



Media release

Tuesday 6 February 2018

NBN Co accelerates entry to enterprise market

Telstra, Vocus and TPG Telecom commence industry trial to deliver enterprise-grade broadband solutions over the nbn™ access network

NBN Co today furthered its push into the enterprise market by commencing an industry trial on the design and construction of a new wholesale direct fibre product.

nbn™ Enterprise Ethernet is designed to deliver a wholesale high-bandwidth product that can initially achieve symmetrical speeds of up to 1Gbps as well as increased service and activation support for large businesses and government customers.

Telstra, Vocus and TPG Telecom will work in collaboration with NBN Co's newly established business division over the coming months to ensure the product provides a high quality and cost effective service for enterprise customers.

NBN Co accelerated the launch of **nbn™** Enterprise Ethernet due to increased market demand with the product expected to be commercially available in the third quarter of 2018.

NBN Co's Chief Customer Officer – Business, John Simon, said:

"Since establishing NBN Co's dedicated business division, we've made significant progress in bringing more choice to the market and implementing new product and service enhancements to meet the needs of medium, enterprise and government organisations.

"The **nbn™** Enterprise Ethernet product is designed to meet international enterprise broadband standards and can provide large organisations with the ability to run data-intensive applications such as Virtual Private Networks (VPN), multiple voice lines and cloud-based solutions.

"In the early stages of the trial, participating phone and internet providers will identify a number of business customers with varying construction and broadband requirements, where our focus will be on testing the infrastructure design and build.

"As we near closer to launch, we will begin to test the performance of the product as well as internal processes to ensure we are positioned to meet the growing needs of enterprises. The trial will give retailers the opportunity to provide feedback on the design and delivery of the product and ensure it is competitive and valuable option for their enterprise customers.

"Our progress in delivering the **nbn™** Enterprise Ethernet product demonstrates our commitment to working with industry to deliver enterprise-grade broadband solutions that can allow businesses to boost competition and



lower operating costs.”

The **nbn**™ access network is currently available to more than one in two Australians and is scheduled to be complete by 2020.



*Hear [more](#) from NBN Co's Chief Customer Officer –
Business, John Simon*

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