

# Fiberail wants to go all the way

Firm in talks with last-mile providers to offer comprehensive range of broadband services

■ **By Presenna Nambiar**  
presenna@nstp.com.my

FIBRE optic network operator Fiberail Sdn Bhd is in talks with several last-mile broadband providers to offer a combined package of voice, video and data services along with its data connections to customers.

Last-mile providers connect subscribers to the local switch or access network.

Chief executive officer N. Balasingham said the company is serious about offering a comprehensive service solutions package and is hopeful of setting up a joint

venture with last-mile providers.

"We would consider setting up the last-mile operations ourselves if we fail to find a suitable partner ... but we don't see that happening as we think we can sort something out with the last-mile providers," he told Business Times recently.

Currently, customers come to Fiberail to connect to its fibre optic network and seek other providers for last-mile connectivity.

"However, since the end of last year, we have been granted a new licence condition that allows us to ex-

pand our network facilities and services throughout Malaysia," said Balasingham.

Previously, Fiberail's business activities were restricted only to Malaysia's railway corridor and areas adjacent to the railway tracks.

Balasingham believes that the proposed package will add value to the services that Fiberail has been offering in the past 14 years as a channel for the transfer of data, voice and video traffic.

"But we will only see the benefits of such a package in the long run," he said.

Already, Fiberail, a sub-



Balasingham says the firm will launch the one-stop solution package nationwide once details of a tie-up are ready.

sidiary of Telekom Malaysia Bhd, has been selling the idea of a one-stop solution package to selected customers, particularly in the oil and gas industry.

The plan is for the firm to launch the one-stop solution package nationwide once

details of a tie-up are ready.

Balasingham said with the extension of its licence, the firm would also be capable of addressing the digital divide between urban and rural areas in the country.

He was alluding to the Government's ambitious target

for the information and communications technology industry.

The Government is targeting to raise the broadband penetration rate to 75 per cent in 2010, from just 2 per cent as of December last year.