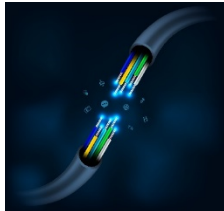


*The delivery of telecommunication infrastructure within Australia has significantly diversified during the last decade with many non-traditional owners now building telecommunications networks.*

Large carriers and the NBN are not satisfying the needs of many larger organisations, both private and government. The outcome is that for many network owners, the delivery of infrastructure is required but is not a core business function and not resourced. The majority of Australia’s telecom’s construction industry participants are vertically integrated supplying concept planning, design, supply of equipment and construction.

**The Business Challenge**

Within today’s telecommunication environment, more and more high capacity networks are being constructed outside of the large carriers and NBN. Many of the networks are required directly in response to a specific business need which cannot be satisfied (capacity or cost) by existing providers. As the building of a telecommunication network (fibre or microwave) is not core business and occurs sporadically there is no justification for engaging full time resource capability to capture requirements, develop solution and then manage the procurement and delivery process.



construction services and the end to end management of the process representing the client’s interests.

As we are fully independent from design organisations and constructors we use our industry experience to seek the most effective solutions both in terms of timeliness and price.



**The Outcome**

We have assisted multiple clients to establish network solutions including new infrastructure (optic fibre, microwave, digital radio, cellular and wireless networks). As a truly independent provider our focus is always on the client and we almost always find a more cost-effective outcome than first proposed. As we are not reliant on design and construction revenue the outcome is always unbiased and provides the best long-term solution.

**Related Work**

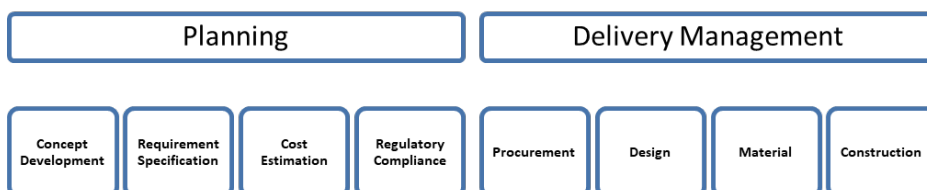
Gravelroad has helped other Councils and public utilities to assess and upgrade their radio systems in Australia and Papua New Guinea. Our independence and industry knowledge provides a unique specialist radio resource for our clients.

Gravelroad is an independent professional change management consulting firm with a difference. What sets us apart is our customer centric culture, which drives our collaborative approach. The combination of our teams' deep and practical industry experience, our ability to work in close partnership with our Clients, and our independence from any one solution, enables us to provide Clients with advice that is aligned to their strategic direction.

*.. an independent and experienced resource taking concept to efficient and viable solution ..*

**The Gravelroad Solution**

Gravelroad provide an independent highly experienced option to organisations seeking to implement fibre or wireless network solutions. Our services can include, turning concept into an efficient and viable solution, estimation of cost, guidance on compliance with relevant regulations including the Telecommunication Act and identification of suitable existing infrastructure that can be included in a solution. If the delivery of infrastructure proceeds Gravelroad can provide a delivery management service which includes the procurement of appropriate design, radio link path profiling, material supply and



**SERVICES**

- Coverage Mapping
- Analysis and Evaluation
- Cost Estimation
- Infrastructure Planning and Design
- Requirements Specification