

Opening statement to NBN Committee – Friday 6 May, Perth

My name is Guy Perkins and I represent 1spatial Australia Pty Ltd. 1spatial Australia is a wholly owned subsidiary of 1Spatial Holdings Plc which is listed on the Alternate Investment Market in the UK (SPA.UK). I am the Managing Director of 1 Spatial Australia. I have over 20 years of experience in the Spatial Industry Market Sector with various businesses in Australia. I currently sit on the West Australian School of Mines Advisory Board and the CRC-SI Research Investment Committee.

The Spatial Market Sector in Australia is represented by peak bodies including the Spatial Business Industry Association (SIBA), the Co-operative Research Centre – Spatial Information (CRC-SI, Australia New Zealand Land Information Council (ANZLIC), the Surveying and Spatial Sciences Institute (SSSI). 1Spatial Australia works within this environment. Some of our big customers include the Public Sector Mapping Agency (PSMA), Sensis, Department of Transport and Main Roads in Queensland, Melbourne Water Corporation, Department of Planning, NSW, Lands, NSW.

I specifically didn't want to get into the politics of the NBN on how it should be funded or whether it should be F-T-N or F-T-H. The point I want to stress is that if the NBN exist it would be a "Game Changer" for the Spatial Information Industry. The spatial Information Industry is synonymous with large file types and the need to process large files. The availability of the NBN will allow us to think of doing this online and in real time. It would be one of the biggest winners if the NBN was rolled out. There would be significant efficiencies that will be derived and new business opportunities that will come out through the availability of the NBN. It would require a paradigm shift in thinking to maximise the opportunities that it will present us and possibly position Australian companies to take a leading role globally when this eventually be available globally.

As a company we already see opportunities in moving our software and services offering as an online service. This was always limited in thinking because of bandwidth issues. The NBN has convinced us we are heading in the right direction. The company specialises in validating and conflating data to specific standards based on business rules. The NBN will provide us to; for example, provide this service to a market sector which is constantly struggling to cope with the high cost of ownership associated with the changing technologies & availability of expertise especially to remote areas. With the NBN we will be able to offer this service to Local Government, State Government and Industry as a whole. The service will effectively be in "the cloud" and will be available to anyone requiring a capability without the need for 'ownership of very specific technologies and expertise'. The significant shift will be towards a cost of service model as opposed to an ownership model. The NBN makes this vision a reality in the Spatial Industry because of the volumes of data it deals with. It will make the Industry significantly more efficient and expert resources and technology stacks will not needed to be duplicated at every customer site.

The big industry winners utilising spatial information will be in rural areas. They will have access to effectively online expertise and processing capabilities equivalent to anywhere in Australia.

Landgate – the leading State land information agency here in WA has a "Location Information Strategy for WA" which will be significantly enhanced if the NBN was

in place. It is not unrealistic to suddenly see this offering on a shared cost basis with all State agencies rather than replicated for each individual state if the NBN was available. The size of files issues and speed of transfer will no longer be an issue. I expect to see significant rationalisation across Australia and efficiency gains across the Spatial Industry. It is not unrealistic to imagine that one day controversially (today) that Landgate provide this service to the NT or Tasmania and vice versa with forest Management or equivalent based on where the expertise resides.

You could argue that within the 3 levels of Government today that is managing Spatial Information that this could be streamlined to be one land agency managing all the land information for each land type so that the best available information is available everyday, every time and quickly.

The NBN will provide significant opportunities for reform in this sector and efficiency gains to provide the consumers with the best available information in Australia every time. It will be exciting times and it is not just for faster downloads of movies. The NBN has real value.

Thanks and I happy to address any questions.