



Wholesale customer survey 2009

David James – November 2009 (45 pages)

Telstra Wholesale discount price: AUD 1,845 (+GST)

List price: AUD 3,075 (+GST)

Our biennial survey of wholesale customers shows that while their suppliers have again improved their performance significantly, they still have a lot of work to do. This year's survey also highlights the differing priorities of wholesale customers, and the need for wholesalers to understand and respond to each customer's particular requirements.

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