



nbn-Confidential: Commercial

7 October 2021

Paul Radalj
Director Corporate and Commercial Services
City of Greater Geraldton
PO Box 101, Geraldton. WA 6531

nbn™ Business Fibre Zone Partnership – Quote for Narngulu Area & Waste Facility

Dear Paul,

Thank you for requesting an estimate to partner with **nbn** to create a new [nbn™ Business Fibre Zone](#). We are pleased to provide the indicative information below, based on our understanding of your requirements.

This program enables state and local governments to partner with **nbn** to further expand **nbn™** Enterprise Ethernet into regional and remote Australia at no upfront build cost to providers. Business premises within these areas will also have access to **nbn** premium-grade business products at CBD zoned pricing.

Business **nbn™** Enterprise Ethernet is a product designed for providers serving end users who need high levels of speed, performance and reliability when moving their vital data. Removing the barrier to entry of access to Enterprise Ethernet into regional and remote Australia supports many government digital, social and economic objectives and also helps **nbn** meet its goal to lift the digital capability of Australia.

To prepare business fibre zones areas, **nbn** has used publicly available ABS population areas. The areas align to:

- Statistical Area Level 2 (SA2) - generally have a population range of 3,000 to 25,000 persons.
- Statistical Area Level 1 (SA1) - 200 and 800 people with an average population size of approximately 400 people.
- Mesh Blocks – historically contained 30-60 persons

We have reviewed your request and prepared a quote of the anticipated costs. The quote comprises government's contribution and the number of businesses that will benefit from the partnership.

Proposed Boundary Overview

The boundary coverage of the area you have identified is shown in Appendix A. Based on the information you have provided and the business demographics within this area, an indicative quote to create a Business Fibre Zone is outlined below.



Co-investment quote

Project ID: Narngulu	
Creating new BFZ or Expanding existing BFZ?	New Business Fibre Zone
Number of Mesh Blocks for co-investment	2 + 59 & 61 LANDFILL LANE, NARNGULU WA 6532
Total number of Mesh Blocks in proposed BFZ	2 + 59 & 61 LANDFILL LANE, NARNGULU WA 6532
Estimated number of businesses in BFZ after co-investment	21
Estimated government contribution	\$115,000 + GST (approx.)

Next steps:

1. Please review this Business Fibre Zone Quote and ensure details match your requirement, including that the desired scope area aligns to the boundary in Appendix A.
2. If you wish to modify any details of this Quote, please contact your relevant **nbn** representative.
3. If you wish to proceed with this quote to contract, please advise your **nbn** representative.
4. Once you accept the final quote **nbn** will issue a contract.
5. After the contract has been entered into by both parties. **nbn** will issue an invoice for the contribution amount required.
6. Following payment, **nbn** will adjust its systems to ensure that agreed premises within the defined boundaries are guaranteed a \$0 build cost and provided with CBD zoned pricing when contracting for an Enterprise Ethernet service with their chosen RSP.
7. **nbn** will undertake any required network build once an RSP places an order for Enterprise Ethernet through **nbn**'s portal.

The information set out in this letter is indicative only, non-binding and may change over time, including as we work together to formalise your requirements. If your requirements change or more than 60 business days has passed since the date of this letter, **nbn** will reissue a revised letter which may contain revised costs.

Please note:

- Carriage services (**nbn**[™] Ethernet and **nbn**[™] Enterprise Ethernet) will continue to be ordered separately by residents within the proposed boundary, via their chosen Retail Service Provider.
- **nbn** has assumed the locations within the desired zone are either Premises (as per the meaning in **nbn**'s WBA) or are within the category of other sites that **nbn** has determined are capable of receiving **nbn** services ("Eligible Premises"). If any locations in this letter are not in fact Eligible Premises, then **nbn** may exclude these locations from any revised **nbn** solution.
- As part of the Business Fibre Zone initiative, **nbn** will retain 100% ownership of the infrastructure asset and as such, will be responsible to maintain the asset and be the sole recipient of any revenues derived from the asset.



If any further information is required or you wish to modify any details of this quote, please contact your **nbn** representative.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Naxin McTeigue', written in a cursive style.

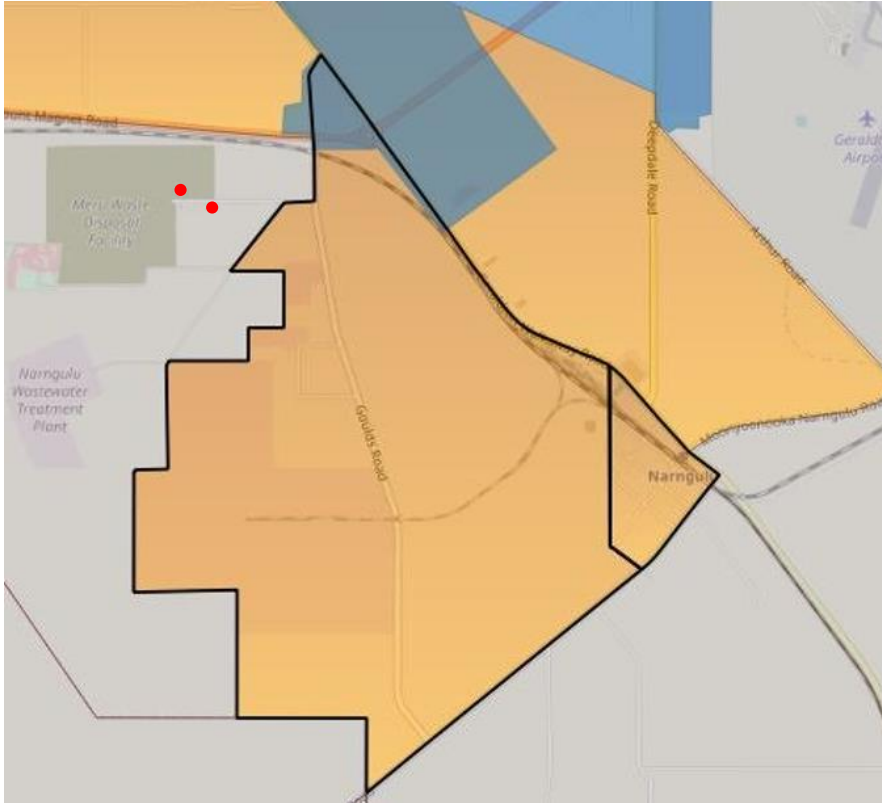
Naxin McTeigue
General Manager, Commercial and Contract Management
Customer, Products and Marketing
NBN Co Limited



Appendix A – Business Fibre Zone Area Coverage

Street level view

Black outline is quote area, in addition to the two locations (identified in red) on Landfill Lane (image below)



61 Landfill Lane (-28.80374877,114.66288114)



59 Landfill Lane (-28.80418589,114.66568667)





Detail of Mesh Blocks for co-investment

ABS Mesh Block Code	ABS SA1 Code	State	Region	Business Count
50138540000	511041286	Western Australia	Geraldton	3
50137360000	511041286	Western Australia	Geraldton	17
Waste Facility	61 LANDFILL LANE, NARNGULU WA 6532. Site: LOC000019037106	Western Australia	Geraldton	1
Tip Shop	59 Landfill Lane, NARNGULU, WA 6532. Site: LOC100078451389	Western Australia	Geraldton	1
Total				22

High-level view

Blue shading is existing Business Fibre Zone. Black outlined boundary is quote area.

