Introducing Adaptive Mobility
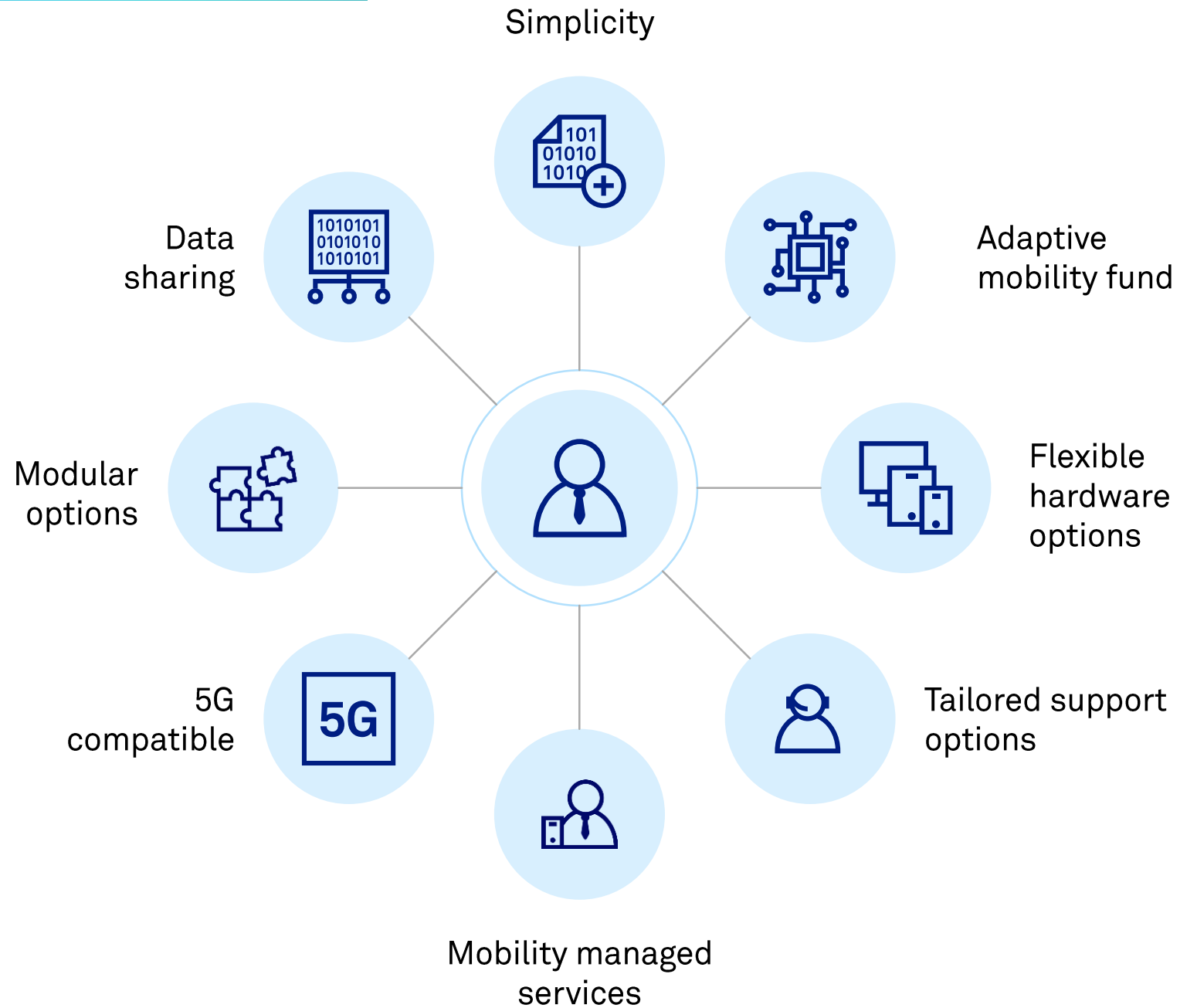
Ben MacKerras – Business Solutions Lead

What is Adaptive Mobility?

Adaptive Mobility is a simple, flexible and modular Mobile, Mobile Broadband and Enterprise Wireless solution for Enterprise.

This solution is truly adaptive with no lock in contracts or excess data usage fees to worry about and the ability to add or remove users, plans or features at any time, so you can stay agile and responsive.

How can adaptive mobility benefit my business?

- Simplicity
- Adaptive mobility fund
- Flexible hardware options
- Tailored support options
- Mobility managed services
- 5G compatible
- Modular options
- Data sharing

Build the best mobility solution for your team

Step 1.
Choose a mobility product

- Mobile
- Mobile Broadband
- Enterprise Wireless

Step 2.
Choose a plan

- Essential*
- Enhanced*
- Epic

Step 3.
Select your add-ons

- International roaming
- International calling
- Premium messaging
- Enterprise Mobility Managed Services (EMMS) Modular
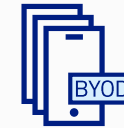- Adaptive Mobility Managed Services
- Network features
- Enterprise wireless data top-ups

Step 4.
Choose a hardware option

- BYO compatible device
- Outright
- Repayment option (12 or 24 months)
- Device leasing

*not available for Enterprise Wireless

Mobile plans

	Adaptive Mobility **Mobile Essential**	Adaptive Mobility **Mobile Enhanced**	Adaptive Mobility **Mobile Epic**
	$55 Per user/ per month (inc GST)	**$65** Per user/ per month (inc GST)	**$75** Per user/ per month (inc GST)
Ideal for	› Internet browsing › Emailing and messaging › SD Video calling and conferencing	› Fast downloads and uploads › HD video calling and conferencing › Handle large files quickly › Access secure documents in the cloud › Downloading and updating apps	› Fastest downloads and uploads › Ultra HD video calling/conferencing › Seamlessly handle large files › Access secure documents in the cloud seamlessly, and at scale › Bandwidth-intensive data apps
Call types	Unlimited standard local, national and mobile calls within Australia		
SMS/MMS	Unlimited standard SMS/MMS within Australia		
MessageBank®	Unlimited MessageBank® (diversions & retrievals) within Australia		
Included shareable data^ (for use within Australia)	**40 GB**	**80 GB**	**120 GB**
Speed cap* (Downloads/Uploads)	Speed capped at **50 Mbps** for included plan data. Typical download speed for 5G capable devices ranges up to the cap of 50 Mbps. Non-5G devices may not receive the same speed range and may be slower.*	Speed capped at **250 Mbps** for included plan data. Typical download speed for 5G capable devices is 50-250 Mbps. Non-5G devices may not receive the same speed range and may be slower.*	**No cap** for included plan data. Typical download speed for 5G capable devices is 10-1000 Mbps. Non-5G devices cannot receive the same speed range and will be slower.*
Peace of mind data~	When the total combined mobile and mobile broadband data pool has been used, speeds will be capped at 1.5Mbps for the remainder of the billing period		
Adaptive Mobility funds banked	**10% net value** per service/per month	**10% net value** per service/per month	**10% net value** per service/per month

5G	These plans are 5G compatible^^	Adaptive Mobility **Mobile Broadband** Essential	Adaptive Mobility **Mobile Broadband** Enhanced	Adaptive Mobility **Mobile Broadband** Epic
		$20 Per user/ per month (inc GST)	**$35** Per user/ per month (inc GST)	**$50** Per user/ per month (inc GST)

Mobile Broadband plans

	Essential	Enhanced	Epic
Ideal for	› Internet Browsing › Emailing and messaging › SD Video calling and conferencing	› Fast downloads and uploads › HD video calling and conferencing › Handle large files quickly › Access secure documents in the cloud › Downloading and updating apps	› Fastest downloads and uploads › Ultra HD video calling/conferencing › Seamlessly handle large files › Access secure documents in the cloud seamlessly, and at scale › Bandwidth-intensive data apps › Staying connected without Wi-fi
Included shareable data^ (for use within Australia)	**10 GB**	**30 GB**	**50 GB**
Speed cap* (Downloads/Uploads)	Speed capped at **50 Mbps** for included plan data. Typical download speed for 5G capable devices ranges up to the cap of 50 Mbps. Non-5G devices may not receive the same speed range and may be slower.*	Speed capped at **250 Mbps** for included plan data. Typical download speed for 5G capable devices is 50-250 Mbps. Non-5G devices may not receive the same speed range and may be slower.*	**No cap** for included plan data. Typical download speed for 5G capable devices is 10-1000 Mbps. Non-5G devices cannot receive the same speed range and will be slower.*
Peace of mind data~	When the total combined mobile and mobile broadband data pool has been used, speeds will be capped at 1.5Mbps for the remainder of the billing period.		
Adaptive Mobility Funds banked	**10% net value** per service/per month	**10% net value** per service/per month	**10% net value** per service/per month

All prices include GST
^ Sharable Data: Each users included plan data pools together at the account level and can be used by any other mobile or mobile broadband users on the same billing account. Sharable data is for use within Australia.
^^ 5G Compatible: The Telstra 5G mobile network is available in selected areas and requires a compatible 5G device. For coverage details, visit telstra.com.au/coverage.
* Speed Caps: on Mobile Broadband Essential and Mobile Broadband Enhanced plans represent the maximum speeds that will be imposed on the chosen plan to both download and upload data transmissions over the 3G/4G/5G mobile network. Maximum attainable speeds are dependent on a range of factors including the device used, device configuration, location, congestion, coverage and download source.
~ Peace Of Mind: When the combined Mobile and Mobile Broadband account level data pool allowance is exceeded, speeds for all Mobile and Mobile Broadband users on the account will be capped at 1.5Mbps for the remainder of the bill cycle. Speed suitable for basic web browsing, audio streaming, VOIP audio calls. Not suitable for HD video or high speed applications. For more information, visit telstra.com.au/deals/peace-of-mind-data

5G These plans are 5G compatible^^

Enterprise Wireless plans

Adaptive Mobility Enterprise Wireless Epic

$50 Per user/per month (inc GST)

Ideal for	> Satellite offices > Trade shows > Outdoor events
Included shareable data^ (for use within Australia)	**10 GB**
Speed cap* (Downloads/Uploads)	No plan cap whilst using including data. Typical download speed for 5G capable devices is 10-1000 Mbps. Non-5G devices cannot receive the same speed range and will be slower.*
Peace of mind data~	When data allowance is exceeded, speed is capped at 1.5Mbps for the remainder of the bill cycle
Adaptive Mobility Funds banked	**10% net value** per service/per month

What data speeds will I need?

Mobile network traffic falls into three majority areas:

Examples of recommended minimum speeds for these tasks include:

Video calling and conferencing (e.g. Teams, Webex, Zoom etc)

Microsoft Teams

1Mbps/2Mbps

HD group video calling (540p videos on 1080p screen)

Cisco webex

2.5Mbps/3.0Mbps

HD video

Access secure documents in the cloud (e.g. OneDrive, SharePoint, Dropbox)

OneDrive

Customers can limit the upload and download throughput to a fixed rate (the minimum rate is 50 Kb/sec, and the maximum rate is 100,000 Kb/sec).

Internet (e.g. secure and unsecure web browsing web browsing, maps, streaming)

YouTube

5Mbps

HD
(1080p)

Peace of mind data

Kiss excess data charges goodbye. With Peace of mind data, you won't be charged for excess data usage within Australia on any Adaptive Mobility plan.

What is peace of mind?

Once you exceeds monthly included data allowance, you will still be able to use data, but we will restrict their data download /upload speeds, by applying a speed cap of 1.5 Mbps to any further usage for the current billing period.

For more information visit:
telstra.com.au/deals/peace-of-mind

Adaptive Mobility
Add-ons

International Direct Dial (IDD) calling packs

$10 per user/ per month

**Adaptive Mobility
IDD calling pack
(20 countries)**

Unlimited standard calls and SMS from **Australia to 20 countries**

Eligible countries:

- Canada
- China
- Denmark
- Germany
- Guam
- Hong Kong
- India
- Ireland
- Indonesia
- Japan
- Malaysia
- New Zealand
- Norway
- Puerto Rico
- Romania
- Singapore
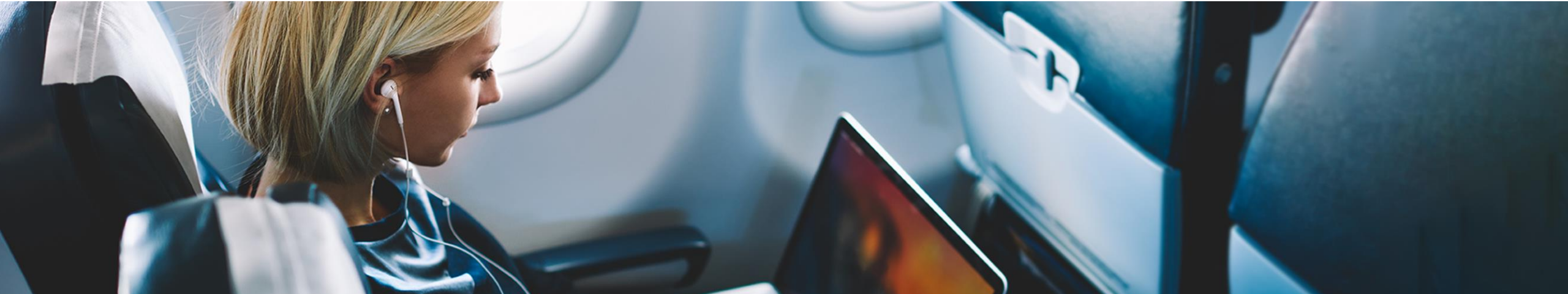- South Korea
- UK
- USA
- Vietnam

$15 per user/ per month

**Adaptive Mobility
IDD calling pack
(All countries)**

Unlimited standard calls and SMS from **Australia to all countries**

Eligible countries:

- All

International Roaming day pass

| $10 per user/ per day (inc GST) | ✈ Adaptive Mobility **International Roaming day pass (Over 70 Countries*)** |
| $5 per user/ per day (inc GST) | ✈ Adaptive Mobility **International Roaming day pass (New Zealand)** |

All day passes Include:
Excess Data usage will be charged at $10 (inc GST) per 1 GB blocks

Unlimited standard calls and unlimited SMS to eligible day pass countries

1010 0101 **500 MB** Included data per day^

* Over 70 countries including Canada, China, Italy, UK, USA, New Zealand and more. https://www.telstra.com.au/international-roaming/lightbox-international-roaming-rates-map to check to see if we support international roaming at your destination
^ International Roaming Day Passes are automatically provisioned on all Adaptive Mobile plan services unless the customer elects to 'opt out' by putting a bar on International Roaming. Day Pass Charges will only apply when the customers mobile service is detected on an eligible overseas mobile network. New Day Pass charges will automatically bill each 24 hours if the customers mobile number continues to remain active on the overseas network
* The International Roaming Day Pass detects which country the customer is roaming in when they first connect to the overseas network and will automatically bill the applicable pack charge. As at 23/6/20 there are 74 eligible countries included in the International Roaming Day Pass Pack. This may change from time to time. Excess 1GB Data blocks are valid for 31 days

Adaptive Mobility Care

Adaptive Mobility Care is an **optional Managed Services Add-On** that provides the customer with a dedicated Australian Account & Support Team to help manage all aspects of their Adaptive Mobility solution.

Special introductory offer

$0

per user/per month
(inc GST)

Normally **$3 per user per month** (inc GST)
Offer Expires: **31 January 2022**

Enterprise Mobility Managed Services Modular

Unified endpoint management

Endpoint security

Usage management

Endpoint lifecycle management

Technical consulting

Workplace

Hardware device options

Adaptive Mobility
Outright hardware purchase

Purchase eligible hardware outright at the RRP.

Adaptive Mobility
Repayment option

Purchase eligible hardware and accessories and then repay the device costs in equal instalments over either a 12 or 24 month repayment period.

Adaptive Mobility
Device Leasing

Telstra's "Device Leasing" solution enables eligible Adaptive Mobility customers to lease eligible mobile devices from Telstra at competitive monthly device lease fees. Device leasing is offered with flexible lease periods of either 24 or 36 months.

What is 5G?

2G brought us SMS and MMS...
3G was all about mobile internet...
4G made streaming and sharing
part of everyday life
Now **5G** has arrived!...

5G will empower businesses to
create new experiences and connect
in inventive ways, changing how
we work and play, and solving many
long-standing problems - some
have not even been thought of yet.

Benefits of 5G

- Faster data speeds
- More network capacity
- Lower latency

What do I need in order to access 5G?

1 Adaptive Mobility plan

All Adaptive Mobility mobile, mobile broadband and Enterprise Wireless plans are 5G Compatible and capable of utilising the Telstra 5G Mobile network.

2 5G Compatible device

You'll need a 5G Compatible device otherwise you'll be unable to connect to our 5G network. Check out the latest 5G devices currently available **telstra.com/enterprise5gdevices**

3 5G Mobile coverage

You must be within a Telstra 5G Mobile coverage area. Telstra is currently deploying 5G right around Australia and our 5G enabled sites are increasing every month. To check the current 5G coverage in your local area visit: **telstra.com/coverage**
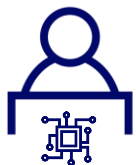
Why Telstra?

- Australia's largest mobile network
- National Australian partner ecosystem
- Telstra Purple
- Tech Talks™

We've got what it takes.

Contact your Telstra
Client Executive

telstra.com/adaptivemobility

Thank you