

Fact Sheet

TelstraClear Wholesale VISP (Virtual ISP)

WHAT IS IT?

TelstraClear Wholesale Virtual Internet Service Provider (vISP) brings together TelstraClear Wholesale's Internet (W-INT), TelstraClear's MegaPoP national dial-IP platform and ADSL access products to provide service providers with a solution for establishing their own branded narrow and broadband customer offerings.

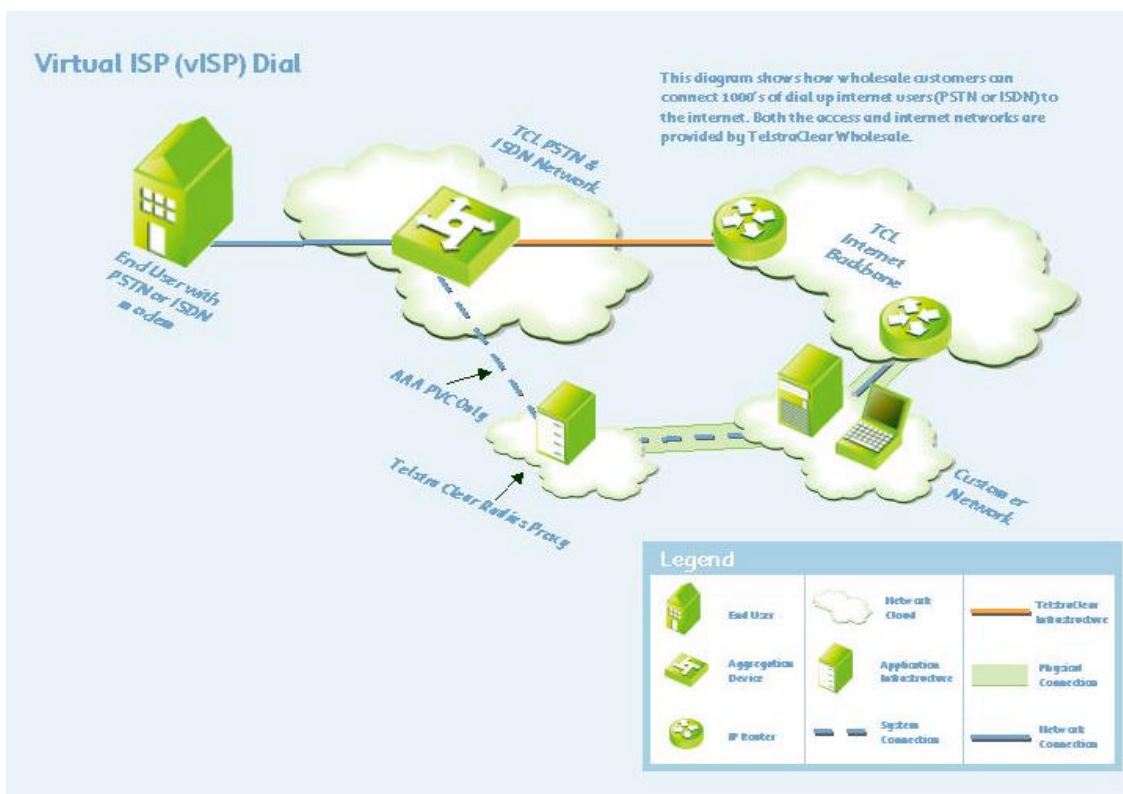
WHAT DOES IT DO?

With TelstraClear Wholesale vISP, you can offer PSTN services in any area around New Zealand, providing analogue dial ports for callers. These operate through a 0873 national number.

In addition, TelstraClear Wholesale vISP provides you with broadband access services in areas where DSL is available using UBS (Unconstrained Bitstream Services).

Email, web hosting, a customer sign-up tool and other added-value services, can also be included in the vISP package.

A set of reporting tools is available through a secure website to enable you to analyse port usage, end-user statistics and other measures that show how your ISP service is performing.



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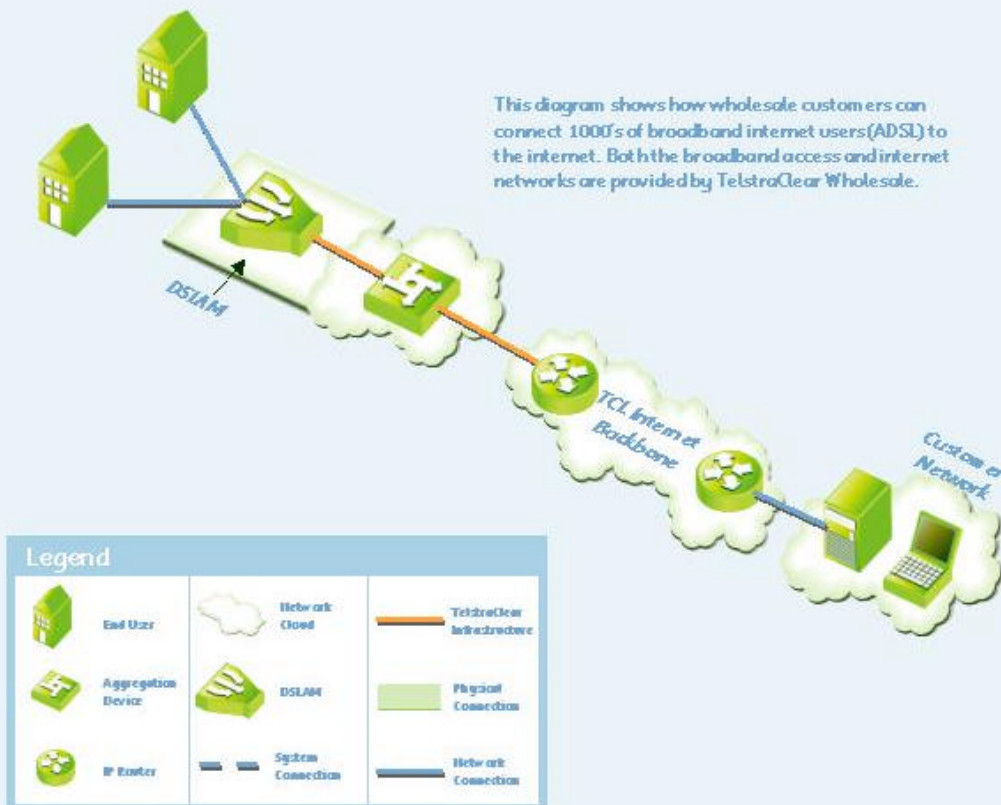
HOW DOES IT WORK?

TelstraClear Wholesale vISP is suitable for a wide range of service providers seeking to offer ISP functionality to their customer base, without the expense and complication of building their own infrastructure.

Even existing ISPs are looking to move away from the capital expense and continual upgrade cycles necessary to provide a competitive ISP service into the future. TelstraClear Wholesale vISP allows them to migrate their current customer base on to a world-class platform, without the need for high capital investment.

TelstraClear Wholesale vISP is also an ideal solution for other types of service providers. These include utility companies, banks, associations, community Telco's and mass market retailers, who are seeking to broaden the range of services they are able to offer their customers, whilst leveraging their existing billing, help desk and other customer-touch relationships.

Virtual ISP (vISP) Broadband



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WHAT ARE THE BENEFITS?

TelstraClear Wholesale vISP enables you to set up as an ISP without investing in the network infrastructure, servers and other hardware necessary to build a traditional ISP business. With TelstraClear Wholesale vISP, you gain all the functionality of a state-of-the-art ISP business, without incurring the traditionally high capital investment.

Being backed by the technological skill and experience of TelstraClear, there is peace of mind and confidence in knowing that the service will be robust and scalable for the future.

Existing ISPs can outsource their traditional dial-up offering, as well as develop additional revenue streams by providing a full range of broadband services and other value-added packages. Whether you are a new or an existing ISP, you are freed up to focus on sales, marketing and customer management, while TelstraClear runs the network and infrastructure supporting your ISP business. And to help you better understand your business, TelstraClear Wholesale vISP provides a wide range of information about your customers' Internet usage via sophisticated reporting tools, accessible through a secure website. TelstraClear does the authentication and rates usage, as well as providing Web space, email, an activation wizard, account management and other applications such as traffic shaping tools.

PRODUCT FEATURES

Dial-up Access	Broadband Access	Application Layer
<ul style="list-style-type: none">• 0873 national number• 56 Kbps capable ports• Unlimited Internet• Flexible port capacity• Pre-paid, timed and usage based Pricing features	<ul style="list-style-type: none">• Internet grade ADSL• All popular ADSL speeds• Packaged with Internet usage• Pre-paid, timed and usage based Pricing features	<ul style="list-style-type: none">• End-user tools• Customer Service tools• Management tools• Multilingual Web Mail• Email (POP, SMTP)• Personal Web Space• Authentication of users• Web Portal Integration• Traffic shaping tools





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WHAT ARE THE NEXT STEPS?

Whether you are interested in establishing yourself as a new ISP or migrating your existing services to the TelstraClear Wholesale vISP solution, some degree of planning is required. It is important to understand the customers you are targeting and what packages you plan to offer.

Forecasting is important to help us build a solution in line with your growth objective. If you do not have a web presence, then consider what name you will use and the domain name that will be linked to your ISP services. Once you have done the basic planning, you need to:

1. Contact your Account Manager to obtain the Customer Relationship Agreement (CRA) schedule.
2. If you are an existing customer, you need to complete a TelstraClear Wholesale vISP application form, which you can obtain from your Account Manager.
3. We will work with you to ensure that your solution is deployed within a reasonable time (allow 4 to 8 weeks).

FOR FURTHER INFORMATION

To find out more about TelstraClear vISP, contact your TelstraClear Wholesale Account Manager. You can also visit our website for a Frequently Asked Questions sheet on TelstraClear Wholesale vISP.

