

Milestones in delivering on the awesome promise of fibre

December 13, 2010



In the past year, as we celebrated our tenth birthday, we have reached some major milestones in delivering on the awesome potential of fibre-optic networks. We've just launched our new Carrier Ethernet network. It's the first (and still the only) network in New Zealand to receive certification from the internationally recognised MetroEthernet Forum (MEF).

With this world-leading fibre network, we deliver what everyone else has only promised. It was independently tested by the leading international industry body to comply with the latest standards and provide consistently superior service delivery.

One of the benefits of this new VectorFibre network is how it opens up opportunities for innovation, enabling our customers to achieve great speed to market. For example, using the capabilities of our Carrier Ethernet network, it only took us a matter of weeks to put together EduNet, an ultra-fast broadband service bundle for schools. Of course, we didn't create EduNet alone – many partners came to the party to make it happen.

As with EduNet, the inspired cooperation of partners in allied fields has also driven the successful creation of a model home of the future where the public can experience advanced fibre-enabled technologies.

What makes this journey especially exciting for us is not only the milestones we reach, but also the knowledge that so much more is possible. At Vector Communications, we're committed to making the most of fibre-optic networks, so you can make the most of your business by delivering world-class fibre services to your customers.

In the New Year, we are planning on launching new network services, starting with a new MetroEthernet portfolio delivered on the new Carrier Ethernet network.

NEWSFLASH – Global awards praise our Carrier Ethernet

Our Carrier Ethernet network received international recognition at a major global industry competition. Vector was named as one of three Asia-Pacific finalists for Best Wholesale Ethernet Service in the global MEF Carrier Ethernet Service Provider Awards 2010.

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This category is for the service provider with the most robust wholesale service offering that extends the reach of Ethernet services.

Organised by the MetroEthernet Forum, the MEF Carrier Ethernet Service Provider Awards recognize excellence and leadership in the development, marketing and delivery of carrier ethernet services. Vector's achievement was announced at the MEF awards ceremony in Hong Kong on 2 December 2010.

Founded in 2001, the MetroEthernet Forum is a global industry alliance comprising more than 150 organisations. MEF develops carrier ethernet technical specifications and implementation agreements to promote interoperability and deployment of carrier ethernet worldwide.

MEF is also the organization that certified our Carrier Ethernet network earlier in the year.

Counting down to nationwide ultra-fast broadband network – a year on

The countdown continues to the building of an ultra-fast broadband network nationwide, as envisioned in the Government's UFB strategy.

Vector is on the shortlist of providers announced by the Government. Two of our fellow members of the New Zealand Regional Fibre Group (Ultra Fast Fibre Limited and Northpower) have been confirmed as being successful in negotiations around the Government's Ultra-Fast Broadband initiative.

Vector remains a strong contender for the Auckland project, especially with over ten years experience in delivering open access Layer 2 fibre networks.

EduNet to boost learning at schools

Schools are the first organisations to benefit from our new MEF-certified Carrier Ethernet network, with the launch of EduNet, an ultra-fast broadband service offering that takes education into the future.

EduNet consists of three components.

- A platform that allows all schools on EduNet to collaborate at Gbit/s speeds.
- Access to a wide range of rich content at 100Mbit/s. Because of the open architecture of the network, different providers can make content available to schools. These include TV3, TVNZ, eCast, numerous libraries and universities, as well as e-asTTle, a service that enable students to take literacy and numeracy assessments online without requiring teacher time.
- Connectivity to the public Internet at 50Mbit/s.

All of these services come at a flat rate with no data caps. Paying for usage has in the past inhibited schools' usage of online resources and has made it

hard to budget for services. With EduNet, schools can achieve significant savings, predictable cost and fast, unlimited access to learning resources.

One of the first schools to join EduNet, Manurewa High School, already experienced the benefits of teachers and students being able to access local and global services and material they need online without technology limitations or financial constraints. You can read more at <http://www.vectorfibre.co.nz/case-studies>

Channel partners have exciting opportunity with EduNet

The affordable peering tariffs made possible by EduNet, offers lucrative commercial opportunities for integrators, resellers and content providers around our Layer 3 EduNet service for schools.

Service and content providers get the capability to interface directly into all connected schools, connecting at Layer 2 close to the edge of the network, so their services can be accessed through Gigabit Ethernet ports by any school on EduNet.

For resellers, EduNet represents a white box service, stimulating game changing offers to schools. This creates new revenue streams and opens up a whole new channel for them, giving them access to new customers and a new platform for delivering their services.

EduNet is yet another way for us to work with our channel partners to provide customers with services that make a difference in their world.

You can find out more at <http://www.vectorfibre.co.nz/edunet>

Working together to bring the home of the future to life

We've worked closely with a number of partners such as WorldxChange and Microsoft to demonstrate the possibilities of living in a technologically advanced home that's wired for optimal functionality... Or perhaps we should say "fibred" rather than wired! Because fibre-optic capability plays a key role in the model home we've developed together with our partners.

Our permanent demo at Hobsonville Point residential development features a fibre-driven touch screen display which allows people to manage their home energy use, entertainment and communication, including Skype, email and Internet browsing. For this, we've worked together with WorldxChange Communication, a leader in next generation IP voice, data and unified communications to deliver a full suite of telecommunications services over fibre.

Take a drive to Hobsonville Point <http://www.hobsonvillepoint.co.nz> to see this technology demonstrated and enjoy a coffee at Catalina Café.

We also partnered with Microsoft to demonstrate the latest home and lifestyle

technologies at our sub-station on Quay Street in the city – “The Sub” as we call it. Our home of the future is designed to show how electricity, gas and fibre infrastructure can be used together to improve home living. Using devices such as the Windows Phone 7, people can instantly connect with distant friends in smooth, high-definition video.

For more info, or if you want to visit “The Sub”, just give call or enquire through email.

As fibre to the premise networks roll out across the country, the technologies we demonstrate will become a real option for homes all over New Zealand.

Service changes before the Christmas break

There are a few more weeks of intense activity before many of us head off for a well-earned break. Obviously this impacts on the service changes we can make.

- New connections and new services can be made in the New Year.
- Changes to existing services can still be made up to 18 December.

Our office will be closed from 25 December to 5 January, but Network Service Centre will continue to operate throughout, so you can rely on delivery of your existing VectorFibre services.

When we get back from our break, we'll keep working to improve our network and services, as we've been doing over the last ten years.

Thank you for your support during our first decade. Enjoy a great break over the festive season.

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