



# Telstra Wholesale

David Kennedy – November 2009 (20 pages)

**Telstra Wholesale discount price: AUD 975(+GST)**

*List price: AUD 1,625 (+GST)*

**Telstra Corp has a strong wholesale operation with a broad portfolio of services and a focus on customer management. Competition and regulation have hit revenue hard, and the government's new structural separation policy presents significant challenges**

Telstra Wholesale provides wholesale services, based on the Telstra Corp network infrastructure, to other carriers, ISPs and service providers within Australia. These services include voice and data, fixed and wireless, for Australian domestic and international carriers. In addition to using Telstra Corp's national networks, Telstra Wholesale meets its customers' international carriage requirements – data, Internet, voice and satellite capabilities – through a distribution arrangement with international carrier Reach, Telstra Corp's joint venture with PCCW.

## **Table of contents:**

**Executive Summary**

**SWOT analysis**

**External conditions**

**Market position**

**Strategy**

**Company Information**

**Financial highlights**

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