



Welcome to our final newsletter for 2011. It's been another strong year for Vector Communications, and one that's seen a number of new and significant developments.

#### New stability in the market

With the Government's UFB decision now made, we know where, when, and how much access to the new fibre network will cost. This brings stability to the service provider community and we can now get on with providing the products and services demanded by our customers.

#### New people to meet

In this newsletter we'll also be introducing some new members of the Vector Communications team, and some new roles for people you may already know. I'm sure you will get to meet them all soon, if you haven't already.

#### New services for schools

The school year is coming to an end for students, but the schools are already planning for next year. This is a great opportunity to talk to them about the benefits of EduNet and how it can help them provide their students access to rich media whilst managing their ICT budgets.

#### New campaign is driving sales

In October we launched a new promotion to businesses in lit buildings. We are thrilled about how well this is going, and look forward to shouting our participating channel partners \$500 team lunches. Keep the sales coming in!

#### New Year and Christmas works schedules

Finally, we have detailed timings for service changes and other works over the Christmas holiday period, please read this section and make a note of the dates as we all want to make sure everyone has a merry Christmas.

Thank you for your support this year, I look forward to next year being even better.

Andrea Robertson  
General Manager

## Meet the team

Even the best technology in the world needs people to run it. Here are some of the people that deliver the services you need for your business.



#### Alan Green

Alan is our Solutions Manager and plays a key role in turning your complex requirements into working solutions. As a Carrier Ethernet Certified Professional Alan is also able to advise on Internet, SDH and other transmission solutions. Before joining Vector Communications, Alan worked for Ericsson and Telecom across New Zealand, Europe and Asia.



#### Jody King

Jody joined us as Marketing and Product Manager in October. Jody will help us develop new products and services to support you and your customers. Jody has been in the telecommunications industry since 2002, working with brands such as 3 Mobile, Telecom NZ, Cogent and Deutsche Telekom in both New Zealand and Australia.



#### Mike Ryan

Mike is our new Key Account Manager, developing strong strategic relationships and overseeing the management of day-to-day service to key customers. If he seems familiar it's because he's been part of the Vector Communications team before, most recently as Programme Manager.

Mike has just returned to Vector Communications and New Zealand after a number of years working on large infrastructure projects in the UK. These included the delivery of Heathrow's Terminal 5 telecommunications infrastructure, and working with the Welsh Government to deliver their DWDM Optical Fibre Network.

Mike knows the business very well and will make a strong contribution to make sure we meet your expectations.

## Finding our footprint beyond Auckland

We have been investing heavily in infrastructure in recent years, with our network reaching further than many realise.

- Our **Auckland** network provides connections from Orewa in the north to Pukekohe in the south, and from Whenuapai in the west to Howick in the east
- In **Wellington**, our services reach from Tawa and Petone in the north down to the CBD and on to Miramar
- In **Christchurch**, our network connects areas from the airport to the CBD, including the industrial suburbs

Please check our partner portal for up to date coverage information. You can also find other helpful information on our website. Click [here](#) to visit the Partner Portal.

Do you have a special need for a customer - new network or new fibre builds? As a non-regulated fibre provider, we can provide different configurations to suit you such as, point to point and multipoint-to-multipoint solutions. Why is this good?

- The solution may cost less, particularly for WAN solutions
- Gives you a better technical solution
- Our cable route can be more 'direct' and therefore has a lower outage risk
- Provides genuine physical diversity options
- We can build any where you want to build, just contact us and we will discuss the best way to get it done
- We can also provide flexible commercial options for new builds

## Opportunities with EduNet

With the academic year about to end schools are already planning the services they need for the future. It's a good time for them to consider the benefits of EduNet.

As a partner you can resell EduNet and capitalise on a huge opportunity to provide smart, high value applications and services directly to schools.

EduNet was designed to get schools into fast internet with some price predictability. Hence the no data cap and no overage. It was also designed as a purpose built network to provide schools fast access to other schools and your applications.

When you're talking to schools, remember to tell them what EduNet offers.

For more information on EduNet, feel free to give me a call, or click [here](#) to visit the EduNet Services page.

## Race underway to win an away day at Hampton Downs

Many of you have already made a great start in our lit building sales promotion, and are already accelerating towards a team lunch and the chance of a day racing at Hampton Downs.

Every team that achieves 40 or more new sales to the VectorFibre network between 1 October and 31 January 2012 will win a \$500 voucher for a team lunch at the restaurant of their choice.

On top of this, the team who exceeds 40 sales by the highest margin will win a \$6,000 track day driving at Hampton Downs.

Of course, we don't expect you to do this all by yourselves. So we're running a marketing campaign to end-users in lit buildings. This campaign includes direct marketing, telesales and banner advertising on a number of different websites including NBR.

The challenge ends on 31 January, so there's still time to give your team an excellent chance of winning one of these great prizes. Remember you can all win a team lunch.

## Getting ready for end of year

There are a few more weeks of intense activity before many of us head off for a well-earned break. Obviously this will affect and service changes required over the Christmas season.

- New services on existing networks can be delivered before the break if there is a signed contract by 2 December
- Changes to existing services can still be made up to 19 December
- Normal provisioning will resume on 9 January

While Vector Communications will be closed from 24 December to 4 January, our Network Service Centre will continue to operate throughout. So you can rely on continuous delivery of your existing VectorFibre services.

Thank you for your support over the past year. Enjoy a great break over the festive season.

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