
From: Travis Barlow [REDACTED]
Sent: Tuesday, 14 June 2022 2:20 PM
To: Merger Authorisations
Subject: VBC Brisbane Pty Ltd : MA1000021 – Telstra TPG Spectrum Transaction – submission

To whom it may concern,

After 22 years of sales and service within the business telecommunications industry, I have a very strong sense of the benefits and positive impact the pending network sharing agreement will have across our industry and marketplace.

Our potential business customers have for far too long been locked into poor customer service relationships with Telstra – over 80% of the business clients we talk to every year are frustrated by the need to stay with Telstra for regional and rural access for their business mobile fleet. We know that as soon as we can provide access in regional Australia; business clients will have a far more compelling service offering to consider with Vodafone Business and TPG Telecom. The opportunity for our business in QLD is immense, and will enable expansion of our operational offices outside of the metro locations to open up service in regional areas and provide competition and greater options for these areas. Cairns/Mackay/Toowoomba/Gladstone/ Rockhampton and various regional highly populated areas will be a huge focus for our business teams to engage with and provide a real comparable service solution for their mobile services.

The agreement with Telstra will result in significant benefits for our customers in terms of improved quality of services, greater coverage and quicker access to 5G services. We consider this will be attractive for consumers who live in, or travel through or to, regional and rural areas in Australia.

The benefits of this agreement are not just for regional areas – it create competition across the industry for all business customers that occasionally travel and need the regional tower access for their communications.

We strongly support the Network Sharing agreement and know this will be a significant benefit for our potential business clients.

Thanks,



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Managing Director

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