MEDIA RELEASE

12 October 2020 - Sydney, Australia

NNNCo and Spark NZ enter inter-carrier agreement to deliver cross-Tasman IoT services

The National Narrowband Network Co (NNNCo) has established an inter-carrier agreement with New Zealand's national telecommunications carrier, Spark NZ, to enable roaming across their respective LoRaWAN IoT networks.

The agreement is the first of its kind in the region and will enable mutual access across the respective LoRaWAN IoT (Long-Range Wide Area Internet of Things) networks, meaning businesses on both sides of the Tasman can deploy LoRaWAN devices for any IoT application without needing to set up operations in the other country.

The new wholesale arrangement has been enabled with the integration of NNNCo's enterprise data platform N2N-DL into Spark NZ's network core. Data from devices on the Spark NZ network will feed into N2N-DL giving customers access to data on a single platform from devices enrolled in either country. Spark can also do the same for customers with devices enrolled on the NNNCo network in Australia.

Spark IoT lead, Tony Agar says, "As the economy continues to be shaped by COVID-19, we could expect to see more partnerships like this, where carriers and partners work together to enable the deployment and scaling of IoT solutions across markets."

"If we have a customer who wants to deliver services in Australia, they can now do so from the comfort of their offices in Aotearoa, without the need to set up operations across the Tasman. It also means that they can keep visibility and monitor their machinery, assets or infrastructure using their already well-established dashboards and diagnostic tools."

Spark NZ customer Parkable, Australasia's fastest-growing parking app, said the agreement would help to expand their business in Australia.

Parkable Co-Founder and CEO, Toby Littin, said, "Due to customer demand we want to push harder into the Australian market so this agreement will allow us to scale our Parkable offering across the Tasman and simplify our back-end processes. Using the one platform and having a single place to view and analyse data will mean our customers will get even better parking experiences in the future."

"It's exciting to know that we now have access to growing network coverage in Sydney, Canberra, Gold Coast, Tasmania, Melbourne and regional areas in New South Wales, Queensland and Victoria," he added. Those markets have just been unlocked for us, so we are eager to grow and scale."

NNNCo CEO Rob Zagarella said, "We're seeing increasing demand from enterprise customers requiring cross-Tasman roaming capabilities as they deploy IoT devices and applications beyond Australia."

"We're very happy to now be able to provide a seamless and consistent service with N2N-DL as a customer's single source of aggregation for IoT devices in either country and on either network," Mr Zagarella added.

NNNCo plans to strike similar arrangements with other international LoRaWAN carriers.

Press contact:
NNNCo
Fiona Day
fiona.day@nnnco.com.au
+61 (0)411 849 380

Spark NZ
Anaru Tuhi
Anaru.Tuhi@spark.co.nz
+64 (0)27 417 6298

About NNNCo
NNNCo is a leading Australian IoT Enterprise provider and LoRaWAN network operator. The company provides the network layer and technology-agnostic data platform that makes IoT accessible across any industry to enable enterprise-grade solutions for business and government. NNNCo's Enterprise IoT service is deployed using LoRaWAN technology, the globally-adopted open standard for secure, carrier-grade IoT connectivity. For more information, visit www.nnnco.com.au

About Spark NZ
As New Zealand's largest telecommunications and digital services company, Spark's purpose is to help all of New Zealand win big in a digital world. Spark provides mobile, broadband and digital services to millions of New Zealanders and thousands of New Zealand businesses, visit www.spark.co.nz