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**From:** Michael Starr [REDACTED]  
**Sent:** Tuesday, 14 June 2022 4:04 PM  
**To:** Merger Authorisations  
**Subject:** Logically Communications Pty Ltd: MA1000021 – Telstra TPG Spectrum Transaction – submission

To ACCC,

I am writing with regards to the application by TPG Telecom and Telstra in respect of their MOCN Service Agreement.

Logically Communications is a TPG / Vodafone partner known as Vodafone Business Centre Sydney South. We have been in the Telecommunications industry since 2005 and I have personally been in the industry since 2001 and strongly support this proposal.

Over the last 20 years I have worked with many different types and size businesses, and one item that stands out the most is the ability to have a choice.

Many customers that are based regionally or can be metro based but travel often to regional areas simply don't have that choice of providers.

This is due to the fact that TPG / Vodafone cannot provide suitable coverage in critical locations these businesses need to operate in.

In many cases it could be the Director's home or a residential property in a rural or urban fringe location that is affected.

Because of this, they reluctantly have to stay with Telstra as this is the only choice they have.

Quite a number of businesses have sales reps that do travel in urban fringe and regional areas, so are forced to split their mobile services across two providers.

In this case they have no choice but to pay the premium to ensure they don't have any interruption to their services. Others simply do not have the choice of another provider simply due to their location, so they have to pay the premium if they want to be able to run the business.

The MOCN agreement would provide a better network experience to not only existing customers of Vodafone, but it will finally provide non Vodafone/TPG customers another choice.

Pricing will be more competitive and in the current financial environment where we are seeing huge price increases for goods and services, this can provide some well needed relief.

Other factors which I see as being beneficial for this to proceed are:

- Improving the current Vodafone/TPG network will also increase safety of it's customers when they do travel to areas that are not currently supported by the Vodafone network at all
- Customers not having to split their fleet of mobiles across 2 service providers. This is inefficient and not cost effective
- The regional network has been a monopoly for far too long and this will be a welcome change
- In my opinion, it may encourage Telstra to be more competitive with their mobile plans

In summary, I personally would very much like to see this approved as it will help many businesses across the country.

We've had numerous conversations with customers over the years and we know that the MOCN Service Agreement will be very welcomed.

Kind Regards

**Michael Starr**  
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