

# CommsWire

Essential daily reading for the communications industry executive

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## GOT 100MBPS PLAN? NBN CO HAS DEAL FOR YOU

**I'll make you an offer  
you cannot refuse**



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## NBN CO'S 100MBPS MOVE SUITS ISPS OFFERING CONTRACTS: CLAIM

The NBN Co's latest promotional move, offering retail service providers \$160 for each customer who signs up for a 100Mbps service, effectively requires these customers not to **downgrade or disconnect until January 2021**, according to the head of a small ISP.

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Damian Ivereigh, the chief executive of Launtel, a Launceston-based firm, told *CommsWire* he was not sure that he could craft any promotional offers around it, in the way that other ISPs, like the NSW-based small ISP MyRepublic, [has done](#).



"At this point I don't think there is much I can comment on around this 100/40 discount," Ivereigh said in response to queries.

"We are not yet sure that we can materially use it due to the way it effectively requires the customer to not downgrade or disconnect until Jan 2021 (two years).

"This suits those companies that do contracts for sure. However, not only do we not do contracts, due to our daily pricing, we encourage people to change their speeds or pause their service (which processes a disconnect) when they don't need their service (e.g. when they go on holiday)."

He added: "Unfortunately we break the mould in many ways and we have to accept that some of NBN's discount schemes just don't suit our way of doing business."

NBN Co's move was made on 21 January on an internal document, offering a rebate of \$160 to retail service providers for each user who takes up a 100Mbps plan between 21 January and 30 June 2019.

Called the Fast Anytime 100 Rebate, the details are buried in [the company's discounts, credits and rebates list](#).

Ivereigh said he believed that the NBN Co had made this offer because, during its effort to push 50Mbps connections - a campaign called Focus on 50 - not only had many people taken up 50Mbps connections, a portion of the market had downgraded from 100Mbps to 50Mbps.

"This was because the price construct of both Focus on 50 and the new bundles make the 50Mbps relatively cheaper.

"Indeed under the new bundles, the 100Mbps plans went up in price. Some companies (e.g. MyRepublic) started offering 50Mbps plans for the first time."

The NBN Co's move is geared towards raising its average revenue per user towards the figure of \$52 which will enable it to break even.

The ARPU has been stuck at \$44 for a while; it was at this level when the company [announced](#) its latest quarterly results, not moving an iota since its full-year 2018 results.

NBN Co had pushed 50Mbps plans for a while, under a campaign known as Focus on 50.

In December last year, the company [announced](#) new plans for businesses in order to increase its revenue from the sector.

MyRepublic appears to be the only company that has reacted immediately to the NBN Co's move, by offering 100Mbps plans that are \$79.95 per month, a \$10 decrease from its existing price, for an unspecified period, as **CommsWire** reported on Monday.

**CommsWire** asked a few other RSPs whether they had any promotional plans on the anvil.

An Aussie Broadband spokesperson said the company had plans to introduce some new 100Mbps plans but was yet to work out the details.

A spokesperson from Vodafone Hutchison Australia said it was maintaining in-market pricing and offers at the existing level at the moment.

A Telstra spokesperson said the company was looking at the details of the NBN Co's announcement but had not made any decision to offer new plans yet.

Optus was also contacted but did not respond to **CommsWire's** request.

**Sam Varghese**



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# TELSTRA SACKS A FURTHER 752 WORKERS UNDER T2022 PLAN

**Telstra is set to sack another 752 workers as part of its move to cut more than a quarter of the total workforce, a move announced in June last year.**

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The Community and Public Sector Union said in a statement on Wednesday that it been notified of the cuts, which would be partially offset by the creation of 347 new jobs.

This is the second mass cut since the June announcement, with 1100 jobs being cut in [August](#) last year.

CPSU deputy national president Brooke Muscat-Bentley said: "This is disturbing news for Telstra workers and customers alike.

"Telstra is pushing on with its self-destructive and short-sighted plan to slash a quarter of its workforce, ignoring the harm that will cause to staff and Telstra services.

"Each and every one of these 752 people makes a valuable contribution to Telstra.

"The impact from a mass sacking on this scale won't just hit these workers and their families. It will be felt throughout the entire organisation."

In June last year, Telstra chief executive Andy Penn [said](#) the company would effect a net reduction of 8000 employees and contractors by 2022 and reduce two to four layers of management, leading to the cutting of one in four executive and middle management roles.

"Sadly we believe this is just the start for the jobs apocalypse planned by Telstra management.

"Clearly sacking one in four workers isn't going to help with faltering customer satisfaction in Telstra's services," Muscat-Bentley said.

"Telstra isn't treating those workers who will remain any better, with the telco continuing to stand in the way of union efforts to negotiate a fair and decent enterprise agreement.

"Of particular concern is Telstra's continuing refusal to agree to provide a dignified redundancy process, and that the company is still pushing what's an effective wage cut on staff.

"The only way for Telstra to halt its sad decline is for the company to recognise that its workforce is the company's best asset. Industrial action is a possibility as we explore ways to make Telstra management see sense."

**Sam Varghese**



John de Ridder

Telecommunications Economist

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## TRUMP COMMENTS MAY HELP HUAWEI CFO BEAT EXTRADITION: ENVOY

**Comments made by US President Donald Trump after the arrest by Canada of Chinese telecommunications equipment provider Huawei's chief financial officer Meng Wanzhou may help prevent her extradition to the US, a Canadian diplomat has said.**

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Canada's China ambassador John McCallum told an event in Markham, Ontario, on Tuesday, where Chinese-language media were present, that Meng had "some strong arguments she can make before a judge" in fighting extradition, the Canadian Broadcasting Corporation [reported](#).



McCallum was quoted as saying, "One, political involvement by comments from Donald Trump in her case. Two, there's an extraterritorial aspect to her case, and three, there's the issue of Iran sanctions which are involved in her case, and Canada does not sign on to these Iran sanctions. So I think she has some strong arguments that she can make before a judge,"

Meng was [arrested](#) in Vancouver on 1 December at the request of US law

enforcement under the terms of a bilateral extradition treaty.

The US has now said it will make a formal bid to extradite her to face charges of violating its sanctions on Iran.

When Trump was asked in December if he would intervene in the matter, he [responded](#): "Whatever's good for this country, I would do.

"If I think it's good for what will be certainly the largest trade deal ever made – which is a very important thing – what's good for national security – I would certainly intervene if I thought it was necessary."

McCallum told his audience: "It's purely a judicial process. There may come a time when the justice minister is required to give a view, but that will not be for some months to come.

"I know this has angered China, but we have a system of extradition treaty, a system of rules of law, which are above the government. The government cannot change these things, and as I said, I think Ms. Meng has quite a strong case."

China has detained two Canadians after Meng was arrested and also re-sentenced a third, and awarded the man the death penalty, in what is seen as retaliation for Meng's arrest.

When Chinese foreign ministry spokeswoman Hua Chunying was asked at [a regular press briefing](#) in Beijing on Wednesday whether a US extradition request would affect forthcoming US-China trade talks on 30 January, she said she would not offer any reply to a hypothetical question, seemingly unaware that the US [had said on Monday](#) that it would proceed with a formal request.

Hua added: "I have to point out that the US side claimed that its extradition request to Canada is essentially related to the US sanction bills on Iran. But as you may all have known, Huawei for many times has solemnly stated that it complies with all applicable laws and regulations where it operates.

"I want to stress in particular that China holds a consistent position on opposing the US unilateral sanctions on Iran outside the framework of the UN Security Council. What the US has done does not accord with the international law and has been opposed by the whole world, including its allies. The Canadian side is also opposed to that.

"Therefore, the US actions, fundamentally speaking, do not comply with the international law and are not legitimate at all. Its actions are highly political and are in nature scientific bullying.

"The real motive of the US side is clear for all to see, which is leaving no stones unturned in oppressing China's hi-tech companies and depriving China of its legitimate development rights. I believe that whoever that sees things clearly and has a sense of justice should voice their firm opposition to that."

Last year, the US Department of Commerce imposed [a seven-year ban](#) on another big Chinese telco equipment maker, ZTE, claiming that the company had made false statements during talks in 2016 over a charge of shipping telco equipment to Iran and North Korea.

ZTE [shut down](#) its main business activities in the US on 9 May.

But following the intervention of US President Donald Trump, a deal was worked out for ZTE to return to business by paying a fine of US\$1 billion, changing its management team and depositing US\$400 million in an escrow account against possible future transgressions.

**Sam Varghese**

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# NEXTDC BRINGS MICROSOFT AZURE EXPRESSROUTE TO PERTH

**Data centre operator NextDC has announced that Microsoft Azure ExpressRoute is now available at the company's P1 Perth data centre, offering customers direct connections.**

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NextDC says the new ExpressRoute location will offer Perth organisations a direct and private connection to their Microsoft cloud services, including Azure, Microsoft Office 365, and Microsoft Dynamics 365.

NextDC says the introduction of the ExpressRoute location is an important step forward for the West Australian economy, providing Government and Enterprise with critical cloud access.

NextDC customers will be able to connect to ExpressRoute directly via the AXON virtual connectivity platform from P1 Perth, and the ExpressRoute service can also be accessed at NextDC's P2 connectivity microsite located in East Perth on the CBD fringe from early 2019.

The AXON platform enables connectivity to national and international cloud providers and NextDC says the introduction of the P1 ExpressRoute service will help support customers seeking to build hybrid cloud applications that live in-house and in Azure, allowing them to selectively route traffic via a private connection.

"NextDC are committed to providing the fastest and most reliable connections to the world's leading cloud platforms such as Microsoft Azure. We bring the cloud to our customers, and in doing so we help our customers adopt new technology at pace, at reduced costs and with significantly improved performance," said NextDC chief executive Craig Scroggie.

"Colocating in our highly connected data centres enables WA businesses to evolve their business strategies at the speed of thought, rapidly leveraging new digital infrastructure in this era of pay-as-you-go services".

NextDC says the introduction of the new ExpressRoute location will offer WA organisations greater flexibility and choice for their connectivity services between Azure data centres and their in-house infrastructure, "as well as much needed connectivity capability to metro, national and international links like the Indigo Submarine cable that connects to P2 Perth".

"It is great to build on our relationship with NextDC to add new connectivity services in Western Australia for our customers. We look forward to working with NextDC to support Cloud growth" said Ross Ortega, Partner PM manager, Microsoft Azure Networking at Microsoft.

P1 Perth is NextDC's second peering point to support Microsoft ExpressRoute, following the M1 Melbourne data centre, and NextDC says P1 is also the one of the only data centres in WA to provide customers with direct access to their Microsoft cloud services.

**Peter Dinham**

# AWS AWARDED PROTECTED CLOUD STATUS CERTIFICATION

**Amazon Web Services has gained certification as a Protected Cloud provider from the Australian Signals Directorate, the company said in a statement on Thursday, enabling it to store data with the highest security classification in the AWS Asia Pacific Region.**

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This brings to six the number of companies certified at this level.

The other accredited companies are Dimension Data, Macquarie Government, Sliced Tech, Vault and Microsoft.

“The accreditation awarded to the AWS Sydney Region to run and store Protected security classification workloads in Australia is a major milestone for our existing customers and paves the way for others who may have been waiting for this certification in order to begin their cloud journey on AWS,” said Peter Moore, Asia Pacific regional managing director, Worldwide Public Sector, Amazon Web Services.

“This accreditation also generates new opportunities for our AWS Partner Network to build value-added services and solutions to serve AWS customers in the region and will inspire even more start-ups to build their businesses on AWS.”

Australian Cyber Security Centre chief Alastair MacGibbon said: "The ACSC has certified 42 AWS services at Protected, and we have certified an additional four services to AWS's UDLM CCSL offering.

"This provides Australian Government agencies assurance that these services meet stringent Australian Government security requirements.

"The government provides a robust risk-management framework to assess cyber security risks.

“The ACSC recommends customers review the certification documentation and make sound risk-based decisions when choosing a cloud service.”

Digital Transformation Agency chief executive Randall Brugeaud said: "The Digital Transformation Agency is already using AWS to deliver cloud.gov.au, a secure cloud-based platform for hosting website applications that helps government agencies build digital services quickly.

"Cloud is a critical part of the DTA's whole of government transformation agenda.

“The Protected certification of AWS makes it easier for agencies to leverage cloud services.”

AWS's security capabilities and accreditations can be seen [here](#) and [here](#) respectively.



Cloud provider	Cloud service	Classification level
Amazon	Amazon Web Services (AWS)	PROTECTED*
Dimension Data	Protected Government Cloud (PGC)	PROTECTED
Macquarie Government	GovZone (Secure Cloud)	PROTECTED
Microsoft	Azure	PROTECTED*
Microsoft	Office 365	PROTECTED*
Sliced Tech	Gov Cloud Package	PROTECTED
Vault Systems	Gov Cloud Package	PROTECTED
Amazon	Amazon Web Services (AWS)	Unclassified DLM
Dell Virtustream	Dell Virtustream Cloud	Unclassified DLM
Education Services Australia	ESA GovZone	Unclassified DLM
Google	Google Cloud Platform	Unclassified DLM
IBM	Bluemix	Unclassified DLM
Macquarie Government	GovZone (LAUNCH)	Unclassified DLM
Microsoft	Azure	Unclassified DLM
Microsoft	Dynamics CRM Online	Unclassified DLM
Microsoft	Office 365	Unclassified DLM
Rackspace	Dedicated Hosting Environment (DHE)	Unclassified DLM
Salesforce	PaaS, SaaS	Unclassified DLM
ServiceNow	ServiceNow SaaS	Unclassified DLM
Sliced Tech	IaaS	Unclassified DLM
Vault Systems	IaaS	Unclassified DLM

*The list of cloud providers certified to different security levels by the ASD. Courtesy ACSC*

**Sam Varghese**

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