



Public Executive Summary version of submission on

**BACKHAUL BLACKSPOTS INITIATIVE
STAKEHOLDER CONSULTATION PAPER**

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Submitted by:

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This submission is made on behalf of OCHRE SERVICES ("OCHRE").

Any enquiries with respect to the attached submissions should be made in the first instance to Brett O'Riley, Executive Director, OCHRE via email at brett.oriley@ochreservices.com.

This submission is confidential but an Executive summary version is able to be published for public review.

Thank you for the opportunity to submit. OCHRE would welcome the opportunity to discuss this submission with you.

OCHRE looks forward to further participation in the process and to responding to the proposed Request for Tender.

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SUBMISSION ON THE BACKHAUL BLACKSPOTS INITIATIVE

1 EXECUTIVE SUMMARY

- 1.1 OCHRE is a Western Australia based developer of fibre-optic infrastructure. OCHRE welcomes the approach taken by the Department of Broadband, Communications and the Digital Economy, with the Backhaul Blackspot Initiative.
- 1.2 OCHRE has well developed plans to build backhaul infrastructure in Western Australia. This infrastructure will provide capacity to under-served markets in the Mid-West and Pilbara regions that are currently economically and socially constrained by the lack of competitive services, and cost structures that enable the deployment of high speed applications.
- 1.3 OCHRE has engaged closely with stakeholders in Western Australia, and potential customers, and developed flexible cost based pricing structures that are compelling and create opportunities for enhanced service delivery.
- 1.4 OCHRE and its shareholders are experienced in the development and financing of infrastructure, and in the structuring of appropriate shareholding structures that facilitate development while providing sound returns for investors.
- 1.5 OCHRE and its shareholders recognise the national importance of broadband infrastructure, and the potential benefits to Australia of projects that can be facilitated as a result of this deployment, including the ASKAP radio astronomy project, the Oakajee port, defence communications, and major oil & gas/resources projects.
- 1.6 OCHRE has partnered with Nokia Siemens Network to design cost effective fibre-optic infrastructure with a supporting technology platform that provides significant flexibility. OCHRE and Nokia Siemens Networks are also able to operate and manage the network to international standards, and the benefit of its customers.
- 1.7 The greatest impact of ultra fast broadband for the public and private sector alike is the potential to create ubiquitous network connectivity enabling the accessibility, availability and creation of a comprehensive set of applications which drive usage, digital literacy and up-skilling, collaboration, productivity, and entrepreneurship.
- 1.8 OCHRE looks forward to developing and managing new Backhaul infrastructure to advance the business and social development throughout Australia.

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2 LOCATIONS

- 2.1 The priority locations that are lacking an alternative backhaul supply in OCHRE's immediate area of interest in Western Australia, include the Perth to Geraldton route (and associated break-out points), and the Geraldton to Port Hedland route (and associated break-out points).
- 2.2 The list of locations on the Perth to Geraldton route requiring service include Lancelin, Gingin, Badgingarra, Eneabba, Jurien Bay, Dongara, Kogarena and Mullewa, Boolardy and Wiluna. OCHRE plans to provide the back-bone for the WA Government's Statewide Broadband Network concept from Perth to the Mid-West and Pilbara. OCHRE can provide additional spur connections to major mid-west developments including new port and rail infrastructure (Oakajee Port & Rail) and resources companies (Midwest, Murchison, Mt Gibson, Golden West Resources etc), and the Murchison Radio Astronomy Park.
- 2.3 The list of locations on the Geraldton to Dampier route requiring service include Northampton, Kalbarri, Shark Bay, Carnarvon, Exmouth, Ashburton, Onslow, Cape Preston, Karratha, Dampier, and an extension to Roebourne, Cape Lambert and Port Hedland.

3 DESIGN AND OPERATIONAL PARAMETERS

- 3.1 The type and capacity of services offered by OCHRE include dark fibre, lit fibre pairs, 10 Gbps wavelengths and lower rates based on gigabit Ethernet.
- 3.2 The associated operational arrangements that OCHRE proposes to provide to access seekers is an open access model. This includes access to data centres, repeater sites, associated towers and masts, and conduit.
- 3.3 The costs of delivering these services and the charges that should be levied are based on a cost plus model.
- 3.4 OCHRE has proposed erecting towers or masts at its repeater sites and at other locations to facilitate expanded mobile coverage and community wireless access.
- 3.5 The system is configured as a collapsed ring structure to enhance equipment reliability.
- 3.6 The relative merits of deploying links that provide an alternate route to existing backhaul infrastructure is that they will facilitate economic and social development in Western Australia. This is evidenced by reports conducted by the Mid-West Development Commission and the former Department of Industry & Resources. Copies of these papers are available on request.

4 OPERATIONAL & OWNERSHIP ARRANGEMENTS

- 4.1 OCHRE and its shareholders propose building and operating the Western Australia infrastructure in partnership with the Federal Government.
- 4.2 OCHRE is open to alternative approaches including the Federal Government financing the infrastructure and OCHRE taking capacity on an IRU basis for resale to its identified customer base.
- 4.3 OCHRE has been in consultation with various parties within Western Australia with regard to potential partnerships to facilitate the development of this infrastructure.
- 4.4 OCHRE has formed a strong commercial partnership with Nokia Siemens Networks for the purposes of developing and managing this infrastructure.
- 4.5 OCHRE is a licensed carrier and has established wholesale arrangements with a range of potential customers in anticipation of the construction of its infrastructure.

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