



3 April 2006

Senator Alan Eggleston
Chair
Senate Environment, Communications, Information
Technology and the Arts Legislation Committee
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Dear Senator Eggleston

Additional Budget Estimates hearing 13 February 2006: Information provided by Telstra Corporation Limited regarding roaming on Government funded sites

I refer to a letter sent to you on 27 February 2006 by Mr Paul Fletcher from SingTel Optus Pty Ltd ("Optus") concerning issues around roaming on government funded mobile towers. Dr Ian Holland, your Committee Secretary, referred this letter to Telstra CEO Mr Sol Trujillo on 8 March for his response.

Mr Trujillo has asked that I respond on his behalf.

As you are aware, for the benefit of the Committee, in a letter to you dated 2 March 2006 Telstra voluntarily clarified and corrected aspects of evidence on this subject given on behalf of Telstra by Mr Jennings. In that letter we referred to a customer having approached Telstra in relation to the possibility of GSM roaming on Telstra's Government funded GSM sites but that no roaming agreement was entered into. Although the letter did not disclose the identity of the relevant customer (for reasons of commercial confidentiality), in light of the Optus letter we can now confirm that the relevant customer was SingTel Optus. We also confirm that, as outlined in the letter to Optus of 22 January 2004 (attached to SingTel Optus' letter referred to above), Telstra ultimately declined to make an offer of GSM roaming to SingTel Optus. This approach was in Telstra's view consistent with its GSM roaming obligations under the relevant agreement.

It has always been Telstra's view, based on its negotiations with the Commonwealth on the Deed of Agreement dated 3 April 2002 between Telstra and the Commonwealth in relation to the provision of funding for mobile phone coverage in Designated Towns with populations over 500, that Telstra is required to offer roaming in relation to *CDMA sites* but that Telstra has the discretion whether to offer roaming in relation to *GSM sites*.

In the event that this distinction between CDMA and GSM roaming obligations may not have been clearly articulated in the response of Mr Gration to Senator Conroy's questioning (at page 38 of the Senate Additional Estimates Hansard), I would appreciate if you would please draw this matter to the attention of the Committee, and in particular Senator Conroy.

We wish to again emphasise that the information provided to the Committee by Telstra was, to the best of our knowledge at the time, accurate. Where it has been appropriate for Telstra to clarify aspects of this information in light of further evaluation, we have done so firstly by our letter of 2 March 2006 and now this present letter.

Should you require any further information, please contact me.

Yours sincerely



David Quilty
General Manager – Government Relations

cc Senator the Hon Paul Calvert
 Senator the Hon Helen Coonan
 Senator the Hon John Faulkner
 Senator the Hon Michael Ronaldson