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Fibre optics firm plans to offer 10Gbps speeds

13 December 2016

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Published in [Telecoms & NBN](#)

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Fibre optics provider Fiber Corp plans to disrupt the broadband market by offering speeds between 200Mbps and 10Gbps to high-rise residential and commercial developments in Sydney.

The company said today it would be expanding to other Australian cities later.

It said it would cater to hotels, broadcast, disability and health services, using GPON and NG-PON2 technology in partnership with Calix, a NYSE-listed telco supplier that works with US companies including Verizon and Google Fiber.

The company said it had begun the sales process 10 months ago and had already closed deals with 39 projects, a total of 14,690 apartments.



The first apartments that will be serviced by Fiber Corp's connections are being developed by INCON Property, Kanebridge and Trinity Constructions in Western Sydney and Mascot.

The first apartment is expected to be completed in the second quarter of 2017.

The company says it will follow the NBN Co's AVC/CVC pricing model but will also offer its own bundle to help smaller RSPs to compete with larger competitors.

Fiber Corp managing director Sam Scoutas said: "We will be creating communities in the pursuit of smart cities well ahead of anyone else. It's no secret that Australians will be demanding faster Internet in the near future as we start to consume increased amounts of higher-quality content and change the way we work.

"Our technology solutions will help future-proof Australians and ensure we are operating at the same benchmark as the rest of the world. The combination of Fiber Corp and Calix technology means Australian residents and business in metropolitan areas will have the access to technology that, if market demands, can power broadband up to 100x faster than the fastest speed offered by NBN Co.

"For Australians, this will not just mean access to high-speed Internet at least twice the speed of the NBN, but also buildings that have high quality IP CCTV, IP intercoms, access control, smart home and building automation, as standard inclusions."

Calix area vice-president, international markets, Joseph Haddad, said: "Fibre innovators like Fiber Corp are leading the revolution to next-generation PON services across the globe, disrupting their markets to deliver an unmatched subscriber experience.

"By focusing on multi-dwelling unit and commercial deployments and delivering the fastest broadband speeds available anywhere, Fiber Corp is well positioned to differentiate itself in the market, rapidly introduce new services, and build market share.

"Long-time Calix Channel Partner Optical Solutions Australia (OSA) has been crucial to providing Fiber Corp with the necessary technical and commercial support for launch, and Calix is proud to be providing the world-class technologies and expertise that will be the foundation for this breakthrough service offering."

Fiber Corp was founded by veteran food industry figure and horse racing identity, Nicholas Moraitis.

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Sam Varghese

A professional journalist with decades of experience, Sam for nine years used DOS and then Windows, which led him to start experimenting with GNU/Linux in 1998. Since then he has written widely about the use of both free and open source software, and the people behind the code.

His personal blog is titled **Irregular Expression**.

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