

* **FIBRE TO THE NODE**
FTTN

WIN-WIN WITH TELECOM

LONG COPPER LOOP LINKS

GOVT GOAL



FIBRE TO THE HOME

10 MEGA BYTES PER SECOND

* **INTERNATIONAL CONNECTIONS**

NEW CABLES
2ND FIBRE TO AUSSIE

NORTH AMERICA

SOUTHERN CROSS CABLE

PRICING IS OUT OF WHACK WITH INT'L COSTS



CONSIDERING OPEN ACCESS

CHALLENGE... UNLOCK THE CAPITAL WITH LONG TERM INVESTMENT

WHAT ABOUT LOCAL LOOP UNBUNDLING?

INDUSTRY & END-USERS

OPEN ACCESS LOOPS

TELECOM MUST INFORM ANY FURTHER CABINETIZATION

GOVT MONITORING COMPETITION WITHIN THE INDUSTRY

GOVT TO CO-FUND PROJECTS

WILLING TO PUT RESOURCE INTO TOOLKIT

IMPLEMENTATION RAPID

EG: SCHOOLS & HOSPITALS

* **RURAL SERVICES**

A MIX OF TECHNOLOGIES NEEDED



HISTORICALLY UNDER INVESTMENT

REPLACEMENT SHOULD BE IN PLACE

USERS

OUR RURAL SECTOR PRODUCES GDP. WHERE'S OUR BROADBAND?

CENTRAL GOVT

LET'S DO THIS TOGETHER

NAT'L GOVT

- ✓ WE WANT 20 MGB A SECOND
- ✓ GOVT AS REGULATOR INVESTOR CUSTOMER
- ✓ LIFT OUR OECD PERFORMANCE
- ✓ DELIVERING FIBRE INVESTMENT
- ✓ GOVT TO WORK WITH INDUSTRY FOR SEED FUNDING
- ✓ GET NZ ICT TO NEXT LEVEL
- ✓ LEVERAGE OUR REPUTATION