COMMUNICATIONS DAY

Police to pitch new spectrum sharing plan for carriers, public safety agencies

Police Federation of Australia CEO Mark Burgess will use this week's annual Australian Communications and Media Authority radio spectrum conference to propose a new spectrum sharing model between public safety agencies and commercial carriers.

While the PFA and ACMA have often been at odds regarding the needs of spectrum for PSAs, Burgess has been invited on a panel at the Radcomms event to discuss how spectrum should be valued by government.

He will argue that the cost-benefit of the Commonwealth allocating spectrum for a dedicated PSA network would outweigh the opportunity costs in selling it off to the highest bidder. And he will point to new research that suggests that PSAs could share their spectrum with carriers on a commercial basis – an alternative to models where carriers control the spectrum and then provide services to PSAs when needed.

The police federation has been one of the strongest voices in terms of using the unsold portion of the 700MHz digital dividend spectrum for a mobile broadband network for Australia's law enforcement and emergency services. However, the ACMA has been strongly in favour of using the 800MHz band, often arguing against the PFA position in a number of enquiries that have been held on the issue over the last two years.

Burgess told CommsDay that there was now more agreement among the various parties – PSAs, the regulator, government and commercial carriers – than at any time in the past two years. And he said the PFA's position would involve a major role for telcos.

"Our argument – and it's somehow got lost along the way – is that we can't build this network in isolation of the commercial sector and we all need to sit down and do some deals. The key issue for public safety agencies is who controls the spectrum, and clearly from our perspective that should be us and not the telcos," Burgess said.

He also suggested that another key issue that sometimes gets misrepresented is how a dedicated mobile broadband network would get funded. The PFA believes the Commonwealth should provide the spectrum on the basis that it is for the greater public good, and he said it would be the states and territories responsibility when it comes to funding the build.

"The thing to remember is we're not starting with a blank piece of paper. Police and emergency services already have networks and infrastructure in place and we can build on that. And of course we can have partnerships with the private sector, so I think people have complicated this way too much," Burgess noted.

"On so many of these issues there appears to be agreement and people now have formed the view

that there needs to be a dedicated service for the sector, and that's a position we didn't have two years ago," he added. He also suggested that the PSAs are not overly concerned whether the network uses 700MHz or 800MHz spectrum – the preference for 700MHz is simply because it's available now.

Burgess will also draw on new research from John Ure, director of the University of Hong Kong's Technology Research Project, that suggests that broadband spectrum for a dedicated PSA network could be shared – outside of emergency situations – on a commercial basis with the private sector. He said that model is one he would look to put forward at Wednesday's RadComm session in Sydney.

The study by Ure – which covered the economies of Australia, China, Indonesia, Malaysia, New Zealand, Singapore, South Korea and Thailand – found that in all eight cases the per capita losses sustained by society greatly outweigh the auction revenues plus consumer surplus that would arise from assigning the spectrum to 4G LTE operators.

According to Burgess, the findings are relevant now that the Coalition is in government. Just prior to the election it had promised that it would conduct its own cost-benefit analysis into the question of emergency services communications and consider the most cost effective means of upgrading Australia's law enforcement and emergency services mobile broadband network.

He said the police federation has had "far better dialogue" with the Coalition than it did under Labor and he welcomed the incoming government's plans to do the cost-benefit study.

In July this year a joint parliamentary committee looking into spectrum for mobile broadband for public safety organisations surprised the industry by recommending that the communications minister intervene to deliver 20MHz of unused 700MHz "digital dividend" spectrum to the PSOs.

The committee had also called on the government to fund the allocation of spectrum for a national public safety mobile broadband network from the proceeds of the recent digital dividend auction.

The recommendations were presented in the final report by the committee on law enforcement, which was chaired by former federal attorney-general Robert McClelland.

<div align="right">Geoff Long</div>

Post-handset Nokia eyeing Alcatel-Lucent wireless biz: report

What remains of Nokia after the sale of its handset business to Microsoft is reportedly eyeing an acquisition of its own.

Citing unnamed sources, Reuters reported that Nokia is now considering a potential tie-up with Alcatel-Lucent, with the most likely scenario involving an outright purchase of the latter's wireless infrastructure business.

According to the sources, Nokia is now exploring internally, under interim CEO Risto Siilasmaa, future strategies, which include a potential bid for Alcatel-Lucent – as a whole or parts of its assets. However, no formal discussion has started between the companies and any decision by Nokia to initiate such discussions is "months away," the source told Reuters.

A potential deal will allegedly be funded by proceeds from Microsoft's US$7.2 billion acquisition of Nokia's handset business. The report suggested that Alcatel-Lucent's wireless business is worth about €1.1 billion and €1.5 billion, making it more than affordable for Nokia.

The deal would make sense for Nokia because it would bulk up its presence in North America, where it has traditionally lagged behind, the source told Reuters. Such a deal would also boost Nokia's market share from 18% to 30%, making it the second biggest wireless network provider close behind Ericsson and above Huawei, the report continued.

However, while struggling Alcatel-Lucent is looking to sell some parts of itself off, the wireless business is not considered to be one of them. Such a deal would likely carry a premium for Nokia, at a time when Alcatel-Lucent's stock price has already gained 130% this year.

At the same time, Alcatel-Lucent has also won several high profile wireless network deals recently – include 4G networks in Spain and Ecuador – which would further escalate its value to interested buyers. Another potential scenario is for NSN to buy Alcatel-Lucent entirely, but that has its own chal-

COMMSDAY MELBOURNE CONGRESS 2013

Tuesday 8 and Wednesday 9 October 2013
Langham Hotel, Southbank, Melbourne

Join Melbourne's most important telecom industry conference in years as the future of broadband in this country unfolds post-election. Hear from nearly 30 top speakers representing Telstra, Optus, ACMA, iiNet, Alcatel-Lucent, AMTA, ACCAN, Vertel, Macquarie Telecom, Symbio Networks, Ciena, CSG International, Ovum, Market Clarity, GQI Consulting, Australian Industry Group and more.

Comms minister Malcolm Turnbull (by video link)

ACMA deputy chair Richard Bean

Optus MD Customer Vicki Brady

Telstra executive director networks Mike Wright

Comms Alliance CEO John Stanton

iiNet chief technology officer John Lindsay

Market Clarity managing director Shara Evans

Ovum AP research director David Kennedy

Alcatel-Lucent Australia MD Sean O'Halloran

GQI Consulting director Cliff Gibson

Federal ALP comms spokesperson Ed Husic

Symbio Networks MD Rene Sugo

PLUS SPECIAL SESSIONS

- OTT: shaping the future of communications
- Optimising systems + customer experiences: OSS, BSS
- NBN futures: how much fibre, where to for HSBB?
- Panel: Post-election where does Australian telecoms go from here?

COMMSDAY MELBOURNE CONGRESS 2013

Alcatel·Lucent

TUESDAY 8 OCTOBER

SESSION 1: 9am-10.40AM
⇒ Optus MD Customer Vicki Brady
⇒ ACMA deputy chair Richard Bean
⇒ Alcatel Lucent Australia MD Sean O'Halloran
⇒ Communications Minister Malcolm Turnbull (via video link)

SESSION 2: 11AM-1PM
⇒ Cisco Australia CTO Kevin Bloch
⇒ Australian Mobile Telecommunications Association CEO Chris Althaus
⇒ iiNET CTO John Lindsay
⇒ Ciena CTO Asia Pacific Karl Horne

LUNCH DAY 1 sponsored by Cisco

AFTERNOON SESSION 1 2PM-3.20PM
OSS, BSS AND THE CUSTOMER EXPERIENCE
⇒ CSGI product marketing manager Siobhan Ryley *on making the most of LTE and what it means for BSS*
⇒ Market Clarity MD Shara Evans *on how US state and local government organisations are measuring mobile network performance*
⇒ Australian Communications Consumer Action Network CEO Teresa Corbin

AFTERNOON SESSION 2 3.40PM-5.10PM
HOW OTT & APPS ARE SHAPING TELECOM
⇒ Symbio Networks CEO Rene Sugo *on how OTT is impacting the telecom ecosystem*
⇒ Australian Subscription Television and Radio Association CEO Andrew Maiden *on the pay TV industry's view of NBN and telco futures*

COCKTAILS sponsored by Ciena

WEDNESDAY 9 OCTOBER

SESSION 1: 9am-10.40am
⇒ Ovum Asia Pacific research director David Kennedy
⇒ Alcatel-Lucent APAC Strategy Director Ric Clark
⇒ Federal ALP MP Ed Husic
⇒ Juniper Networks WW Solution Chief Architect Richard Bayliss

REFRESHMENTS sponsored by Overture Networks

SESSION 2: 11AM-1PM
⇒ Comms Alliance CEO John Stanton
⇒ Macquarie Telecom national executive, industry & policy Matt Healy *on mobile market futures*
⇒ Australian Industry Group CEO Innes Willox *on what business wants from high speed broadband*
⇒ eIntellego Networks CEO Skeeve Stevens *on RSP models under the new NBN environment*
⇒ Consulter principal Dermot Cox *on HFC and open access*

LUNCH DAY 2 sponsored by Juniper Networks

AFTERNOON SESSION 1 2PM-3.40PM
NBN FUTURES WORKSHOP
⇒ Adtran director, product management Robert Conger
⇒ GQI Consulting director Cliff Gibson *on VDSL in the NBN*
⇒ Vertel CEO Andrew Findlay *on making the most of non-fibre infrastructure*
⇒ DGIT Chairman Greg Tilton *on NBN service delivery & participation in the digital service market*

AFTERNOON SESSION 2 3.55PM-4.45PM
⇒ **CLOSING KEYNOTE** Telstra executive director, networks Mike Wright
⇒ **THE GREAT DEBATE** with Overture Networks CEO Graeme Bellis, CommsDay founder Grahame Lynch, consultant Kevin Morgan + more

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lenges, include potential French government invention in order to keep the company under the French flag, the report said.

<div align="right">Tony Chan</div>

Turnbull to launch NEXTDC Sydney facility

Communications minister Malcolm Turnbull is set to officially launch NEXTDC's S1 Sydney datacentre today.

NEXTDC's new five-storey co-location facility is situated in Macquarie Park; it will provide 11.5MW across 5,600 square meters of technical space to government and enterprise customers. The firm said that, when fully fitted out over time, S1 will represent an infrastructure investment of approximately A$150 million. The facility, which recently received Uptime Institute Tier III certification, has already signed a number of large global companies to run their cloud platforms.

"We are committed to enabling the cloud computing revolution in Australia and the S1 facility is immediately attractive to organisations that deliver or consume cloud computing services," said NEXTDC CEO Craig Scroggie.

"The landmark opening of S1 demonstrates NEXTDC's commitment to innovation, harnessing its unique abilities to improve the world's leading organisations' operations and to developing the ICT industry in NSW and across the country. We are delighted to welcome Malcolm Turnbull to officially open our newest data centre."

The launch of S1 gives NEXTDC a datacentre presence in Sydney, Melbourne, Canberra and Brisbane; the firm is also currently building an 8,000 square metre facility in Perth.

<div align="right">David Edwards</div>

Cloudmark aims for ANZ
mobile security supremacy on back of Optus deal

Having cemented a partnership with Optus, mobile and email security specialist Cloudmark is now courting the other carriers across the ANZ region – and says it can save them millions in lost revenues from mounting SMS spam and 'grey traffic'.

Set up in 2001 and based in San Francisco, Cloudmark's key carrier customers worldwide now include NTT in Japan, PCCW in Hong Kong, Bharti in India, BT in the UK, AT&T in the US and Optus in Australia; Cloudmark has been working with the SingTel subsidiary since last year. The threat to operators from SMS spam and other abuse, CTO Neil Cook told CommsDay, is not just brand damage via customer dissatisfaction, but direct revenue loss.

One key culprit is 'grey traffic' where SMS traffic is routed through countries which have no SMS interconnect agreements in place with the destination operators, thus depriving those operators of termination fees. The other revenue threat is spammers exploiting attractive bundled rates to use arrays of SIM cards to send massive volumes of spam; because those messages cost the users almost nothing to send, but might cost operators a couple of cents each if they go off-net, the expense for operators can rapidly mount up.

Cloudmark says it can solve both problems with its two-part solution. The first element is a security platform, which sits as a policy decision point within the network co-located next to the SMS or MMS routing equipment, receives copies of incoming traffic and then makes policy decisions based on the 'Cloudmark Authority' content filter, in turn powered by the firm's global threat network which draws on billions of sources around the world in real-time. The second part is the security software engine itself, which allows operators to decide what types of behaviour they will allow on their networks – examining and analysing behaviour down to the individual SIM card level if necessary to enforce acceptable use policies.

Now, after a year of working with Optus on both SMS and email, the firm is looking to expand its ANZ foothold. "We've approached all the operators, and there is movement and interest," said re-

gional sales director Nick Halar. "Our goal for ANZ is to become what we've achieved in other areas – to become the dominant player and have most of the service providers working with us," added Cook. "Because there's a kind of network effect that you get from Cloudmark – there more operators that go with us, the better it is for all of them."

<div style="text-align: right">Petroc Wilton</div>

Brocade targets No.1 spot in datacentre

Brocade is set for a tilt at Cisco for the number one position in the datacentre hardware market, looking to leverage its Ethernet fabric and strong partnerships as the balance shifts from privately-built facilities to larger multi-tenant buildings run by dedicated hosting players. And, says ANZ country manager Greig Guy, the firm's local agenda will be firmly positioned along the same lines.

"The focus is datacentres; it's a key area that we need to be in," said Guy, speaking to CommsDay directly after global CEO Lloyd Carney set out the strategy at Brocade's annual TechDay event. "It's probably not a known fact that we are Number 2 in the network datacentre space, and that really comes off the back of the SAN fabrics that we've provided into a number of those organisations over the past 13-15 years of our existence... we certainly have a presence that we can leverage to make a difference for customers. And part of that difference is Ethernet fabric. Within the last six months, organisations are really starting to 'get it' and really starting to understand what we're trying to achieve with Ethernet fabric... we've actually deployed over 1,400 customers with fabrics, and there's thirty or so live customers in Australia today utilising Ethernet fabrics and their capabilities."

"It's an area we believe we have a right to be in, and we're going after it! Lloyd's mission is that we're number two – and there's absolutely no reason why we can't move up and take on the dominant player. And close the gap to the point where – let's hope at some stage – we'll make it to number one!"

Guy also believes that the broader transformation of the datacentre market offers fresh opportunities for Brocade to grab new market share. "What I'm seeing, when I talk to partners and customers, [is] how many of them no longer want to own their own infrastructure or datacentre; what we're starting to find is that a lot more of the hosting-type providers are managing public or private clouds for customers within their premise," he said. "The dynamics are certainly changing; the types of organisations we're talking to are now the cloud providers building out those datacentres, which want that differentiation in their network environments that can scale up and scale down – which is essentially what Ethernet fabrics give you. They also give the capability to provide flexibility within the server and compute environment, and that's what our software virtualisation products are providing."

Brocade is also exploring new partnering agreements, including in ANZ. "We'd certainly look at any areas where the partnership made sense," said Guy. There are a number of integrators within Australia that we're talking to at the moment, associated with the fitout and building of datacentres; they have even have influence on what goes into those datacentres, so we talk to the about products going in. We also leverage a lot of global relationships."

<div style="text-align: right">Petroc Wilton</div>

iOS 7 causes internet slowdown: BlueCoat

There was a threefold increase in the amount of bandwidth consumed by Apple downloads in the first five days after the iOS 7 software was released, according to BlueCoat Systems.

BlueCoat conducted its own research to determine how much bandwidth the iOS 7 updates consumed. It found that some customers saw Apple downloads consume nearly one-third their total bandwidth, with iOS 7 downloads accounting for the second largest volume of traffic during the period behind YouTube.

"As of June, Apple had sold 600 million iOS devices – 93% of which were running the latest software – iOS 6... it's no surprise that Apple's servers couldn't keep pace [once the new software came out]," said BlueCoat product marketing director Jonathan Andresen.

Andresen said that while the traffic spike from the iOS update can be difficult to plan for, the key takeaway is that the web has shifted to large file downloads that have the potential to disrupt bandwidth consumption patterns.

"As this trend continues, the underpinnings of the web will continue to shake under the weight of this content explosion. Customers will be forced to add additional bandwidth, move to metered internet plans or regulate super users (a proposition that is becoming more difficult as the web shifts to large files, making all users super users)," he said.

One way of combating these traffic spikes is through the use of caching technology, Andresen said. BlueCoat's caching technology enabled customers to achieve 99.1% savings on bandwidth for Apple.com traffic when iOS 7 was launched last week, according to the firm. "The company has embedded this technology (ProxySG and CacheFlow) into products to help customers contend with the traffic spikes that have become a regular network event."

<div align="right">David Edwards</div>

Report accuses UK govt of mismanaging rural broadband roll out

A report by the UK parliament's Public Accounts Committee is claiming government mismanagement of the subsidised roll out of broadband services in rural areas.

According to the report, the government's Broadband Delivery UK program represented a monopoly for BT since there were no other bidders, but a monopoly that was not properly regulated.

The report noted that BT has won all 26 rural broadband contracts issued by the UK Department for Culture, Media and Sport and is expected to win the remaining 18 contracts still pending. However, in awarding the contracts to BT, the report says that the Department failed to ascertain the cost effectiveness of BT's bids.

The report accuses the Department of accepting contract terms that were "overly generous to BT," highlighting the fact that without a competitive environment, the Department failed to properly audit BT's cost structure by accepting "confidentiality clauses over bid costs and roll-out plans."

"The Department also failed to negotiate the full access it needed to BT's cost information to validate that bids from BT for local projects were reasonably priced; a key control over value for money on a programme where there is no competitive tension in individual procurements."

According to the report, local authorities are contributing over £230 million more to the Programme than the Department assumed in its 2011 business case, and BT over £200 million less, yet BT will ultimately benefit from £1.2 billion of public funding.

"BT is preventing local authorities from providing proper information on the areas it will and will not cover with superfast broadband. Other providers are therefore constrained in their ability to build systems which ensure universal coverage," the report said. "The Department forecasts that it will complete the Programme in March 2017, 22 months later than originally planned. BT appear to be taking further action to exploit their quasi-monopoly position and to limit access to both the wholesale and retail market to the detriment of the consumer."

<div align="right">Tony Chan</div>

AAG to quadruple capacity with ALU upgrade

The consortium behind the Asia America Gateway submarine cable has signed an upgrade contract with Alcatel-Lucent. Under the scope of the deal, Alcatel-Lucent will upgrade parts of the AAG system resulting in a quadrupling of the design capacity.

The AAG consortium consists of 19 parties with Telstra as one of the largest participants. The 20,000km AAG system consists of three main segments: Hong Kong to Southeast Asia; Hong Kong to Hawaii via the Philippines; and Hawaii to the west coast of the US.

The intra-Asia and Hawaii to west coast segments consist of 3 fibre pairs with a design capacity of 2.88Tbps. The segment between Hong Kong and Hawaii contains 2 fibre pairs and has a design ca-

pacity of 1.9Tbps.

According to the company, the new upgrade will be limited to the link between the Philippines to the US, which will now get a capacity boost from 1.92Tbps to over 8Tbps using Alcatel-Lucent's 1620 Light Manager submarine line terminal equipment with coherent technology at 40Gbps – expandable to 100Gbps.

"This new investment in additional capacity on the AAG system will further help to address the persistent demand for anywhere, anytime broadband access," said AAG Management Committee chair Vito Pavone. "Alcatel-Lucent's technology offers an adaptable solution to continue implementing our staged upgrade strategy to meet significant bandwidth increments over time, while protecting our investments in the subsea plant."

<div align="right">Tony Chan</div>

Norwegian ISP rolls out 1G fibre, offering free 3M package

Bayonette, an ISP operating out of Oslo, Norway, has rolled out a 1Gbps fibre-based symmetrical broadband offering for multi-tenant housing developments, as well as a 'free' 3Mbps internet access package.

According to Bayonette CTO Arve Pålsrud, the 1G service, offered at 499 kroner (€62) per month, is specific designed to take full advantage of fibre and give users a simple to understand package. "The connection should not be a bottleneck dictated by the budget of the consumer," Pålsrud said via Google Translate on the digi.no website. "We want to set the user free to decide which services to use and how many people can use them simultaneously. We think again, and are not looking to milk the customers with service levels that are completely marginally cheaper to produce."

The ISP also began offering a 3Mbps down/1Mbps up internet access package with no month fee as long as the user pays for the installation. The idea is to get into the building or housing cooperatives, and sign up other users to fibre, the ISP said.

<div align="right">Tony Chan</div>

GOOD TECHNOLOGY UNVEILS PRODUCTS FOR BLACKBERRY MIGRATION

Good Technology has announced a set of products and platform transition services for enterprise and government organisations migrating from BlackBerry to iOS, Android and Windows phone platforms. The company says that its architecture is similar to BlackBerry's and does not require customers to invest in additional costly VPN hardware and support. "As the only mobile productivity app with Common Criteria EAL4+ certifications on both iOS and Android... in addition to FIPS 140-2 encryption, we're the natural solution that doesn't require a customer to re-evaluate their security posture," said Good Technology CMO Lynn Lucas.

AMCOM COMPLETES ACURE DATA CENTRE DEAL

Amcom has completed the $14.3 million acquisition of data centre provider Acure Technology which it first announced last month. It brings to seven the number of data centres it now runs in Perth, with a total capacity of 650 racks connected via its fibre network. Amcom CEO Clive Stein said the capacity will provide it with the opportunity to drive further revenues on the back of demand for cloud services. The acquisition was funded from existing bank facilities, which were increased to accommodate the deal. The earnings contribution is expected to be positive after funding and integration costs, with over $3 million EBITDA expected for FY15.