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Subj: AAP - Telephony Savings

Memo to: IT Directors of Queensland Universities
From: Greg Barnett

Subject: Reducing STD & IDD Telephony Charges - AAP Services

Following our brief conversation on the subject last Queensland Directors' meeting, I am pleased to provide you with some further information on my experience with AAP, and perceived advantages.

Historically AAP developed one of the first high-bandwidth networks for their own internal text, video and voice distribution between their news centres, and have nodes in all capital and most regional centres.

They began offering interconnect (connection into Telecom's public switched network) facilities for voice to corporations as soon as it was permitted. There are also savings to most overseas destinations as calls are passed to the MCI network.

Call charging is, per destination, no more than AOTC's and usually several percent cheaper. Each 100-hours of calls per month placed via AAP provides another 2.5% discount, to a maximum of 25%. In addition, a two year contract provides a 5% bottom line discount, a three year contract provides 10%.

AAP have indicated that they would be willing to view the Universities as a single customer. Major discounts would accrue from pooled call volumes. AAP could still provide each of us with individual bills and management reports.

The Method: Having agreed on the number of circuits needed to carry the traffic, you provide the analog (standard exchange or tieline) or digital (2Mbps) ports on your PABX.

We simply made available 12 normal exchange line ports. AAP provide cabling, any interfacing equipment, mutliplexing, megalinks, etc. They also provided meter pulsing for us so that we could continue to charge students and hotel guests on a per-pulse basis via our internal TIMS.

The customer is responsible for implementing Least Cost Routing of calls (e.g. 03xxxx, 02xxxx, 0011xxxx) calls to AAP

The cost? \$600 once-off fee and \$50/month for the whole service, regardless of the number of links.

The result. We are saving approximately 18.5% (\$3-4,000 per month). I hope this summary is sufficient to give you a flavour of the ease with which savings can be made while waiting for the outcome of Optus/AOTC to become evident.

Greg

Directors Meeting Sunday.