



A Smaller nbn[®] Rollout

More POIs, Less Equipment

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AusNOG | 2025





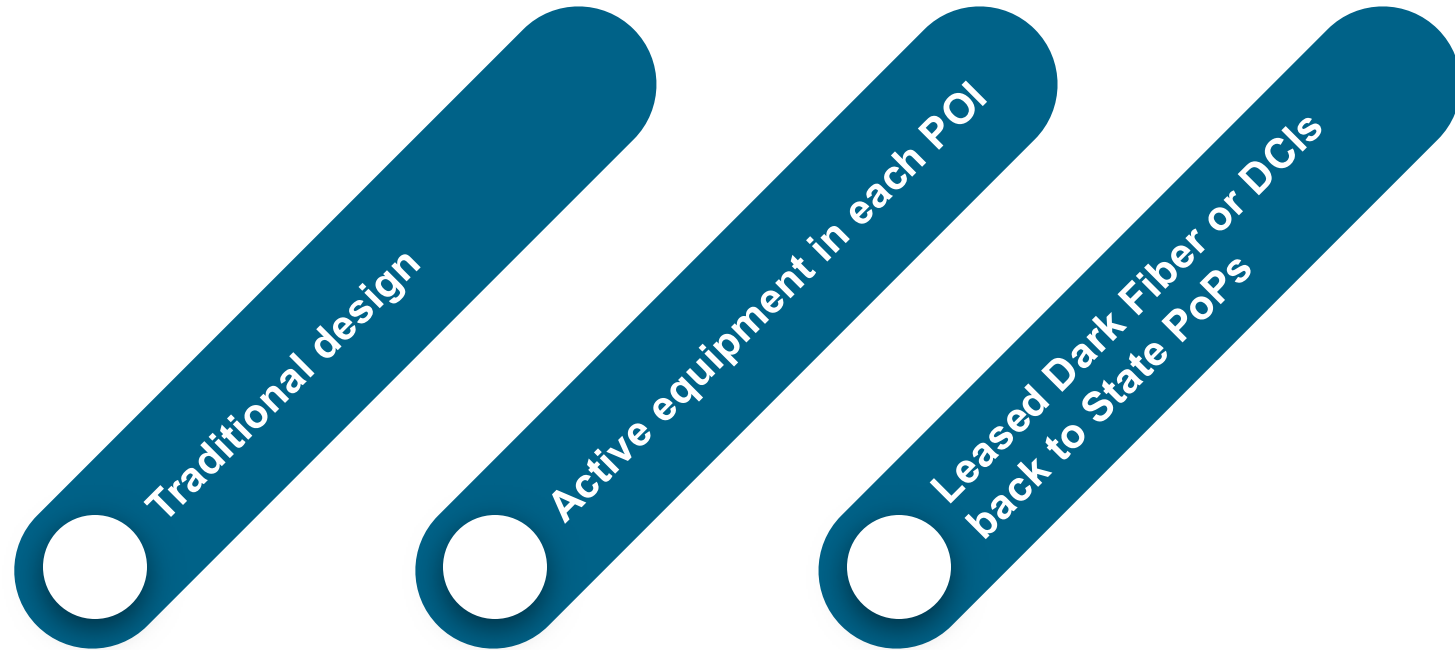
Who We Are

We simplify complex B2B telecommunications & Managed IT solutions, bringing you fast, reliable connectivity through fibre, cloud communications, & Managed IT services.

We're here to make your world run smoothly so you can focus on what matters most – your business.

Telair. Committed to delivering what we promise.

Initial Plan



nbn[®] Pricebook '24



10GBaseER NNI Activation and MRC drops in price



Infraco's offer on DF between DCs and POIs

Revised Plan

10GBaseER NNI on Dark Fiber back to a nearby DC

Buy fewer routers, lease fewer racks



Bring five DCs on net



39 POIs to 8 PoPs



2 routers per PoP

82+ routers -> 16 routers

Router selection

Ufispac
S9510-28DC

2 x 400G QSFP-
DD OpenZR+

24 x 25G
SFP28



Ip Infusion
OcNOS MPLS
licence

2 x 100G
QSFP28

Dark Fiber within the DC

Prefer DCs that have better policies for cable ties between racks

- NEXTDC has a single cable licence fee
- Equinix charges per pair in the tie cable
- Polaris didn't charge for x-connects within the carrier room

Vocus DC were close to impossible to organise cross connects with

Migration Process

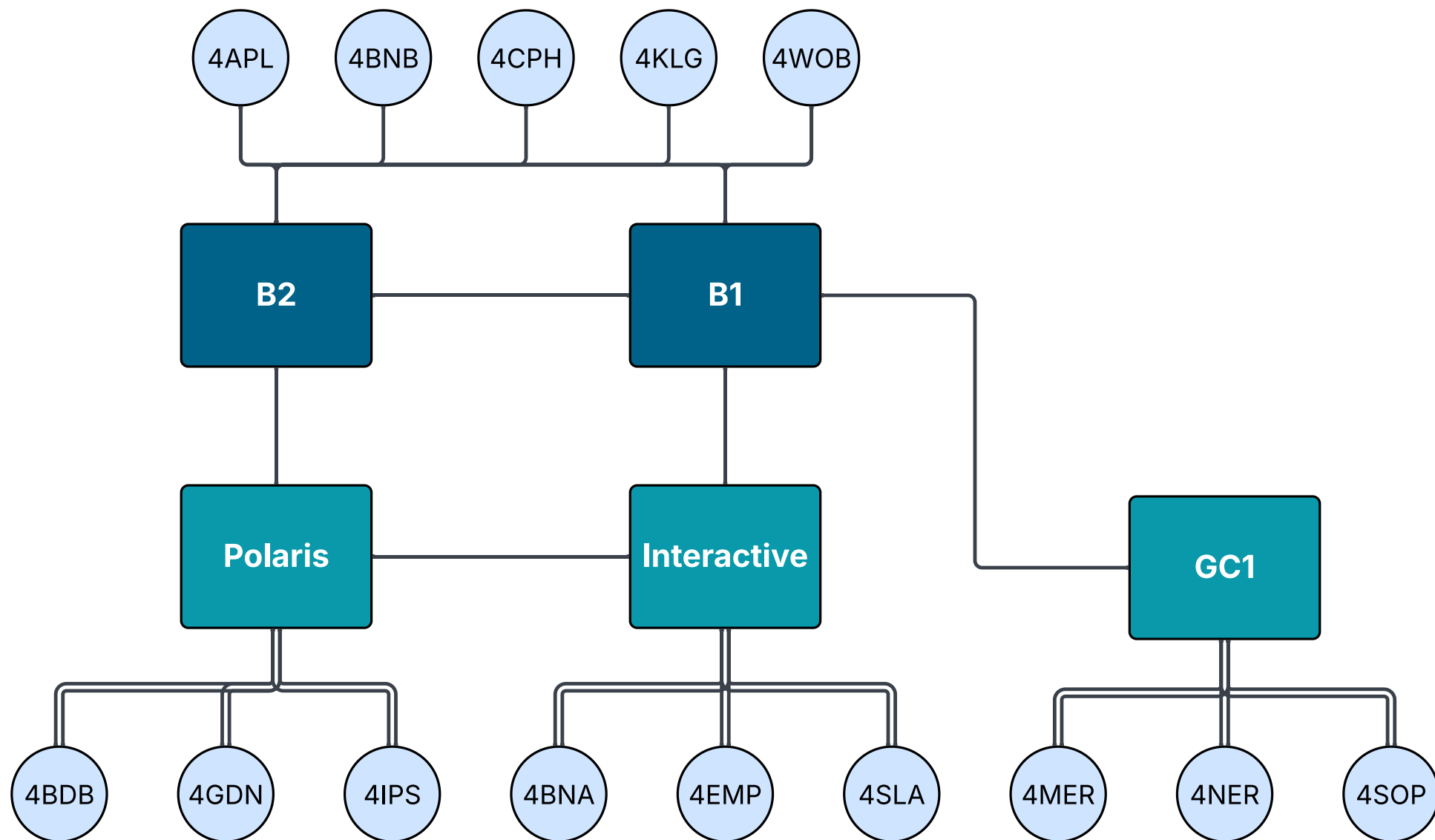
Call a friend and do
a normal churn

Multiple POI
batches

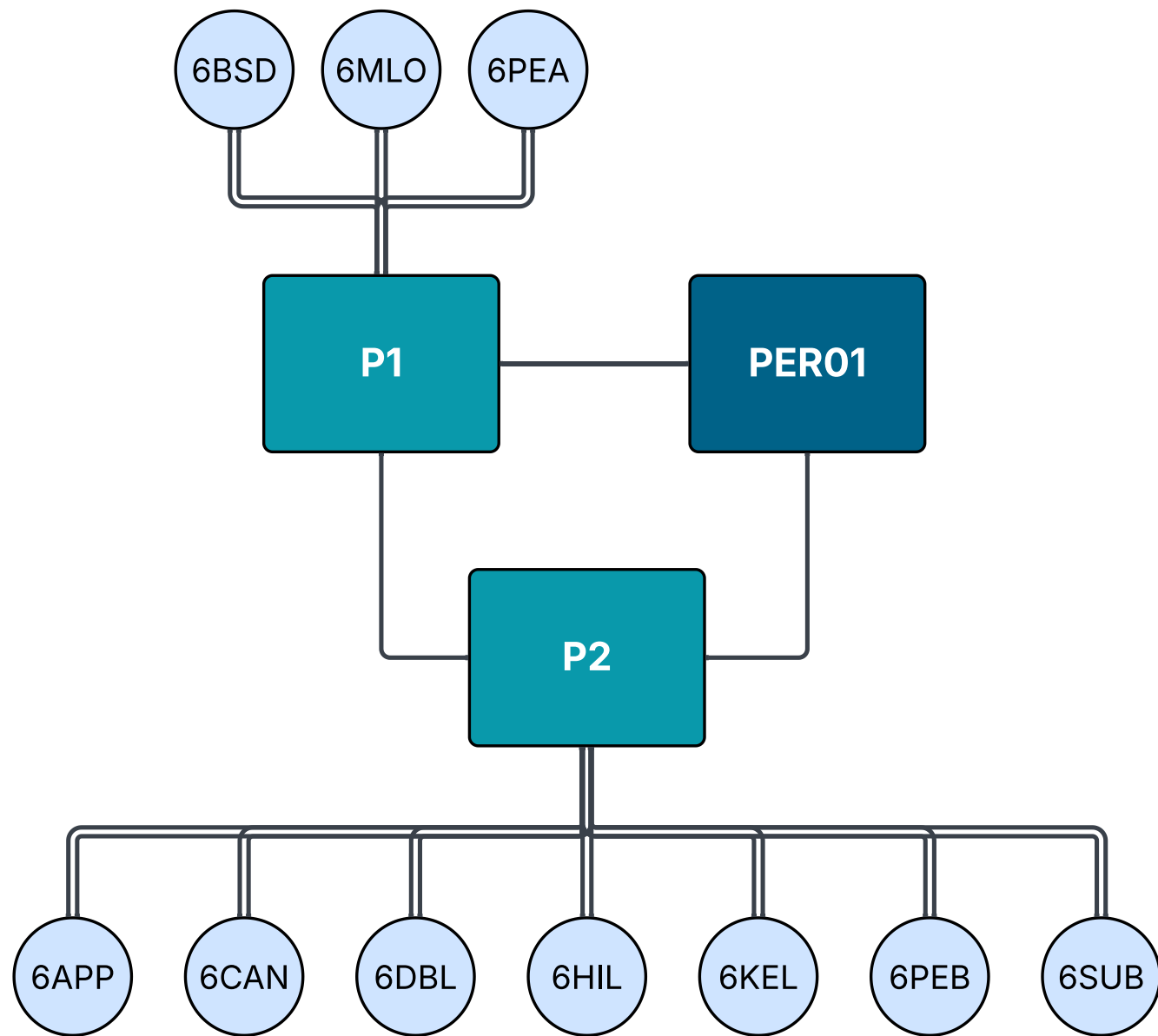
One POI
via batch

Single POI
with mop ups

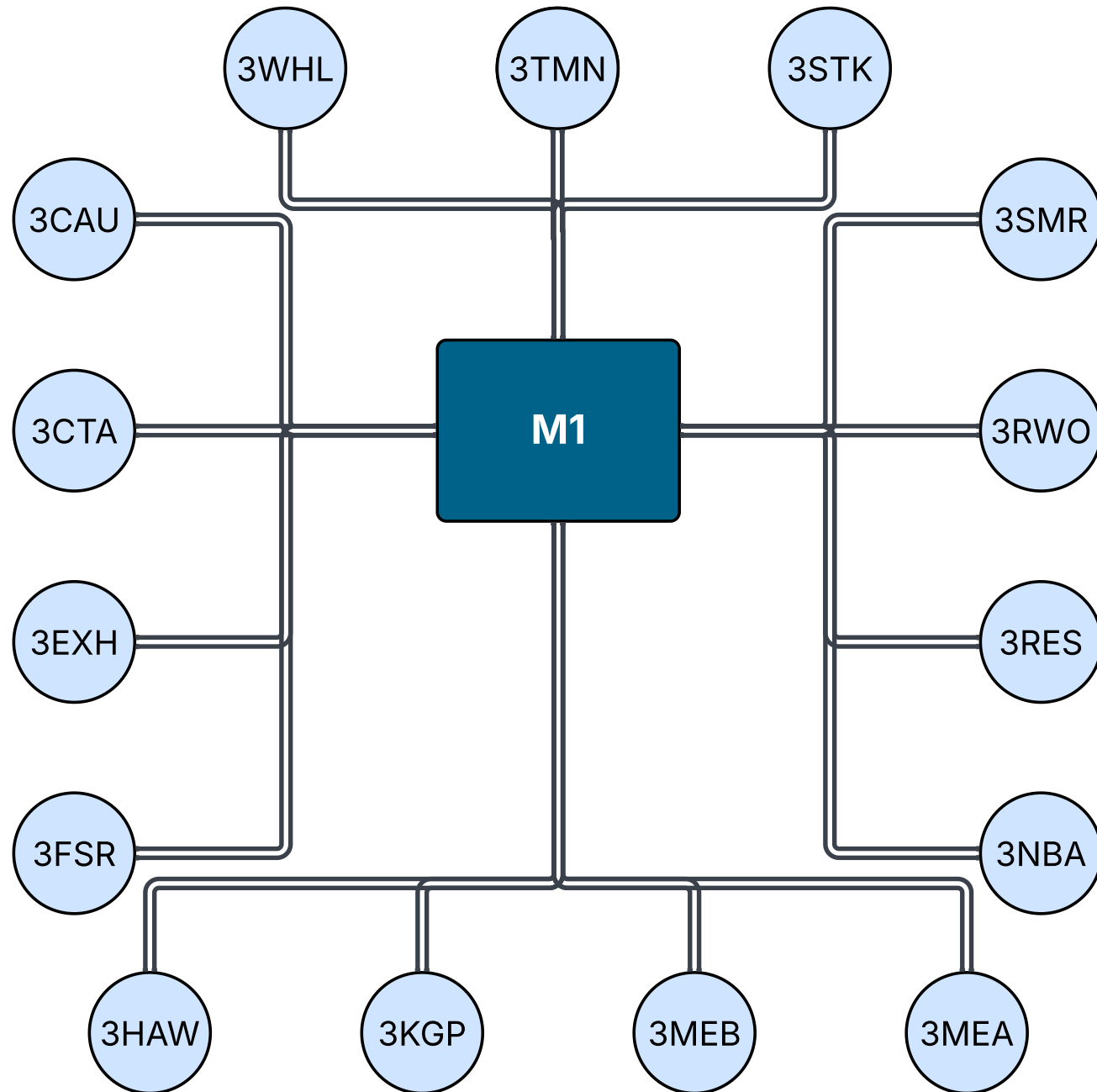
QLD



WA



VIC



NSW, ACT and SA

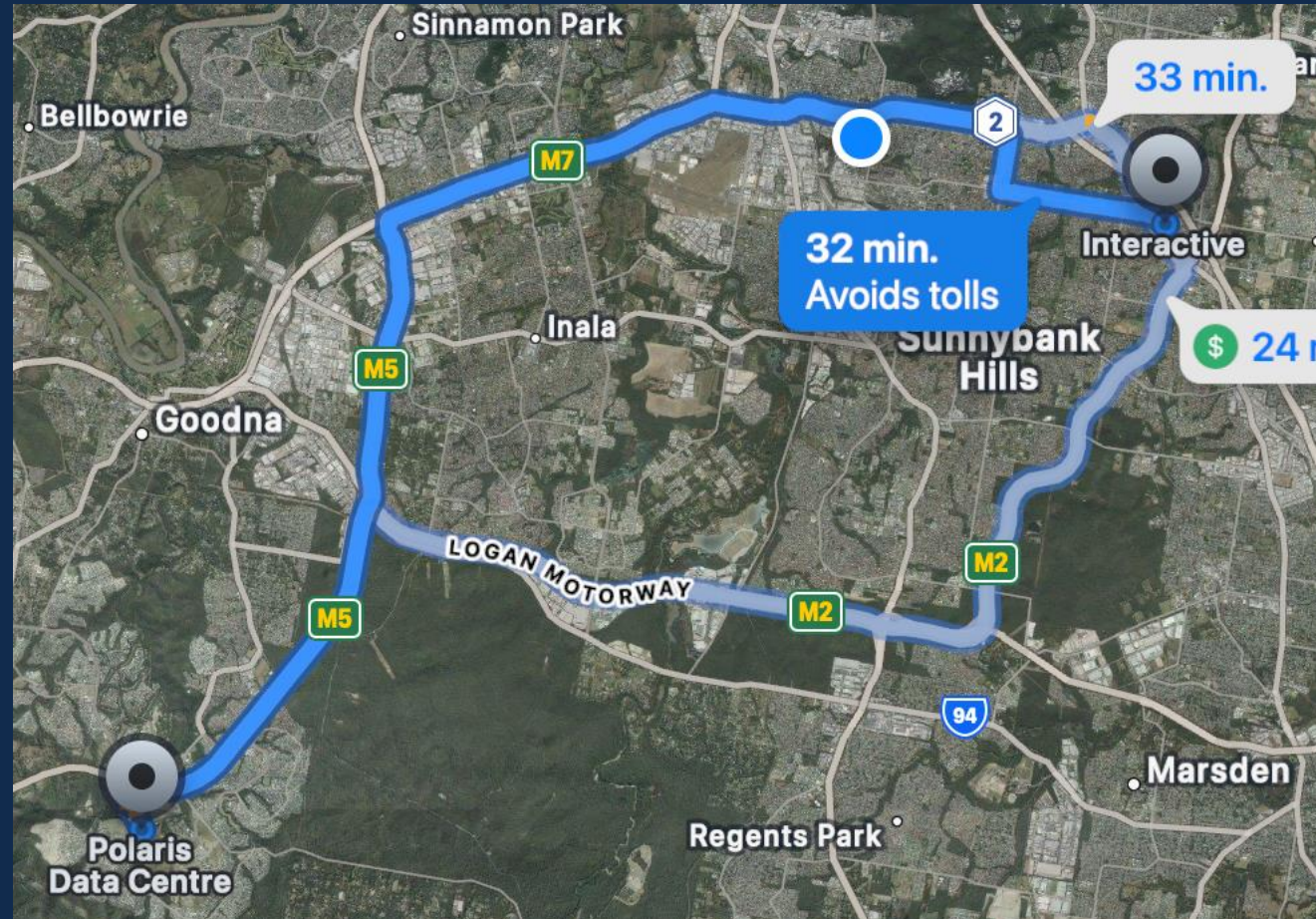
Coming Soon

Amusing Dark Fibre Paths



2.5 km by the road, 12km Fiber Path

Amusing DF Paths



31 km down by road, 81km Fiber Path

Thank You



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