



26 March, 2013

Mr Grahame O'Leary
Director, Communications Group
ACCC
Sydney NSW 2001
By email

Dear Grahame

Review of the Policies and Procedures Relating to the Identification of Listed NBN Points of Interconnection

This letter provides Optus' response to the ACCC consultation paper on the policies and procedures relating to the identification of listed NBN Points of Interconnection (POI's).

In summary, Optus has no specific concerns to raise with the current policies and procedures that have been adopted by the ACCC. Optus remains supportive of the semi-distributed approach to the establishment of POI's that was recommended in the ACCC's advice to the Government in November 2010.

Optus' specific responses to the questions raised in the consultation paper are set out below.

The ACCC invites stakeholders to comment on the policies and procedures relating to the identification of the Listed POIs. In particular, the ACCC seeks comments about the competition criteria and the planning rules and the application of these procedures in identifying the location of POIs.

The ACCC seeks information from industry stakeholders on the overall impacts of the approach to identifying the Listed POIs. In particular, the ACCC asks stakeholders for submissions on the processes and procedures used to identify the geographic location of POIs based on the application of the criteria noted above.

Optus confirms its support for the ACCC's current distributed approach to the establishment of POI's to the NBN. In contrast to an aggregated model, the distributed approach is best likely to promote competition in relevant retail and wholesale markets and is therefore consistent with the long term interests of end-users.

In particular, the current approach of having 121 POI's will facilitate investment in efficient backhaul infrastructure by Retail Service Providers. In doing so it will encourage the development of a vibrant

wholesale market competition above the NBN POIs and provide for some level of infrastructure based differentiation in the delivery of fixed line broadband services.

Retail service providers connecting to the NBN will have a choice between directly connecting to each of the NBN POI's or alternatively seeking wholesale access through one of a number of competing wholesale providers.

Optus has no specific concerns with the processes and procedures adopted by the ACCC and NBN Co in identifying the Permanent POI's. Further, Optus has no concerns with the application of these process and procedures.

The ACCC seeks information on the extent to which facilities have been interconnected at the Listed POIs. In particular, the ACCC asks stakeholders to provide details of:

- (a) the Listed POIs where interconnection has occurred;***
- (b) whether services are being provided from those Listed POIs; and,***
- (c) if so, the type of service that is being provided.***

[Commercial in Confidence]

Optus intends to provide full range of services from the NBN POI's targeted at the residential, small business, corporate and wholesale markets.

Yours sincerely

A handwritten signature in black ink, appearing to be 'AS', with a long horizontal flourish extending to the right.

Andrew Sheridan
Head of Interconnect & Economic Regulation