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………….Similarly, over recent years, at a jurisdiction to jurisdiction level, the sector culture has evolved to have a strong focus on securing projects within a highly competitive market. Subsequently, some contractors have shifted their operational model to low costs bids with a greater emphasis placed on the use of contractual variations and other mechanisms to ensure profitability. This approach is not consistent with a long-term sustainable sector and is likely to reduce partnership and cooperation.

The sole shareholder, the Australian Government, states the core objective for nbn as: “….ensuring that all Australians have access to very fast broadband as soon as possible, at affordable prices, and at least cost to taxpayers. The Government expects the network will provide peak wholesale download data rates (and proportionate upload rates) of at least 25 megabits per second to all premises, and at least 50 megabits per second to 90 per cent of fixed line premises as soon as possible. nbn should ensure that its wholesale services enable retail service providers to supply services that meet the needs of end users”.83   
In effect, the nbn needs to achieve four goals:   
• Supply technology to support defined minimum speeds (quality of service)   
• Provide access to all premises no matter where they are located (accessibility)   
• Sell wholesale access to retailers at prices that enable end user take up (affordability)   
• Make a return on taxpayer investment (profitability).84

84. Australian Government, nbn, Statement of Expectations, 24 August 2016, available at https://www.communications.gov.au/ publications/nbnstatementofexpectations