SENATE SELECT COMMITTEE ON THE NATIONAL BROADBAND NETWORK
Questions on Notice
Further hearings into the National Broadband Network

Melbourne, 14 April 2010

iiNet
Mr Gary Chappell, Project Leader
Mr Stephen Dalby, Chief Regulatory Officer

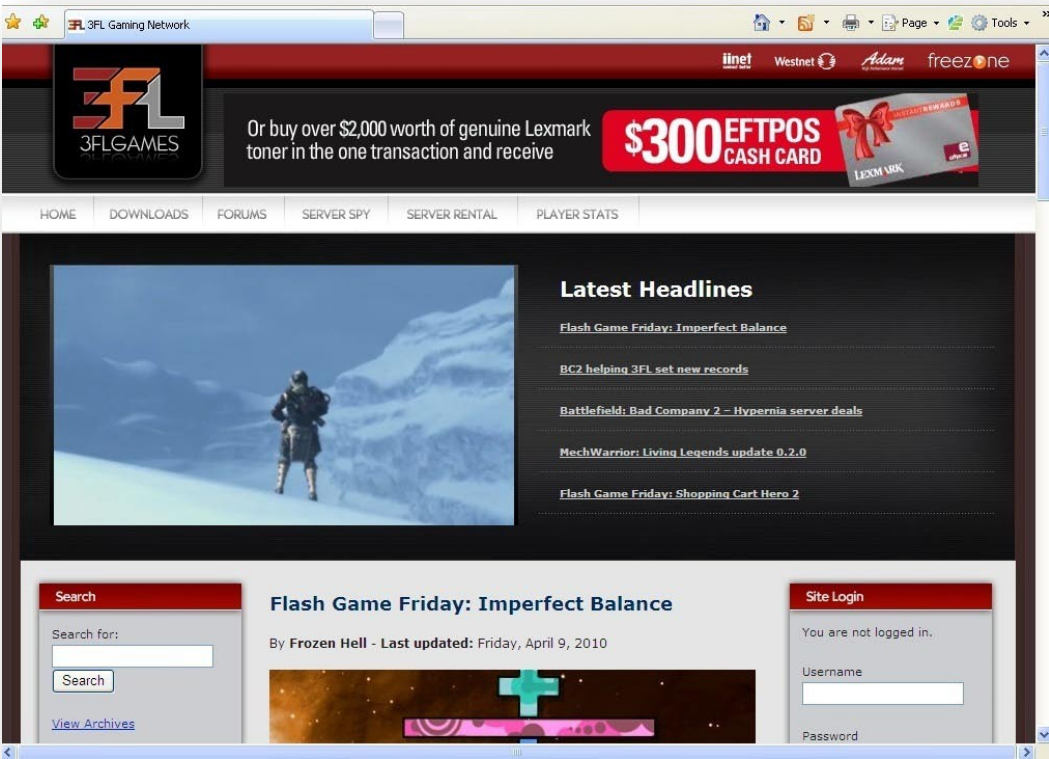| QoN No.	Hansard Page Reference	Senator	Question	Status
1	**NBN 27**	**Chair**	CHAIR—**Thanks very much, Mr Dalby. As I say, if you would not mind answering on notice a couple of questions we have not had time to get to. Thank you very much for your involvement today. It has certainly been very interesting and clarified a lot of issues.**	

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			a. What are your current retail price offerings to customers in Point Cook in Tasmania? Point Cook is in Victoria. We are providing FTTH services to customers at the Alamanda Estate in Point Cook. Full details of our current retail offering at Point Cook can be found on our website at: http://www.iinet.net.au/fibre/plans.html The pricing structure is as follows:	

plans	down/up speed	peak + offpeak quota	cost
Fibre 1	25 / 1 Mbps	5GB + 5GB	$49.95
Fibre 2	25 / 1 Mbps	10GB + 10GB	$59.95
Fibre 3	25 / 1 Mbps	30GB + 30GB	$69.95
Fibre 4	50 / 2 Mbps	30GB + 30GB	$89.95
Fibre 5	50 / 2 Mbps	50GB + 50GB	$99.95
Fibre 6	100 / 5 Mbps	60GB + 60GB	$129.95
Fibre 7	100 / 5 Mbps	90GB + 90GB	$159.95

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			In Tasmania our current retail offering is the same as offered elsewhere in Australia. We have yet to commence marketing FTTH based services in Tasmania. Our expectation is to offer Tasmanian customers the same prices for equivalent services offered elsewhere in Australia, whether fibre or copper based. Residential products available include dial-up, DSL broadband (including naked DSL), satellite broadband, mobile broadband telephony and home installation. (See http://www.iinet.net.au/products/internet.html and http://www.westnet.com.au/default.aspx). As an example, current Naked DSL pricing structure is as follows: **naked dsl** | plan name	peak + offpeak	plan speed	plan price
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Naked Home 1	5GB + 5GB	ADSL2+ speeds	$49.95
Naked Home 2	10GB + 10GB	ADSL2+ speeds	$59.95
Naked Home 3	30GB + 30GB	ADSL2+ speeds	$69.95
Naked Home 4	50GB + 50GB	ADSL2+ speeds	$79.95
Naked Home 5	60GB + 60GB	ADSL2+ speeds	$89.95
Naked Home 6	75GB + 75GB	ADSL2+ speeds	$119.95 | This price structure mirrors the 25Mbps, FTTH based, services available in Pt Cook.	

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			We also supply a range of business grade products, in addition to the range listed above for residential customers; as well as hosting, co-location, computer support, virtual private networking, point-to-point services, domain registrations, corporate email and equipment supply. (See also http://www.iinet.net.au/business/ and http://www.westnet.com.au/internet/Business/default.aspx)	

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			We will soon add pay TV services in addition to our library of content and gaming services already available through iiNet's Freezone. **freezone** (See http://freezone.iinet.net.au/# for more details)	

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			Television See http://www.iinet.net.au/fetchtv/ for more details.	

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			## On-line Gaming (3FL games is part of the iiNet group) See also http://www.3fl.net.au/ for details.	

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			b. In Tasmania, what level of take-up do you expect for FTTH services? iiNet believes the take up of FTTH services will be dependant on a number of factors in much the same way as it is in other parts of Australia. These will include economic and demographic factors which vary according to locations and needs. In Phase 1 of the deployment, the locations selected currently have lower broadband penetration than in other locations. Our expectation is that penetration for FTTH based services will be similar. For iiNet, the purpose of Phase 1 is to understand more about the issues and to develop efficiencies for marketing, sales, service and support. We will modify our product suite and our approach to the market as a result of our experience with Phase 1.	
			c. What are the key issues affecting progress on the mainland from your perspective? Finalising access costs Resolving the issue of landowner consents Physical access and installation of infrastructure Competitively priced backhaul to regional locations	

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			d. Do you support NBN Co's proposed mainland architecture? Yes, although final details of the architecture are still under development. iiNet is working closely with NBN Co with respect to a proposed network architecture to be deployed both on the mainland and in the Tasmanian Stage 1. To date, our involvement with the NBN has been cooperative and productive.	