



# Media release

25 March 2021

## Coverage increase and reduced wholesale prices to enhance business nbn™ satellite service

**nbn** has announced plans to expand its satellite beams for its business **nbn**™ satellite service (BSS) to cover 100 per cent of the Australian mainland and surrounding large islands to help retail service providers deliver business-grade services to businesses with hard to reach remote operations.

Eligible industrial and government organisations with remote facilities and worksite operations are increasingly relying on satellite broadband to support a range of IoT, safety, cloud services and critical applications. The coverage expansion will help retailers to provide a range of business-grade satellite solutions with a range of options such as committed bandwidth and enhanced service levels.#

Scheduled for 29 July 2021, BSS beam coverage will increase from 93 per cent to 100 per cent to expand access across the east coast of the Australian mainland, the west coast of Tasmania and large surrounding islands such as Christmas Island, Lord Howe Island and Norfolk Island.

### Introduction of new wholesale prices

Along with enhanced coverage, **nbn** plans to reduce the wholesale price by approximately 40 per cent for the BSS Access Bandwidth Service (ABS) Layer 3 dedicated bandwidth product for internet retailers that engage in extended contract terms with **nbn** to help meet the needs of their customers over longer time periods.

The ABS Layer 3 service is designed to deliver consistent wholesale speeds of up to 50/13 Mbps to provide the core connectivity for critical applications required by many medium and large businesses, enterprises and government organisations.\*

Further to the wholesale pricing reductions, over the next 6 months commencing 1 April 2021, standard installations will be provided at no cost to internet retailers for businesses that take up the ABS Layer 3 and the BSS Virtual ISP (VISIP) solution, which is designed for core business needs by providing wholesale speeds of up to 30/13\* Mbps for a 12-month minimum contract term.

### NBN Co's Chief Development Officer of Regional and Remote, Gavin Williams:

“At **nbn**, we recognise that connectivity is vital for businesses to drive innovation, productivity and growth. With this knowledge we have dedicated ourselves to expand the availability of wholesale business-grade services across the continent.



“Whether to connect remote health facilities, mining operations or large-scale agriculture, these enhancements help make the business **nbn**<sup>™</sup> satellite service more accessible for eligible businesses and government organisations even in the most remote parts of continent and we look forward to delivering new capabilities to further improve the service in the future.”

### Better Internet for Rural, Regional and Remote Australia (BIRRR) Founder, Kristy Sparrow:

“We are delighted that businesses across the Australian mainland will not go without access to business-grade services due to the expanded coverage provide by the business **nbn**<sup>™</sup> satellite service. The reduced wholesale prices and no installation fee for selected products, along with the improved accessibility to business-grade services will help remote businesses succeed.”

## Media enquiries

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## Notes to editors

- In September 2019, nbn launched BSS and a range of wholesale products to support the varying needs of regional Australian businesses, which include:
  - ABS Layer 3 is designed for enterprise and government customers who require high quality bandwidth^ and delivers wholesale speeds of up to 50/13Mbps\*.
  - VISP is designed to support core business internet needs, providing wholesale speeds of up to 30/13Mbps\*.
  - Internet of Things (IoT) is designed for approved non-premises locations, such as monitoring devices that require low bandwidth and capability to deliver wholesale speeds of up to 2/2Mbps\*.
  - Disaster recovery service is configurable to activate during an outage over the primary service and will replicate the VISP service.

For more information, visit [www.nbn.com.au](http://www.nbn.com.au)



#An end customer's serviceability may be affected by a range of factors including whether there is a clear line-of-sight to the satellite, no interference, for example from other end user, retail service provider or third party equipment, and having a suitable location to install equipment.

\*nbn provides wholesale services to phone and internet providers. nbn™ wholesale speed tiers available to providers vary depending on the business nbn™ Satellite Service product selected. An end customer's experience using the business nbn™ Satellite Service, including speeds and other performance characteristics, depend on a range of factors, such as the latency limitations inherent in satellite communications, the particular product and product features that have been selected by the service provider, the configuration of the products and product features being delivered, the time of usage in relation to certain internet-based access products, and other factors outside of nbn's control (like their equipment quality, software, chosen broadband plan, signal reception, or how their service provider designs its network).