

**Broadbanding  
Australia**



## Media Release

NBN Co selects Fujitsu Australia as New Developments deployment partner

**13 May 2011**

NBN Co has appointed Fujitsu Australia Limited as its prime alliance partner to deliver fibre infrastructure to New Developments.

Fujitsu has the capacity and scale of operations to meet NBN Co's unique requirement for the deployment of fibre to a large number of discrete locations across the country simultaneously.

NBN Co CEO, Mike Quigley said: "NBN Co is pleased to be partnering with Fujitsu as they have the necessary workforce capacity and expertise for rapid deployment to meet the considerable demand for fibre services in new developments."

"Fujitsu, and their construction partner ServiceStream, will provide a managed service including network design, construction and installation works in new developments, working alongside NBN Co's operations team to integrate with our business and operating systems."

"Since 1 January 2011 NBN Co has received more than 1,480 applications from developers of new estates, representing approximately 133,000 premises to be connected across Australia. These applications are submitted for individual stages of developments, but due to different construction timeframes and housing demand, fibre deployment will be spread over a period of up to three years. NBN Co will work with developers to deploy fibre as and when it is needed."

"Our partnership with Fujitsu is a key milestone for NBN Co as it allows us to start deploying fibre into these new developments across the country concurrently," said Mr Quigley.

Under the agreement Fujitsu will manage the design, construction and associated works for the deployment of fibre to new developments, with the initial value estimated at over \$100M for the first 12 months.

Mike Foster, CEO of Fujitsu Australia and New Zealand, said "In the last few years we have made significant local investments in building our network services capability and supporting infrastructure. We look forward to leveraging these investments and working with the NBN Co to help them to make high-speed broadband available to all Australians. The agreement with NBN Co represents a key milestone in our strategy to provide innovation and market leadership in all of our key solution areas including cloud services, applications services, managed services and IT outsourcing".

"We are proud to be part of one of the biggest infrastructure projects ever undertaken in Australia, bringing digital services to the nation," said Mr Foster.

Fujitsu Australia Limited brings more than 35 years experience in providing ICT solutions in the Australia and New Zealand marketplace. As the third largest ICT provider in the region, Fujitsu Australia and New Zealand employ more than 5,000 people across the Tasman and has regional offices in Sydney and Melbourne, Brisbane, Perth, Canberra, Darwin, Auckland and Wellington.

The awarding of this contract followed an extensive procurement process that started with requests for tenders in December 2010.

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