

## FULL COMMSDAY MELBOURNE WRAP:

What CSIRO, C-Cor, Juniper, Nokia Siemens Networks, Alcatel-Lucent, Communications Alliance & Nick Minchin said yesterday

## FIBRE TO THE NZ FARM

Electricity provider builds fibre out to households in Ashburton & surroundings

# COMMUNICATIONS DAY

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## Telstra Wholesale sees NBN as just one link in the chain

Telstra Wholesale GMD Paul Geason sees NBNCo becoming just a single element in a broader wholesale landscape, where today's wholesalers will compete as next-generation service providers. Geason believes that customer service will become a key differentiator in this future environment – leaving Telstra well placed to pull ahead of the competition.

Speaking at the CommsDay Melbourne Congress, Geason outlined a vision for the NBN that he said was now starting to coalesce from the ongoing discussions; a Layer 2 transport, bitstream and connectivity service. But on this model, he cautioned, one size of wholesaler would not necessarily fit all.

“I think the view has been that there will only be one wholesaler in this market and that would be NBNCo; that all retail service providers would buy the same service,” he said. “That might be okay if you're a full service provider who can buy a Layer 2 bitstream service and combine it with a whole range of other infrastructure, systems and resources to manage all the other aspects of delivering an end-to-end working service, but... I don't think that's going to be the case for every service provider.”

“Some service providers want a network provider to deliver an end-to-end retail service, and it's not just about the last mile – they want to purchase backhaul, traffic management, IP capacity, and in some instances applications and content,” continued Geason. “And there will be other service providers that do want to manage some elements of the network... but they will want partners to assist with other elements. The NBN will be a next-generation access network, but only one link in the supply chain... there is no doubt that within an NBN world, wholesaling will be a critical part of the market structure”

To deliver a seamless service to customers who simply wanted to see applications and services working on demand, he said, would mandate careful thinking about how to mesh software and networks together – opening great opportunities for today's wholesalers to become next-generation and managed services providers. And though he envisaged fierce competition in the space from existing wholesale players, as well as media companies and content providers bucking to play in the applications and services layer, he was confident that Telstra could stay ahead of the game.

**CUSTOMER FOCUS KEY:** “We intend to leverage all of our experience and knowledge of networks and management systems to deliver outstanding services,” said Geason. “The key differentiator, however, will be customer service... and what we're doing in Telstra Wholesale to improve the relationship we have with our wholesale customers, which we think will provide a sustainable and very strong foundation to the changing and transformation relationship we have with them when we have access to the NBN.”

“We are acutely focused and driven to improving the experience that wholesale customers have when they purchase services from us,” he concluded. “It's critical us that we infuse and weave customer service into the whole of our wholesale organisation... and we think we're starting to show some tangible results.”

**NEXTGEN WANTS COMPETITIVE BACKHAUL:** Telstra's NBN competition themes were also picked up by Nextgen Networks MD Phil Sykes who said that a competitive backhaul sector would be an important pre-requisite to service differentiation in the NBN environment.

Sykes said it would be desirable for the NBN to provide as many as 20 to 30 bitstream access points per urban area to ensure healthy backhaul competition which he saw as desirable if the market was to adequately cater for demand increases from less than 20Mbps per customer currently to 100Mbps in the future. “A bundle of backhaul and access would stop (alternate) backhaul investment ... and kill innovation” he said.

Petroc Wilton & reporters



## **CSIRO wants lead role in wireless NBN rollout**

The CSIRO is already developing new wireless technologies hoped to deliver high-speed broadband as part of the national broadband network rollout. Speaking at the CommsDay Melbourne Summit, CSIRO information services director Alex Zelinsky said the science organisation could be ready to trial Australian-made 12Mbps wireless services within a year, potentially offering billions of dollars in savings over off-the-shelf technology.

“We’re looking at basically re-using television analogue spectrum – UHF, VHF spectrum,” Zelinsky said. “We could probably even re-use the actual broadcasting infrastructure, so it’s a matter of mounting new technologies on these towers.” The CSIRO would use around 56MHz of analogue TV spectrum to transmit wireless broadband signals, along with ‘beam-forming’ technology. With beam-forming, Zelinsky said, “we believe you can actually steer [connections] to the individual households.”

“Our goal is to actually have a trial next year of the first generation of this technology, probably with 24Mbps and then scale it up, up to 100Mbps in another 12-18 months beyond that,” he said.

But Zelinsky warned the technology could only be used in regional and rural areas – the so-called ‘last 10%’ beyond the reach of fibre in the federal government’s NBN plan. “Some people think that this solution could be rolled out in the rest of the country and into urban areas – the way the technology’s designed, it’s really only suitable for rural and remote access. It’s a specific technology – we’re exploiting the fact that there is low population density.”

The CSIRO has identified some 2,100 regional centres with populations of between 50-1,000 people, many of which would sit in the last 10% and likely be served by wireless. “There’s potential savings there that could roll up into the billions... this looks like a viable new option to off-the-shelf technologies... it’s probably worth a bet to try and climb this mountain,” he said.

Luke Coleman

## **FTTP-Cable to take 100Mbps to 30% of Australia?**

Hybrid Fibre-Coax networks could deliver fibre-to-the-home style services to 30% of households in barely over a year, according to Dermot Cox of C-Cor.

Cox told the CommsDay Melbourne Congress that while the federal government’s ‘political imperative’ revolved around fibre connections to every premise, existing cable networks could essentially deliver the exact same result – at less than one third of the cost of a new fibre deployment. “30% of Australians are within access or connected to cable infrastructure in this country. 30%, that’s 7 million Aussies, it’s under their noses, it’s under the noses of the policy makers, it’s not regulated, nobody’s invested in it, it’s a little sleeper, it’s cash-positive, their written-down value is zip, and the operators of the networks, in the main, choose not to invest in it. So there’s something wrong with our policy mix,” he said.

Cox said that political imperatives were driving the push for fibre, even though cable networks could produce the same end result faster and more cost-effectively. “The effect of the government’s ‘NBN corporation with a \$43b war chest’ policy, I extrapolate to be the obituary, the death of both copper and HFC networks. They died,” Cox said. “In policy circles, the excitement is all about two buzzwords: FTTP and PON... that’s all policy makers care about. It’s a political imperative – if we talk about anything that’s fibre to the node, or dare I say it HFC, the policymakers go to sleep.”

But despite the buzz around fibre, HFC could deliver an open-access 100Mbps broadband network just like the proposed national broadband network, Cox said. “What we’re talking about here [GPON FTTP] is sort of ho-hum compared to where the cable guys are going to go,” he said. “This next generation cable architecture, which I call FTTP-Cable... is an ITU-T and IEEE standard-compliant architecture.”

Cox quoted a European study which found operators would need to spend 190-240 Euros per home passed to upgrade HFC networks: “which is 30% or even less than the cost of deploying fibre,” he said. “Investment in modernising cable broadband networks delivers superior net present value to an investment in a new network... because these guys have a network that delivers performance which is comparable to a GPON network today, they can go to a fibre network as and when they need it and it’s an incremental investment.”

Luke Coleman

## **More granular approach needed for NBN: Juniper**

The unprecedented nature of the NBN and its potential benefits to end-users will call for a more granular approach to infrastructure investment, says Juniper Networks. The fact is, Ben Hickey, consultant engineer for Juniper told the CommsDay Melbourne Congress, that it is likely the eventual benefits of the NBN will be largely unanticipated.

What that means is that to ensure the efficiency of the NBN investment and to avoid potential network over build, the NBN needs a degree of flexibility so it can better match eventual demands on its infrastruc-

ture. To do that, the network needs to adopt a granular approach where the access and backhaul components can be treated separately.

“What are the NBN’s primary objectives?” he asked. “Primarily, I would say that the main role of the NBN is to provide connectivity to its customers.” These wholesale customers consist of both large and small telcos, together with non-telecoms players such as applications service providers, ISPs, and other niche players, he added.

“When we think about these wholesale users, it is useful for us to consider the network that is being used to delivery those wholesale services. And the reason why it is useful to consider that network is because there are different components to this network – there’s the access network portion, which is made up of different technologies – GPON and satellite, which is being considered today, and it could be argued that there will be other access technologies that will be utilised over the lifetime of the network. In addition to that, there are the backhaul and transport portion of the network,” Hickey said. “And the reason why it is useful for us to consider the network is the drivers in each portion of the network are vastly different.”

According to Hickey, it is useful to decompose the network into access and backhaul portions “from the perspective that allows the cost, which is driven by different investments in the network and by different drivers, to actually be closely associated with the service that is then being placed and sold into the market place.”

“Secondly, this decomposition allows us to provide a more granular offering into the market place, and therefore, to more closely match demand with investment,” he added, highlighting that the requirements of telcos of different sizes will be different depending on their existing infrastructure.

“The big ones already have significant investment in backbone infrastructure, and therefore have less of a need to use the NBN. However, the small may actually have more need to use a backbone infrastructure,” he explained. “By decomposing these services, the NBN is going to be able to go out, analyse its market, and with this granular approach, more closely match that demand with the investment that it is going to make.” Further, Hickey suggested that even more granularity can be adopted with the NBN build.

“Due to the fact that we have a variety of different telcos out there, and we have a country the size of Australia, the backhaul service would actually benefit from being decompose even further. So not only do we continue to have a wholesale access service, but a backhaul service can be built based upon from that access service to a point of interconnection with a medium degree of aggregation, or... to a point of interconnection with a high degree of aggregation. That provides the economic flexibility and further granularity to match that demand with different classes of backhaul,” he said.

“One of the things that the NBN investment has to keep in front in mind is the existence of existing telecommunications infrastructure. So as they look at their options to build, to buy, to lease, in terms of having a better understanding of the demand of the different access services, they can better align their investment and avoid the scenario where they overbuild the existing telecommunications infrastructure.”

Tony Chan

## Minchin: Let the private sector take the risk

The opposition has laid out a list of alternatives to a government-funded broadband rollout in Australia. Shadow communications minister Nick Minchin told the CommsDay Melbourne Congress that the opposition would prefer to see the private sector take on the risks of a national broadband rollout – rather than lumping taxpayers with the risk of a \$43b fibre network.

Minchin listed what he saw as the pitfalls of a government-led broadband investment. “It does involve the renationalisation of our fixed line telecommunications infrastructure... it does get the government back into the business of running a telecommunications company... It exposes taxpayers to all the risks inherent from running a complex and costly telecommunications business, it renders the government once again hopelessly conflicted as the owner and operator of a commercial business which it is also responsible for regulating.”

The opposition would prefer to see the private sector take on such risks, he said. “Our view clearly is that it is the private sector who should be taking these sort of risks – not the government on behalf of taxpayers,” Minchin said. “Our very strong belief is that the government priorities should be on those parts of Australia that do not currently enjoy affordable access to decent broadband, that’s where the government should focus: on where there are areas of market



failure.” He suggested for example that the tax regime could be harnessed more creatively to encourage broadband rollout.

With legislation which will see Telstra either functionally or structurally separated currently before Parliament, Minchin backed Telstra’s call for delays to the Bill’s passage. Minchin said the federal government’s timetable will give the Bill just four days of Senate sittings to be fleshed out. “I think that’s quite unacceptable, and my personal view is this Bill should be deferred until February so that it can be subject to considerably more consideration, and it should not be considered until we have the outcome of the government’s \$25m implementation study.”

Luke Coleman

## CommsAlliance CEO urges broader collaboration

The Australian comms industry has rallied magnificently around some of the challenges posed by the NBN – but must keep driving to collaborate on a broader field, says Communications Alliance CEO Anne Hurley. Speaking at the CommsDay Congress in Melbourne, Hurley urged the industry to avoid a narrow focus on access issues and to move together to address broader questions of regulatory reform, in particular the frameworks for consumer policy objectives.

Hurley acknowledged a number of strides made by the federal government in inviting increased consultation on policy reform, noting that Comms Alliance alone had lodged eleven separate regulatory submissions over the last year. And she praised the efforts of stakeholders in working together on a number of these consultations.

“From where I stand, the industry’s been very successful in delivering collaborative outcomes,” said Hurley. “At Communications Alliance, we remain the ‘engine room’ for the inter-operator arrangements for the industry – and certainly as I look at the NBN project, and what that’s done in bringing the industry together to collaboratively define the technical and operative environment for the NBN, that’s a significant achievement.”

But the Comms Alliance CEO also stressed the importance of maintaining a broad focus on regulatory reform. “We need to embrace the opportunities for collaboration in defining the NBN environment in total, including addressing the consumer policy framework in the broadband environment,” she said.

In particular, Hurley called for a increased emphasis on evidence-based decision making in the development of consumer legislative policy. She acknowledged the formation of the Australian Communications Consumer Actions Network, with its \$2 million of annual federal government funding, as an important step forward in this area.

“Now is the time for industry to galvanise its unified voice on input into the consumer policy framework in the transition to, and the operation of, the NBN environment,” she said. “Critical to the input will be a focus on industry-specific regulation which may not be appropriate in the broadband environment; legislative consumer protections; and the carry-over of regulation from the time of the monopoly provision of telephone services. And we’ll be supporting our input with solid research and evidence.”

Petroc Wilton



## Alcatel Lucent: cross-sector links critical for NBN value

Alcatel-Lucent Australia MD Andrew Butterworth says the success of the NBN will hinge not upon killer apps but a killer environment: a series of links between every sector in the market. And in his address to the CommsDay Melbourne Congress, Butterworth pinpointed three elements he believed would be key to estab-

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lishing the new NBN ecosystem - but also emphasised the need to get organisations across the spectrum of sectors actively considering how the new network would change their business.

“The NBN is not just about building a higher speed internet,” said Butterworth. “It’s about building... an environment that harnesses connectivity to every Australian and enables new business models and innovative new ways of doing things. Like the road networks, this is not just about the telecommunications industry, it is a complicated web linking and enabling every sector, from public sectors like health and education to private sectors like insurance, publishing and media.”

Butterworth highlighted three separate elements as the ‘glue’ that would hold together the architecture of the NBN: operational and business support systems, network security and resilience, and careful management of the workforce tasked with rolling out the network as well as the customers set to use it.

But the Alcatel-Lucent Australia MD also said it was critical for organisations across both public and private sectors to change their behaviours and begin exploring where the NBN would yield value. To this end, the firm has established its global ‘ngConnect’ program in conjunction with Bell Labs; a collaborative undertaking pulling together a disparate mix of companies aimed at developing new technologies through cooperative innovation.

“It’s this type of cross-sector collaboration we need to drive in Australia because it is this that pulls the value out of the NBN and drives it into our wider industries,” concluded Butterworth. “We need to get every other industry thinking how they can incorporate the NBN as an enabler into their value chain. This is the role we must play in leading the paradigm shift.”

Petroc Wilton

## **NSN: Where is the role of wireless in the NBN?**

While wireless technologies have been largely passed over in the government’s NBN plans, more debate is needed on whether or not mobile broadband technologies can play a part in the government’s NBN strategy.

“I think wireless really is one of the fundamental building blocks of the NBN, the question is where does it fit?” Bob James, principal consultant for Nokia Siemens Networks, asked at the CommsDay Melbourne Congress. According to James, mobile broadband really does offer a true broadband experience now. And with users’ broadband experience now being extended to multiple devices, multiple access technologies, and multiple services, there is more need than ever to consider the incorporation of wireless technologies into the NBN, he said.

James offered three different models for the incorporation of wireless technologies into the NBN. With what he calls the “what’s left” model, the NBN can “start investing heavily in FTTH and invest heavily in satellite, and what remains uncovered, well that’s what’s left for wireless.”

The second scenario that he outlined is one where there is enough fibre and enough satellite to provide ubiquitous coverage across the country, and a parallel nationwide wireless network is built as a competitor and an alternative to the NBN. The third option is where the NBN will start by putting in as much fibre as it is economic feasible, “push out fibre as far as you can, and when it gets too expensive, you start to use wireless, and you use wireless as far as you can until it gets too expensive, then you use satellite.”

“The question is, how do you decide between those alternatives, and which of those alternatives is the government contemplating? Are the issues of competition? Cost? user experience? I’m not sure the answers but I think they are good questions and I think it’s the sort of area that needs quite a lot more debate.”

Tony Chan

## **Electricity coop in NZ fibre to the farm first**

Broadband customers in the rural south island town of Ashburton and surroundings can look forward to fast fibre-optic broadband soon with speeds of up to 1Gbit/s being delivered to the farm, as power cooperative Electricity Ashburton launches its network in the coming couple of weeks.

Network manager Brendon Quinn at Electricity Ashburton said the project has been in the works for a year now. The first phase is a 100km fibre ring south of Ashburton at a cost of NZ\$5 million, said Quinn.

That part of the network is close to completion, with fibre being put into the ducting and active termination equipment installed, said Quinn. A twenty-customer pilot is being launched end of next week. Depending on the uptake of the first phase, Electricity Ashburton is looking at building another 120km ring north of Ashburton next.

Quinn said the network is an open access one where the service is delivered as Ethernet at speeds ranging from 10Mbit/s to 1Gbit/s directly to town and rural customers. Currently, Christchurch ISP Snap has signed up to deliver services over the Electricity Ashburton network, but Quinn claims there is plenty of interest from other providers too.

Potential customers have shown a great deal of interest in the broadband network Quinn said, and hopes that this will translate into “wallets being opened as well” once the service is ready.

Suppliers for the project include Emtelle of Scotland for the ducting and Allied Telesys for the active

equipment. Quinn said that network uses a modified version of the same whisper cabinet that Telecom is installing for its fibre to the node network, as made by Eaton Power Quality Company in Christchurch.

Juha Saarinen

## **NZ broadband plans go beyond faster internet, Curran says**

Deploying broadband infrastructure in New Zealand is about more than just delivering voice and internet services in the bulk of New Zealand, shadow ICT minister Clare Curran said. In a blog post, Curran said "Of course broadband is not just fibre. It's also wireless and satellite services. But fibre means energy services can be delivered to your home and your smart meter (if we get the right ones) will be able to regulate your appliances to save power and keep your house running," Curran said. The benefits also include the delivery of other services, such as social services, as well as environmental, and agricultural benefits.

Curran added that she is still yet to see any signals that the government fully understands what is at stake in its fibre project despite unanswered questions. "Worryingly, I don't think Treasury gets it. Just as worryingly, Telecom doesn't get it. And that's a big pity. Telecom is our biggest telco, it's got a national network providing land-line telephone services to all New Zealanders. It also provides internet and mobile services. It's been rolling out broadband. But it appears to see itself and its future (short term because I don't think Telecom is really thinking long term) as trying to maintain its market share as a telco."

Kei Contreras

## **Vodafone NZ snags third of Radius Health account**

The Residential Care part of Radius Health Group said it has given its fixed-line and broadband business to Vodafone, which already supplies the health care provider with mobile telephony services.

Vodafone provides 60 to 70 Radius Residential Health Care users with mobile service and will now also supply a further 140 fixed-line and broadband connections too. The value of the contract was not announced, but Commsday understands it's somewhere between NZ\$10 to \$20 million a year.

Radius Residential CEO Brien [stet] Cree said Vodafone and its Digital Mobile agency offered a flexible solution that's tailored to how his company works, instead of a template model with discounts shared between the entire Radius group. Vodafone's solution was also cheaper, Cree said.

The Radius account is one of several contracts that are hotly contested between Telecom and Vodafone currently. In July this year, Telecom's solutions provider Gen-i announced that it had won a "whole of business" contract to supply data, voice, mobile and internet/extranet services to Radius Health Group.

Gen-i also said that Radius had started to move its mobile connections from Vodafone to Telecom's new XT WCDMA network in January this year, with the migration to be completed in September.

Asked about the "whole of business" announcement, Cree said "Gen-i jumped the gun on it". However, Gen-i spokeswoman Carmela Sainsbury explained that her company means a full range of business services and products when it talks about "whole of business", rather than referring to winning the contract to service an entire commercial entity.

Juha Saarinen

## **Optus D3 is now fully operational**

Australia's newest satellite Optus D3 has successfully completed extensive in-orbit testing, allowing it to provide advanced digital services to customers across Australia and New Zealand. Since its launch last August 22, Optus D3 had been undergoing crucial tests at its geo-stationary 156°E location. Now that it is already fully operational, Optus' satellite fleet capacity is now up by more than 30%.

"The Optus D3 satellite has completed a rigorous amount of testing throughout August and September 2009. We've been very pleased with the test results, which demonstrate the satellite's readiness to provide quality broadcast services to Australian homes and businesses. Because things have gone so smoothly, Optus D3 is ready for service ahead of schedule," Optus Wholesale and Satellite managing director Vicki Brady said.

Moreover, Australian pay television company FOXTEL has announced that the Optus D3 satellite will allow them to offer their customers with 30 additional channels, including 10 additional HD channels, as well as more interactive on-demand features.

Kei Contreras

## **Mobile data charges causing 'bill shock': Acision**

Over 70% of Australian mobile phone users have received mobile bills higher than what is expected, according to a new research commissioned by messaging company Acision. Known as 'bill shock', the problem has been attributed to the lack of knowledge on how much mobile data downloads actually cost, with 75% admitting that they do not understand how mobile data charges are calculated.

The research has also found that 85% of post-paid customers would like to set a limit on their post-paid spend while 55% wanted to be notified if they have reached or exceeded their limit. 31% of them expressed their inter-

est in extending their limit once it is nearing its cut-off. Nearly half of mobile phone users who have applied for a 'capped' plan said they did not know when they had reached their cap. 9% of them, on the other hand, were notified but only upon request.

"Today, most users have a good idea of their voice and text costs in relation to the actual usage. However, when it comes to understanding mobile broadband data costs, consumers struggle purely because these are relatively new services and it is harder to track the costs of downloading mobile data content and monitor charges being incurred," Acision CMO Chris Jenkins said. "Even with a mobile cap, most consumers have little clarity of the rates for downloading data when at home or abroad and have no way of estimating the true cost of these services until their bill arrives."

Kei Contreras

### **COMSCENTRE TO CONTINUE DIGGERS AND DEALERS FORUM**

Telecommunications provider Comscentre has promised to continue providing the communications needs of the delegates in the succeeding Diggers and Dealers Mining Forum. After designing and deploying a VoIP solution that integrates into data network during the recently held three-day forum, Comscentre said it will continue to work with Diggers and Dealers. "We will continue to work with conference organisers next year to ensure this event remains a success and delegates have access to the best communications system possible," Comscentre MD Ben Shipley said.

### **AVAYA AURA SUPPORTS MID-SIZED COMPANIES**

Unified communications solutions provider Avaya has used virtualization technology in launching a UC solution for mid-sized businesses. Called Avaya Aura, the new solution claims to reduce complexity, put advanced UC and contact centers within easy reach and lower a business' total cost of ownership. The real-time virtualization technology used by Avaya Aura also enables unmodified versions of Avaya communication manager, voice messaging, SIP enablement services, application enablement services, utility services and media services to be deployed on a single server.

### **JUNIPER SCORES NETWORK UPGRADE DEAL WITH IINET**

Juniper Networks has been selected by Australian internet service provider iiNet to upgrade its network infrastructure that will enable the delivery of IPTV services. Part of the contract indicates that iiNet will install Juniper's MX range of routers in its metro-network exchanges across all capital cities. This will utilise iiNet's existing dark fibre to increase capacity on some parts of the iinetwork from 1gbps to 10gbps. "Delivering IPTV is a big part of our business plan as we look to deliver further value and a greater experience to our customers," iiNet CTO Greg Bader said. He also hopes that the project will help increase iiNet's network capacity and boost efficiencies on the iinetwork.

### **ENGIN OFFERS 600 MINUTES OF CALLS WITH NEW VOIP DEAL**

Australian VoIP company Engin has launched a new offering called the Engin Max Plan for its residential customers. The deal allows them to enjoy 600 minutes of local, national, and mobile calls for \$29.95 per month. It also includes more than 100 international destinations, with some international mobile destinations like Canada, China, India, HongKong, Malaysia, Singapore, South Korea, Thailand, USA, and Vietnam. The rates charged for exceeding 600 minutes are 15c for local and national calls; 27c per minute for mobile calls; and international rates from 1.9c per minute. In using the service, a broadband internet connection, a router or switch; an Engin voice box; and any cordless and corded telephone or an Engin internet phone are required.

### **MOBILE FOXTEL STREAMS FROM TELSTRA TO IPHONE**

Telstra has made the streaming of Mobile FOXTEL channels from Telstra to iPhone possible through its Next G network. Because of this, Telstra iPhone customers will be able to access more than 30 Mobile FOXTEL channels like FOX 8, FOX Sports News TV, Fashion TV or MTV. They will also be given access to other video-on-demand services available on BigPond TV. The service improvements will be rolled out progressively with a range of future Telstra Next G handsets over coming months. Telstra iPhone customers can subscribe to the Mobile FOXTEL Ultimate Combo for \$18 capped per month with Mobile FOXTEL 2 pack combo's such as Kids and Entertainment available for \$12 per month. They may also sample Mobile FOXTEL by purchasing a day pack for only \$4.