Tejas, Urban Pulse target smart communities with converged fibre platform

Tejas Networks has partnered with Urban Pulse Infrastructure, a subsidiary of Australian connectivity and infrastructure provider OneWiFi & Infrastructure, to deliver converged fibre networks for land-lease, retirement living, aged-care and apartment developments.

FIRST

The partnership combines Tejas' xPON fibre access equipment and network management technology with Urban Pulse's Smart Community Systems platform, allowing connectivity, security, metering and energy applications to run over common infrastructure.

The project also represents an important milestone for Tejas' xPON business in Australia. Supernovae Hub founder and director Andrew Ng said his company was supporting Tejas' local market engagement as the vendor worked with OneWiFi and Urban Pulse to bring carrier-grade fibre access technology into the Australian land-lease and retirement community sector.

Tejas will supply optical line terminals and optical network terminals managed through its Intelligent Universal Domain Controller, with its telemetry and APIs integrated into Urban Pulse's platform. The system is intended to provide a single operational environment covering services including intercoms, CCTV, access control, IoT sensors and solar grid protection.

Mohan Lakshman

A key feature is the allocation of different classes of service to applications sharing the PON network. Safety-critical services such as nurse calls and emergency alerts can therefore be separated from CCTV, metering and resident connectivity, with performance requirements set for each application.

"Land-lease and retirement communities are not generic enterprise sites. A nurse-call alarm, a CCTV stream, a smart meter and an EV charger all have very different requirements, and they should not be fighting for the same bandwidth," Urban Pulse co-founder and chief executive Mohan Lakshman said.

"Working with Tejas lets us engineer a class of service for every application on one community network."

The companies are also extending the platform into energy management. Urban Pulse will use the infrastructure for real-time monitoring of solar generation and exports, dynamic export limiting, battery orchestration and grid-protection functions. It will also support load balancing and time-of-use optimisation for shared and private EV chargers.

Tejas, part of India's Tata Group, said it had recently secured Telecommunications Sector Security Reforms approval for equipment supplied to a separate Tier-1 Australian customer for deployment in a secure data centre environment.

"Large fibre asset owners in Australia are investing heavily in new cable systems and data centre connectivity, and we're seeing that same demand extend into smart-building and smart-community infrastructure," Tejas Networks regional director ANZ Gordhan Singh Rathore said.

He said Urban Pulse illustrated what could be achieved when the access and operations layers were designed to work together from the outset, adding that Supernovae Hub was assisting Tejas in building local engagements.

OneWiFi-owned Urban Pulse plans to extend the model across its national pipeline of land-lease, retirement living and aged-care developments.

Grahame Lynch

Genus sees growing digital infrastructure opportunities

Infrastructure service provider Genus faces "big competition" in the telecommunications space "but we're going to stay there" managing director and CEO David Riches said yesterday. The company said that the demand for resilient digital infrastructure is continuing to grow, supported by NBN Co's program of fibre upgrades, demarcation programs, private fibre, 5G densification and critical communications.

Genus "is focused on converting delivery credibility into broader customer access and recurring maintenance/construction work," it said in a strategy update for its services division, which spaces telecommunications, utilities and asset management as well as environmental and vegetation services.

Revenue for its services segment was up 23.5% to $152.2 million in FY26, with normalised EBITDA of $22.8 million up 49.2%. Communications "delivered a strong year with improved activity across key programs and customer workstreams," Genus said, noting also strong growth across asset management and solid results for environmental.

"Services is a strong part of the business, there's no doubt about it," Riches said. "It continues to strengthen through its delivery across environmental, asset management and comms."

"We're continuing to work with Telstra and NBN to be a major delivery partner," he added.

At a group level revenue of $1.281 billion for the year was up 70.5% on the prior comparable period, with EBITDA of $100.8 million up 49.6%. Net profit after tax excluding costs associated with $4.38 million of significant items, primarily acquisition costs, was $52.63 million, up 42.35%.

Riches also noted the "hot topic" of data centres, with the company well positioned to take advantage of growth in the area. "We know all the large asset owners of the grids and we work for ... most of them around the country," he said.

Genus said it could offer two delivery approaches in the data sector market. One for network owners covers the delivery of connection works including high-voltage substations, grid connection, transmission lines and distribution network work. The other was a holistic set of capabilities for developers with a wider range of works, such as battery energy storage systems, civil construction, commissioning and balance of plant infrastructure.

Rohan Pearce