

Question 1

Would you be interested in applying to be an eligible equipment service provider?

FSG is very keen to be a part of this program and welcomes the opportunity to provide feedback on some suggested changes. FSG would like consideration for locations that are not covered by current MNO services, as we have developed a solution set aimed at providing floating LTE coverage for properties that have no access to current terrestrial MNO services, where repeaters can provide minimal value.

Question 2

Do you have any comments or questions about proposed eligibility requirements for equipment service providers?

FSG consider agri-business the key users for our service in areas of little to no coverage. We do need the guidelines to allow our solutions to be eligible. FSG have developed a standalone, satellite backhauled, costs effective solution for the totally disconnected user. This addresses the lack of current terrestrial MNO network.

We would like to see these solutions incorporated in this program, as these groups of users represent a large percentage of agribusiness across rural, regional and remote Australia.

Question 3

What would hinder you from participating as an eligible equipment service provider?

An inability to offer our On-Farm Stand-Alone LTE products (Not repeater based, but Small cell technology). These products are designed to allow a stand-alone network to be established.

Question 4

What is the most popular and relevant connectivity product your business provides to farming, fisheries or forestry businesses?

Our stand alone LTE product is the most relevant, cost effective way to deliver a standards based (ie native handset support), solutions to areas where coverage is not able to be achieved either directly from an existing MNO provided services, or via boosting the service.

Question 5

Do you have any concerns regarding sourcing connectivity products? Are there any supply chain issues currently affecting your business?

No, this product is ready to deploy for this program.

Question 6

Do you have any suggestions on how the Program can be improved?

FSG believe that there should be consideration for the delivery of Small Scale 4G and 5G solutions within this program rather than relying solely on re-broadcasting equipment, which ultimately increase traffic across networks in areas that sites were not designed to reach.

It has been widely reported that some networks in regional Australia are already “congested” and adding more “usage” to those networks, without adding appropriate incremental capacity at the radio access or transmission network, may have further detrimental impacts for local network users.

There are cost effective solutions that can provide on farm connectivity, including ability to extend using re-broadcasting solutions based on “private” LTE solutions. These solutions are not “fighting” for public network capacity.

Question 7

Please provide any other information that you think would assist the Department in designing this Program.

It is essential the department address the need for business that operate in Rural, Regional and Remote areas of Australia where boosters are not going to provide any benefit, and allow our stand alone 4G/5G small cell solution to be part of a program.