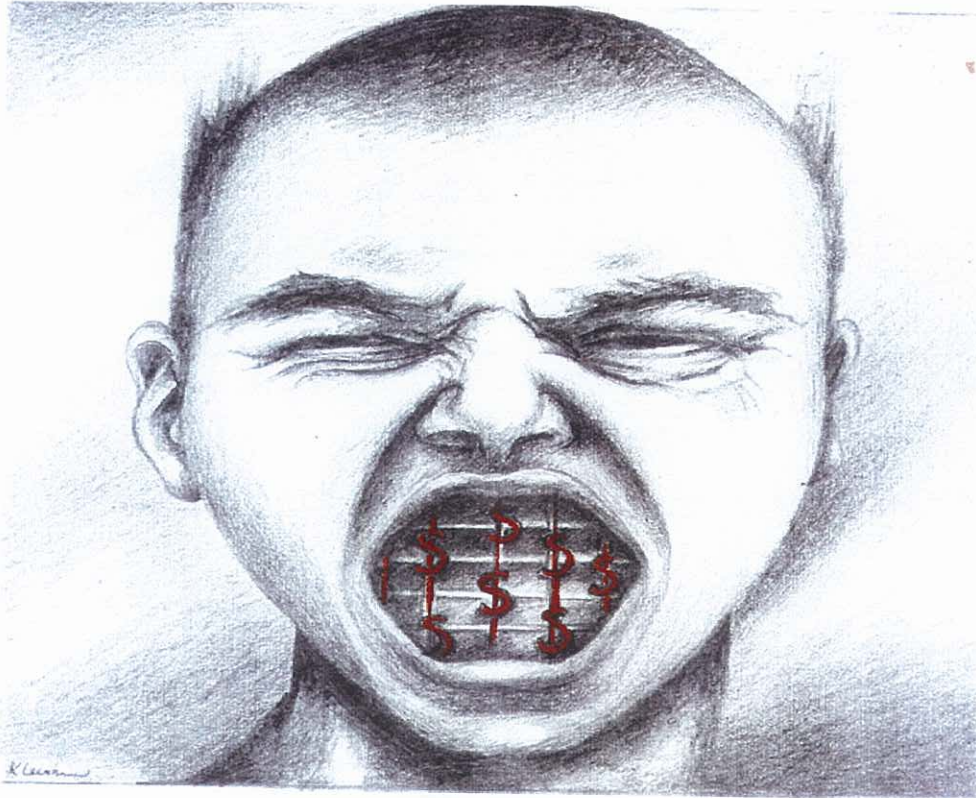


Broadbanditry



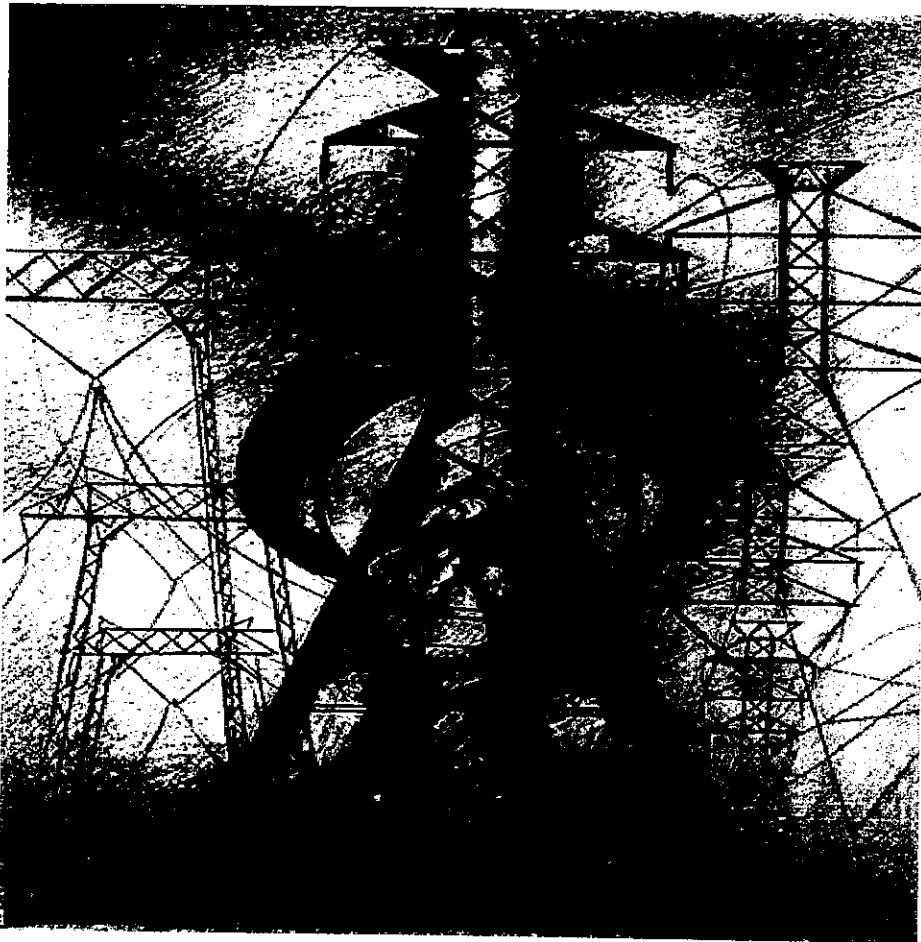
Outcomes of *Botsman v Telstra Corporation Ltd*

FORGET ANY PROSPECT OF A MODERN AUSTRALIAN BROADBAND NETWORK. As it stands, Australia's "Broadband Guarantee" only guarantees that thousands of consumers pay exorbitant prices for access to inefficient and unreliable broadband services when compared not to Japan or Sweden or North America, but to their neighbours. Once you wade through the complexity of plans and service providers the reality is that in Australia if you live 7.1 kilometres from an ADSL enabled telecommunications exchange you may pay up to 100 times the cost of broadband of a neighbour 100 metres closer to that exchange. Not only that, you will be doomed to unreliable and markedly slower service from a wireless or satellite system. Telstra dominates the so-called node to exchange cable network. It will not install the simple technology that for as little as \$5000 could boost an ADSL signal from 7 kilometres to up to 20 kilometres from exchanges, thereby bringing real broadband at competitive prices to most Australians. And here's the rub, Telstra have trialled and tested the technology that could deliver these services, have purchased hundreds of ADSL boosters and then cancelled promised contracts with the Australian company that manufactured them! Why is Telstra holding out? Its complex but in a nutshell it is Sol Trojillo protecting Telstra shareholder interests against the interests of the nation. After taking Telstra to court I know there is a way of resolving the stand-off and it doesn't involve billions of dollars of taxpayers funds. But are there any politicians or regulators or telco heads really listening and do any of them really understand what is happening to those who live outside the cappuccino belt of our cities and towns?

I

Today was the last day of my battle against Telstra in 'the small people's court': The Consumer, Trader and Tenancy Tribunal (CTTT) of NSW. The matter was listed as *Botsman v Telstra Corporation Ltd.* The Tribunal process went partially in my

exhausted all of the means to gain broadband justice other than running my dispute through a common law court and incurring thousands in costs and the risk of taking on a giant company with the best legal minds at its disposal and the massive costs of failure at stake. In the past I have unsuccessfully tried to get the Telecommunications



favour. Telstra paid me \$2800 in compensation for over-charging me on an incorrect internet plan. But the larger issue I was seeking the CTTT to rule on was whether Telstra had the right to make me subject to internet bills 100 times that of my neighbours.

Unfortunately on a point of law the CTTT found that it had no jurisdiction to hear the matter. This means I have

Ombudsmen, Senator Coonan, Senator Conroy and now the CTTT to bring Telstra to account but all to no avail. But despite all this I know that justice will eventually prevail.

The CTTT process is a marvellously healthy one for our democracy. It is the place where tenants go to air their grievances against caravan park owners, where consumers can pursue damages against

hire-purchase companies and where patrons go to seek damages against unscrupulous traders who bite them.

The CTTT involves no formal counsel and encourages parties to mediate and resolve differences on their own. It is also the only place where individuals can seek recompense from big companies without incurring huge costs and risks.

Supportive legal experts told me I had buckley's chance of winning the second part of my claim against Telstra because the tribunal is bound by statute and not the common law. Because of a very tight definition of "consumer" and "supply of goods and services" in the Consumer Claims Act of NSW the tribunal could not rule on the substantial part of my argument that Telstra was using its market position for unfair advantage.

But the CTTT process was nonetheless a very useful one. It required a Telstra representative to front up to the tribunal and it allowed me to test out my arguments and to further understand the gross inequities and distortions of the so-called "Broadband Guarantee". It also allows many other Australians to understand what is going on in our telecommunications marketplace.

It takes a very long time to understand exactly why Australia's broadband system is so problematical. For the ordinary laymen it is complicated enough to just understand the phone bill, let alone the various broadband options.

So let's use a simple analogy. Let's assume that there is a butcher shop that is located at a particular site in your town. For all those residents who live within seven kilometres of the butcher shop there is a special entrance to the shop. Tier one customers have access through this entrance to the very best meat at the cheapest possible prices. There is no wait, no queues. Not only that, there are a wide range of high quality products from other butchers available at very competitive prices.

The butcher knows that if more people were able to use this entrance to his store he would face even more intense competition.

For this reason the butcher creates a separate entrance for those who live beyond seven kilometres from the butcher shop. This entrance always has a long queue, much slower service, and much poorer cuts of meat. What is more the butcher can actively control who supplies meat and at what prices through this second entrance. The government in its wisdom provides a subsidy for any suppliers who use this entrance and this means that small suppliers with much higher overhead costs can supply their meat albeit at a much higher price and with poorer quality than the customers of the first tier are subject to. The canny butcher can make a much bigger margin on anything that is sold through this entrance. These tier two customers have to pay 100 times the price of the tier one customers for their poor quality meat.

The butcher main tactic of making greater margins is to compete with the tier two customers by selling through a "side window" of his butcher shop. Although first tier customers sometimes find it convenient to shop through this window it is the second tier customers that the butcher targets. They pay a bit less than through the second entrance but they are only allowed to buy a quota of meat each month. If they go over their quota they will either have to go without meat or pay another enormous premium for each extra cut. So even these side window customers look on with great envy at those who are able to receive first class or first tier services.

It is hard to imagine any other industry but telecommunications getting away with these inequitable practices. But the analogy above is not too far from the mark when it comes to Australia's broadband guarantee. It guarantees broad bands of inequality in pricing and service provision. In the appendix of this paper I set out the three entrances

to the telecommunications butcher shop. An average family with kids that surfed the myspace network and with parents that downloaded music, movies or business files could easily download/upload 30 gigabytes of information per month.

If this family, lived within seven kilometres of an exchange and entered the tier one telecommunications entrance they would pay as low as .45c per gigabyte and have a maximum bill of \$65.89 per month.

However if this same family lived more than seven kilometres from an exchange and had to enter through entrance two they would pay at least \$1389.95 for 30 gigabytes. After an initial threshold they would pay 100 times the rate per gigabyte of the tier one family.

If they entered through the side window ("wireless" telecommunications) they might pay as low as \$129.95 but as soon as they went over a 10 gigabyte threshold they would be rationed, forced to stand in queues and they might wait hours instead of seconds to be able to access web based information. They would also have to evaluate the quality of the service provider.

The three appendices at the end of this chapter were developed from the excellent "broadband choice" website <http://bc.whirlpool.net.au/> however with its hundreds of providers it gives a false impression of the real extent of competition. In reality if you live in a regional area or outside a seven kilometre exchange limit there is likely to be only a few providers who will want to compete to supply your telecommunications "meat".

Now also factor in the fact that there is no rhyme nor reason to the location of the exchanges that enable the best broadband services. Smart real estate agents would do well to pick up the maps of exchanges from Telstra in order to add value to house prices. I also want to stress that though my story applies to the rural backblocks of Kangaroo Valley, this same situation applies to many

people who live in the suburbs of our major cities and to hundreds of regional towns across the country.

II How I Came To Take on Telstra

For many of us who make a living from internet based activities all this is make or break stuff. Any input with a factor of 100 on it in a business is a crippling cost. For the past three years I have grinned and borne the burden paying Telstra tens of thousands in payments until one day I began to wake up to what was going on.

My story begins back in 2004 when I first started to run my businesses - the online magazine Australian Prospect, the Working Papers website, the ISX (known informally as the Indigenous Stock Exchange) as a voluntary project and a Scottish Highland cattle farm in Kangaroo Valley about halfway between Canberra and Sydney in the Nowra hinterlands. All of the businesses rely heavily on the internet. All of them were run out of my "tin shed" office on the farm.

In 2004 I was running a series of ISX online trading floors in collaboration with Broome's Goolarri Media. The idea was to enable remote and regional area Indigenous business entrepreneurs to pitch their business investments online to corporate high fliers in the capital cities and to foreign financial centres such as London, New York and Los Angeles. I did a lot of interaction with telecommunications experts around this time. Two ISDN lines were needed to broadcast a semi-decent video conference and this was how we broadcast the Yorta Yorta trading floor from the Rumbalara Football Club in Shepparton all around the nation and to the world. This was the year in which my projects for the ISX was recognised for innovation by Silicon Valley's Tech Museum and was runner up for technological innovation in the 2006 Stockholm Prize.

The internet was at the forefront of all my thinking for pursuing ideas, supporting Indigenous Australia and developing inno-

vative enterprises so I wanted to use it to maximum advantage.

I had already made contact with Telstra Countrywide's then local manager Mark Mackenzie and started to talk to other people in Kangaroo Valley who needed access to better quality telecommunications. We were told that if we collected a petition of, from memory, over 100 signatures then our local exchanges would be upgraded and we would have a strong chance of getting broadband into the valley.

For the record Kangaroo Valley has about 400 permanent residents and on weekends the population expands by a couple of thousand. The permanent residents are made of people in the civil and construction trades, run a farm, run a small trading business and others, like myself, who have moved to the bush from the city because they are in employment and business that allows for long commute times or home based work. The weekenders are made up of people escaping the city for a couple of days or to their own holiday houses.

I collected the requisite signatures easily and quickly. Others were also active. A petition was left in the famous Barrengarry Store and without much trouble at all the required numbers soon accumulated. In the meantime Telstra Countrywide contacted me asking me if I could appear in a report "on our progress in delivering better services to regional Australia". A major photo shoot ensued around my tin shed office and I found myself pictured on the farm quad bike singing from the Telstra hymn book about networking the nation!

At first Telstra seemed to do the right thing. They delivered ISDN to my office which enabled video conferencing but it was terribly slow for internet use. It was also very expensive when compared to an Asymmetric Digital Subscriber Line or ADSL that was being rolled out in cities and towns. However, on the 18th March 2005, every Telstra subscriber in Kangaroo Valley received a note headed "BIGPOND

BROADBAND ADSL". The note went on: "Telstra has recently completed upgrade work in the local area, which will increase the availability of ADSL to households in the Kangaroo Valley area in the coming weeks"

But the caveat to all this was "Your application will be subject to your nominated telephone service passing service qualification in terms of cable distance and technology compatibility. We will notify you should your line fail to pass the service qualification test"

This was the magic seven kilometre from the CMUX exchange test. If you live within seven kilometres of the exchange, the world's your oyster - high speed broadband at premium prices with a whole host of possible competitors battling to do business with you. Beyond seven kilometres, then you pay up to 100 times the price per megabyte of download/upload capacity, you face maddingly slower speeds, unreliable access subject to weather and there are great limits to your ability to download/upload information.

Telstra is the primary telecommunications carrier for regional Australia. It maintains and effectively manages the primary telecommunications infrastructure on which all other telecommunications service providers must rely and their access to this primary telecommunications infrastructure influences how they can set their prices and how they can compete.

The effect of the seven kilometre "service qualification" creates two tiers of telecommunications users in Kangaroo Valley (and this would be the case across all Australian regional areas where ADSL CMUX exchanges were put in place) and this effectively splits the telecommunications market.

One group of telecommunications users that happened to live within 7 kilometers of a CMUX or ADSL enabled exchange had access to high speed, low cost ADSL. Other groups who lived more than 7 kilometers

from a CMUX or ADSL enabled exchange had to pay up to 100 times the cost of internet usage, had no access to ADSL and only access to slower, and much more costly internet services.

There is no rhyme or reason to the way the regional telecommunications market is split by this 7 kilometre rule, it simply relates to the physical location of the CMUX exchange.

In Kangaroo Valley one CMUX enabled exchange is located in the centre of the township, however, the Upper River CMUX exchange to which my phone lines are attached is in a remoter part of the Valley which has a small number of permanent residents and businesses. The result is that businesses with offices that are nearer the town centre are actually outside the seven kilometer radius served by the Upper River CMUX exchange, while remoter holiday houses with non-permanent residents in the Valley have access to full ADSL services and efficiencies. Thankfully many of these users, such as Mr. Cameron O'Reilly are as indignant about the injustice of the current situation as those who are currently excluded. See Mr O'Reilly's letter attached to this article.

II Getting Inside Telstra's Mindset

For the past few months in the hearings of the Tribunal I have sat alongside the very affable and loyal local manager of Telstra Countrywide, Patrick Nolan. We've become friendly. In the best spirit of the CTTT Patrick has tried to help me understand how Telstra can be a party to what I consider to be a situation of gross inequity. Despite his best efforts he hasn't succeeded but like his predecessor, Mark Mackenzie, Patrick Nolan is a good guy trying to do the right thing.

I can see Patrick's point of view. He thinks Sol Trujillo is a God-Send for Telstra. From the day he took office Trujillo

made it clear that he was there to maximise the interest of his Telstra shareholders, second to provide service to his customers and third to ensure that his workforce remained strong, committed and efficient.

But it was the shareholders that came first. That meant maximising value for them above all else. Accordingly with laser like efficiency Trujillo with a wealth of telco experience recognised there was only one way Telstra could make money and that was to focus on the Telstra Next G mobile network. Trujillo went to war with the Howard government because he was fiercely protective of Telstra's right to pursue profits for its shareholders over any public or political interest.

The reason Trujillo came to Telstra was because it was one of the few telcos in the world that still commanded networks and wires, phone services, broadband and media services. It was in his words the complete media telecommunications company. Trujillo's job was to maximise the multi-dimensional capacity of the company to generate super outcomes. If that meant purposefully excluding and making it hard for competitors to access its kingdom then so be it.

As such in the true Trujillo spirit, even Patrick says that if you want good broadband then you need to move your house and office! In others words shift your house and office several hundred metres to the point where the cable to the exchange spans less than the magic seven kilometres! or else, go through "the butcher's side window", erect an antenna, sign on to Next G and accept the quota constraints of 10 gigabytes download per month, after which the service switches down to a third world internet speed in which only basic emails are possible!! or else pay 100 times the ADSL rate for a marginal broadband service.

But before Trujillo arrived at Telstra there was a different focus and my solution to the current situation of inequity involves

Telstra partially moving back down that path.

On 31 January, 2005 Telstra successfully trialed booster equipment designed by Australian company Extel Communications in a number of locations around the country. According to the then group managing director of Telstra Countrywide Doug Campbell this new booster technology would provide ADSL to those, like me, that were outside of magic seven kilometre range of ADSL. Mr. Campbell said: "We're talking of many thousands, particularly farming communities that are up to 10 and 20 kilometres away from an exchange. With this booster we can get ADSL out there". (David Crowe, "Broadband in sight for Country Clients", Australian Financial Review, June 17, 2005

The trials were an indisputable success. Telstra indicated that the booster technology was cheap, easy to install and effective and that the technology would be launched in September 2005.

Mysteriously, however, a short time later, Telstra's public press release of 31 Jan 2004 announcing their purchase of over 500 units and the roll out of the ADSL booster technology to up to 200 regional and remote exchanges was withdrawn from their website and is no longer publicly available. This coincided with the arrival to the company of Trujillo .

When I contacted Trujillo in Sept 2007 in relation to ADSL availability for Kangaroo Valley, Mr. Francis Croydon (9 October 2007), responded on Mr. Trujillo's behalf. Mr Croydon indicated that "unfortunately your home line fails the Service Qualification test for ADSL broadband due to the excessive distance of the copper access network between your premises and the ADSL enabled Customer Multiplexer (CMUX)".

Notably the letter went on to say that "Local staff tested the Next G Wireless Broadband coverage at your location and found that a Wireless connection is a viable

option using a Wireless and Magnetic Antenna".

In other words my only prospect of broadband was to enter through the tier two entrance of the telecommunications butcher shop - pay more, be subject to rations and quotas and the unreliability of a public wireless network.

The question we might ask ourself at this point is why has Telstra ipurposefully sidelined cheap, effective, available, Australian technology that could be installed at nominal cost? There a number of reasons.

1. The technical standard segmented the market and forced a large number of consumers in regional Australia, to utilize higher cost services. This segmentation into what I call first and second tier users made it difficult for any other competitor to justify the cost of setting up its own first tier network.

2. The technical standard puts Telstra's Next G Wireless Technology into a very strong position against other second tier providers. The Next G plan means that for about \$129 a consumer can access 10 gigabytes per month, a comparable plan for a satellite competitor would cost \$139 plus about \$250 - more than double what Telstra Next G rate.

3. If Telstra did boost the ADSL signal out to 20km then it would face far greater and intense competition. Its fiercest ADSL competitor charges only .45c for one gigabyte on a 30 gigabyte monthly plan.

In a nutshell by not deploying the best ADSL booster technology available Telstra faces limited competition within the ADSL market and it can also offer a competitive but more costly product to the users it excludes from ADSL access. In other words just like the fabled electric cars that were created and destroyed by the American car manufacturers, Telstra destroyed access to a more effective technology in order to preserve its own market advantage.

But here's my appeal to Senator Conroy and Sol Trujillo. It may be years before the next generation broadband network becomes available. Telstra's current proposal to the government is that for \$4 billion it can provide next generation broadband to 80-90 per cent of all Australians.

Other competitors have put forward far more detailed proposals.

But who-ever wins this tender should be compelled by government in the interim to install and provide access to ADSL booster technology to the existing ADSL enabled exchanges around the country. This would bring massive efficiencies and savings to thousands around the country, not by 2011, but within a very short frame and for a very small cost. Yes it will be superseded. But for many in rural, regional and suburban Australia it will save millions and millions of dollars and will more than pay for itself.

Telstra itself is mad to play hard ball on this issue. Customers like me have been with the company for decades. We know that Telstra has many competitive advantages and because of this many customers will stay with the company even if there are other ADSL providers who can undercut Telstra's costs by 50 per cent. But one cannot be anything but cynical and even hostile to a company that forces a neighbour to pay up to 100 times more for an inferior service as Telstra is currently doing. *Mr. Trujillo, as more people come to understand the current inequities, they will come to a very hardened view of your conduct, it is against everything that is Australian and you may be the best business strategist in the world but I can assure you will lose your Australian customer base in droves.*

I have lost my one man battle with Telstra but there are others now who will take up the cause if Telstra does not willingly change its strategy. In my view it is clearly misusing its market power to substantially lessen the prospect of competition in the

regions and suburbs of Australia. Its conduct is clearly anti competitive.

It is unconscionable for Telstra not to provide the option of ADSL where the marginal cost of providing the necessary connection is minimal. Telstra is "price gauging" suburban, regional and remote Australia whilst unconscionably maximising profit and imposing inefficiencies that create great difficulties for businesses which are increasingly dependent on the internet for everything from marketing to receiving payments from clients and customers. This is the real picture on the ground. Over to you Mr. Trujillo and Senator Conroy.

Appendices

Table 1: First Tier Broadband Competitors

Connection	ISP	Plan Name	Monthly Fee	Down-load Speed	Upload Speed	Pre paid Data	Excess Rate	Upstream	Lowc Up
DSL	ITG Internet	512/128 - 30000	\$65.89	512	128	30 GB	Shaped	Free	\$185
DSL	CyberLink	1500k 5GB Shaped	\$79.95	1500	256	5 GB	Shaped	Free	\$224
DSL	NetSpeed	DSL 8000 (60000Mb)	\$159	8192	384	60 GB (+80 GB)	\$70 /GB	Free	\$248
DSL	CyberOne	ADSL2 Phone-Cap 60G	\$159.95	24576	820	50 GB (+10 GB)	Shaped	Free	\$183
DSL	DCSI	1.5M - C25/50	\$69.95	1500	256	25 GB (+50 GB)	Shaped	Free	\$134
DSL	NetSpeed	DSL 8000 (40000Mb)	\$134.95	8192	384	40 GB (+40 GB)	\$70 /GB	Free	\$248
DSL	Fastrac	512/512 10GB	\$90	512	512	10 GB	Shaped	Free	\$234
DSL	SuperNerd	ADSL1 - 8000K - 100GB	\$89.95	8192	384	20 GB (+60 GB)	Shaped	Free	\$165
DSL	Netro	DSL Soho 512/128 Flat	\$121	512	128	40 GB	Shaped	Free	\$275
DSL	Australia On Line	256k 60GB	\$49.95	256	64	15 GB (+45 GB)	Shaped	Free	\$64
DSL	Internode	Home-Plus-25	\$84.95	8192	384	25 GB	Shaped	Free	\$144
DSL	TSN Communica-tions	256K15G	\$59.95	256	64	15 GB	\$150 /GB	Counted	\$119
DSL	eTelecom	1.5M 5GB Usage Plan	\$69.95	1500	256	5 GB	\$100 /GB	Free	\$59
DSL	Broadband Solu-tions	1500/256	\$109.21	1500	256	20 GB	\$80 /GB	Free	\$55
DSL	NetCentral	ADSL512-15G	\$69.95	512	128	15 GB	Shaped	Free	\$229
DSL	Spacelink	Lightspeed 1.5	\$109.95	1500	256	No limit	Free	\$120	
DSL	Southern Cross Telco	Pro Plus +	\$79.95	512	512	30 GB	Shaped	Free	\$208
DSL	TopSpeed Internet	Unlimited 256	\$48.95	256	64	5 GB	Shaped	Free	\$200
DSL	Opraweb	1.5mb/256k 5GB Ex Plan	\$74.95	1500	256	5 GB	\$3 /GB	Free	\$109
DSL	Telstra BigPond	Liberty 25GB 1.5M (Bundled)	\$79.95	1500	256	25 GB	Shaped	Counted	\$189
DSL	AAPT Business Broadband	1500k Broadband Bundle	\$59.95	1500	256	15 GB	Shaped	Counted	\$0
DSL	Opraweb	1.5m/256k 5GB Bundle Plan	\$69.95	1500	256	5 GB	Shaped	Free	\$109

Table 1: First Tier Broadband Competitors

DSL	CyberLink	256k Shaped 30GB	\$59.95	256	64	30 GB	Shaped	Free	\$224
DSL	Quikweb Internet	1.5/60GB	\$95	1500	256	60 GB	Shaped	Free	\$340
DSL	iiNet	Business 5 (bundle)	\$159.90	8192	384	70 GB	Shaped	Free	\$148
DSL	Spin Internet	10GB Shaped	\$29.95	256	64	10 GB	Shaped	Free	\$113
DSL	Exetel	PTL B	\$45	24576	1024	12 GB (+48 GB)	\$3 /GB	Free	\$200
DSL	E-Access	8000 20Gig	\$99.95	8192	384	20 GB	Shaped	Free	\$139
DSL	Realcom	Realcom DSL 512/128	\$54.95	512	128	25 GB	Shaped	Free	\$0
DSL	Westnet	Boost - Option 3	\$99.95	8192	384	15 GB (+25 GB)	Shaped	Free	\$178
DSL	Ecomtel	ADSL-256-10GB-shaped	\$39.90	256	64	10 GB	Shaped	Free	\$208
DSL	Highlands Internet	Peak 256	\$49	256	64	10 GB	Shaped	Free	\$220
DSL	FutureWeb	H256-5000 (Home)	\$43.95	256	64	5 GB	Shaped	Free	\$176
DSL	Maxinet	25Gb Flat	\$123	1500	256	25 GB	Shaped	Free	\$20
DSL	Speednet	A110	\$51	256	64	10 GB	Shaped	Free	\$129
DSL	ADSLdirect	ADSL 1500/256 with 60GB	\$157	1500	256	60 GB	Shaped	Free	\$225
DSL	Grapevine	ADSL 8M 60GB Shaped	\$114.95	8192	384	60 GB	Shaped	Free	\$209
DSL	Vintek	8000k Silver*	\$194.95	8192	384	100 GB	Shaped	Free	\$253
DSL	yourhub	Real-256-4	\$59.95	256	64	10 GB	Shaped	Free	\$205
DSL	EscapeNet	512k Super	\$89.90	512	128	50 GB	Shaped	Free	\$248
DSL	Netspace	ADSL2+ 40 (Bundled)	\$49.95	24576	1024	20 GB (+20 GB)	Shaped	Free	\$49
DSL	Matilda Internet	8M/384 40GB Unlimited	\$99.95	8192	384	20 GB (+20 GB)	Shaped	Free	\$0
DSL	Fonebox	Fonebox Max30000	\$119.90	8192	384	30 GB	Shaped	Free	\$198
DSL	Opraweb	256/64k 15 GB	\$42.95	256	64	15 GB	Shaped	Free	\$109
DSL	NetCentral	ADSL1500-25G	\$129.95	1500	256	25 GB	Shaped	Free	\$229
DSL	Tradeweb	AS512/512/U	\$139.95	512	512	No limit	Free		\$258
DSL	Nelson Bay Online	256-Unlimited	\$65	256	64	15 GB	Shaped	Free	\$110
DSL	UltraFast Communications Solutions	SOHO 8192	\$135.50	8192	384	25 GB	Shaped	Free	\$100
DSL	iiNet	Business 4 (bundle)	\$129.90	8192	384	50 GB	Shaped	Free	\$148
DSL	VoIPex	512 True Unlimited	\$199.95	512	128	No limit	Free	####	\$199
DSL	Cheetah by Ozzieweb	CHEETAH Very High 50Gb	\$149.95	1500	256	50 GB	Shaped	Free	\$199
DSL	DragNet	Turbo 20GB	\$59.95	512	128	10 GB (+10 GB)	\$100 /GB	Counted	\$199
DSL	Speednet	A305	\$69	1500	256	5 GB	Shaped	Free	\$129
DSL	Blackstump Solutions	Freedom 1500/Phone	\$79.95	1500	256	50 GB	Shaped	Free	\$187
DSL	OntheNet	A-F8000-F	\$99	8192	384	10 GB (+10 GB)	Shaped	Free	\$198
DSL	Ecomtel	ADSL-512-10GB-shaped	\$39.90	512	128	10 GB	Shaped	Free	\$208
DSL	Skyways Internet Services	Sky256 5GB (S)	\$39.95	256	64	5 GB	Shaped	Free	\$149
DSL	BFM Telecoms	Lite Unlimited	\$59.95	256	64	60 GB	Shaped	Free	\$0
DSL	Aardvark Internet	256 Large 5GB	\$42	256	64	5 GB	\$100 /GB	Free	\$205
DSL	Bullet Internet	Gold 35000	\$139.95	1500	256	35 GB	\$10 /GB	Free	\$294
DSL	Broadband Solutions	256/64	\$49.90	256	64	8 GB	\$80 /GB	Free	\$55
DSL	Internode	SOHO-Plus-5	\$79.95	8192	384	5 GB	Shaped	Free	\$194

Table 1: First Tier Broadband Competitors

DSL	Webshield Content Filtered ISP	256/64 Standard	\$47.95	256	64	5 GB	Shaped	Free	\$191
DSL	Ecomtel	ADSL-8000-20GB-shaped	\$79.90	8192	384	20 GB	Shaped	Free	\$208
DSL	AussieISP	256 Max	\$49.95	256	64	15 GB	Shaped	Free	\$0
DSL	SuperNerd	ADSL1 - 256K - 21GB	\$39.95	256	64	7 GB (+7 GB)	Shaped	Free	\$165
DSL	gotalk	goNet Value	\$25	256	64	15 GB	Shaped	Free	\$0
DSL	Pacnet	Express Communicate 8000	\$89.95	8192	384	20 GB (+75 GB)	Shaped	Free	\$99
DSL	Blackstump Solutions	Freedom8000	\$119.95	8192	384	60 GB	Shaped	Free	\$187
DSL	iiNet	Home 5	\$79.95	8192	384	8 GB (+15 GB)	Shaped	Free	\$148
DSL	Reset Internet Services	1500/256 35GB	\$99.95	1500	256	35 GB	Shaped	Free	\$178
DSL	ASKOM	Sprint 3	\$99.90	8192	384	30 GB	Shaped	Free	\$209
DSL	Information Service Providers (I.S.P)	512 50GB	\$88	512	128	50 GB	\$11 /GB	Free	\$209
DSL	Fastrac	512/128 50GB	\$95	512	128	50 GB	Shaped	Free	\$234
DSL	TSN Communications	256K10000	\$37.95	256	64	10 GB	Shaped	Counted	\$218
DSL	DCSI	512k - C5/30	\$44.95	512	128	5 GB (+30 GB)	Shaped	Free	\$134
DSL	AAPT	512k Broadband Standalone	\$54.95	512	128	5 GB	Shaped	Counted	\$0
2-way Satellite	DragNet	SAT 256/64 5GB	\$59.50	256	64	5 GB	\$120 /GB	Free	\$309
DSL	VolPex	Bundle Pack 5 (E)	\$89.95	1500	256	30 GB	\$100 /GB	Free	\$199
DSL	Brown Bear Internet	512/512k 25GB	\$85.95	512	512	25 GB	Shaped	Free	\$128
DSL	Australia On Line	40 GB	\$109.95	1500	256	40 GB	Shaped	Free	\$64
Fibre/VDSL	Telstra BigPond	Standard 12GB Liberty (Bundled)	\$99.95	8000	384	12 GB	Shaped	Counted	\$319
DSL	Brown Bear Internet	512/512k 15GB	\$81.95	512	512	15 GB	\$3 /GB	Free	\$128
DSL	Aussie PC Shop	DEAL 2 512k 25 GIG UB	\$44.99	512	128	25 GB	Shaped	Free	\$159
DSL	NetSpeed	DSL 8000 (40000Mb)	\$139.95	8192	384	40 GB (+40 GB)	\$70 /GB	Free	\$248
DSL	Ecomtel	ADSL-8000-60GB-shaped	\$119.90	8192	384	60 GB	Shaped	Free	\$208
DSL	Rascal Internet	Ultra 1500	\$129.99	1500	256	25 GB	Shaped	Free	\$0
DSL	iiNet	Home 7 (bundle)	\$129.95	8192	384	35 GB (+60 GB)	Shaped	Free	\$148
DSL	netXP	E512-55	\$54.90	512	128	15 GB (+4.5 GB)	Shaped	Free	\$228
DSL	aaNet	1500-Plan-2	\$49.90	1500	256	10 GB (+No limit)	(N/A)	Free	\$178
DSL	E-Access	512 12Gig	\$59.95	512	128	12 GB	Shaped	Free	\$139
DSL	Opraweb	1.5mb/256k 25 GB	\$85.95	1500	256	25 GB	Shaped	Free	\$109
DSL	Genius8 Telecom	Genius3 Excess	\$66	1500	256	5 GB (+5 GB)	\$90 /GB	Counted	\$189
DSL	aaNet	256-Plan-1	\$24.90	256	64	5 GB (+No limit)	\$3 /GB	Free	\$178
DSL	Fastrac	1500/256 60GB	\$165	1500	256	60 GB	Shaped	Free	\$234
DSL	Information Service Providers (I.S.P)	512K - Flat Rate	\$110	512	128	No limit		Free	\$209
DSL	Accsoft Internet Services	Freeway ADSL 1.5M 5GB	\$93.95	1500	256	5 GB	Shaped	Free	\$121
DSL	Brown Bear Internet	256/64k 25GB	\$48.95	256	64	25 GB	\$3 /GB	Free	\$128
DSL	Westnet	Active - Option 4	\$79.95	1500	256	20 GB (+40 GB)	Shaped	Free	\$178

Table 1: First Tier Broadband Competitors

DSL	Ecomtel	ADSL-512-60GB- shaped	\$89.90	512	128	60 GB	Shaped	Free	\$208
Average		\$86.91	3280.5	252.7					

Table 2: Second Tier Competition (Satellite)

Connection	ISP	Plan Name	Monthly Fee	Down-load Speed	Upload Speed	Pre paid Data	Excess Rate	Upstream	Lowest Set Up
2-way Satellite	Activ8me	Activ8me Plus 4GB OP	\$79.95	1024	512	20 GB (+2 GB)	Shaped	Counted	\$0
2-way Satellite	Activ8me	Activ8me Super 40GB OP	\$486.95	2048	512	20 GB(+20 GB)	Shaped	Counted	\$0
2-way Satellite	Activ8me	Activ8me Super 30GB OP	\$369.95	2048	512	15 GB (+15 GB)	Shaped	Counted	\$0
2-way Satellite	DragNet	SAT 512/128 10GB	\$119.50	512	128	10 GB	\$120 /GB	Free	\$309
2-way Satellite	DragNet	SAT 1024/256 10GB	\$159.50	1024	128	10 GB	\$120 /GB	Free	\$309
2-way Satellite	OptusNet	10GB 512/128	\$180	512	128	10 GB	Shaped	Free	\$99
2-way Satellite	Activ8me	Activ8me Super 20GB OP	\$249.95	2048	512	10 GB (+10 GB)	Shaped	Counted	\$0
2-way Satellite	Bluemaxx	Star 2048 Business I	\$270	2048	512	10 GB	Shaped	Counted	\$2,616
2-way Satellite	OptusNet	10GB 1024/128	\$288	1024	128	10 GB	Shaped	Free	\$99
2-way Satellite	OptusNet	10GB 1024/256	\$417	1024	256	10 GB	Shaped	Free	\$2,849
2-way Satellite	Activ8me	Activ8me Super 16GB OP	\$219.95	2048	512	8 GB	Shaped	Counted	\$0
2-way Satellite	DragNet	SAT 256/64 5GB	\$59.50	256	64	5 GB	\$120 /GB	Free	\$309
2-way Satellite	DragNet	SAT 512/128 5GB	\$89.50	512	128	5 GB	\$120 /GB	Free	\$309
2-way Satellite	OptusNet	5GB 512/128	\$98	512	128	5 GB	Shaped	Free	\$99
2-way Satellite	Aussie Broadband	Aussie 512-10G	\$99.95	512	128	5 GB (+5 GB)	Shaped	Free	\$0
2-way Satellite	DragNet	SAT 1024/256 5Gb	\$109.50	1024	128	5 GB	\$120 /GB	Free	\$309
2-way Satellite	Wideband Networks	512/128 - 15 Gig	\$109.95	512	128	5 GB (+10 GB)	Shaped	Free	\$0
2-way Satellite	Aussie Broadband	Aussie 1024-10G	\$119.95	1024	256	5 GB (+5 GB)	Shaped	Free	\$0
2-way Satellite	Wideband Networks	1024/256 - 15 Gig	\$129.95	1024	256	5 GB (+10 GB)	Shaped	Free	\$0
2-way Satellite	Westnet	Active - Opt. 3 Ph	\$139.95	1024	512	5 GB	\$50 /GB	Counted	\$0
2-way Satellite	Westnet	Active - Opt. 3	\$149.95	1024	512	5 GB	\$50 /GB	Counted	\$0
2-way Satellite	Bluemaxx	Star 512 Heavy	\$151.95	512	256	5 GB	Shaped	Counted	\$2,616
2-way Satellite	OptusNet	5GB 1024/128	\$158	1024	128	5 GB	Shaped	Free	\$99
2-way Satellite	Activ8me	Activ8me Plus 10GB OP	\$159.95	1024	512	5 GB (+5 GB)	Shaped	Counted	\$0
2-way Satellite	Bluemaxx	Star 1024 Heavy	\$159.95	1024	512	5 GB	Shaped	Counted	\$2,616
2-way Satellite	Bluemaxx	Star 2048 Heavy	\$169.95	2048	512	5 GB	Shaped	Counted	\$2,616
2-way Satellite	Activ8me	Activ8me Super 10GB OP	\$169.95	2048	512	5 GB (+5 GB)	Shaped	Counted	\$0
2-way Satellite	OptusNet	5GB 1024/256	\$227	1024	256	5 GB	Shaped	Free	\$2,849
2-way Satellite	Reachnet	Skylark Plus Upfront	\$105.50	800	128	4 GB	\$120 /GB	Counted	\$2,750

Table 2: Second Tier Competition (Satellite)

2-way Satellite	Reachnet	Redstone Plus Upfront	\$105.95	800	128	4 GB	\$120 /GB	Counted	\$1.000
2-way Satellite	Reachnet	Redstone Plus	\$179.50	800	128	4 GB	\$120 /GB	Counted	\$0
2-way Satellite	Reachnet	Skylark Plus	\$179.50	800	128	4 GB	\$120 /GB	Counted	\$1.000
2-way Satellite	Telstra BigPond	2-Way 800/128 4 GB	\$499.95	800	128	4 GB	\$150 /GB	Counted	\$1.797
2-way Satellite	DragNet	SAT 256/64 3GB	\$49.50	256	64	3 GB	\$120 /GB	Free	\$309
2-way Satellite	Westnet	Starter - Opt. 3 Ph	\$54.95	512	256	3 GB	\$50 /GB	Counted	\$0
2-way Satellite	DragNet	SAT 256/128 3GB	\$55.50	256	128	3 GB	\$120 /GB	Free	\$309
2-way Satellite	DragNet	SAT 512/128 3GB	\$59.50	512	128	3 GB	\$120 /GB	Free	\$309
2-way Satellite	Aussie Broadband	Aussie 512-6G	\$59.95	512	128	3 GB (+3 GB)	Shaped	Free	\$0
2-way Satellite	Wideband Networks	512/128 - 9 Gig	\$64.95	512	128	3 GB			
(+6 GB)	Shaped	Free	\$0						
2-way Satellite	Westnet	Starter - Opt. 3	\$64.95	512	256	3 GB	\$50 /GB	Counted	\$0
2-way Satellite	Reachnet	Parke II (subsidised)	\$65	512	128	3 GB	\$120 /GB	Counted	\$0
2-way Satellite	OptusNet	3GB 512/128	\$66	512	128	3 GB	Shaped	Free	\$99
2-way Satellite	Reachnet	Parkes II Plus (subsidised)	\$75	512	128	3 GB	\$120 /GB	Counted	\$0
2-way Satellite	Reachnet	Redstone Upfront	\$75.50	512	128	3 GB	\$120 /GB	Counted	\$1.000
2-way Satellite	Reachnet	Skylark Upfront	\$75.50	512	128	3 GB	\$120 /GB	Counted	\$2.750
2-way Satellite	Aussie Broadband	Aussie 1024-6G	\$79.95	1024	256	3 GB (+3 GB)	Shaped	Free	\$0
2-way Satellite	Wideband Networks	1024/256 - 9 Gig	\$84.95	1024	256	3 GB (+6 GB)	Shaped	Free	\$0
2-way Satellite	Clear Networks	Power Capped	\$89.95	512	256	3 GB (+3 GB)	Shaped	Counted	\$2.750
2-way Satellite	Bluemaxx	Star 512 Regular	\$98.95	512	256	3 GB	Shaped	Counted	\$2.616
2-way Satellite	DragNet	SAT 1024/256 3GB	\$99.50	1024	128	3 GB	\$120 /GB	Free	\$309
2-way Satellite	Clear Networks	Power	\$99.95	1024	256	3 GB(+3 GB)	\$90 /GB	Counted	\$2.750
2-way Satellite	Westnet	Active - Opt. 2 Ph	\$99.95	1024	512	3 GB	\$50 /GB	Counted	\$0
2-way Satellite	Bluemaxx	Star 1024 Regular	\$104.95	1024	512	3 GB	Shaped	Counted	\$2.616
2-way Satellite	Activ8me	Activ8me Plus 6GB OP	\$105.95	1024	512	3 GB (+3 GB)	Shaped	Counted	\$0
2-way Satellite	OptusNet	3GB 1024/128	\$106	1024	128	3 GB	Shaped	Free	\$99
2-way Satellite	Genius8 Telecom	HIT 5	\$109	512	128	3 GB	\$150 /GB	Free	\$0
2-way Satellite	Westnet	Active - Opt. 2	\$109.95	1024	512	3 GB	\$50 /GB	Counted	\$0
2-way Satellite	Bluemaxx	Star 2048 Regular	\$110.95	2048	512	3 GB	Shaped	Counted	\$2.616
2-way Satellite	Activ8me	Activ8me Super 6GB OP	\$115.95	2048	512	3 GB (+3 GB)	Shaped	Counted	\$0
2-way Satellite	Reachnet	Redstone	\$131.50	512	128	3 GB	\$120 /GB	Counted	\$0
2-way Satellite	Reachnet	Skylark	\$148.50	512	128	3 GB	\$120 /GB	Counted	\$1.000
2-way Satellite	OptusNet	3GB 1024/256	\$151	1024	256	3 GB	Shaped	Free	\$2.849
2-way Satellite	Aussie Broadband	Aussie 512-4G	\$49.95	512	128	2 GB (+2 GB)	Shaped	Free	\$0
2-way Satellite	Wideband Networks	512/128 - 6 Gig	\$54.95	512	128	2 GB (+4 GB)	Shaped	Free	\$0
2-way Satellite	OptusNet	2GB 512/128	\$58	512	128	2 GB	Shaped	Free	\$99

Botsman v Telstra

Table 2: Second Tier Competition (Satellite)

2-way Satellite	Aussie Broadband	Aussie 1024-4G	\$59.95	1024	256	2 GB (+2 GB)	Shaped	Free	\$0
2-way Satellite	Wideband Networks	1024/256 - 6 Gig	\$64.95	1024	256	2 GB (+4 GB)	Shaped	Free	\$0
2-way Satellite	Bluemaxx	Star 512 Medium	\$74.95	512	256	2 GB	Shaped	Counted	\$2.616
2-way Satellite	Bluemaxx	Star 1024 Medium	\$79.95	1024	512	2 GB	Shaped	Counted	\$2.616
2-way Satellite	OptusNet	2GB 1024/128	\$83	1024	128	2 GB	Shaped	Free	\$99
2-way Satellite	Genius8 Telecom	HIT 4	\$89.95	512	128	2 GB	\$150 /GB	Free	\$0
2-way Satellite	OptusNet	2GB 1024/256	\$113	1024	256	2 GB	Shaped	Free	\$2.849
2-way Satellite	Telstra BigPond	2-Way 512/128 2 GB	\$249.95	512	128	2 GB	\$150 /GB	Counted	\$1.797
2-way Satellite	Reachnet	Parkes I (subsidised)	\$49.50	256	64	1.5 GB	\$120 /GB	Counted	\$0
2-way Satellite	Reachnet	Parkes I Plus (subsidised)	\$59.50	256	64	1.5 GB	\$120 /GB	Counted	\$0
2-way Satellite	Westnet	Starter - Opt. 2 Ph	\$29.95	512	256	1 GB	\$50 /GB	Counted	\$0
2-way Satellite	Aussie Broadband	Aussie 512-2G	\$34.95	512	128	1 GB (+1 GB)	Shaped	Free	\$0
2-way Satellite	Wideband Networks	512/128 - 3 Gig	\$38.95	512	128	1 GB (+2 GB)	Shaped	Free	\$0
2-way Satellite	DragNet	SAT 256/64 1GB	\$39.50	256	64	1 GB	\$120 /GB	Free	\$309
2-way Satellite	OptusNet	1GB 256/64	\$39.95	256	64	1 GB	Shaped	Free	\$99
2-way Satellite	Clear Networks	Budget Capped	\$39.95	256	64	1 GB (+1 GB)	Shaped	Counted	\$2.750
2-way Satellite	Westnet	Starter - Opt. 2	\$39.95	512	256	1 GB	\$50 /GB	Counted	\$0
2-way Satellite	DragNet	SAT 256/128 1GB	\$42.50	256	128	1 GB	\$120 /GB	Free	\$309
2-way Satellite	DragNet	SAT 512/128 1GB	\$44.50	512	128	1 GB	\$120 /GB	Free	\$309
2-way Satellite	Aussie Broadband	Aussie 1024-2G	\$44.95	1024	256	1 GB (+1 GB)	Shaped	Free	\$0
2-way Satellite	Clear Networks	Standard	\$45	512	128	1 GB (+1 GB)	\$90 /GB	Counted	\$2.750
2-way Satellite	Bluemaxx	Star 512 Lite	\$46.95	512	256	1 GB	Shaped	Counted	\$2.616
2-way Satellite	Wideband Networks	1024/256 - 3 Gig	\$48.95	1024	256	1 GB (+2 GB)	Shaped	Free	\$0
2-way Satellite	Clear Networks	Standard Capped	\$49.95	512	256	1 GB (+1 GB)	Shaped	Counted	\$2.750
2-way Satellite	Genius8 Telecom	HIT 3	\$49.95	512	128	1 GB	\$150 /GB	Free	\$0
2-way Satellite	OptusNet	1GB 512/128	\$49.95	512	128	1 GB	Shaped	Free	\$99
2-way Satellite	Bluemaxx	Star 1024 Lite	\$49.95	1024	512	1 GB	Shaped	Counted	\$2.616
2-way Satellite	Activ8me	Activ8me Plus 2GB OP	\$49.95	1024	512	1 GB (+1 GB)	Shaped	Counted	\$0
2-way Satellite	Westnet	Active - Opt. 1 Ph	\$54.95	1024	512	1 GB	\$50 /GB	Counted	\$0
2-way Satellite	OptusNet	1GB 1024/128	\$59.95	1024	128	1 GB	Shaped	Free	\$99
2-way Satellite	Bluemaxx	Star 2048 Lite	\$59.95	2048	512	1 GB	Shaped	Counted	\$2.616
2-way Satellite	Westnet	Active - Opt. 1	\$64.95	1024	512	1 GB	\$50 /GB	Counted	\$0
2-way Satellite	OptusNet	1GB 1024/256	\$75	1024	256	1 GB	Shaped	Free	\$2.849
2-way Satellite	Telstra BigPond	2-Way 512/128 1GB	\$159.95	512	128	1 GB	\$150 /GB	Counted	\$1.797
2-way Satellite	DragNet	SAT 256/64 600MB	\$29.50	256	64	600 MB	\$120 /GB	Free	\$309
Average			\$112.05	838.72	245.76				

Table 3: Third Tier Competition (Wireless)

Connection	ISP	Plan Name	Monthly Fee	Down-load Speed	Upload Speed	Pre paid Data	Excess Rate	Upstream	Lowest Set Up
Wireless	Central Coast Internet	5600A	\$19.95	64	64	No limit	No limit	Free	\$249
Wireless	Central Coast Internet	5602A	\$29.95	256	64	No limit	No limit	Free	\$249
Wireless	Central Coast Internet	5606A	\$59.95	512	128	No limit	No limit	Free	\$249
Wireless	Central Coast Internet	5608A	\$124.95	512	512	No limit	No limit	Free	\$249
Wireless	Nowires	48000MB	\$306	Max	Max	48 GB	Shaped	Free	\$360
Wireless	Nowires	36000MB	\$242	Max	Max	36 GB	Shaped	Free	\$360
Wireless	Nowires	24000MB	\$178	Max	Max	24 GB	Shaped	Free	\$360
Wireless	Clear Networks	Pro 20	\$79.95	1024	256	20 GB (+20 GB)	\$90 /GB	Free	\$0
Wireless	Clear Networks	Pro Cap 20	\$89.95	1024	256	20 GB (+20 GB)	Shaped	Free	\$0
Wireless	Clear Networks	Power 20	\$95.95	2048	512	20 GB (+20 GB)	\$90 /GB	Free	\$0
Wireless	Clear Networks	Power Cap 20	\$99.95	2048	512	20 GB (+20 GB)	Shaped	Free	\$0
Wireless	Fish Telecom	Minnow Max 512	\$49.95	512	128	15 GB	Shaped	Free	\$299
Wireless	Fish Telecom	Shark Max 1500	\$69.95	1500	256	15 GB	Shaped	Free	\$299
Wireless	World Without Wires - wwwires	WDSL-512-15G	\$69.99	512	128	15 GB	Shaped	Free	\$199
Wireless	Clear Networks	Standard Cap 15	\$79.95	512	128	15 GB (+15 GB)	Shaped	Free	\$0
Wireless	Nelson Bay Online	256-Unlimited	\$89.95	256	64	15 GB	Shaped	Counted	\$25
Wireless	World Without Wires - wwwires	WDSL-1024-15G	\$89.99	1024	128	15 GB	Shaped	Free	\$199
Wireless	Nelson Bay Online	512-Unlimited	\$129.95	512	128	15 GB	Shaped	Counted	\$25
Wireless	Nowires	12000MB	\$114	Max	Max	12 GB	Shaped	Free	\$360
Wireless	Nowires	256K 10000MB	\$66	256	64	10 GB	Shaped	Free	\$360
Wireless	Clear Networks	Budget Cap 10	\$69.95	256	64	10 GB (+10 GB)	Shaped	Free	\$0
Wireless	Clear Networks	Standard 10	\$69.95	512	128	10 GB (+10 GB)	\$90 /GB	Free	\$0
Wireless	AUSTAR broadband	256+10GB	\$74.95	256	64	10 GB	Shaped	Free	\$199
Wireless	Clear Networks	Power 10	\$79.95	2048	512	10 GB (+10 GB)	\$90 /GB	Free	\$0
Wireless	AUSTAR broadband	512+10GB	\$84.95	512	128	10 GB	Shaped	Free	\$199
Wireless	DragNet	Wireless 512/128 10GB	\$89.50	512	128	10 GB	\$180 /GB	Free	\$199
Wireless	DragNet	Wireless 1024/256 10GB	\$109.50	1024	256	10 GB	\$180 /GB	Free	\$199

Table 3: Third Tier Competition (Wireless)

Wireless	AUSTAR broadband	1024+10GB	\$109.95	1024	256	10 GB	Shaped	Free	\$199
Wireless	Telstra BigPond	Super G Fast 10GB Liberty	\$129.95	7200	1300	10 GB	Shaped	Counted	\$299
Wireless	Nowires	9000MB	\$98	Max	Max	9 GB	Shaped	Free	\$360
Wireless	OptusNet	Connect N Go - 9GB	\$100	3600	384	9 GB	N/A	Counted	\$199
Wireless	Nelson Bay Online	256-Power	\$59.95	256	64	8 GB	Shaped	Counted	\$25
Wireless	Clear Networks	Pro 8	\$59.95	1024	256	8 GB (+8 GB)	\$90 /GB	Free	\$0
Wireless	Nelson Bay Online	512-Power	\$85.95	512	128	8 GB	Shaped	Counted	\$25
Wireless	Nelson Bay Online	1024-Power	\$192	1024	256	8 GB	Shaped	Counted	\$25
Wireless	BKB Internet	Wireless BB 6GB	\$49.95	3600	384	6 GB	\$100 /GB	Counted	\$0
Wireless	OptusNet	'yes'Wireless 6GB (bundle)	\$49.99	3600	384	6 GB	\$150 /GB	Counted	\$229.95
Wireless	OptusNet	'yes' Wireless 6GB	\$59.99	3600	384	6 GB	\$150 /GB	Counted	\$229.95
Wireless	World Without Wires - wwwires	WDSL-1000-6G	\$69.99	1024	128	6 GB	Shaped	Free	\$199
Wireless	OptusNet	Connect N Go - 6GB	\$70	3600	384	6 GB	N/A	Counted	\$199
Wireless	Nowires	6000MB	\$82	Max	Max	6 GB	Shaped	Free	\$360
Wireless	Virgin Broadband	Mobile Broadband 5GB (b)	\$34	512	384	5 GB	Shaped	Counted	\$0
Wireless	Virgin Broadband	Mobile Broadband 5GB	\$39	512	384	5 GB	Shaped	Counted	\$0
Wireless	Fish Telecom	Minnow Lite 512	\$39.95	512	128	5 GB	Shaped	Free	\$299
Wireless	Vodafone	5GB Contract (Bundle)	\$39.95	3600	384	5 GB	\$100 /GB	Counted	\$0
Wireless	CyberOne	Mobile Broadband 5GB SP24	\$44.95	3600	512	5 GB	\$140 /GB	Counted	\$308.95
Wireless	Nelson Bay Online	256-Surfer	\$49.95	256	64	5 GB	Shaped	Counted	\$25
Wireless	Vodafone	5GB Contract (24mths)	\$49.95	3600	384	5 GB	\$100 /GB	Counted	\$0
Wireless	CyberOne	Mobile Broadband 5GB SP24	\$49.95	3600	512	5 GB	\$140 /GB	Counted	\$308.95
Wireless	OptusNet	Connect N Go - 5GB	\$50	3600	384	5 GB	N/A	Counted	\$199
Wireless	Broadband Solutions	Mobile Wireless Broadband3	\$51.99	2048	1024	5 GB	\$150 /GB	Counted	\$55
Wireless	Fish Telecom	Shark Lite 1500	\$59.95	1500	256	5 GB	Shaped	Free	\$299
Wireless	Soul Communications	Wireless Go 5GB	\$59.95	1500	64	5 GB	\$100 /GB	Counted	\$0
Wireless	CyberOne	Mobile Broadband 5GB	\$59.95	3600	512	5 GB	\$140 /GB	Counted	\$308.95
Wireless	CyberOne	Mobile Broadband 5GB	\$64.95	3600	512	5 GB	\$140 /GB	Counted	\$308.95

Table 3: Third Tier Competition (Wireless)

Table 3: Third T

Service Type	Provider	Plan Name	Price	Speed	Bandwidth	Features	Usage	Other	Notes
Wireless	DragNet	Wireless 512/128 5GB	\$69.50	512	128	Clear Networks	\$180 /GB	Free	\$44.99
Wireless	ASKOM	Wireless WB 5GB	\$69.90	3600	256	CyberOne	2000 /GB	Broadband	\$44.99
Wireless	Nelson Bay Online	512-Surfer	\$73	512	128	OptusNet	5 GB	Counted	\$
Wireless	DragNet	Wireless 1024/256 5GB	\$89.50	1024	256	ASKOM	5 GB	Free	\$
Wireless	Telstra BigPond	Super G Fast 5GB Liberty	\$89.95	3600	130	AUSTAR Broadband	3GB	Counted	\$49.99
Wireless	Nelson Bay Online	1024-Surfer	\$159.9	1024	256	Virgin Broadband	Home	Counted	\$60
Wireless	Clear Networks	Pro Cap	\$49.95	1024	256	AUSTAR Broadband (4 GB)	Shaped	Free	\$74.99
Wireless	World Without Wires - wwwires	WDSL-512-4G	\$49.99	512	128	CyberOne	1GB	Broadband	\$15.99
Wireless	Clear Networks	Power	\$54.95	2048	512	Vodafone	4 GB (+4 GB)	Contract	\$19.99
Wireless	Virgin Broadband	Double Your Download	\$70	512	384	CyberOne	1GB	Broadband	\$19.99
Wireless	BKB Internet	Wireless BB 3GB	\$34.95	3600	384	OptusNet	3 GB	Counted	\$
Wireless	OptusNet	Connect N Go - 3GB	\$40	3600	384	Broadband Solutions	3 GB	Counted	\$
Wireless	DragNet	Wireless 512/128 3GB	\$59.50	512	128	BKB Internet	1GB	Free	\$
Wireless	Nowires	3000MB	\$66	Max	Max	CyberOne	3GB	Broadband	\$24.99
Wireless	DragNet	Wireless 1024/256 3GB	\$79.50	1024	256	ASKOM	3 GB	Free	\$
Wireless	BKB Internet	Wireless BB 2GB	\$29.95	3600	384	Clear Networks	2GB	Counted	\$29.99
Wireless	CyberOne	Mobile Broadband 2GB SP24	\$29.95	3600	512	Clear Networks	2 GB	Counted	\$
Wireless	OptusNet	Connect N Go - 2GB	\$30	3600	384	Average	2 GB	Counted	\$
Wireless	Clear Networks	New	\$34.95	256	64		2 GB (+2 GB)	Free	\$
Wireless	Soul Communications	Wireless Go 2GB	\$34.95	1500	64		2 GB	Counted	\$
Wireless	CyberOne	Mobile Broadband 2GB SP24	\$34.95	3600	512		2 GB	Counted	\$
Wireless	OptusNet	'yes' Wireless 2GB (bundle)	\$34.99	3600	384		2 GB	Counted	\$
Wireless	AUSTAR broadband	Family	\$39.95	256	64		2 GB	Free	\$
Wireless	Clear Networks	Standard 2	\$39.95	512	128		2 GB	Free	\$
Wireless	Clear Networks	Standard Cap	\$39.95	512	128		2 GB (+2 GB)	Free	\$
Wireless	CyberOne	Mobile Broadband 2GB	\$39.95	3600	512		2 GB	Counted	\$
Wireless	World Without Wires - wwwires	WDSL-256-2G	\$39.99	256	64		2 GB	Free	\$
Wireless	Broadband Solutions	Mobile Wireless Broadband2	\$39.99	2048	1024		2 GB	Counted	\$