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## **Macquarie Telecom says NBN package will revitalise local telecommunications sector**

**Sydney, Australia – April 7, 2009** – Macquarie Telecom welcomes the National Broadband Network (NBN) package announced this morning saying that, when implemented, it will revitalise the local telecommunications sector.

Matt Healy, National Executive Regulatory and Government, Macquarie Telecom, said, “We applaud the Government’s decision to seriously consider implementing wide-ranging reforms to the telecommunications sector as a matter of urgency. And further, by next year we will see a brand new network, the envy of other economies.”

“This has the potential to be the most significant change this industry has seen since deregulation in

1997. And just as deregulation kick started competition, today's announcements have the right ingredients to set a solid foundation for a truly competitive 21<sup>st</sup> century telecommunications industry."

"The government's decision to form an NBN company that only provides wholesale services will significantly change market dynamics. The choice of Fibre to the Premises (FTTP) as the new wholesale network is both bold, yet achievable.

"At last we will have a National Broadband Network that will be a network regulated for competition like other utilities such as gas or electricity. This means retailers will have equal access to the national network. The hearts and minds of customers will therefore be won on the basis of service differentiation and the relative level of personalised service that each customer demands.

"Equitable pricing and access to the network also lowers the barrier to entering the market. We can expect new, nimble providers to invest in the local market and stimulate competition," Healy said.

"Ultimately the customer will be the winner as consumers and businesses will have a broader range of services to choose from at lower prices.

"Macquarie Telecom is confident that its business plan will translate well to an NBN environment. As customers begin to look for differentiation amongst providers, we are well placed to build upon the range of value added services we already deliver."

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#### **About Macquarie Telecom:**

Macquarie Telecom is a leading supplier of Information and Communications Technology (ICT) solutions - including voice, mobile, data and hosting – specialising in the business and government markets. Its dedicated managed hosting and security facility, the Intellicentre, is certified to the highest levels including ISO 27001 and DSD Gateway security standards.

Macquarie Telecom provides services to 3000 business and government customers in Australia and Asia, supporting more than one million business users every day. Founded in July 1992, it is one of Australasia's first deregulated telecommunications companies. It expanded its operation into Asia in 2000, and holds carrier licences in Australia, Singapore and Hong Kong.

Macquarie Telecom is the world leader in customer care, winning the 'Best Customer Care' award for Personal Accountable Service at the World Communication Awards in London in 2008.

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