



# Aurora Telecom Response to market engagement for the Galway Mayo Telecommunications Network

16<sup>th</sup> February 2023



# 1 Introduction

Aurora Telecom is pleased to outline our response to the Department's market engagement exercise in relation to the Galway Mayo Telecommunications Network.

We have reviewed the documentation provided and addressed seven specific queries outlined in the paper. We have also provided an overview of the Aurora Telecom business, its network and products/services.

Thank you for the opportunity to participate in this response. If you have any questions, please don't hesitate to get in contact with me directly.

It should be noted that we deem our entire response as confidential commercially sensitive.

# 2 Aurora Telecom

## 2.1 Who We Are

Aurora Telecom ("Aurora") is a division of GNI and was established in 2000 to utilise duct infrastructure adjacent to the natural gas network. Aurora owns and operates the most modern backhaul fibre network in Ireland. Our core product is provision of dark fibre networks and maintaining a best in class Service Level Agreement for our clients. Aurora is a wholesale and business-to-business service provider. We provide carrier class, scalable solutions for telcos / service providers, supporting their shift to un-metered private fibre networks. We act as a carrier neutral<sup>1</sup>, open access service<sup>2</sup> for telecoms operators and business customers.

## 2.2 Our Network Assets

Aurora's assets comprise a national fibre backhaul network, in addition to Dublin, Shannon and Ennis metropolitan fibre networks. Aurora also owns and operates 13 Colocation Facilities or Points of Presence (PoPs):

[Redacted content]



A summary of Aurora’s national and Dublin metropolitan networks is presented in Figure 2.1. Figure 2.2 thereafter presents an overview of the 13 Colocation facilities on Aurora’s national network.

Figure 2.1: Aurora Telecom’s National & Dublin Metropolitan Networks

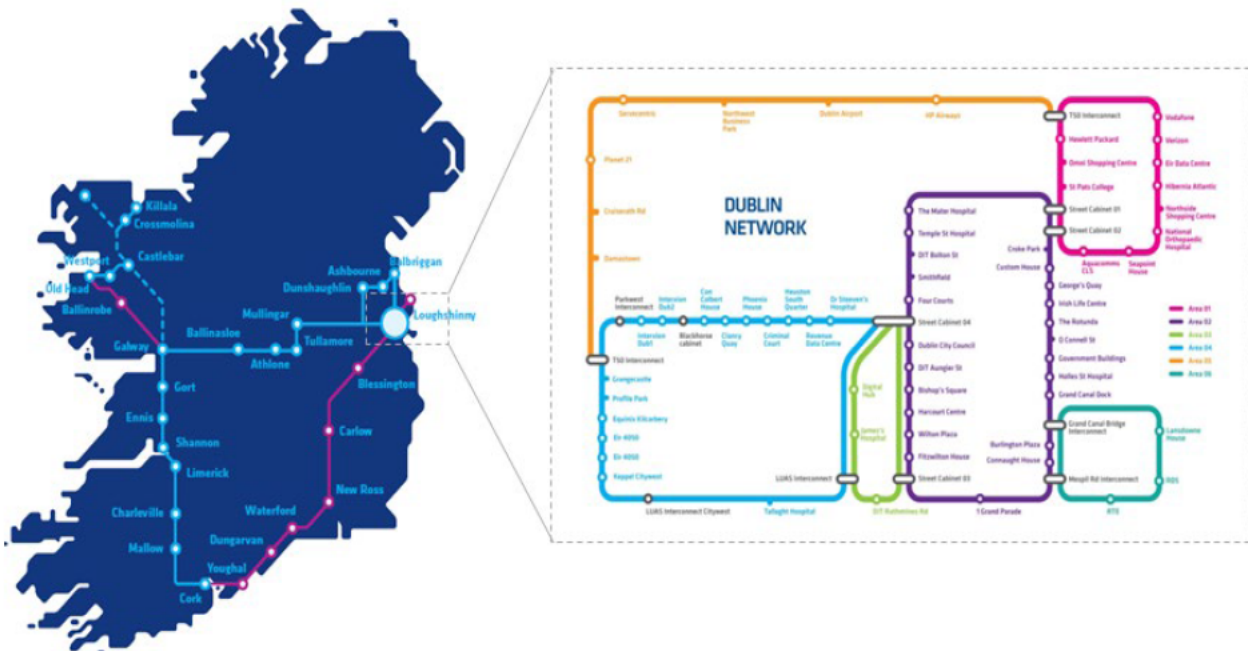
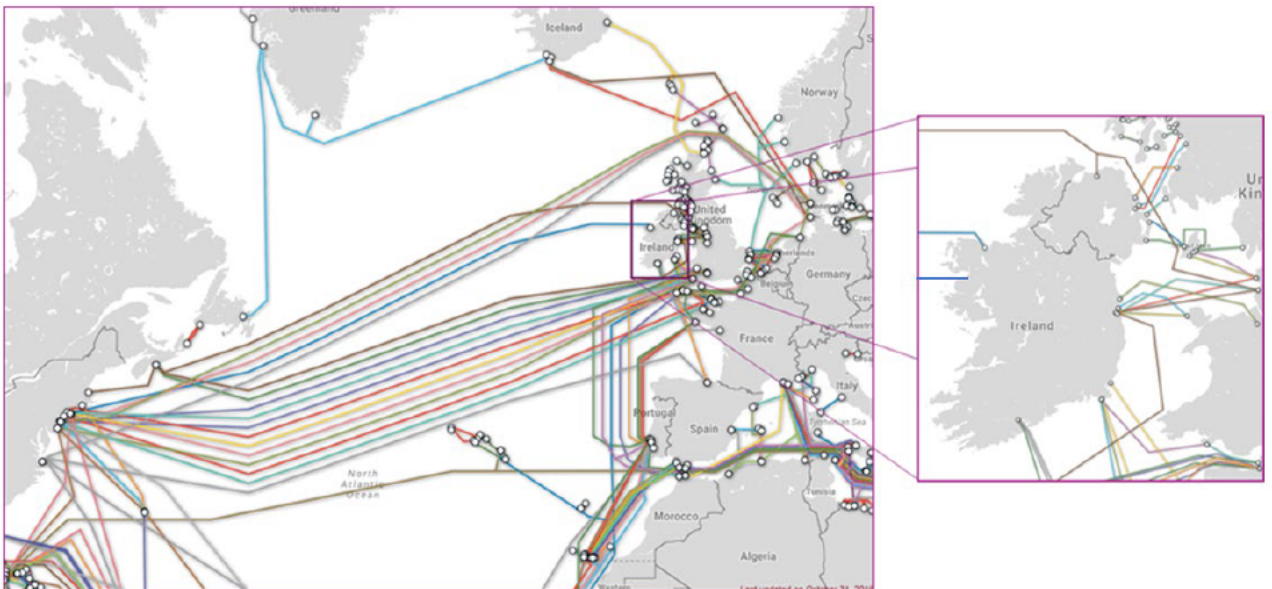
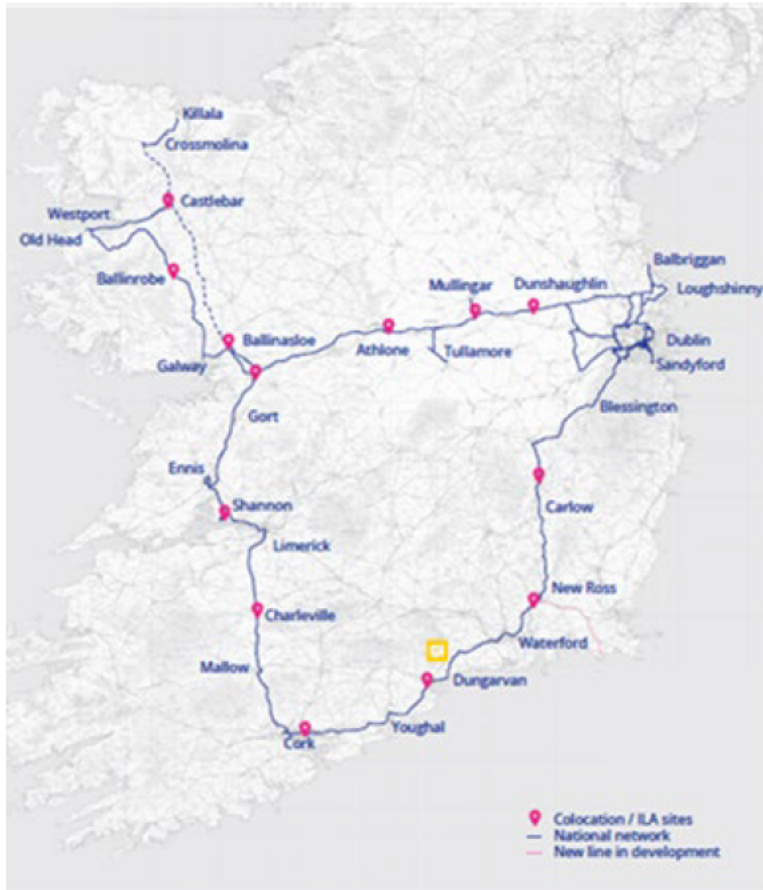


Figure 2.2: Aurora Telecom Colocation Facilities on the National Network



## 2.3 Our Products and Services

Aurora currently operates in the foundation layer of the value chain, providing wholesale, backhaul dark fibre. Dark fibre is optical fibre which is "lit" by customers using their own equipment and operations to transmit data as part of end-use services. Dark fibre networks provide the backbone connectivity required to run large private and public networks including much of the internet and international connectivity.

Aurora's dark fibre services are based on: best-in-class, carrier grade fibre network; bespoke fibre solutions; dedicated low latency multiple site network; highest levels of security and Service Level Agreements (SLAs); data centre connectivity; business continuity and disaster recovery; and, fully serviced Co-location facilities. Aurora's dark fibre provides carriers and large corporations with control of their own private network and virtually unlimited bandwidth capability at a fixed price.

Aurora provides international connectivity with our national backhaul dark fibre network designed as an express system from landing site to end facility. The dual network feed ensures full resilience. We also provide carrier-grade, multi-carrier, highly secure Co-location facilities with a maximum spacing of 80km on the network. These are fully-serviced and their key features comprise 24/7 CMS monitoring, highly secure sites, Dixon DAQs N+1 Airconditioning System, DC Power Supply, Uninterrupted Power Supply (UPS) & Battery Backup System, Cabin Management System with 24/7 Monitoring, CCTV and standby generators. Aurora has been providing an end-to-end service including network planning and design, deployment, service and support for over 20 years.

## 2.4 Our Customers

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

### 3 Response to Request for Market Information

A. How might the footprint of the Galway-Mayo Network be further expanded in the future?

[Redacted]

[Redacted]

[Redacted]

B. Do you perceive any future demand/ requirement for (i) bringing the Westport spur into operation or (ii) for the completion of the 24kms of ducting from the end of Segment A - B (Bellanaboy) to the coastal area of Belmullet in County Mayo as is referred to in the State Aid Decision, but for which the Department has no current plans for completion?

[Redacted]

[Redacted]

**C. How might the Galway-Mayo Network be interconnected with other existing or planned backhaul networks?**

At present the Galway-Mayo network is connected at three interconnect points to Aurora's national backhaul network. Aurora is the only carrier that offers open access dark fibre on its trunk network, providing future proof, unrestricted connectivity solutions for its customers.

[Redacted]

[Redacted]

**D. How could the Galway-Mayo Network be utilised to promote greater competition in the region?**

[Redacted]

**E. How could the Galway-Mayo Network be utilised to support the Government's Digital Connectivity Strategy as referred to previously?**

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

[Redacted]

**F. What level of demand for services and/ or potential revenue generation might be expected over the proposed term?**

[Redacted]

[Redacted]

**G. The Department would like to receive any relevant information from the market with regard to the management of this infrastructure on behalf of the State?**

[Redacted]



