

## CONSULTATION QUESTIONS – TELSAT'S RESPONSE

Q1: Comments are invited on any aspect of TRR's draft interpretation of speeds and proposal regarding design capacity, practical and minimal speeds. (Section 4)

I get the impression that you people have never visited a small village anywhere in Vanuatu. You may not have noticed that most of the people live in grass huts without electricity. Most will have no use **even for a 1Mbps** internet service. They would have far more use for a Yam Spade.

Q2: What are your views on TRR's draft interpretation of Service Quality and speeds for the purposes of the UAP? (Section 5)

Delivering 1Mbps (Max) to 21 sites is a far better aim and a better use of UAP funds than trying to deliver 21Mbps to one site.

Q3: What are your views as to what may constitute a reasonable definition of service that meet the broadband speed of 21/12 Mbps required under the UAP, and whether a practical baseline speed should be determined that is 'SMART' (Simple, Measurable, Achievable, Realistic and Timely)? (Section 5)

Section 5 para. 5: "**If a customer seeks..**" Any services delivered should be based on customer demand. If they need 21Mbps then obviously they can afford it and it is worth providing it. Delivering high speed internet to areas of zero demand is a waste of valuable resources.

Q4: What are your views on TRR's proposal in respect of Service Quality and Speed Implementation? (Section 6)

The UAP fund is safe in the bank, because nobody is going to reach those targets. Not because the technology can't handle it, but because it would be wasting the UAP fund to attempt it.

Q5: What are your views on TRR's preliminary view that the required broadband speed with availability of 21/12 Mbps should be contended for a minimum availability capacity of at least 2/1 Mbps with 99% success rate?

Again, any service should be based on customer demand. If the customer wants 3-4 Mbps then base the capacity availability on that service.

If you are delivering a 1Mbps service to a tiny village with no demand at all, base the capacity availability of that.

### Other Comments

**Personal views:** I think you all have your head in the clouds. I was hoping that you would have learnt from the shameful waste of the UAP funds on the Rensari project. (What is the maximum download speed there by the way? What is the monthly cost?)

Telsat has delivered internet services **comparable to what's available in Port Vila**, to multiple sites around Vanuatu for a tiny fraction of the cost of the Rensari Project. We could have systems running in at least 15-20 sites for the cost of the Rensari project.

Our systems don't reach the capacity targets set by the TRR for UAP funding, but none the customers at those sites have ever asked for speeds above 1Mbps and are extremely happy to have a service **now**.

I suggest you get out there and ask the rural population what they want, instead of forcing unrealistic speeds and therefore costs onto them.

**Sustainability** is the key word.

I also suggest that you start treating the UAP fund as an extremely valuable resource and stop wasting it like you are.

