



Record of oral submission to the ACCC

Matter name:	Telstra/TPG proposed spectrum sharing		
ACCC parties:	Merger Investigations: Janet Li		
Other parties:	[REDACTED]		
File Number:	MA1000021		
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Phone to <input type="checkbox"/>	Phone from <input checked="" type="checkbox"/>	Meeting <input type="checkbox"/>	Other <input type="checkbox"/>

[REDACTED] called the ACCC to discuss the proposed transaction. The following was discussed.

1. [REDACTED] submits that [REDACTED] is supportive of the proposed transaction. [REDACTED] has regional offices and require telecommunication services to operate.
2. Currently, Telstra 4G is [REDACTED] only option in some of its regional offices. Having only one option for wired (i.e., internet) and/or wireless (i.e., mobile telecommunication) services is concerning for [REDACTED], particularly in relation to regional offices, because any technical issues experienced by that carrier would in turn impact on [REDACTED] operation. Currently, [REDACTED] has at least one office where it depends on Telstra's wired service and uses Telstra's 4G service as a back-up. There is no alternative carrier. If something happens to the Telstra network, [REDACTED] will lose both wired and wireless services. The proposed transaction will provide some alternative for customers.
3. The proposed transaction would also mean TPG entering the regional market and provide some competitive tension. This would drive the following benefits:
 - a. Better price offers and deals for companies in regional areas acquiring telecommunication services.
 - b. Improve the speed of the telecommunication services, especially 5G, in regional areas. That would greatly benefit [REDACTED] regional offices. This is because some of [REDACTED] regional offices do not have wired connection and therefore require telecommunication connectivity. Better connectivity means better service for [REDACTED] customers and staff.
4. Further, the proposed transaction could provide opportunities for Telstra and TPG to work together to provide back-up services for each other. For example, there could be an option to use TPG wired services, and Telstra's 4G as back up if TPG's service experiences technical difficulties. The carriers can be creative in how they architect solutions in cases of technical failures. This is particularly important in regional and remote areas.

5. In summary, [REDACTED] is supportive of the proposed transaction because it enables an expansion of an existing network and introduces another carrier in regional locations where there is currently only one choice.