

**PIVOTEL: Plans 100 site East Australian network to provide aircraft broadband**

**TELSTRA PURPLE: Working with AWS on cloud migration ROI**

**TIO: Comms Alliance unhappy with systemic investigations**

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# COMMUNICATIONS DAY

19 May 2022

What's happening in telecoms today

ISSUE 6400

## Chile-Australia cable RFP coming in months, plans for Antarctic extension

The Chilean company that is developing the Humboldt undersea cable to Australia has confirmed talks have begun with scientific network customers in Australia, Singapore and New Zealand, via strategic partner H2 Cable. Chile's government also confirmed it is carrying out feasibility studies to extend the cable to Antarctica.

**EXCLUSIVE**

Desarrollo País manager of digital projects Natalia López confirmed the discussions yesterday and said the company is still in the process of validating the cable's economic viability. She said an RFP, to be released "in the coming months" will further define the end project costs. Although the original investment for the cable was expected to be US\$650 million, the undersecretary said the current figure was US\$394 million with an annual opex of US\$18 million.

By the end of this year, Desarrollo País wants to have a clear financial model for the Humboldt cable and a completed pre-sale process. It is also expected to award the contract to build the cable. López confirmed work is being done on the final design of the route - "always leaving Valparaíso and arriving in Sydney". She expects the cable to be ready for service by the end of 2025 or the beginning of 2026.

Chile's telecommunications undersecretary Claudio Araya confirmed an Antarctic Humboldt extension study will take place. As reported in CommsDay, the country has already started a separate feasibility study in connecting Antarctica, citing the scientific community's desire for climate change information. Chile's moves come as Argentina's Silica Networks is also conducting its own study to lay a submarine cable to Antarctica.



Araya emphasised how Humboldt will be a gateway to Asia. "We have a very strong trade relationship between South America and Asia," he said. "In the case of Chile, more than 50% of our exports go to the Asian continent. There is a tremendous potential for exchange, digital content and there is a lot of consumption of Asian content of different types. All of our traffic to Oceania and to Asia goes through the Northern Hemisphere of the United States."

He said the cable is expected to capture just under 20% of the traffic between South America and Asia. Initial studies indicate that traffic between the two regions is expected to grow by around 28% per year over the next 25 years. "By having this increase in international capacity there will be a decrease in [bandwidth] prices and this

will mean that operators offer lower prices, boosting the penetration of broadband services throughout the region,” he added.

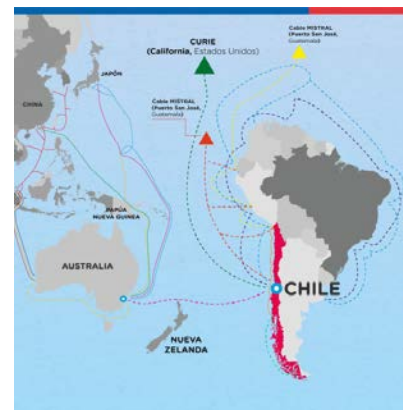
Argentina ratified its interest in participating in the Humboldt cable in April 2022 and will participate through its state-owned company Arsat. Chile also has been holding advanced talks with Brazil and Uruguay to join the project. López added that talks with Bolivia and Paraguay had also resumed. Desarrollo País is in talks with large telecommunications operators and content providers globally and she said the pre-sales phase will be critical to the cable’s future: “We do not expect to deploy a cable that has no use.” She added Chile will invest in the cable.

CommsDay reported last week that tech consultants Telecommunications Management Group and subsea industry specialist and systems integrator WFN Strategies had commenced formal due diligence on the system.

CAF principal executive Eduardo Chomali said it was imperative to renew Latin America’s ageing undersea cable systems. Of the 68 submarine cables connecting the region, 23 are over 15 years old and 18 are over 20 years old. “When one considers that these submarine cables have an estimated useful life of up to 25 years, what one sees is that we can run a risk of having a mass extinction of 31 submarine cables in the next ten years,” he said.

**SCIENTIFIC PUSH:** Executive director of Latin American academic network RedClara, Luis Cadenas, said Humboldt’s impact on the research community will be great because “the Latin American level has an increasing need to handle large amounts of data.”

He noted RedClara, the organisation formed by 13 countries in the region, consumed around 4,520TB of data in 2018. He added Chile’s astronomical observatories were generating huge volumes of data. “The Humboldt cable is going to represent enormous growth in terms of the links and capabilities of the region to cooperate and develop joint research capabilities with research and education networks located in Asia,” he said. “Of the more than 140 [research] networks that exist [globally, many] are located in Asia and [we need to] link with these research and innovation ecosystems.”



Simon Dux

## **Pivotel and SkyFive plan 100-site East Australia aircraft broadband network**

Pivotel and Germany’s SkyFive have revealed that subject to a successful demonstration of air-to-ground technology, the pair plan to roll out a 100-site network on the east coast of Australia that can deliver broadband to aircraft via direct air-to-ground technology.

Pivotel in December announced it had signed a memorandum with SkyFive, which specialises in inflight connectivity, with the two companies planning an Australian technical evaluation and proof-of-concept trial of direct-air-to-ground.

The companies noted that in Europe, the European Aviation Network covered 35

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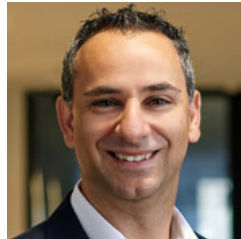
## KEYNOTE SPEAKERS INCLUDE



Stéphane Israël  
CEO Arianespace



Air Commodore Nicholas  
Hogan, Director General  
for Space Capability



Enrico Palermo, Head,  
Australian Space Agency



Myra Sefton  
Assistant Secretary Space  
Systems, CASG, Defence



Head of Satellite & Space  
Systems, Optus Nick Leake,



David Ball, Regional Dir,  
ANZ, Lockheed Martin



Colin Stone CEO  
Digicel Papua New Guinea



Martin Rowse Strategic  
Campaign Lead and KAM for  
Space, Airbus, Aus/Pac

As well as speakers from: EOS, Intelsat, Viasat, Eutelsat, Hughes Network Systems, ST Engineering, Speedcast, Thales Australia, SES Networks, Integrasys, Envision, Av-Comm, NSR, Vodafone Cook Islands, Delta Systems International, Wireless Nation NZ, CSIRO and more

## CONFERENCE THEMES

- > Satellite leader round table
- > Mobility: one of the big winners out of satellite's transition
- > Driving solutions for enterprise networks
- > Satellite-LTE, satellite-5g, satellite-broadband: the right solution for enduser requirements
- > Satellite manufacturing/networks: ensuring platforms are up to task
- > Earth observation: solutions & applications
- > National regional security round table: responsibilities of planning strategic satcom procurement to meet future demand
- > Delivering gov/mil operational secure satcom solutions for advanced capabilities
- > PNG/Pacific Islands: smart solutions for connectivity and services

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# AUSTRALASIA SATELLITE FORUM 2022

## Day 1, 14 June

9.00: Opening Address: Kevin French MC

9.10: Keynote Address: Stéphane Israël, Chief Executive Officer, Arianespace

9.40: Satellite Operator Roundtable – Thought Leadership

- \* Nick Leake, Head of Satellite & Space Systems, Optus
- \* Terry Bleakley, Regional Vice Present Asia Pacific, Intelsat
- \* John Turnbull, Director, SES Networks

10.30: Presentation: Vivek Prasad, Senior Analyst, NSR (an Analysys Mason Company)

11.00: Networking Break Sponsored by Hughes

11.30: Panel Discussion: Mobility, One of the Big Winners Out of Satellite's Transition

- \* Paul Petit-Jean, VP, Head of Maritime BL, Eutelsat
- \* Alvaro Sanchez, CEO, Integrasys
- \* Peter Girvan, Vice President Asia Pacific, Viasat Inc
- \* Chris Hill, CTO, Speedcast

12:20: Keynote: Airbus/Team Maier

12.40: Lunch Sponsored by Northrup Grumman

14:00: Panel Discussion: Satellite Manufacturing/Networks, Ensuring Platforms are up to Task

- \* Glen Tindall, CEO, EOS Communications Systems
- \* Rick Greenwood, VP Engineering and Operations Airbus Secure Defence & Space
- \* Joseph Anderson, Vice President Operations and Business Development, Space Logistics LC
- \* Thales

14.45: Panel Discussion: Driving Business Solutions for Critical Enterprise Networks

- \* Vaibhav Magow, Vice President, Hughes Network Systems
- \* Rajeev Nair, Senior Vice President Asia Pacific, SatADSL
- \* Paul Richardson, International Satcom Sales Manager, Milex-ia UK
- \* Ashley Neale, Space and Satellite Development - Strategic Projects, Vocus

15.30: Panel: PNG/Pacific Islands, Smart Solutions for Connectivity and Services

- \* Colin Stone, CEO, Digicel Papua New Guinea
- \* Maui Sannford, MS Consuling, Tahiti
- \* Dalsie Green Baniala, Head Pacific, Envision
- \* Phillip Henderson, CEO, Vodafone Cook Islands
- \* Andrew Johnson, Managing Director, Delta Systems International
- \* Tenanoia Simona, CEO, Tuvalu Telecommunications Corporation

16.20: Networking Break

16.40: Satellite-LTE Satellite-5G Satellite-Broadband: The Right Solution For Enduser Requirements

- \* John Arnold, Regional Vice President Asia Pacific, ST Engineering iDirect
- \* Santosh Shanker, Head of Network & IT Infrastructure, Wireless Nation NZ
- \* Jacques-Samuel Proton, Executive Vice-President, Kacific

17:30 Keynote: Nick Leake, Head of Satellite & Space Systems, Optus

## Day 2, 15 June

9.00: Opening Address: Air Commodore Nicholas Hogan, Defence Space Command's, Director General for Space Capability (inclusive of SATCOM).

9.40 Round Table: National and Regional Security, responsibilities of planning strategic satcom procurement to meet future demand.

- \* David Ball, Regional Director Australia and New Zealand, Lockheed Martin
- \* Nick Miller, Director of Sales Satellite, Optus
- \* Martin Rowse, Strategic Campaign Lead and KAM for Space, Airbus, Australia / Pacific
- \* Matt Dawson, Director Space, Thales Australia, & New Zealand
- \* Glen Tindall, CEO, EOS Communications Systems
- \* Myra Sefton, Assistant Secretary Space, Systems, CASG, Defence

10.50: Presentation – Lockheed Martin

11.10: Networking Break

11.40: Panel Discussion: Delivering gov/mil operational secure satcom solutions for advanced capabilities.

- \* Patrick Carroll, Director, Global Government Sales, SES Networks
- \* David Wilson, Business Development Manager Asia Pacific Intelsat
- \* Robert Teasdale, Government Systems, Viasat Australia

12.30: Keynote: Matt Dawson, Director Space, Thales Australia, & New Zealand

12:50 Networking Lunch: Sponsored by Eutelsat

14.15: Keynote: Enrico Palermo, Head, Australian Space Agency

14.35: Panel Discussion Earth Observation: Solutions & Applications

- \* Aude Vignelles, CTO Australian Space Agency
- \* Michael Cratt, Managing Director, Av-Comm
- \* Lockheed Martin
- \* Dr Alex Held, Director Centre for Earth Observation Satellites, CSIRO

15.35: Presentation: Space Situational Awareness: William E Barrett, Senior Vice President, Asia Pacific Aerospace Consultants

16.00 Networking Break sponsored by Kacific Broadband Satellites

countries using Nokia gear and SkyFive to provide services to passengers and crew. Additionally, SkyFive in late 2020 revealed it had partnered with the Broadtech Group in New Zealand for a proof of concept.

The Australian Communications and Media Authority in February granted Pivotel a scientific licence that will allow it to carry out tests in the 2GHz band at three locations as well as within a 200km corridor between Dubbo and Mount Piper with a maximum height of 12,000 metres.

SkyFive and Pivotel said their A2G demonstration is supported by industry players including Nokia, NEC, Flightcell, Lufthansa Technik, Thales and Axicom.

Pivotel and SkyFive have told ACMA that the mooted network could potentially kick off in 2023 and be rolled out in two phases, covering a stretch from north Queensland to southern Victoria and across to Adelaide, incorporating major east coast regional centres.

However, the companies said that the rollout would be subject to getting access to 2x15MHz of spectrum in the 2GHz band on a shared basis. "We believe (direct air to ground or DA2GC) services should have access to 2x15MHz of dedicated, exclusive spectrum," Pivotel and SkyFive have told the regulator. "Should ACMA form the view that dedicated spectrum cannot be accommodated, then DA2GC should be offered shared spectrum with DA2GC as primary."

Failing that, DA2GC should be co-primary with mobile-satellite services delivered via geosats or a narrowband MSS satellite service, they argued.

The context for Pivotel and SkyFive's comments is ACMA's replanning work for the 2GHz band, with the regulator in January 2021 announcing that it would move to support MSS in the band. It said it planned to dedicate 2x25MHz of bandwidth for exclusive licensed use with MSS, and 2x5MHz of spectrum for shared use narrowband MSS.

ACMA's 2GHz body of work has included a review of the television outside broadcast frequency band plan. In the past the band has supported TOB services on a shared and non-exclusive basis. Last year ACMA kicked off consultation on plans to progressively shunt TOB out of the 2GHz frequencies it had earmarked for MSS.

In an ACMA consultation paper, the regulator noted that its 2GHz outcome paper had said that "replanning arrangements would include support for complementary ground component and direct air-to-ground communications services" but added that "at this stage we have not made provision for them in the draft 2GHz MSS band plan."

"We intend to deal with these services in a later update to the band plan, to allow time for further consideration of the best approach," the paper said.

Pivotel and SkyFive said that they were aware of "ambitious plans by some companies to use the 2GHz spectrum band to deploy direct to the handset 5G services" but highlighted "many challenges" with the technology.

Band 65 DA2GC technology is a "fully developed proven technology," they argued, pushing for 2x15MHz of dedicated, exclusive spectrum for such services.

Rohan Pearce

## Telstra Purple, AWS helping customers measure ROI for cloud migrations

Telstra Purple said it is leveraging its close partnership with AWS to help customers manage the complex task of evaluating the total expected cost of ownership and return on investment for cloud migrations.

On a webinar, Telstra Purple head of cloud services strategy Peter Reid said through its involvement in the AWS Business Case Partner Program, the company is able to offer customers a pathway to better understanding the costs and benefits of moving to the cloud.

“We can fund a business case and the TCO assessment that we can actually do as part of the cloud migration journey mostly funded by the cloud provider, which is quite an important benefit for our customers,” he said.



AWS APAC business development manager Ben Place said the companies provide a fully funded, zero costs, no obligation assessment to customers worth around \$10,000, which is designed to help customers understand those total costs of moving new workloads or applications to the cloud.

“In addition to that, we provide an optimised future state of that cloud environment as an example, and give you information on the migration management and funding approaches that are available with that too,” he said.

Telstra Purple’s Reid said calculating the true benefits of a cloud migration means looking beyond the “dollar for dollar” comparisons of the cost of operating in the cloud compared to on-premises infrastructure. He said recent AWS research suggests that customers migrating to the cloud are realising only 10% of the business value from cost savings.

“That means here's a massive 90% coming from somewhere else. And when you dig a bit deeper, some of these customers are pointing to things like operational resilience, the ability to define an architecture in the cloud that you couldn't do on prem, [and] reducing time to market,” he said. “To achieve that, you can't just say, I'm going to migrate to the cloud. You need to have a good cloud strategy before that migration starts.”

Omdia senior principal analyst Adam Etherington said achieving accurate ROI estimates and measurements is a challenging task, which not all organisations are managing well. “It's not clear cut, many admitted to not doing it well, to not doing it all, or to doing it inconsistently in terms of how they measure the benefits and return they get,” he said.

AWS’s Place said Telstra Purple offers customers a range of different assessment tools aimed at helping customers measure ROI and TCO of cloud migrations.

He added that one factor that makes calculating ROI challenging is the tendency for organisations to take a short-term approach, considering only the return of investment in the first year. “But it's important to understand that those savings from cloud migration will increase over time. So that means with a three to five year ROI for a cloud project can be significantly greater than the one year ROI,” he said.

Dylan Bushell-Embling

## **Telcos concerned over ‘unreasonable’ TIO systemic investigations**

Communications Alliance has used the Telecommunications Industry Ombudsman’s five-year review to urge the complaints body to temper its enthusiasm for systemic investigations. The industry group said that so-called “systemics” can lead to beneficial changes, but complained that over the last few years telcos had faced a substantially increased burden from associated information requests.

“The ‘conversion rate’ of information requests to meaningful identification and action targeting systemic issues is low, we believe, reaching unsustainable and unreasonable levels with the regulatory burden of responding to systemic requests now outweighing benefits gained,” CA said.

The public consultation for the independent review of the TIO is being conducted by Queen Margaret University.

Comms Alliance included comments from one member that claimed it had received a systemic investigation notice in relation to “some 60 cases raised over an 18-month period” which the member said “really feels like a stretch.”

“Last year, we noted a significant increase in systemic investigations year-on-year,” the unnamed telco said, adding: “Whilst this may have partially related to a temporary higher share of complaints, the increase in investigations far exceeded our proportion of complaints. We addressed this with the TIO directly, outlining the operational difficulties this presented.

“Whilst the TIO were unable to commit to reduced systemic investigation activity, we observed a decrease for several months post this meeting. This may indicate the TIO accepted our feedback and recognised the operational pressures that multiple simultaneous investigations posed on a finite workforce.”

Comms Alliance said that in some cases its members had reported receiving a systemic investigation request as a result of a single complaint.

Another example included was a TIO member that had advised the Ombudsman that it would be conducting a debt sale for an RSP brand and expected a subsequent increase in complaints.

When that subsequently happened, the TIO nevertheless issued a systemic notice. The telco claimed: “On questioning, the systemic team officer advised that they had not received any information from the TIO members’ team about the sale. In the end, they closed the debt sale part saying that the number of complaints in proportion to the number of accounts sold was very low – something they would have seen if the members’ team had communicated with the systemics team.”

Comms Alliance said that its members had reported that at times a systemic investigation notice “is more a request for providers to educate the TIO on various processes” or a fishing expedition to attempt to find problems.

The group’s submission to the TIO review said: “This focus seems inappropriate. Communications Alliance suggests that the TIO should not be focused on or at all involved in providers’ commercial or operational decisions, but rather whether providers are delivering appropriate outcomes for consumers.”

It also suggested the TIO should be more inclined to engage in discussions with providers prior to launching a systemic investigation.

Additionally it argued that there are incidents of regulatory overlap, for example with telcos already working with the Australian Communications and Media Authority and the Australian Competition and Consumer Commission around issues relating to SIM-swaps and other forms of fraud.

“The TIO launching a duplicative process – including requesting more information and taking up additional resources – was unhelpful, impeding the objectives of all involved, rather than assisting,” Comms Alliance argued. It cited the TIO investigation into financial hardship as being “similarly problematic” given that telcos had been providing data to ACMA on the same issue.

It argued that the TIO should consider the burden of its information requests as well as “returning its focus to complaints-related systemic investigations” and have ACMA and ACCC handle other issues.

Rohan Pearce

## **ActivePort breaks into Indian market with contract win**

ActivePort has signed a contract expected to be worth over \$1 million to provide its management and orchestration software to India’s Lightstorm Telecom.

Under the agreement, ActivePort will enable LightStorm Telecom to add real-time provision and customer self service to Lightstorm’s utility-grade carrier neutral fibre network SmartNet.

Lightstorm will use ActivePort’s platform to orchestrate and integrate Nokia Core switches overlaid by a Juniper SDN, allowing for the management of networks, cloud and customer services from a single pane of glass. Lightstorm will also add SD-WAN capabilities at the edge through ActivePort’s SD-WAN 2.0.

ActivePort CEO Karim Nejaïm said the contract win validates the platform’s capability as an enterprise-grade orchestration solution for telecom customers.

“With Lightstorm we are helping build the new generation of global networking capability in the world’s second largest telecommunications market of over 1.18 billion subscribers and growing,” he said.

“ActivePort’s software platform was built for the telecommunications industry, providing self service solutions that reduce operational costs, drive efficiency, and provide world-class edge-to-cloud network capability. We are proud that Lightstorm has chosen ActivePort and excited to be working with an innovative network operator in such a dynamic market.”

Last month ActivePort acquired Perth-based ISP Future Broadband to add new capabilities to its SD-WAN 2.0 platform, including its Global Edge self-service network provisioning and management portal.

The company also signed a contract with WA-based cloud service provider Radian Arc for its orchestration software and other products and services expected to be worth at least \$8.65 million over five years.

Dylan Bushell-Embling





## Critical design review completed for SA satellite

The critical design review for the South Australian government's Kanyini satellite has been completed. Early last year South Australia announced it would become the first state government to undertake its own space mission, unveiling a \$6.5 million project to launch a locally manufactured LEOsat.

The 6U spacecraft is being designed and built by Inovor Technologies.

"The successful review – this confidence in the design of the spacecraft – provides a boost as we head towards the next big milestone which is to test and integrate the payloads into the satellite which will provide services to the South Australia government," said Inovor founder and CEO Dr Matthew Tetlow (right).



"The process of building a spacecraft with our project partners is dynamic – the mission has a very complex payload suite which has given our team the chance to be innovative and creative in developing solutions to meet the mission requirements."

One associated research project being conducted through the SmartSat CRC will use Kanyini to monitor the SA Department of Environment's groundwater bores via IoT sensors.

The research project, conducted by FrontierSI, Myriota, Uni SA, NGIS Australia and Department for Environment and Water, has developed a solution for transmitting and aggregating automatically collected information from bores across rural and regional South Australia.

"We have been working closely with Myriota, UniSA, NGIS Australia, and the Department for Environment and Water over the past two years to demonstrate the transformative use of Internet-of-Things and nanosatellite communications to improve groundwater bore monitoring and management in the harsh environment of remote Australia," said FrontierSI deputy CEO Phillip Delaney.

"This project has created a wealth of information on groundwater, transforming once per year updates on groundwater into data points multiple times per day. This will be critical to underpinning decision making, reactive to events, and understanding the impacts of developments on the whole groundwater network."

SA firm Myriota is IoT lead for the mission.

"The success of the Kanyini Critical Design Review marks the beginning of a new phase of the program where the Myriota and Inovor teams will proceed with assembly, integration and testing of the spacecraft and its two payloads," said Myriota co-founder and chief technology officer Dr David Haley.

"The Internet of Things payload will add to the Myriota Network, collecting data from devices and sensors on the Earth's surface, working together with hyperspectral imaging collected from the earth observation payload to support a wide array of applications including aiding farmers in monitoring water levels so they can more accurately predict future crop yields and supporting emergency services personnel to monitor, manage and mitigate emergencies like bushfires."

Rohan Pearce

## **ComCom to appeal Vodafone NZ's FibreX fine as too low**

The Commerce Commission has filed an appeal against last month's record NZ\$2.25 million fine imposed on Vodafone NZ, despite it being the largest fine issued to date under the Fair Trading Act.

The regulator will argue in New Zealand's High Court that the fine did not appropriately reflect the seriousness of Vodafone's conduct while marketing its FibreX hybrid fibre coaxial broadband plans. The Commission will also argue that the court did not apply an appropriate uplift representing the size of the company or the commercial gains realised through the conduct.

The Auckland District Court imposed the fine on Vodafone on 14 April, upholding the Commission's complaints that Vodafone had misled consumers into believing that the FibreX service was a true FTTH service rather than HFC. The company was sentenced for 18 representative charges filed by the Commission.

The Commission had argued that by representing FibreX as such a service it gave itself an unfair advantage over competitors selling true fibre services.

The court also upheld the Commission's allegation that Vodafone had misled consumers through its online address checker by suggesting to consumers that FibreX was the only available broadband service at their address when it was not.

Vodafone's FibreX campaign targeted around 250,000 households in Wellington, Kapiti and Christchurch. It coincided with the rollout of the Ultrafast Broadband national fibre network, which was having the effect of stimulating consumer uptake of FTTH services, according to Commerce Commission Chair Anna Rawlings.

"The promotion of Vodafone FibreX denied consumers the ability to make an informed choice about FibreX or to choose the type of broadband most appropriate for their needs," she said.

"The Commission sees this case as raising important issues relating to compliance with the Fair Trading Act. The fines imposed for this type of offending must be significant enough to deter Vodafone and other large businesses from engaging in this type of conduct in the future."

Vodafone New Zealand was also penalised NZ\$350,000 in 2019 and NZ\$165,000 in 2016 after pleading guilty to making false representations in invoices to consumers in two separate cases, and NZ\$960,000 in 2012 following a Commission court action over false representations in marketing campaigns.

Dylan Bushell-Embling

## **Telco bills to process US\$74bn in digital goods sales by 2026**

Carrier billing will support up to US\$74 billion in digital goods purchases by 2026, representing a US\$11 billion opportunity for telcos, says new analysis by Juniper Research.

According to Juniper, the value of "end-user spend on digital goods via carrier billing" will exceed US\$74 billion by 2026, up from US\$54 billion in 2022, representing a growth of 37% and an "increasing relevance of carrier billing as an option for digital commerce spend."

Alongside the growth in consumer spending, telco revenues from carrier billing is also expected to surge to US\$11 billion in 2026, up from US\$8 billion in 2022.

“In the face of a rapidly accelerating digital transformation within payments, operators can be in the driver’s seat for reaching potential users, given their access to existing subscribers,” said Juniper Research’s Nick Maynard. “Leveraging this subscription base is critical to accessing this potential revenue source.”

As part of the research, Juniper identified the high costs per transaction as a limited factor for carrier billing against traditional cards and digital payment platforms.

As such, over 50% of carrier billing growth will be driven by games. By 2026, gaming spend will account for just over 50% of all digital goods sales via carrier billing.

“This dominance will be driven by accelerating monetisation strategies, including 5G cloud gaming and gaming subscription models,” Juniper said. “Carrier billing vendors must prioritise partnerships with leading gaming platforms, including emerging cloud gaming players, in order to best serve this market.”

At the same time, the research also found growth in the purchase of physical goods using carrier billing, an option that is expected to soar some 270% over the next 4 years.

“While this market is growing from a lower user base, it does represent a significant new opportunity, with spending set to exceed US\$13 billion globally in 2026,” Juniper said. “The report recommends targeting cross-border eCommerce vendors for partnerships, given their need to quickly onboard localised payment methods.”

Tony Chan

## **Broadband Forum expands open access network specifications**

The Broadband Forum has announced a new technical specification release from its Open Broadband - Broadband Access Abstraction project that adds support for customer premise optical network units.

According to the forum, the latest release enables service providers to tap into the benefits of cloudification to their networks while offering a migration plan from their existing network investments.

Specifically, Release 5.0 of the OB-BAA project offers “new functionality to identify and authenticate ONUs that exist in an end-user’s home or office using policy based authentication within the operator’s cloud network.”

“The policy based approach gives the operator the flexibility to identify and/or authenticate the ONU anywhere within the operator’s network – from the Optical Line Terminal to operator’s OSS or BSS systems,” the forum said. “Release 5.0 also enhances the functionality for disaggregating the management of ONUs from the OLT into the operator’s network with new features to handle ONU alarms.”

Among the benefits delivered by Release 5.0’s disaggregation of the ONU function is a reduction in costs for operators looking to add new ONU brands and models to their network. This additional flexibility addresses the big engineering and operations problem of having embedded functions in both ONUs and OLTs and allows operators to migrate their existing access networks toward cloud-native SDN automated networks, according to the forum.

“Operators continue to integrate their processes with cloud-native ecosystems and

embrace virtualisation to build and scale their networks while making sure that these new network architectures are compatible with their existing infrastructure,” said Broadband Forum strategic marketing and business development VP Craig Thomas. “This news will deliver on the promise of next-generation broadband, while reducing service providers’ costs and protecting their investments at the same time. It is a major step in the deployment of cloud-native networks.”

Tony Chan

### **LORA ALLIANCE LAUNCHES IPV6 OVER LORAWAN**

LoRa Alliance has announced end-to-end IPv6 support has been added to LoRaWAN. Lora Alliance chair and CEO Donna Moore said: “IPv6 is a core technology underpinning IoT, so enabling IPv6 over LoRaWAN opens a huge number of new markets and a much larger addressable application space to LoRaWAN. Developers and end users with IPv6 devices recognise the benefits of digital transformation and IoT, and already create solutions that can improve lives and the environment, as well as drive new revenue streams. By supporting IPv6, they now have a simple path to use LoRaWAN and benefit from the technology’s proven advantages. With this development, LoRaWAN once again positions itself a market leader at the forefront of IoT.”

### **INFRATIL CHAIR MARK TUME RETIRES**

Infratil chair Mark Tume will retire from his role on 30 May, the infrastructure investment firm has announced. Infratil owns Vodafone New Zealand and a major stake in CDC Data Centres. Tume has served as chair since 2013 and been on Infratil’s board since 2007. Current board director Alison Gerry will succeed Tume, who will remain on the board as a director until the end of 2022. Tume said: “It has been an honour to lead the Infratil board. The last 12 months have been exceptionally busy with a number of significant transactions and also the transition to a new chief executive, with Jason Boyes taking over from Marko Bogoevski. I have great confidence that with Alison as chair, and a very capable board and management team, Infratil will continue to deliver outstanding results for shareholders.”

### **SPARK TOWERCO APPOINTS FIRST CEO**

Spark veteran Rob Berrill is the new CEO of Spark TowerCo after the telco announced it was spinning off its tower assets through a partial sale last month. Spark also announced that it had decided its colocation infrastructure on around 250 third party owned towers, such as those built by the Rural Connectivity Group joint venture for the Rural Broadband Initiative, would be considered out of scope and excluded from the transaction. The tower company will still inherit Spark’s owned tower network of around 1,263 sites. It would have a projected EBITDA for FY23 of around NZ\$35 million (\$32.1 million).

### **CRADLEPOINT BOOSTS VISIBILITY INTO 5G MOBILE TOWERS**

Cradlepoint announced that as part of its NetCloud Service, it has expanded wireless WAN visibility to include cell tower location with service provider details for each connected router or adapter. The vendor’s Cellular Intelligence initiative brings together connectivity management portals, cell tower mapping tools and cellular router management systems into a single, integrated pane of glass.

## OVERNIGHT STOCK PRICES (ASX)

Name	Ticker	Current Price(\$)	Day Change(\$)	Day Change (%)
Aussie Broadband Ltd Or...	ABB	4.120	0.060	1.48
Chorus Ltd	CNU	6.680	0.150	2.30
Comms Group Ltd	CCG	0.094	0.002	2.17
Field Solutions Holdings L...	FSG	0.135	0.000	0.00
Global Data Centre Group...	GDC	1.490	0.000	0.00
Hutchison Telecommunic...	HTA	0.080	0.002	2.56
Macquarie Telecom Group...	MAQ	60.980	0.080	0.13
Megaport Ltd	MP1	7.320	0.290	4.13
Nextdc Ltd	NXT	10.780	0.320	3.06
Over the Wire Holdings Ltd	OTW	5.710	0.000	0.00
Spark New Zealand Ltd	SPK	4.330	-0.010	-0.23
Spirit Technology Solutio...	ST1	0.057	-0.005	-8.06
Superloop Ltd	SLC	0.825	-0.010	-1.20
Swoop Holdings Ltd	SWP	0.720	-0.050	-6.49
Symbio Holdings Ltd	SYM	4.330	-0.040	-0.92
Telstra Corp Ltd	TLS	3.970	0.040	1.02
TPG Telecom Ltd Ordinar...	TPG	6.060	0.000	0.00
Uniti Group Ltd Ordinary ...	UWL	4.940	0.030	0.61
Vonex Ltd	VN8	0.081	0.005	6.58

## About Communications Day (including Space & Satellite AU)

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## 10 YEARS AGO TODAY IN COMMSDAY

A departmental review into the performance of the Australian Communications Consumer Action Network has recommended it develop a more constructive relationship with industry following criticisms from Communications Alliance and the Australian Mobile Telecommunications Association that it is excessively adversarial. It also found that ACCAN's membership and lobbying focus is skewed towards disabled consumers and that there was a need for a greater focus on small business concerns.

iiNet has restructured its upper management echelons to reflect its growing focus on the business segment of the market, with veteran CTO Greg Bader taking on the newly minted full-time role of chief business officer. Meanwhile, Internode stalwart John Lindsay, previously the Adelaide ISP's CTO, and before that a key player on the regulatory scene as its GM of regulatory and corporate affairs, has been promoted to fill the role of iiNet CTO.

Telstra's 7.8% dividend yield for FY12 ranks second only to France Telecom in a global list of comparable mobile and integrated operators, according to a new Deutsche Bank report. However, on other criteria, the report ranked Telstra mid-range compared to other high-yield stocks on the Australian Securities Exchange and therefore not as compelling.

Communications minister Stephen Conroy has hit back at claims from his shadow counterpart Malcolm Turnbull regarding the revelation that Telstra is rolling out copper connections in greenfields at a much faster rate than NBN Co is installing fibre links.