

s.22

From: McIntyre, Duncan
Sent: Tuesday, 14 September 2010 6:35 PM
To: Besgrove, Keith
Cc: s.22 6.22
Subject: RE: summary - meeting with Telstra - LIMAC role [SEC=IN-CONFIDENCE]

Security Classification:
IN-CONFIDENCE

Keith

A very interesting meeting with s.47F from Telstra today (a brief outline is below).

s.47G

We'll explore further.

Duncan

From: s.22
Sent: Tuesday, 14 September 2010 4:06 PM
To: McIntyre, Duncan; s.22
Subject: summary - meeting with Telstra - LIMAC role [SEC=IN-CONFIDENCE]

Duncan, s.22

A summary of our discussion today with s.47F for your records (surname to be supplied by Duncan).

Duncan and s.22 met with s.47F Telstra representative and (?) Director of Family and Self Development. s.47F was instrumental in the establishment of LIMAC and hence highly familiar with its role and functions to date. He plays a significant role in establishing pricing structure of the Access to Everyone package.

s.47F
s.47G

LIMAC gives Telstra visibility of the impact of its pricing on its consumers, a problem that providers universally struggle with. Another clear benefit is the access to very well tailored channels that deliver the product in ways that suit Telstra. For example, St Vincent De Paul's is not supportive of 'distributional' welfare but of 'remedial' welfare – they give not just hand outs but try to help people to overcome the situation that has led to their need.

s.47G

s.47F

[S 47F] undertook to get back to the Department with information relevant to their marketing plan / pricing structure and business arrangements as far as possible with commercial considerations in mind.

[S 22]

[S 22]

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