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## Executive Summary

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ASTELEC takes pride in its reputation within the Telecommunication construction industry for its proactive and responsive management and staff, as well as its proven "end to end" full project delivery in specialised projects for major equipment manufacturers and constructors.

Experienced technically qualified management and staff within the company come with extensive project and business management expertise within the telecommunication technical, civil and electrical construction industry.

ASTELEC draws on its capability in design, construction and commissioning of major telecommunication carrier networks, adapting to continually changing technologies, to provide quality value added construction services over a wide geographic area.

ASTELEC have successfully completed and are actively constructing significant projects for Visionstream Pty Ltd, Alcatel-Lucent, John Holland Telecommunication, Silcar, Adam Internet & Telstra Advance Services.

## Operational Details

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### BUSINESS & POSTAL ADDRESS:

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51 Wodonga St  
Beverley SA 5009  
The.Office@astelec.com.au

### BUSINESS/CONTRACTUAL, INTERNAL PLANT, OPTICAL FIBRE, COMMUNICATIONS & ELECTRICAL CONSTRUCTION/PROJECT ISSUES:

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#### SCOTT HICKS

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Mobile 0413 431 776  
Scott@astelec.com.au

## Key Personnel

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SCOTT HICKS

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### MANAGING DIRECTOR OPERATIONS

- 20+ years Experience in the IT industry.
- Was previously the Managing Director of Adam Internet driving Adam's innovation, direction and projects for over 17 years.
- Experience in deploying large scale projects on time and on budget from inception to completion.
- Board member of the Australian Institute of Management since Feb 2008.

PAUL OSCHMANNS

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### MANAGING DIRECTOR

- Adam Internet Infrastructure Design (Design and managed ADSL 2+ exchange Infrastructure Adelaide metropolitan deployment)
- Alcatel Technical Officer
- AAPT Technical Officer (Operations and maintenance all core exchange technologies SDH, Digital switching, IP infrastructure routers switches)
- ACR Master cabling Registration (Endorsements Cat5, Optical, Coax)
- Krone Master Installer certificate
- Krone Master Designer certificate
- CCNA (Cisco certified network associate)
- Successfully completed Cisco network academy

## Services

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### SDH/DWDM/PDH INSTALLATION/COMMISSIONING/ INTEGRATION/RECOVERIES

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#### **(Synchronous Digital Hierarchy, Dense Wave Division Multiplexing)**

ASTELEC is currently installing, testing and commissioning SDH/DWDM transmission throughout SA & NT. This includes racking, overhead ironwork, cable trayway, DDF terminations, optical fibre splicing (including commissioning), associated power connections and re-arrangements within Telstra communication facilities. All aspects of extensive quality assessment and documentation.

### TEBA, TELSTRA EQUIPMENT BUILDING ACCESS (TELSTRA WHOLESALE PRODUCTS TEBA, EIC)

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ASTELEC has designed & constructed major exchange Infrastructure to support carrier equipment in Telstra communication facilities. All associated construction including DC power plant, earthing, ironwork, lighting, trayway, MDF augmentation/extensions and air conditioning can be designed and built to the carriers requirements.

### OPTICAL FIBRE INSTALL / COMMISSION EXTERNAL & INTERNAL

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ASTELEC is fully equipped to Rod/Rope and place major IEN/CAN Optic fibre, including full OFDF/HDOFDF and FAP (Fibre Access Point) installation, total splicing and commissioning (OTDR tracing) of path tested with calibrated and fully compliant test equipment.

### ADSL/ADSL2+ (ALCATEL ASAM, CMUX, ISAM, MSAM, ERICSSON EDA SOLUTION, NEC AM SERIES) EQUIPMENT INSTALLATION.

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ASTELEC is currently installing ADSL/ADSL2+ infrastructure and augmenting existing carrier exchange equipment throughout SA, NT and WA. This includes racking, overhead ironwork, cable trayway, MDF terminations, DDF terminations, optical fibre splicing, associated power connections and re-arrangements within Telstra communication facilities.

### CMUXAGH, ISAMAGH SCADS CONSTRUCTION / INSTALLATION / COMMISSIONING / INTEGRATION

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ASTELEC has constructed all aspects of civil and electrical infrastructure for RCM, RIM, CMUX-AGH, ISAM-AGH and SCaDS Remote Units throughout SA for a number of years. This has been done in SA in conjunction with Alcatel, Advance Services, Silcar, Expertech Network Installations, Downer Connect, Skilled Communications and in the SA, NT, Vic with NDC.

### CIVIL COMMUNICATIONS AND ELECTRICAL CONSTRUCTION

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ASTELEC in conjunction with a network of sub-contractors has an established capability to project manage and deliver complex civil communications and electrical construction projects throughout SA and NT.

ASTELEC specialise in the installation of communications and electrical infrastructure associated with Remote Integrated Multiplexors (RIM) / CMUX-AGH / ISAM –AGH and Small Capacity Distributed Systems (SCaDS).

### CUSTOMER CUTOVERS

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ASTELEC is involved in the redirection of customers from RCM / RIM to CMUX Narrowband in conjunction with remote data offices. This includes out-of-hours 'hot' cutovers, special services via AVFHA's, decommissioning and recovery of redundant equipment (RIM / RCM / AXE), conformance with all network advice processes and completion of all records and data.

### CORE IP INFRASTRUCTURE (NEXT GENERATION NETWORKS)FTTP, VOIP, SWITCHES, ROUTERS

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ASTELEC is currently installing major IP core infrastructure for Telstra's next generation network including all core equipment support i.e. ironwork, racking, DC power, lighting, earthing, trayway. All associated vendor equipment Alcatel aggregation switches, Cisco Routers, Tellabs edge routers & DWDM rings, also the consolidation of their Optic Fibre distribution systems into a new High Density OFDF format. Astelec is installing soft switches for the next generation of voice switching replacing traditional circuit switched connections to a packet switched environment.

# Objectives

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## ASTELEC IS

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### SAFE

For the well being of staff, the business and to the expectations of the customer.

### RESPONSIVE

Mobilise resources at short notice to respond to customer priority needs.

### TIMELY

To deliver projects in a timely manner to exceed customer's expectations.

### PARTICULAR

To accurately document processes and repeatedly deliver to known standards of quality.

### ECONOMIC

To perform works at a competitive and comparative price.

### THOROUGH

Seamless end to end delivery of total customer needs/ expectations.

## OCCUPATIONAL HEALTH SAFETY AND WELFARE

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Employee Occupational Health, Safety and Welfare is seen by ASTELEC as being critical to its business. By being fully informed and in compliance with all OHS&W matters it is ASTELEC's focus to:

- Differentiate itself from other sub-contractors by being fully informed and complying with all OH&S legislation, regulations and requirements in accordance with IS. 1408
- Position itself as contractor of choice based on its OH&S compliance and performance record.
- Attract and retain capable and skilled staff based on its commitment to overall staff welfare.
- Continually improve the well being of staff by proactively managing workplace OH&S issues and developing procedures to minimise/avoid mishap or injury. Quality

## QUALITY

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ASTELEC has a genuine commitment to delivering quality of service and quality in product. In-process Quality will differentiate ASTELEC from others. To this end ASTELEC :

- Is developing operating policies, procedures and instructions in line with its business growth, experience and knowledge. In this way the procedures are 'owned' by the personnel within the company and they have a strong commitment to their implementation and success.
- With the benefit of extensive previous experience in the implementation of quality systems is modelling its procedures around ISO9001 (and ISO9000) standards.
- Is developing processes to enable ISO9001 quality standards when viable to do so.
- Is working towards training/qualifying and developing all staff to meet legislative, technical, customer
- and work skill requirements prudent in the communications construction environment.

## ENVIRONMENTAL

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ASTELEC has committed itself to developing economically viable and environmentally sustainable business processes. With this as a focus ASTELEC:

- Are currently documenting their current environmental work practices and procedures.
- Are over time developing an environmental management system.
- Are developing an overall environmental system cognisant of the more environmentally sensitive types of potential future works and projects.

## Resourcing

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One of the keys to ASTELEC being commercially competitive is its ability to minimise the fixed component of labour costs. To this end ASTELEC :

- Has an enterprise agreement with all staff which increases productive hours available yet reduces (eliminates) non-productive hours.
- Is actively pursuing ‘creative’ employment/resourcing methodologies as a means to minimising labour costs, improving work/family interaction yet obtaining / retaining specialised skills.
- Has developed a pool of trained/qualified/accredited staff which, in concert with the individual’s life and family needs, are employed as project and work loads require.

### SKILLS EXPERIENCE AND CAPABILITY

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#### COMMUNICATION CONSTRUCTION

- Extensive high level project management of large and major infrastructure projects.
- Extensive project management of smaller customer focussed infrastructure projects.
- Installation of Ericsson AXE, Alcatel S12 and CMUX/ADSL narrowband and broadband ‘switching’ equipment.
- Commissioning and integration of RCMs, RIMs, CMUX (narrowband/broadband), SCaDS, S12 switching ‘nodes’ into network. This includes augments and card re-configurations.

#### EXTERNAL PLANT COMMUNICATIONS

- External plant construction of all facets RCMs, RIMs, CMUX-AGH, ISAM-AGH and SCaDS, including
- civil works pit/pipe, Copper and Fibre cable hauling and splicing, equipment installation, power connection etc...
- Trenching and boring capability in conjunction with ‘partner’ business.
- Optical fibre install / joint set-up / splice and commissioning, outages and re-arrangements associated with RIM/CMUX/SDH and customer wideband.
- Cutover of customers including special services onto RIM, CMUX narrowband and broadband.
- Installation of various line extension panels and other activities required for ‘HOT’ cutovers.
- Installation, Commissioning and re-arrangement of SDH Fibre rings.
- Cabling of commercial premises and high rise buildings for data and voice communication networks.
- Optical Fibre bearer establishment, outages and re-arrangements associated with RIM/CMUX/SDH and customer wideband.

#### INTERNAL PLANT COMMUNICATIONS

- Design and documentation of RCMs, RIMs, CMUX (including AGH), SCaDS, SDH and associated communications infrastructure, including new starts and augments.
- Installation of racking infrastructure, subracks, Alarms (Tesams), LODs etc.. associated with a range of switching and transmission technologies.

#### ELECTRICAL

- ‘A’ class electricians – Construction and maintenance of single and 3 phase industrial installations.



# Resourcing

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## ACCREDITATIONS / LICENCES / QUALIFICATIONS

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- Technical Officer / Technician (Telecommunications)
- Telstra site and facilities ticket (Internal Plant) (All exchanges in SA and NT including Flinders MCB, Waymouth and Broken Hill Telephone Exchange access)
- CMUX narrowband commissioning accreditation
- Telstra pit/pipe and hauling licence
- Telstra accredited Optical splicing and commissioning and copper jointing
- Electrical workers and contractor's licence ('A' class licence)
- Roadworks Traffic management
- Elevated Work Platform ticket
- Explosive tool ticket
- Westfield shopping centres safety accreditation and constructors approval
- Austel Registered internal plant communication cabling
- Senior First Aid
- Telstra TEBA accreditation

## TRAINING

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- On the Job development of junior staff by more experienced qualified personnel to allow resourcing flexibility and thus maximise project delivery capability and responsiveness to customer needs.
- Formal accredited training on OH&S and task/skill specific technologies and equipment as opportunities present and as projects demand/require.
- Astelec has three apprentices that we have engaged through Peer training. Plant and Equipment

## PREMISES

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- 300 square metres detached high clearance alarmed workshop/storage area with fully equipped airconditioned internal office accommodation and 'lunchroom' facilities.
- 80 square metres detached air-conditioned alarmed office/administrative accommodation with kitchen facilities.

- 800 square metres of secured usable land space for car-parking and external storage.

## FLEET

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- 10 tonne truck equipped with maxilift for external plant construction.
- Enclosed vans equipped for electrical/communications internal plant construction.
- 1 tonne utilities equipped for external plant construction.
- Station wagons equipped for electrical/communications internal plant construction.
- High rise Transit Vans set up as splicing accommodation.

## TOOLS / EQUIPMENT / INFRASTRUCTURE

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- All associated equipment for external plant construction such as gas detectors, cable locators, cable rollers etc. for pit, pipe and hauling applications.
- A fully networked operation base with plotter printer capabilities
- Extensive range of tools and test equipment such as earth meggers, multimeters, Digital Transmission
- Analysers (BERT testers), VF level meters etc applicable to internal plant and electrical construction.
- Fully calibrated Optical Splicing equipment including Fitel splicing machines, light sources, powermeters, OTDR's, VFL (Visual Fault Locators) bare fibre adaptors, variable attenuators, live fibre identifiers.

## STRUCTURE / ADEQUACY

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- ASTELEC is currently fully self funded with zero debt. All asset acquisition and working capital is currently covered from retained earnings.
- ASTELEC has ready access to both internal and/or external capital funds (if required) to support future growth, purchase of new capital plant and specific large projects requiring extended working capital.

## References

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### GARY SOUTH | VPL

NBN Transit Project, building and integrating of NBN exchange equipment

Mobile 0419 114 356

### MURRAY MCLAY | TELSTRA

Transmission equipment building and integrating, optic cable install, splice and test.

Mobile 0419 031 046

### GRAY MURRAY | NXG NETWORKS

24/7 fibre maintenance, customer fibre installs, network extensions optic cable install, splice and test.

Mobile 0428 167 876

### SAM SILVESTER | ADAM INTERNET

TEBA/DSLAM installations, 24/7 fibre maintenance, customer fibre installs, network extensions optic cable install, splice and test.

Mobile 0422 749 619