

# AeRO Forum 2016

## Providers Panel: AARNet

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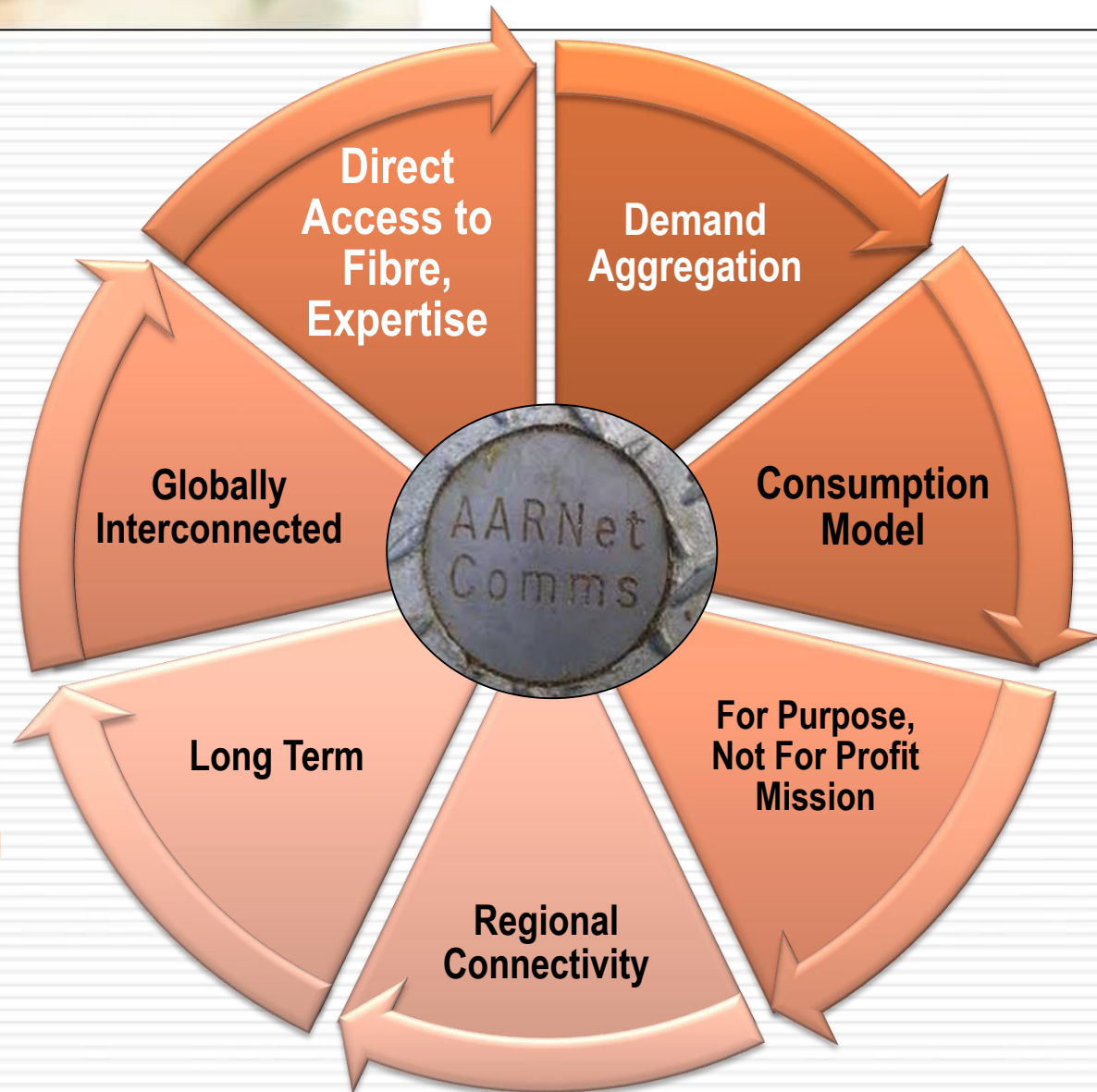
AeRO



# Role – Differentiation

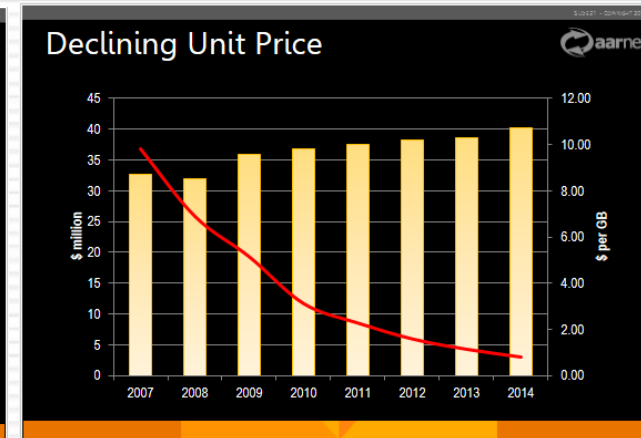
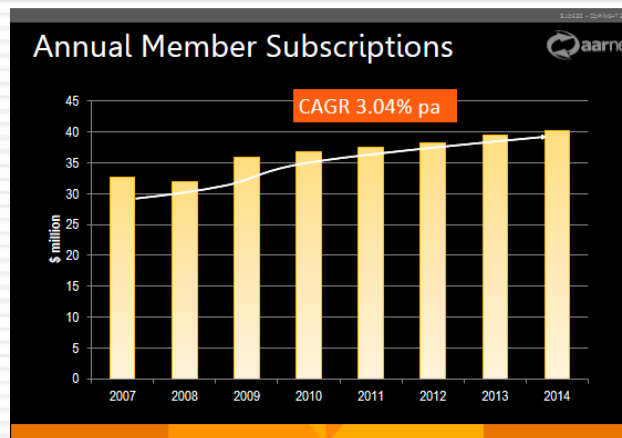
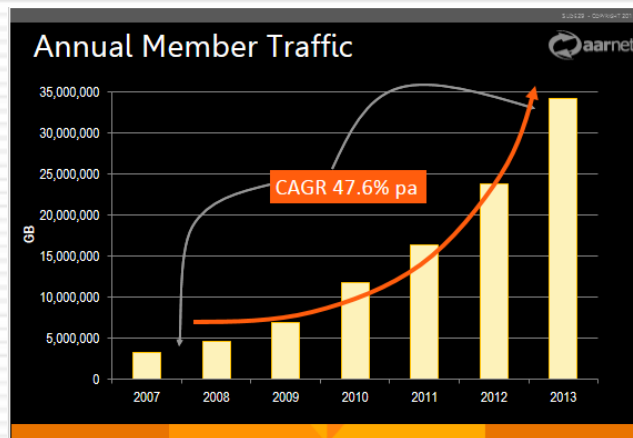
To provide **telecommunications services** to the Australian research and education sector which the **market does not provide** or does not provide at a **reasonable price**

Australia is **critically dependent on networking** because of both our **location and distributed population**



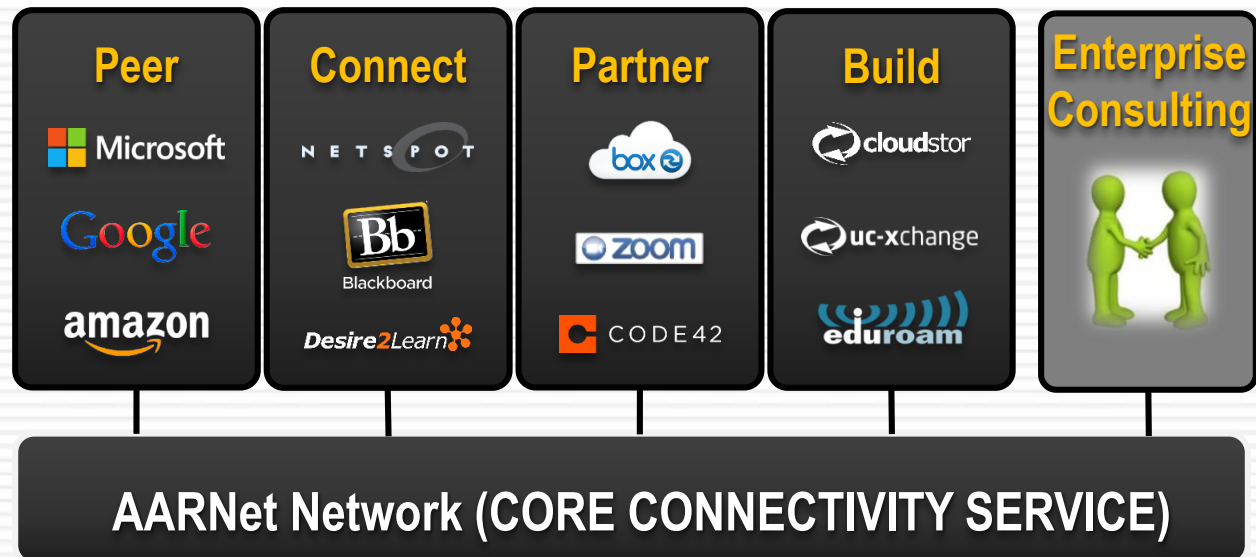
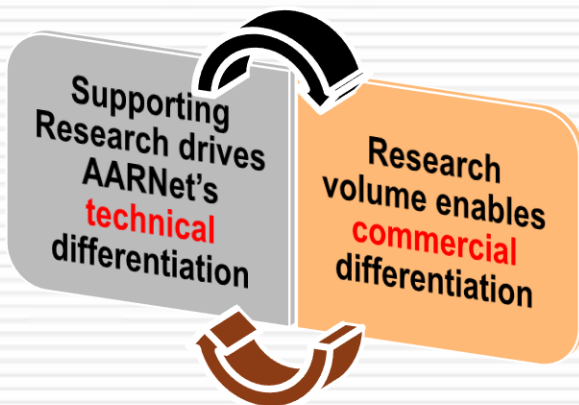
# Q1. Planning

- Given the rapid pace of change in ICT and research, how do you plan (years) ahead?
  - Invest in raw commodity – fibre + Moore’s law – asset pooling
  - Demand aggregation (Sector, National, International)
  - “Community” subscription model
  - Enter into very long-term contracts (10+ years)
  - Generate an operating surplus to cover major re-investment



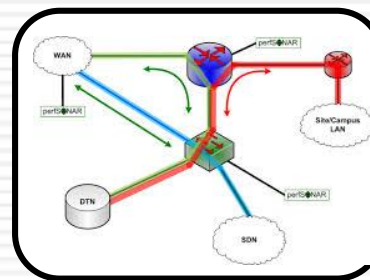
## Q2. Services Portfolio

- Could (or does) specialisation/generalisation help in developing your portfolio of services?
  - Standardised network service(s) allows specialised scalability and reach
  - Generalised layered services for “masses”
  - Specialised consulting



## Q3. Customer Needs

- How do you assess that what you are offering meets the needs of communities/institutions?
  - Leveraged “resale” model; institutions reticulate AARNet network services to individual researchers and research groups
  - Multi-level engagement
    - Governance/strategy (VC and xVC) – Board
    - CIO and IT – AARNet Advisory Committee (AAC), Customer Relations
    - Researchers, Research Programs, Research Groups – eResearch
  - **Not a network conversation – Data Access + Data Movement**



**Science DMZ :  
Frictionless  
Data  
Movement**

# Q4. National Coordination, Q5. Workforce

- What, if any, sort of national coordination is needed to get the best value?
  - A broad mission (research and education) with strong institutional engagement through a board
  - Sector wide demand aggregation
  - Forums, structures, and leadership to drive outcomes for researchers and research institutions
- Do you have the workforce you need, and if not, where will you find it?
  - For networking, yes, from industry and institutions
  - For layered services, increasingly challenging
  - Expectation of services at “AARNet scale and quality”

**1 – Deliver Australia’s R&E Network**  
**2 – Grow the R&E Community**  
**3 – Build Services Capabilities**



**End**

