

**NEXTDC: Battle intensifies for control of landlord**

**RT COMMUNICATIONS: Big contract wins with Telstra**

**SPARK: Launches Cisco Spark despite branding clash delay**

**TELSTRA**

**What senior execs earned and lost in last financial year**

# COMMUNICATIONS DAY

4 September 2017

Daily intelligence for the telecom C-suite

ISSUE 5452

## Satellite group warns investment at risk unless policy settings are fine-tuned

A key group representing major global companies in the commercial satellite industry has warned that Australia risks losing both important satellite expertise and significant investments to overseas markets, unless better regulatory and investment-incentive settings are enacted. Responding to the federal government's review of Australia's space industry capability, the Satellite Services Working Group of Communications Alliance also called for better engagement with the commercial sector of the space industry.

It noted that 75% of global space activity was in the commercial sector and suggested this should be reflected in the way that government engages with the space sector as a whole.

Ultimately, improved engagement could come via proposals for an Australian Space Agency, which the SSWG acknowledged there was significant support for. However, it also cautioned that any new agency should reduce rather than create further red tape.

The submission said that an Australian Space Agency should be designed primarily as an organisation to provide industry facilitation and government coordination/liaison. "It is interesting to note that the recently created New Zealand Space Agency has been granted regulatory powers. Some of our members are not convinced at this stage that this would be appropriate in Australia. In particular, members are concerned about the risk of simply creating an additional regulatory body and set of red tape that has to be engaged with," the submission noted.

According to the group, the commercial side of the Australian satellite sector has long felt that it has not always been easy to open the doors to contribute to space policy development. In 2013, in the wake of an earlier satellite utilisation review, the government created a Space Advisory Council as a formal avenue for input to government from across the space sector. However, the submission noted that in the ensuing four years, the SAC has never been convened to hold its first meeting.

"The SSWG believes that the space review should consider the appropriateness of

### Who's who in the Satellite Services Working Group

Coutts Communications  
Foxtel  
FreeTV  
Inmarsat  
Intelsat  
Ipstar Australia  
Middletons  
nbn  
Omnispace  
Optus  
Orion Satellite Systems (OrionSat)  
Pivotal Satellite  
SES  
Skybridge  
Space Systems/Loral  
Speedcast  
Step Electronics  
Telstra  
Thales

recommending the invigoration of the SAC or a similar channel to government, given that this has not been effective to date. Clearly, if a space agency was to be established, it could sensibly be responsible for this function,” it noted.

**INVESTMENT INCENTIVE NEEDED:** The SSWG submission used the development of the OneWeb global satellite system, based in the UK, and the emergence of New Zealand as a satellite launch location as two recent examples of overseas developments that might lure skills away to foreign opportunities. It also noted that Australia had previously missed out on a significant ground-segment investment by a global operator primarily due to licences fees that were globally uncompetitive.

“There is a material risk that, unless regulatory and investment-incentive settings are well calibrated in Australia, we will lose important expertise to overseas markets and miss out on opportunities for significant investment in the Australian space sector,” the submission noted.

Some Communications Alliance members have also cited the public liability insurance requirements for an overseas launch in Australia as a barrier to potential investment. The SSWG submission called for greater focus on intellectual property transfer and efforts to build on Australia’s existing skills in terrestrial space infrastructure, telemetry, tracking and control gateways and user terminals. It pointed to significant new opportunities for Australia in fields including:

- satellite-based resiliency solutions;
- next-generation compression equipment;
- satellite backhaul to support the roll-out of new 5G mobile networks; and
- satellite integration into burgeoning Internet of Things networks.

The SSWG proposes that government better define the altitude at which “space” begins and points to the potential importance of the high-altitude zone that lies above the operating domain of commercial aircraft but below the 100km altitude that is generally considered to be the beginning of space.

Written submissions to the review closed last week, while a series of roundtable meetings are scheduled in various cities for the next two weeks. The review, which runs until March 2018, is led by an expert reference group chaired by former CSIRO CEO Megan Clark.

Geoff Long

## **What Telstra’s top execs were paid in FY17**

Telstra’s annual report has revealed a combined FY17 remuneration of almost \$16 million for its top executives, with CEO Andy Penn taking home \$5.21 million. However, reductions in incentive payments saw Penn and a number of others paid less than the previous year, based on performance against targets that included everything from free cashflow and EBITDA performance to net promoter scores.

Including his fixed remuneration of \$2.33 million, non-monetary benefits, cash-based short-term incentives and the portion of STI shares and long-term incentives that

became unrestricted during the year, Penn's \$5.21 million pay packet was down against last year's \$6.77 million.

Telstra Wholesale group exec Will Irving pocketed \$2.47 million, down on \$3.63 million for FY16, although he only held his current position for a part of the previous fiscal year; global enterprise and service group exec Brendon Riley took home \$3.51 million for FY17, down on the \$4.98 million he was paid in FY16, though he served as acting COO for a portion of FY17.

Name	Fixed Remuneration	Non-monetary benefits <sup>1</sup>	STI payable as cash <sup>2</sup>	Value of STI Restricted Shares that became unrestricted <sup>3,4</sup>	Value of LTI that became unrestricted <sup>3,5</sup>	FY17 Total
	\$	\$	\$	\$	\$	\$
Andrew Penn	2,325,000	9,166	1,485,675	349,336	1,038,764	5,207,941
Warwick Bray	1,100,000	5,414	702,900	145,125	183,816	2,137,255
Robyn Denholm	521,370	693	333,155	-	-	855,218
Will Irving	1,000,000	10,948	627,000	150,139	680,664	2,468,751
Brendon Riley	1,350,000	9,139	933,525	247,977	967,117	3,507,758
Kevin Russell	1,100,000	3,934	527,175	13,459	-	1,644,568

STI: Short term incentive LTI: Long term incentive

Telstra retail group executive Kevin Russell received \$1.644 million for FY17, his first full year in the post; COO Robyn Denholm received \$855,218, having taken the post in early January. CFO Warwick Bray was paid \$2.14 million, up from \$2.055 million in FY16.

Regarding short-term incentives – which account for the largest variable portion of the Telstra execs' remuneration packages – the firm noted that “senior executives received an average of 41.3% of the maximum opportunity available based on the assessment of financial, customer advocacy and individual performance. This reflects Telstra's performance on the free cashflow, EBITDA, episode NPS and strategic NPS performance measures. We did not achieve our total income measure resulting in no payment on this component. Telstra Wholesale performed solidly against all of its STI targets.”

Petroc Wilton

## 360 Capital, NextDC battle for control of datacentre real estate continues

360 Capital Group has once again upped its takeover offer for the Asia Pacific Data Centre Group, offering a new proposal that equates to \$1.95 per share – a 3.7% premium on a rival offer \$1.87 by NextDC. However, the new offer was described by APDC as “incomplete” and came with a number of requirements and conditions.

Nevertheless, APDC said it was committed to maximising value for its security holders and would give prompt consideration to the 360 Capital revised proposal. At the same time, it noted that aspects of the offer would likely require approval of NextDC, which holds 20.77% of APDC securities.

“Receipt of the 360 Capital revised proposal does not of itself cause the APDC board to change its current recommendation that APDC security holders accept NextDC's unconditional cash takeover offer at \$1.87 cash per APDC security in the absence of a superior proposal,” it said in a note to the ASX.

The move is the latest phase in a buyout war between NextDC and 360 Capital that

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FEATURED SPEAKERS INCLUDE



NBN chair  
Dr Ziggy  
Switkowski



Telstra COO  
Robyn  
Denholm



Symbio  
Networks'  
Rene Sugo



NBN committee  
chair Sussan  
Ley MP



State innovation  
minister Philip  
Dalidakis



Wideband  
Networks'  
Phillip Britt



Vodafone  
Australia's  
Ben McIntosh



Comms  
Alliance's  
John Stanton



IPass global  
CEO Gary  
Griffiths



Ovum's  
David  
Kennedy



Shadow comms  
minister  
Michelle  
Rowland



Telsoc  
president  
Professor  
Reg Coultts



Enex Testlabs  
managing  
director  
Matt Tett



Optus  
Business'  
John  
Paitradis



Telecomms  
Industry  
Ombudsman  
Judi Jones



ACCAN's  
Teresa  
Corbin



Cisco's  
Yazan  
Mugrabhi



Netcomm  
Wireless'  
Steve Collins



ACCC's  
Michael  
Cosgrave



Imediate  
Consulting's  
Robert James

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**TUESDAY OCTOBER 10**  
**DAY 1 program**

8.30 Registration and coffee  
8.55 MC introduction

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**KEYNOTES**

9.00 Victoria innovation minister Philip Dalidakis MP  
9.15 NBN chairman Dr Ziggy Switkowski  
9.40 Symbio Networks CEO Rene Sugo  
10.05 ACCC EGM, Infrastructure Regulation Division  
Michael Cosgrave  
10.30 Wideband Networks CEO Philip Britt  
  
10.55 Refreshments

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**PLENARIES**

11.15 Cisco senior cybersecurity specialist  
Yazan Muhgrabi  
*"Protecting against threats in encrypted traffic"*  
11.40 Enex Testlabs CEO Matt Tett:  
*"RIP Perimeters, Passwords and Privacy"*  
12.05 Netcomm Wireless CTO Steve Collins  
12.30 Cyient's Kiram Solipuram  
12.55 Lunch sponsored by Cyient

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**WIRELESS SESSION**

2.00 Ruckus Wireless' Jason Baden  
2.10 AMTA CEO Chris Althaus  
2.30 Vodafone director, consumer business unit  
Ben McIntosh  
2.50 iPass CEO Gary Griffiths  
3.10 Telsoc president & Coutts Communications CEO  
Professor Reg Coutts  
*"Australia's satellite sector: where to now?"*  
3.30 Refreshments

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**WHOLESALE & DATA CENTRE SESSION**

3.50 Optus Wholesale speaker TBC  
4.10 Macquarie Telecom head of cloud  
James Mystakidis  
4.30 NBN joint parliamentary standing committee chair  
Sussan Ley MP *"Update on NBN's progress"*  
4.50 **Data centre panel discussion:**  
Featuring panelists from NEXTDC, Macquarie,  
Airtouch and more  
5.20 Conference cocktails

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**WEDNESDAY OCTOBER 11**  
**DAY 2 program**

8.30 Registration and coffee  
8.55 MC introduction

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**KEYNOTES**

9.00 Ovum Asia Pacific practice leader David Kennedy  
9.25 Shadow Communications  
Minister Michelle Rowland  
9.50 Telstra chief operating officer Robyn Denholm  
10.15 ACMA chairman Richard Bean (TBC)  
  
10.40 Refreshments

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**PLENARIES**

11.00 Optus Business director John Paitaridis  
*"Real world experiences in cyber security"*  
11.25 Communications Alliance CEO John Stanton  
11.50 Telecommunications Industry  
Ombudsman Judi Jones  
12.15 ACCAN CEO Teresa Corbin  
12.40 Nokia Oceania Head of Industry and Enterprise  
Gary Conway  
*"Carrier grade networks in the private sector"*  
1.05 Lunch sponsored by Nokia

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**SUPERFAST BROADBAND SESSION**

2.00 Ciena Advisor, APAC Customer Solutions  
Andrew Roberts  
2.20 Imediate Consulting principal Bob James  
2.40 New Street Research senior analyst Ian Martin  
3.00 **Superfast broadband panel session**  
Featuring panelists from Nokia, Netcomm Wireless  
and more  
3.40 Close



The Langham is conveniently located at Southbank just minutes from Melbourne's CBD

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**Deep dive with three specialist sessions****DATA CENTRE & WHOLESALE**

Australia's data centre and interconnection sector is hotting up. Sydney was just ranked the no 1 cloud hub in Asia Pacific and the competition between NextDC, Equinix, Vocus, Metronode and others is intense. This session will look at the state of new builds in Australia, especially in secondary markets, how new international capacity will affect industry dynamics and the state of wholesale and interconnect, especially in the NBN retail market.

**WIRELESS FUTURES**

5G and the Internet of things promise to completely revolutionise the telecommunications business. But they also present immense challenges. IoT requires almost perfect coverage but with a cheap bit rate and a new revenue model for carriers. 5G is predicated on hitting the physical limits of what is possible with latency and speeds, with capital expenditures to match. How are legacy telcos reacting to these challenges?

**SUPERFAST BROADBAND**

NBN is entering the peak year of its rollout as exciting new upgrade options such as G.Fast, and Docsis 3.1 come onto the market. What are the future directions in terms of technology, market demand and regulatory structure in the 25-100Mbps market? What can be done to stimulate market demand for higher speed offers and enhance competition? And how can both NBN and RSPs price products that satisfy consumers while returning profits?

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began earlier this year as a proxy clash over APD Group's management. APD Group owns the properties that house NextDC's Sydney, Melbourne and Perth datacentres.

Under the new proposal, 360 Capital Group is offering shareholders capital distribution from AJD of \$0.65 per stapled security, plus a cash consideration of \$1.30 per security.

The scheme proposal requires APD to increase its current debt facility from \$29.0 million to \$100.0 million and to use the proceeds of this facility to undertake a capital distribution of \$0.65 per security to all APD security holders. 360 Capital Group noted that it had already obtained a credit approved facility from Bankwest for this to occur.

The APD board said that it would provide a further update when it had considered the 360 Capital revised proposal in detail.

Geoff Long

## **RT Communications celebrates slew of contract wins**

RT Communications, a privately-owned Tuggerah, NSW firm specialising in the design, construction and commissioning of critical network assets for telcos, has announced a string of key infrastructure build contract wins, predominantly with Telstra.

RTC has scored work to help make ready Telstra common facilities sites via building supporting cable and rack superstructures for equipment installation in exchanges; to help replace Telstra's legacy SDH transmission backhaul service with an IP-based upgrade, including associated optical fibre work; to help provide end-to-end access point network solutions for Telstra's Air Wi-fi network; and to deliver Telstra's digital video network to corporate customers across stadiums, horseracing tracks and greyhound racing venues. It has also been doing greenfield and upgrade site builds through New South Wales and Victoria on behalf of Huawei, supporting carrier infrastructure rollout for Optus and Vodafone.

"The awarding of several large contracts reinforces the positive contribution RTC has made within Australia's telecommunications network infrastructure sector. We are pleased to continue our valued partnerships with key customer through these new agreements," said RTC operations director Richard Reed.

Petroc Wilton

## **Swift Networks pushes up FY17 revenue, EBITDA**

Perth-headquartered telco and content solutions provider Swift Networks has rung up a healthy boost in revenue for its fiscal 2017 results, pushing earnings before interest, tax, depreciation and amortisation into the black.

In a statement to the ASX, the firm said that its FY17 operating revenues of \$17 million represented an 18% hike against FY16 under the previous privately-held Swift Networks and Wizzie. Coupled with a "resolute focus on constraining costs and overheads," Swift also pushed EBITDA up some \$2.5 million to finish at \$1 million for the year, against an FY16 loss of \$1.5 million.

The firm highlighted significant growth in its target market verticals of resources, hospitality, aged care and lifestyle villages. As previously reported, the firm closed out FY17 by announcing its acquisition of Video on Demand, a digital entertainment provider specialising in the hospitality sector.

Petroc Wilton

## **Cisco, Spark NZ navigate branding clash to bring Cisco Spark platform to New Zealand**

Following some 18 months of negotiations, Cisco has secured licensing and distribution agreements with New Zealand operator Spark and one of its subsidiaries to bring the Cisco Spark product portfolio to the New Zealand market.

First launched globally back in late 2015, Cisco Spark is a cloud-based workplace collaboration platform that includes everything from meeting and messaging to calling and virtual whiteboard sharing. The New Zealand market, however, presented a unique branding challenge for the product suite – given that major local telco Telecom New Zealand had renamed itself to Spark in early 2014.

“The importance for us [both] was that we came to an agreement [to] bring this amazing product set of offerings, from cloud through to the endpoints, to customers and the channel. But right on the heels of that was how we could make sure we protected Spark NZ’s brand,” Cisco NZ country manager Dave Wilson told CommsDay. “And we’ve done that... as of [today], we’ll be able to start going to market, talking to customers about Cisco Spark products.”

Part of the licensing arrangements was to give Spark NZ a degree of exclusivity on everything under the Cisco Spark name in New Zealand. However, to enable broad access to the platform for all prospective customers and channels across the country, wholly-owned Spark NZ subsidiary Telegistics has been named as a new distributor of all Cisco products and services in New Zealand, with an eight-week onboarding process now underway; Telegistics will be able to distribute Cisco Spark to all of Cisco’s channel in NZ.

“[We’re] very pleased that not only were we able to come to an agreement to be able to launch the product... but to do it in a way that gives everybody access to the product, be they existing channel or net new, or existing customers or net new customers,” said Wilson. “And it also fits in a format that everybody who’s an existing partner or reseller understands.”

Petroc Wilton

## **Mobile data price wars continue in New Zealand**

New Zealand mobile operators Spark and 2degrees are continuing a price battle over mobile data, with Spark dropping its “unlimited data” plan down to NZ\$79.99 per month.

In April 2degrees became the first New Zealand mobile operator to launch an unlim-

ited plan, which it sells for NZ\$129 per month. It also followed up last week with further cheaper data plans including a 10GB plan for NZ\$55.

Spark home mobile and business CEO Jason Paris noted that the firm's unlimited plan was now NZ\$50 cheaper than when it was first trialled in April. It also includes data-free music and TV via Spotify and Lightbox.

"We think this is one of the best value unlimited mobile plans around the world," Paris said. "It's time for Spark customers to use their mobile to get online when they want, without waiting or putting it off because they haven't got enough data or don't want to use up precious gigs."

Spark's figures show that data usage has risen exponentially on its mobile network, tripling usage in the last year. "We have to recognise data is now a necessity and should be more accessible. We've invested millions in our mobile network - \$383 million in just the last three years, a lot more than any other NZ mobile network - to provide the capacity that our customers need at scale," Paris said.

**CREDIT FACILITY UPGRADED:** Meanwhile, Spark Finance announced that it had increased its existing revolving facility with Westpac New Zealand by NZ\$75 million, for a total facility of NZ\$200 million.

At the same time it has established a new NZ\$125 million revolving facility with The Bank of Tokyo-Mitsubishi UFJ. Spark said that the revolving facilities would be drawn on as needed for general corporate purposes.

Geoff Long

## **VODAFONE NZ PLANNING LISTING?**

Vodafone New Zealand has declined to comment on a Fairfax media report that it may list on the local stock exchange later this year. A source apparently claimed that Deutsche Bank is advising the firm and that it has begun to set up meetings with potential institutional investors. An announcement is expected within days.

## **ROWLAND CRITICISES NBN FINANCIALS**

Shadow communications minister Michelle Rowland has criticised the NBN's multi technology mix and its corporate performance. She said that ARPU growth has stalled, the HFC rollout is behind target, CAPEX has blown out by \$1.4 billion and cumulative revenue projections have fallen. "There is a cloud hanging over several key figures in the Corporate Plan, and Labor will rigorously scrutinise any attempts to misrepresent the underlying financials," she said.

## **ISOC CHAPTER THREATENS TO SUE TWEETERS**

Internet Australia has threatened to sue anyone who retweets articles appearing in the Weekend Australian quoting former members and directors critical of the ISOC chapter's corporate governance and pro-FTTP campaigns. IA issued the threat on Twitter to anyone contemplating re-tweets of the articles. The organisation did not respond to a request from CommsDay to list the claimed inaccuracies of the articles.

## INTERNATIONAL

### **Total subsea capacity into the US to surpass 164Tbps this year: FCC**

A new report by the US Federal Communications Commission projects a total of at least 164Tbps of subsea capacity landing into the US by the end of this year, with potentially many more Tbps to be added on top.

The figure, based on official operator filings to the regulatory agency for the year 2015, assumes continual growth in subsea capacity into the US – albeit not at the same pace as the previous eight years, which have seen a compounded annual growth rate of 35%.

“Cable operators forecast a lower growth rate from 2015 to 2017, with projected annual growth of 23.6% in the Americas region, 14.0% in the Pacific region, and 15.4% in the Atlantic region,” the report said. “The data project capacity increases from approximately 48,000 to 64,000Gbps circuits in the Atlantic region, 28,000 to 43,000Gbps circuits in the Americas region, and 44,000 to 57,000Gbps circuits in the Pacific region.”

“For all three regions, overall submarine cable capacity has grown approximately 35% per year from 2007 to 2015 and is projected to grow approximately 17% per year from 2015 to 2017.”

Despite the drastic drop in growth rate – based on 2015 filings – the report noted that in the time between the filing and the publication of the report, multiple additional systems had been announced or launched.

These included the Monet and Brusa cables connecting the US to Brazil; AEConnect and Marea systems across the Atlantic; and Faster, Goki, New Cross Pacific and SEA-US cables across the Pacific. A quick search online reveals that these cable projects combined would add more than 500Tbps of new subsea capacity into the US, which would blow out the report’s projections; the Marea system between the US and Spain and the Brusa cable connecting the US to Brazil would add 160Tbps and 108Tbps respectively.

Tony Chan

### **BT productises cloud management platform as a standalone BPaaS**

BT is launching a ‘business platform as a service’ for enterprises looking to transform their business infrastructure but lacking the desire or capability to develop their own cloud management system.

According to BT, the new ‘BT personalised compute management system’ is “built on the same proven and award winning cloud management platform used by BT to allow its customers to self-serve, purchase and access cloud services online.” Effectively,

BT has productised its self-service portal to its cloud portfolio as a standalone product.

In this form, the product is tipped to “help companies speed up time-to-market for new digital services.” In other words, customers with digital services can now deploy PCMS as a ready-made self-service portal to those services. The offering can also help businesses “disrupt their traditional business models,” essentially helping them implement PCMS as their own internal cloud management platform for consuming cloud resources and services.

“BT customers will be able to use the same platform to consume or bring their own digital services to market, helping them to simplify and accelerate their digital transformation,” BT said.

In addition to the self-service portal, PCMS will also come with links to “ready-made business support processes and functions,” as well as BT’s own cloud services, including Cloud Compute, Compute Storage and other cloud-based applications from 22 locations around the world. As well as tapping into these services for internal use, BT is also urging its customers to resell them as part of their own product mix.

“PCMS brings to life a vision of how businesses can innovate in the digital economy. It is a ready-made platform that allows new ways for companies to digitalise, manage and build profitable business models from their own vibrant ecosystem of consumers, producers and innovators,” said BT compute, global services VP Neil Lock. “By building on a proven platform, businesses can confidently bring their digital services to market within shorter timescales and concentrate time and resources on innovation and development.”

The product was developed and will be offered to the market in partnership with technology consultancy BearingPoint, BT said.

Petroc Wilton

## **Deutsche Telekom brings smart parking to Germany, starting with Bonn**

Deutsche Telekom and the municipal authorities for the city of Bonn are launching a pilot parking system and app that will help drivers find and pay for parking in the city’s downtown. DT said the solution was already being embraced by other cities across Germany.

The pilot project for the “park and joy app” in Bonn is expected to take place in 2018 and launch officially by 2019. The platform is designed to provide drivers with an overview of available parking spots in the downtown area. Once they have parked, they can then pay for the parking using their cell phones.

“We all live in a more and more digital and connected world, and as a municipality we want to contribute to make services more comfortable and better for our citizens and visitors alike,” said Bonn city manager Wolfgang Fuchs. “Smart Parking is an important element of our digitization strategy, and I would be glad if this pilot project would become a success.”

In addition to street parking spots, the project also has plans to network together multi-storey car parks and private parking spaces and make them part of the app's resources. The solution also allows drivers to pre-book parking spots, reducing congestion and carbon emissions, DT said.

The system will work via sensors to be deployed in each parking spot and connected over a narrowband Internet of Thing network. The system will also implement some form of predictive intelligence using multiple sources of data, as well as so-called "swarm data" from the mobile network, to calculate potential demand and supply.

"We can offer city governments and operators of private car parks a platform for optimal parking management that can be used across Germany," said DT head of T-Systems' digital division and telecom security Anette Bronder.

According to DT, it has already concluding similar agreements with multiple German cities, including Hamburg, Dortmund, Moers, Duisburg and Darmstadt.

Tony Chan

## **Juniper to buy security analytics firm Cyphort**

Juniper has announced its intention to purchase security analytics firm Cyphort for an undisclosed amount. According to Juniper, the addition to Cyphort will strengthen the capabilities of the Juniper Sky Advanced Threat Prevent offering, "giving security practitioners a consistent feature set for both on-premise and cloud solutions."

Juniper Networks SVP strategy and product line management Kevin Hutchins described Cyphort as "a security software company providing mid- and large-sized enterprise customers with security analytics for advanced threat defence." In a corporate blog post, Hutchins said Cyphort's solution complements traditional security information and event management platforms and provides a more efficient and simpler solution for enterprises users.

Juniper plans to integrate Cyphort's solution into its Sky ATP platform, which will result in an "increased range of supported file types and additional threat detection capabilities" such as on-and-off premise support, cloud email, analytics and improved malware detection, Hutchins added.

Tony Chan

## **A GERMAN NBN?**

A German centrist party that gets less than ten percent of the vote may force a future coalition government to build an Australian-style NBN. The Free Democrat Party may be required to help form a government following elections on September 24. Its communications policy calls for a sale of the government's direct and indirect stakes in Deutsche Telekom worth about US\$27b and to use the proceeds to build a fibre-based NBN.

## OVERNIGHT TELECOM STOCK PRICES (ASX)

Companies	Code	Last	\$ +/-	Bid	Offer	Open	High	Low	Volume
Telstra	TLS	3.670	0.000	3.660	3.680	3.670	3.680	3.655	29,577,821
TPG	TPM	5.540 ▲	0.050	5.470	5.560	5.470	5.570	5.460	675,056
Vocus	VOC	2.280 ▼	-0.030	2.280	2.290	2.320	2.340	2.260	4,294,776
Spark	SPK	3.490 ▼	-0.060	3.470	3.550	3.500	3.500	3.470	1,362,989
Chorus	CNU	3.560 ▼	-0.080	3.530	3.700	3.620	3.660	3.540	894,377
Hutchison Australia	HTA	0.063 ▼	-0.002	0.063	0.069	0.065	0.065	0.063	138,978
Amaysim	AYS	1.870 ▼	-0.030	1.850	1.870	1.910	1.960	1.862	2,386,461
Macquarie Telecom	MAQ	14.850	0.000	14.500	14.850	14.850	14.850	14.850	480
MyNetFone Group	MNF	5.080 ▼	-0.110	5.080	5.150	5.140	5.150	5.055	61,707
Megaport	MP1	2.290 ▲	0.030	2.250	2.290	2.260	2.290	2.260	87,588
Superloop	SLC	2.420 ▼	-0.050	2.400	2.440	2.380	2.460	2.380	400,750
Over The Wire	OTW	2.000	0.000	2.000	2.150	2.000	2.010	2.000	61,124
Netcomm Wireless	NTC	1.400 ▲	0.010	1.380	1.400	1.400	1.450	1.375	399,991
Vita	VTG	1.470 ▼	-0.030	1.465	1.495	1.500	1.500	1.455	805,682
Inabox	IAB	0.845	0.000	0.800	0.900	0.000	0.000	0.000	0
Spirit Telecom	ST1	0.130 ▲	0.005	0.120	0.130	0.130	0.130	0.125	250,573
NextDC	NXT	4.550 ▼	-0.030	4.460	4.570	4.520	4.700	4.450	2,416,292
Speedcast	SDA	3.640	0.000	3.590	3.710	3.650	3.750	3.615	1,595,225

## ON THIS DAY IN 2007 IN COMMSDAY

Some 146 spectrum licenses, allowing the launch of new broadband wireless services at 1900-1920MHz in regional and remote Australia, were due to go up for auction... the Australian Competition and Consumer Commission opened a formal consultation into a request by Telstra for exemption from wholesale line rental and local call resale price regulation in 371 exchanges across metropolitan Australia... Nokia was conducting talks with Australian mobile carriers as it tried to drum up local support for its new Ovi multimedia portal.

### About Communications Day (including the Line of NZ)

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Mail: PO Box A191 Sydney South NSW 1235 AUSTRALIA.

Fax: +612 9261 5434 Website: [www.commsday.com](http://www.commsday.com)

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#### Contacting CommsDay

Group Editorial Director: Petroc Wilton, [petroc@commsdaymail.com](mailto:petroc@commsdaymail.com), +61 2 9261 5436

Senior Editor: Geoff Long, [Geoff@commsdaymail.com](mailto:Geoff@commsdaymail.com)

Editor at large: Tony Chan, [tony@commsdaymail.com](mailto:tony@commsdaymail.com)

Columnist: Kevin Morgan, [kevinlmorgan@bigpond.com](mailto:kevinlmorgan@bigpond.com)

Founder director: Grahame Lynch, [GrahameLynch@commsdaymail.com](mailto:GrahameLynch@commsdaymail.com)

Subscription renewal inquiries: Linda Salameh, [linda@commsdaymail.com](mailto:linda@commsdaymail.com)

New subscriptions, advertising and event bookings: Dhvani Mathur, [dhwani@commsdaymail.com](mailto:dhwani@commsdaymail.com)

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Satellite Forum sponsorship: Kevin French, [kfrench@talksatellite.com](mailto:kfrench@talksatellite.com)

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