SITE CONNECTIVITY

Independent fibre feasibility, site by site

A carrier-neutral view of which fibre reaches each site, how much capacity sits behind it, and whether the paths into the site are truly diverse.

1 Site intake and engineering prep

Site coordinates and boundaries confirmed. Internal engineering maps each site to its nearest exchanges, points of interconnect and points of presence, and prepares the carrier request pack.

2 Desktop study

Fibre proximity across the Tier 1 carriers, NBN and the Tier 2/3 providers, with the nearest network nodes identified for every site.

3 Carrier feasibility

ABOUT 2 WEEKS PER CARRIER

Requests issued to carriers in batches on a confidential basis. Each carrier returns a traffic-light result for each site.

- **Green** — On-net or near-net. Service available.
- **Yellow** — Near-net. Desktop build price provided.
- **Red** — Full feasibility required. May carry a carrier fee; client decides case by case.

CONFIRMED WITH EACH CARRIER

- Capacity at the nearest POI / POP
- Capacity available to the site
- Indicative build cost to site
- Backhaul capacity beyond it
- Backhaul routes and diversity
- Incumbent pricing zone and footprint

4 Diversity and independent check

Carrier routes overlaid to expose common paths and shared infrastructure. The target is two to three major carriers able to bring fibre, dark fibre where required, into the site on separate paths.

5 Executive summary

One summary per site: the carrier scorecard, indicative costs, diversity findings and key risks, ready for internal review.

Carrier scorecard

A readiness percentage and indicative costs for every carrier. The client judges viability on the numbers.

PAGE 2

NEXT STEP · SEPARATE ENGAGEMENT

Closed carrier RFP

An invite-only tender to the carriers who took part in the feasibility. Run inside a broader RFP, or independently by Gimbal on the client's behalf.

WHAT THE STUDY ANSWERS

- Which carriers can reach the site?
- How much capacity sits behind each one?
- Are the paths into the site truly separate?
- What would it cost, and how long would it take?

CARRIERS ENGAGED

Tier 1 carriers · NBN · Tier 2/3 and specialist providers

The same request goes to every carrier, so responses compare like for like.

WHY DIVERSITY DECIDES IT

Several carriers are not always several paths

Two carriers in the same trench fail together. A site served by several carriers on separate paths gets stronger uptime, a choice of provider and real competition on price. Where the options are limited, that is better known before capital is committed.

WHAT YOU RECEIVE

- Traffic-light result per carrier, per site
- Carrier scorecard with readiness percentages
- Indicative build costs and lead times
- Diversity findings and single points of failure

BEHIND THE FLOW

What we ask, how we test it, how it is scored

STEP 3 · WHAT EACH CARRIER IS ASKED

REQUEST	WHY IT MATTERS
Capacity at the nearest POI or POP	The local ceiling: what the carrier can hand over at its closest node.
Backhaul capacity beyond it	A local node is only as good as the capacity behind it.
Capacity available to the site	Fibre pairs or bandwidth the carrier can deliver at the site boundary.
Backhaul routes	Route detail is what lets us test whether two carriers share a path.
Fibre ownership by segment	A carrier leasing another carrier's fibre is not a second path.
Indicative build cost and lead time	Desktop figures for closing the gap between network and site.
Incumbent pricing zone and footprint	Sets recurring pricing, and shows whether the site sits inside the existing fibre footprint.

STEP 4 · HOW DIVERSITY IS TESTED

Each carrier path is checked across five segments for anything shared with another carrier.

1	2	3	4	5
Site entry	Access to nearest node	Regional backhaul	Long-haul	Termination

- Shared trench, duct or pole route
- Shared river, rail or road crossing
- Shared exchange, POP or POI
- One carrier riding another's fibre
- Shared power to active equipment

D0	Single path
D1	Different carriers, same path
D2	Separate routes, shared node
D3	Fully separate end to end
D3+	D3 plus a third independent path

STEP 5 · CARRIER SCORECARD

Readiness is scored on five factors

Network proximity The Green / Yellow / Red result	**25%**
Capacity at POI / POP and backhaul Available now, and the upgrade ceiling	**25%**
Capacity to the site Deliverable at the site boundary	**20%**
Path independence Separation from every other carrier	**20%**
Lead time Time to service, including any build	**10%**

Worked example: one site, four carriers

EXAMPLE ONLY

CARRIER	RESULT	READINESS	BUILD	MONTHLY	CARRIER FEE	LEAD TIME
Carrier A	Green	90%	$40k	$6.5k	Nil	3 months
Carrier B	Yellow	73%	$380k	$7.0k	Nil	7 months
Carrier C	Yellow	56%	$290k	$5.5k	Nil	6 months
Carrier D	Red	46%	TBC	TBC	$8k	TBC

2
carriers at or above 70% readiness

$420k
indicative one-off cost to connect the best two

$710k
to connect three

In this example Carrier C shares its route with Carrier A, so adding it brings a further choice of provider but no extra path. Figures are illustrative and not drawn from any site or carrier.

TERMS USED

POI
Point of interconnect. Where a service provider's network connects to the NBN.

POP
Point of presence. A carrier's network node where services can be handed over.

Backhaul
The capacity carrying traffic from a local node back to the core network or a capital city.

On-net
The carrier's fibre already reaches the site or its boundary.

Near-net
The carrier's fibre is close enough that a short extension connects the site.

Dark fibre
Unlit fibre pairs leased to the customer, who runs their own equipment over them.

Desktop build price
A carrier's estimate from records and maps, without a field survey. Indicative only.

Full feasibility
A carrier's detailed design and survey. Slower, sometimes charged, and firmer on cost.

Path diversity
Two or more routes with no shared trench, crossing or node, so one fault cannot take out both.

EVERY FINDING CARRIES AN EVIDENCE LABEL

Confirmed Stated by the carrier in writing

Desktop Taken from a public source

Assumed Our inference, with what would confirm it