitments on price are offered under the SAU?

Answer:

Module 1 of the Revised SAU (operating for approximately 10 years) will have the following price commitments:

- Initial prices for all products and ancillary services definitively known at the time of lodgement of the Revised SAU, including ancillary charges, will be specified in the Revised SAU
- Reference offers will have a specified maximum regulated price until mid 2017
- Both references offers and non-reference offers will be subject to Individual Price Increase Limits below CPI that will result in real prices decreasing over time.

Module 2 of the Revised SAU (operating from years 11 - 30) will have the following price commitments:

- Both reference and non-reference offers will be subject to individual price increase limits below CPI that would result in real price decreases over time
- NBN Co's revenues will also be subject to a revenue cap that will apply once initial costs are recovered by NBN Co. This means that, over time, prices will be set at a level that reflects the prudently incurred total cost of the network.
- Nothing in the SAU prevents NBN Co from reducing prices in nominal terms (this is tied to usage).

Question No: 324

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

What service provision timeframes are offered under the SAU?

Does NBN Co agree with Macquarie Telecom's statement that the SAU does not contain any detailed descriptions of the ancillary services? Accordingly, such descriptions are not subject to the ACCC's scrutiny? Does NBN Co further accept Macquarie Telecom's concern that in the absence of details concerning ancillary services is likely to impact the setting of appropriate charges for these services?

Answer:

The Revised SAU will set out details of the end-to-end service provided on NBN Co's network, including ancillary services required to receive supply. Commitments will also be made in relation to charges for these services.

NBN Co is still considering what service provision timeframes will be included in the Revised SAU. These are the subject of ongoing consultation with industry via the Contract Development Process associated with NBN Co's Wholesale Broadband Agreement.

Question No: 325

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

What actual service standards does NBN Co have to meet under the proposed MOU?

Answer:

NBN Co assumes "MOU" is a reference to the SAU.

NBN Co is considering the actual service standards for the purposes of the Revised SAU. These are the subject of ongoing consultation with industry via the Contract Development Process associated with NBN Co's Wholesale Broadband Agreement.

Question No: 326

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

Has NBN Co considered committing to basic service standards for base level services to give certainty to RSPs?

Answer:

Yes, these are already given in NBN Co's short term WBA and have been benchmarked to meet or exceed current industry standards. These are also the subject of ongoing consultation with industry via the Contract Development Process associated with NBN Co's Wholesale Broadband Agreement.

Question No: 327

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

- a. Does the SAU allow for CVC charges the usage component- to be increased over time?
- b. Does NBN Co accept Optus' statement that the CVC charge as proposed is firstly, designed to recover NBN Co's investment costs and secondly, will force prices higher and deter take up of higher speed access plans?
- c. Does NBN co agree with Optus that a large variable component which has only a tenuous link to costs of supply can have damaging effects in markets downstream by discouraging the adoption of high speed plans and the take up of data rich services and applications?

Answer:

- a. NBN Co will commit in the Revised SAU to having fixed maximum regulated prices for reference offers (including the CVC) until mid 2017. That means no price increase until mid 2017. After that prices can only increase at less than CPI which represents a real reduction in price over time. Also in the corporate plan we have expressed our intent to reduce CVC prices with increased usage.
- b. NBN Co has structured its prices (including CVC charges) to meet a number of objectives, including to:
 - Deliver uniform national wholesale pricing across all technologies;
 - Encourage early migration from legacy networks to the NBN;
 - Provide the opportunity for the recovery of prudently incurred costs over time;
 - Encourage end-users to take up higher speed, higher capacity services over time as applications evolve.

We would also note our CVC price at \$20 per Mbps is significantly cheaper than the recent ACCC Access Determination (February 2012), of Telstra wholesale AGVC at \$40.50 until 30 June 2012 and thereafter at \$33.65 per Mbps.

c. Consistent with the multiple objectives set out in response (b) above, NBN Co's overarching pricing strategy involves setting prices that vary across its product suite and across time, but do not vary according to the network over which access is provided. This is consistent with the objective of delivering uniform national wholesale prices, and necessarily means that prices of individual services are not reflective of the cost of the specific network over which access is actually provided. NBN Co considers that willingness to pay for its services will grow over time (supported by new applications and patterns of use) and NBN Co's Corporate Plan is based on this assumption.

Given that the pricing of NBN Co's CVC is already 40% below the recently determined ACCC price for similar services in the market, and that this price is fixed for five years and then will reduce over time in both real and nominal terms we believe we have set an appropriate pricing mechanism to encourage take up and usage of new applications while delivering on the objectives described in b.

Question No: 328

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

- a. NBN Co has stated that the CVC price will decline over time and forecasts a decline from \$20/mbps/month to \$8.75 a month between 2011/12 and 2024/25.
- b. Why does the maximum charge NBN Co would be permitted to charge dramatically increase over the period to 2024/25?

Answer:

- a. NBN Co has stated the CVC Price will decline, but that is related to levels of average usage, not to a timeline. The 2010 Corporate Plan shows the CVC reducing in price to around \$8 a month when average usage reaches 590GB/month.
- b. The Lodged SAU would have prevented the CVC price from being increased in nominal terms until 2017, and from that time onwards would have been required to decrease in real terms.

Question No: 329

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

- a. Why does this SAU have a proposed life of 30 years as opposed to the 3-5 year SAUs offered by Telstra?
- b. Does NBN Co accept that far from increasing certainty for RSPs, a 30 year term would actually create significant regulatory uncertainty?

Answer:

a. Part XIC of the *Competition and Consumer Act 2010*, does not set a statutory maximum for the term of a SAU and an Access Seeker is able to propose a term over which they seek regulatory certainty. Within this context, NBN Co considers it appropriate to have a 30-year term to provide regulatory certainty and stability to NBN Co and NBN Co's customers.

The Revised SAU will provide for a 30-year regulatory framework which will provide certainty on NBN Co's long-term cost recovery arrangements and flexibility for the other regulatory terms to evolve as required over time. The Revised SAU will also ensure a more explicit role for the ACCC in assessing the reasonableness of NBN Co's proposals at regular intervals throughout the 30-year term.

It is also relevant to note that Telstra has previously only lodged **Ordinary** Access Undertakings, which necessarily had a statutory maximum term of 3 years and are not associated with the commitment of significant new investments, which is the purpose for which Special Access Undertakings are designed. Given that it is expected that the construction of the NBN will take approximately 10 years, with a significant capital investment associated with it, NBN Co believes that a set of commitments over a 30-year period is appropriate and reasonable.

b. No, see answer above.

Question No: 330

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

What limitations or requirements does the SAU place on NBN Co regarding the withdrawal or development of products?

Does NBN Co agree with the statement by Adam Internet, iiNet, Internode, Primus Telecom and TransACT that NBN Co's discretion to develop or withdraw products is unfettered?

Answer:

The Revised SAU will contain commitments by NBN Co in relation to product development and withdrawal including the Product Development Forum. NBN Co is considering industry feedback and is currently formulating the precise details of its enhanced commitments in the Revised SAU.

At a minimum, for the duration of the SAU, NBN Co intends to commit to offer to supply product components that are necessary for an access seeker to acquire an end-to-end service on NBN Co's Network as well as commit to not withdrawing reference offers for the duration of Module 1.

Question No: 331

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

Does the SAU provide any clause or commitment to the effect that NBN Co will provision services and rectify faults in a manner that allows customers to comply with their obligations under the Customer Service Guarantee (CSG) or any other similar standards or legislation?

Answer:

The arrangements relating to NBN Co's customers' compliance with such retail level regulatory requirements are in NBN Co's Wholesale Broadband Agreement.

NBN Co is considering its approach to service levels for the purposes of the Revised SAU. Service levels are the subject of ongoing consultation with industry via the Contract Development Process associated with NBN Co's Wholesale Broadband Agreement.

Question No: 332

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: SAU

Senator Birmingham asked:

What impact would a rejection of the proposed SAU by ACCC have on NBN Co?

Answer:

NBN Co is committed to putting in place an appropriate regulatory framework via an accepted SAU and accordingly intends to continue consulting with the ACCC on the detailed provisions and formulations of the Revised SAU. NBN Co will be seeking the ACCC's approval of the Revised SAU in the near future.

Question No: 333

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Satellite

Senator Birmingham asked:

- a. Does NBN Co agree with satellite expert Dr Graeme Shaw that the process of ordering a satellite without securing the slots was risky and highly unusual?
- b. What risk mitigation plans have been developed for the possibility that an orbital slot is not available?
- c. When does NBN Co expect its satellites will be in orbital slots?
- d. And fully operational?
- e. What impact would a one year delay have on the rollout? On NBN Co's finances?

Answer:

a. Please see NBN Co's media release on this subject: www.nbnco.com.au/news-and-events/news/satellite-plans-on-track.html

- b. As one example of risk mitigation, NBN Co is going through the International Telecommunications Union (ITU) coordination process for four orbital slots, where only two are required for the 2 Ka Band satellites NBN Co has ordered.
- c. NBN Co expects to launch the first satellite in the first half of 2015, and the second satellite in the second half of 2015.
- d. NBN Co expects both satellites to be operational by the end of 2015.
- e. NBN Co would have to extend its interim satellite service by one year. Apart from the extension cost, this would impact NBN Co's revenue by the number of services that would have otherwise been commissioned on the LTSS for that year. If the suppliers (ground or space) cause delay to the program there are financial penalties applicable and these would offset (to dependent degrees) the cost impacts outlined.

Question No: 334

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: ISS

Senator Birmingham asked:

- a. Does NBN Co monitor what speeds and services those on the free trial period are using?
- b. If so, what are they? If not, why not?

Answer:

- a. Yes.
- b. The trial period only implemented one speed plan of 6 Mbps download and 1 Mbps upload. NBN Co implemented speed monitoring equipment across a sample of end user sites to monitor speeds, which demonstrated these expected values.

Question No: 335

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Huawei

Senator Birmingham asked:

- a. Did NBN Co internal processes endorse or recommend Huawei as a major supplier?
- b. Had NBN Co staff visited Huawei prior to this? At whose expense?
- c. How was NBN Co informed that Huawei could not be used? By whom? When?
- d. What discussions have occurred between NBN Co and ASIO or PM&C or DBCDE regarding Huawei?

Answer:

- a. This information is commercial-in-confidence and also relates to matters of national security.
- b. NBN Co staff have not visited Huawei's facilities.

c-d. NBN Co has had regular meetings with various government agencies on national security matters.

Question No: 336

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Retail Customers

Senator Birmingham asked:

How many retail customers access NBN services through each of Satellite, Wireless and Fibre? How many through each RSP? How many are full paying customers? Please break down by state.

Answer:

In Mike Quigley's opening remarks at the 24 May 2012 Senate Estimates hearings he stated that NBN Co has approximately 11,000 active connections in place, of which over 7,300 are interim satellite connections and 52 are connected in Armidale as a part of the fixed wireless trial.

Questions regarding the number of retail customers connected through each RSP and how much customers pay are matters for the RSPs.

Question No: 337

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Copper

Senator Birmingham asked:

- 1. How many households will have their copper lines switched off by the end of 2012?
- 2. How many by the end of 2013?
- 3. When does NBN Co expect decommissioning of the copper network to start?

Answer:

1-3. Answering these questions would reveal commercially sensitive information for Telstra and NBN Co. This is because the number of disconnections relates directly to NBN Co's liability to make disconnection (PSAA) payments to Telstra under the Subscriber Agreement.

Question No: 338

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Copper

Senator Birmingham asked:

When does NBN Co or DBCDE expect payments to Telstra for the decommissioning of the copper Network to start? On what basis are these payments made (i.e. \$ per premise)? How much is expected to be paid by the end of 2012? How much by the end of 2013? How many premises does this equate to in 2012 and 2013?

Answer:

The payments are based on the number of premises, which fulfil certain eligibility requirements under the Subscriber Agreement, in regions in which NBN Co is rolling out the NBN. Questions regarding payments to Telstra would reveal commercially sensitive information for Telstra and NBN Co and could cause commercial harm to both parties as it prejudges NBN Co's position on its liability for payments to Telstra before it has had an opportunity to assess and test its actual liability to Telstra under the Subscriber Agreement.

Question No: 339

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Financial Performance

Senator Birmingham: How much has NBN Co billed for its services to date? To how many retailers?

Answer:

NBN Co has billed 27 retail service providers for the amount of \$1.5 million (excluding GST) as at 31 May 2012.

Question No: 340

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Greenfields

Senator Birmingham asked:

Are there occasions where NBN Co has failed to deliver services to Greenfields estates before the first occupancy date advised by the developer?

Answer:

Mr Mike Quigley addressed this at the Additional Estimates hearing in February 2012:

"Where people have begun to move into their new homes, we are keeping residents informed of progress and advising Telstra, as the retail USO holder, that they may receive requests for interim telephone services while the network is being completed.

We are working hard to meet the demand of developers and solve this timing problem. We are confident that we will, just as we have with many other challenges we have faced in the last three years."

Question No: 341

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Greenfields

Senator Birmingham asked:

What is the ideal time in terms of cost effectiveness and ease of construction to roll out fibre in Greenfields developments? How does this compare to costs involved in rolling out fibre just prior to occupancy?

Answer:

The ideal time (in terms of cost effectiveness and ease of construction) to roll out infrastructure varies across the project scope. The real time/schedule dependencies relate to the construction of pit and pipe/conduit paths, and this activity must precede fibre rollout.

Duct road crossings and backhaul are best conducted well in advance of estate delivery in conjunction with other utilities (to enable trench and other infrastructure sharing). The timing of duct construction upon estates varies between developers (some developers install pit & pipe early in the home construction process – others wait until homes are nearing lock-up to finalise street works). For internal conduiting, the ideal time is when the wall frames are accessible (the 'rough-in' stage – when services are placed prior to wall sheeting).

Fibre reticulation can occur within prepared ducts just prior to occupancy (for example, at the fit-off stage) without construction complexity or cost penalty.

Question No: 342

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Demonstration Facilities

Senator Birmingham asked:

Where has the truck visited? Please break down by electorate.

Answer:

Below is the list of locations the truck has visited, as at 28 July 2012. NBN Co is not aware of the electorates these towns are in, but this information is available from the Australian Electoral Commission.

DATE	LOCATION
25-Nov-11	Docklands, Melbourne for launch
28-Nov	Devonport
29-Nov	Devonport
30-Nov	Deloraine
1-Dec	Deloraine
2-Dec	Launceston
5-Dec	Launceston
6-Dec	Launceston
7-Dec	George Town
8-Dec	Scottsdale
9-Dec	St Helens
12-Dec	Campbell Town
13-Dec	Triabunna
14-Dec	Port Arthur
15-Dec	Sorell
16-Dec	Sorell

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9-Jan-12	Rosny Park
10-Jan	Kingston
11-Jan	Huonville
12-Jan	South Hobart
13-Jan	Hobart
16-Jan	Hobart
17-Jan	Hobart
18-Jan	Hobart
19-Jan	Glenorchy
20-Jan	Bridgewater
23-Jan	New Norfolk
24-Jan	Queenstown
25-Jan	Strahan
27-Jan	Zeehan
30-Jan	Ulverstone
13-Feb	Bairnsdale
14-Feb	Bairnsdale
15-Feb	Sale
16-Feb	Morwell
17-Feb	Bacchus Marsh
18-Feb	Bacchus Marsh
20-Feb	Warragul
21-Feb	Wonthaggi
22-Feb	Brunswick
23-Feb	Brunswick
24-Feb	Mill Park (near to South Morang)
27-Feb	Mill Park (near to South Morang)

28-Feb	Broadmeadows (near to Tullamarine)
29-Feb	Broadmeadows (near to Tullamarine)
1-Mar	Cranbourne East
2-Mar	Melton
5-Mar	Geelong
6-Mar	Creswick
7-Mar	Ballarat
8-Mar	Ballarat
9-Mar	Warrnambool
13-Mar	Warrnambool
14-Mar	Portland
15-Mar	Hamilton
16-Mar	Horsham
19-Mar	Horsham
20-Mar	Mildura
21-Mar	Mildura
22-Mar	Swan Hill
23-Mar	Swan Hill
26-Mar	Kerang
27-Mar	Kerang
28-Mar	Bendigo
29-Mar	Bendigo
30-Mar	Echuca
2-Apr	Echuca
3-Apr	Shepparton
4-Apr	Shepparton
11-Apr	Mansfield

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12-Apr	Mansfield
13-Apr	Benalla
16-Apr	Wangaratta
17-Apr	Wangaratta
18-Apr	Wodonga
19-Apr	Wodonga
7-May	Albury
8-May	Deniliquin
9-May	Griffith
10-May	Wagga Wagga
11-May	Young
14-May	Goulburn
15-May	Nowra
16-May	Kiama
17-May	Dapto
18-May	Wollongong
22-May	CeBIT, Sydney
23-May	CeBIT, Sydney
24-May	CeBIT, Sydney
31-May	HIA Event, Sydney
1-Jun	HIA Event, Sydney
2-Jun	HIA Event, Sydney
3-Jun	HIA Event, Sydney
5-Jun	Campbelltown
6-Jun	Campbelltown
7-Jun	Homebush West
8-Jun	Auburn

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12-Jun	Parramatta
13-Jun	Parramatta
14-Jun	Queanbeyan
15-Jun	Gungahlin
18-Jun	Parliament House Canberra
19-Jun	Parliament House Canberra
20-Jun	Parliament House Canberra
21-Jun	Coffs Harbour
22-Jun	Toormina
26-Jun	Penrith
27-Jun	Blacktown
28-Jun	Blacktown
29-Jun	Riverstone
2-Jul	Richmond
3-Jul	Mudgee
4-Jul	Bathurst
5-Jul	Orange
6-Jul	Dubbo
9-Jul	Parkes
11-Jul	Moree
12-Jul	Narrabri
13-Jul	Gunnedah
16-Jul	Tamworth
17-Jul	Tamworth
18-Jul	Muswellbrook
19-Jul	Maitland
20-Jul	Cessnock

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23-Jul	Gosford
24-Jul	Long Jetty
25-Jul	Newcastle
27-Jul	Glendale
ZI-JUI	Gieriuale

Question No: 343

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Demonstration Facilities

Senator Birmingham asked:

- 1. How much did the Discover Centre cost to establish?
- 2. What are its ongoing costs?
- 3. How many staff are employed to work in the Centre?
- 4. How many people have visited the centre?
- 5. How many people have taken up NBN services as a result of visiting the centre?

Answer:

1. The cost of the discovery centre is included as part of the Docklands Network Operations Test Facility and has not been separately capitalised.

2 & 3. The exact costs of the Discovery Centre are difficult to define because a portion of the operational costs of the Discovery Centre will also include content creation costs, software, licensing, video refresh, website, booking facilities and cabling. Whilst the ongoing costs include the salaries of the two full time equivalent (FTE) staff dedicated to the Centre they would also include a significant portion of the duties assigned to the other four FTEs in the wider demonstrations team who assist with content, logistics and stakeholder management. It would be a significant diversion of resources to disaggregate all these costs.

4. As of 30 June 2012, the Discovery Centre had 2,116 visitors.

5. As a possible indication of intentions, as at 30 June 2012, 87% of Discovery Centre visitors surveyed said they will connect their homes and/or offices to the NBN.

Question No: 344

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Demonstration Facilities

Senator Birmingham asked:

- 1. How much did the Discovery truck cost to establish?
- 2. What are its ongoing costs?
- 3. How many staff are employed to work in the Centre?
- 4. How many people have visited the truck?
- 5. How many people have taken up NBN services as a result of visiting the truck?

Answer:

1. This information was provided in answer to 2012 Additional Estimates QoN 267

2.-3. The ongoing costs include salaries of the six FTEs dedicated to the Discovery Truck and also a significant portion of the duties assigned to the other four FTEs in the wider demonstrations team who assist with content, logistics and stakeholder management. A portion of the operational costs also attributable to the Discovery Truck include content creation costs, software, licensing, video refresh, website, booking facilities and cabling. Resources invested in the content creation are leveraged across to many other channels of the business including the website, fact sheets and call centre.

4. As of 30 June 2012, the Discovery Truck had 15,807 visitors.

5. As a possible indication as at 30 June 2012, 86 per cent of visitors surveyed said they will connect their homes and/or offices to the NBN

Question No: 345

Program No: NBN Co Limited Hansard Ref: In Writing

Topic: Demonstration Facilities

Senator Birmingham asked: Are there any plans for further Discovery centres, trucks or facilities of any other kind?

Answer:

NBN Co is still considering these issues.