



Media release

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nbn signs on delivery partners to deploy HFC network at scale

Key points:

- **nbn** signs Multi-technology Integrated Master Agreements (MIMAs) with Delivery Partners
- The agreements enable the construction of the **nbn**[™] network to homes and businesses in the Telstra HFC footprint
- Six Delivery Partners announced following a competitive contract sourcing process: Lend Lease, Broadspectrum, Fulton Hogan, Downer, ISGM and BSA

nbn has today signed contracts with six Delivery Partners to deliver the **nbn**[™] network to homes and businesses across the Telstra HFC footprint within Australia.

Following a multi-stage contract sourcing process, **nbn** has appointed Lend Lease, Broadspectrum, Fulton Hogan, Downer, ISGM and BSA to carry out the construction of the **nbn**[™] network across the Telstra HFC footprint. In June, **nbn** launched its HFC product on the former Optus network in Redcliffe QLD, with customers now joining the **nbn**[™] network on the final MTM technology.

The deployment of the **nbn**[™] network within the Telstra HFC footprint leverages the existing Telstra cable-TV network to the premises, enabling the network to be deployed quickly and cost effectively. Premises will be primarily connected to **nbn**'s upgraded HFC technology, however, they will also be connected via deployment of a multi-technology mix (MTM) solution.

nbn Chief Network Engineering Officer Peter Ryan said: "The **nbn**[™] network is now available to more than 2.9 million homes and businesses around Australia. With this additional work from our Delivery Partners the HFC network will be deployed at scale to enable **nbn** to meet its 2020 targets.

"With this process we have ensured the most appropriate Delivery Partners are doing the work. They have enormous experience in construction in the telecommunications industry which will help us roll it out faster.

"Under the HFC Delivery Agreement announced in April 2016, Telstra will manage the MIMA Delivery Partners in the construction of the network within the Telstra HFC footprint. Telstra's management of the MIMA Delivery Partners will be undertaken in close consultation with **nbn**," said Mr Ryan.

Fast broadband is now being made available across the country through the HFC network and we encourage people to check their address on the **nbn** website. The HFC network will deliver wholesale speeds up to 100Mbps download and 40Mbps upload.



Media enquiries

Tony Brown

Phone: +61 409 673 843

Email: tonybrown@nbnco.com.au

Dan Holland

Phone: +61 429 364 299

Email: danholland@nbnco.com.au

Notes to editors

nbn and Telstra HFC Delivery Agreement (announced April 2016)

- In April 2016, Telstra signed the HFC Delivery Agreement (HFCDA) with **nbn** to provide planning, design, construction and construction management services within the Telstra HFC footprint.
- Following on from that, these MIMA contracts are the arrangements under which Delivery Partners will undertake field construction activities in the Telstra HFC Footprint under the management of Telstra, in close consultation with **nbn**.
- The HFC Delivery Agreement (HFCDA) complements and streamlines the existing arrangements **nbn** has with Telstra, meaning a faster rollout so that that all RSPs have earlier non-discriminatory access to the **nbn**[™] network thereby promoting competition in downstream retail markets.
- Once the build is completed, it will be handed to **nbn** for operation. Telstra will be required to adhere to **nbn** planning and design requirements which are designed to ensure the delivery of open access layer two bitstream services to all RSPs as soon as possible. Telstra's role will be limited to engineering, design, some construction, procurement and construction management. Decisions regarding the release of footprint for sale, product development, and the provision of information about the rollout will continue to be matters for **nbn**.
- **nbn** and Telstra have pre-existing and additionally agreed measures to address potential concerns about Telstra's roles as both a customer of **nbn** and its role under the HFCDA.

nbn and Telstra Definitive Agreements

- In 2011, **nbn** and Telstra signed the initial Definitive Agreements for the use of existing Telstra infrastructure and the migration of former wholesale customers from Telstra's legacy network to the **nbn**[™] network, with payments progressively scheduled as the new services were activated.
- In 2014, the **nbn** and Definitive Agreements were amended to allow **nbn** to access and progressively acquire existing Telstra network infrastructure to enable the deployment of the multi-technology mix as required.
- These amendments in 2014 did not change the overall value of the Definitive Agreements with Telstra.

For more information, visit www.nbn.com.au