



Headquarters
New Zealand Defence Force
Defence House
Private Bag 39997
Wellington Mail Centre
Lower Hutt 5045
New Zealand

OIA-2025-5399

1) July 2025

[redacted]
[redacted]@newsroom.co.nz

Dear [redacted]

I refer to your email of 15 May 2025 requesting, under the Official Information Act 1982 (OIA), *...all information held on Starlink. Specifically, I would like this to cover:*

1. *Advice prepared for officials around the use of Starlink*
2. *All information regarding the OneNZ/Vodafone deal with Starlink*
3. *All communications between the Starlink company and the New Zealand government*
4. *All information regarding the adoption of Starlink technologies by other countries*

A response to the specific parts of your request addressing information held by the New Zealand Defence Force (NZDF) is set out below.

1. *Advice prepared for officials around the use of Starlink*

A copy of Defence Technology Agency's investigation of the Starlink Low Earth Orbit (LEO) Commercial Satellite Communication (SATCOM) is at Enclosure 1. Information is withheld in accordance with section 6(a) of the OIA to avoid prejudice to the security or defence of New Zealand; the name of the author and those who received this advice is withheld in accordance with section 9(2)(g)(i) of the OIA to maintain the effective conduct of public affairs; and, section 9(2)(k) of the OIA to avoid the malicious or inappropriate use of staff information, such as phishing, scams or unsolicited advertising.

2. *All information regarding the OneNZ/Vodafone deal with Starlink*

The ability to consider all NZDF email correspondence is currently limited by an upgrade of NZDF IT systems. Enclosed is a copy of email trails provided by relevant staff and personnel involved with the One NZ Starlink business order. Information is withheld in accordance with sections 6(a) of the OIA for the reasons explained above; personal information is withheld in accordance with section 9(2)(a) to protect privacy; information subject to an obligation of confidence is withheld in accordance with section 9(2)(ba)(i) of the OIA; free and frank advice is withheld in accordance with section 9(2)(g)(i) of the OIA for the reason provided above; legal advice is withheld in accordance with section 9(2)(h) of the OIA to protect legal professional privilege; and, internal NZDF information is withheld in accordance with section 9(2)(k) of the OIA for the reason explained above. Details of the Statement of Work for Starlink services, and a copy of the agreement, are withheld in full in accordance with sections 6(a) and 9(2)(ba)(i) of the OIA for the reasons explained above.

3. *All communications between the Starlink company and the New Zealand government*

There is no direct engagement between the NZDF and Starlink as the NZDF purchases this service through One NZ. Accordingly, this part of your request is declined pursuant to section 18(e) of the OIA as the information you requested does not exist.

4. *All information regarding the adoption of Starlink technologies by other countries*

Relevant extracts from an NZDF intelligence report on megaconstellations is provided below.

An example of an existing megaconstellation is SpaceX's Starlink system, which provides global broadband internet and currently consists of over 3,000 satellites in LEO. In total, SpaceX plans to deploy nearly 12,000 satellites, with a possible later extension to 42,000. Future planned megaconstellations include OneWeb's satellite internet service, Amazon's Project Kuiper and China's GuoWang constellation. More than 18,000 new satellites are proposed to be launched and placed in LEO orbits between 2019 and 2025.

[withheld in accordance with section 6(a) of the OIA]. During the 2022 Russian invasion of Ukraine, Starlink has been used by the Ukrainian military to provide crucial command and control capabilities. This has led to suggestions that megaconstellations could be considered as legitimate targets during times of conflict. A Chinese journal article published in May 2022 called for the development of a weapon to destroy Starlink, citing its potential for military applications.

There are seven classified intelligence products that are withheld in full in accordance with sections 6(a) and 6(b)(i) of the OIA for the reasons explained above.

You have the right, under section 28(3) of the OIA, to ask an Ombudsman to review this response to your request. Information about how to make a complaint is available at www.ombudsman.parliament.nz or freephone 0800 802 602.

Please note that responses to official information requests are proactively released where possible. This response to your request will be published shortly on the NZDF website, with your personal information removed.

Yours sincerely

GA Motley
Brigadier
Chief of Staff HQNZDF

Enclosures:

1. Investigation of the Starklink LEO Commercial SATCOM, 13 April 2023
2. Email Correspondence

Headquarters New Zealand Defence Force

DTA MINUTE

13 Apr 23

3600/E1802

Division Chief IW R. I. READ

For information: See Distribution List

INVESTIGATION OF THE STARLINK LEO COMMERCIAL SATCOM

Reference

- A. <https://www.nzherald.co.nz/business/starlink-proves-worth-against-cyclone-gabrielle/5YFYPPBE3RCRTIWXJOGXEM3ZIY/>

Introduction

1. Starlink is a commercial-of-the-shelf (COTS) satellite communication (SATCOM) network developed by SpaceX. With the satellite network still in the deployment stage, the long-term plan is for about 42,000 satellites in a mesh network in Low Earth Orbit (LEO), with a goal to provide global coverage and high availability SATCOM internet connectivity.
2. Several stakeholders within Defence and OGAs have shown interest in Starlink SATCOM capabilities and the potential exploitation opportunities. This Minute provides some information on the performance, ease of configuration, security vulnerabilities, and some potential operational use case scenarios.

Starlink evaluation

Performance

3. Performance of the network is varied as it is highly dependent on the placement of the terminal, the weather, and the obstructions in the surrounding location.
4. Throughput tests performed at DTA showed good results with download speeds - ranging from sub-100 Mbps to sub-200 Mbps. Upload speeds were at about 5 to 10% of the download speeds, while latency ranged from 19 to 79ms, as measured by the Starlink app.
5. It is important to note that the connection is asynchronous with a downstream bias. The terminal upstream is limited to about ten percent of the downstream (for example, a connection providing 200Mbps down will provide about 20Mbps up).
6. Commercial tools and methods were used to evaluate the connection (Starlink mobile app, fast.com, iPerf over a VPN tunnel). The Starlink mobile app provided results managed by the Starlink network, whereas fast.com and iPerf ran over a secure VPN tunnel, allowing for an independent system evaluation.
7. The current coverage map (<https://www.starlink.com/map>) has very good coverage for the NZ land mass, however, it provides little information for offshore regions.

Satellite access would be expected globally, unless there is a geographical lock on access to the Starlink network.

Configuration

8. The Starlink terminal is designed to be easy for the general public to setup, configure and use. Once connected and powered, the terminal will automatically discover and lock onto the best local satellite. However, positioning involves forethought to reduce obstructions which can generate unnecessary outages.
9. Starlink sells an Ethernet adapter separate from the terminal which provides the capability to establish a more complex network sharing of the connection. The network and routing are managed by the terminal itself, whereas the provided external router delivers power over Ethernet (PoE) to the terminal, and provides a wireless Access Point (AP). Alternative routers can be used with the terminal with the potential to provide more control over the network.
10. The mobile Starlink application on iOS or Android is considered the preferred method to connect and configure the terminal and provides several useful tools for configuration, evaluating performance, observing obstructions, and terminal stowage. However, a standard web browser can be used by navigating to the IP address of the terminal (default address <http://192.168.100.1>) or <http://dishy.starlink.com> while connected to the terminal via the WiFi AP or the Ethernet adapter.
11. One notable limitation of the standard Starlink service is that the terminals are configured behind a Carrier-grade Network Address Translation (CGNAT). The CGNAT hosts multiple terminals behind a shared public Internet Protocol (IP) address. This limits the hosting of network services, for example hosting of a website.

However, the CGNAT can be bypassed with network tunnelling technologies such as a Virtual Private Network (VPN) or a service like WireGuard.
12. Several connection plans are available from Starlink. The “RV”¹ plan allows a user to travel with the terminal and turn the data service on and off. The plan has proven useful for experimentation purposes. The “Business”, “Maritime” and Government² services may be required for deployment and need to be further explored for cost vs benefits and licensing requirements for military use.

At this time, Starlink does not allow for the data service to be re-activated via the terminal, and must be activated via an alternative internet connection.

¹ Starlink RV has recently changed this name to Starlink Roam, <https://starlink.com/roam>

² Starlink Government services removes some network limitations and provides better services.

Security Vulnerabilities

13. s. 6(a)

a. s. 6(a)

b. s. 6(a)

Operational Use Cases

14. There are numerous possible deployments for a COTS SATCOM system such as Starlink. Several use cases worth exploring further are;

- a. Provide a reach-back bearer for sensor data, for example, Full Motion Video (FMV). In this case a solution to the CGNAT limitation mentioned above would need to be implemented.
- b. Provide a quick low-cost COTS bearer in support of a Humanitarian Aid / Disaster Relief (HADR) scenario, as implemented in response to Tropical Cyclone Gabrielle (Ref A).

A terminal could be packaged as part of a HADR communication support kit and be provided as a permanent capability on Maritime platforms.

This kit could include a COTS Mesh radio solution, as a low-cost deployable local network to provide comms and Situational Awareness to local support teams.

c. s. 6(a)


15. In a methodology such as the Primary, Alternate, Contingency, and Emergency (PACE) methodology, each use case for a Starlink terminal would determine where it would practically fit within the communication environment. In the case of a HADR scenario, it could be deployed as an Alternate or an Emergency solution, while in a military scenario, it is unlikely that it would be used as a Primary or a Contingency solution.

Recommendations

16. It is **Recommended** that addressees:

- a. **Note** the potential opportunities a COTS SATCOM solution, such as Starlink, could provide, most specifically in the case of a HADR deployment.
- b. **Consider** investigating the use of Starlink as an alternative unclassified bearer on Maritime and Land platforms.
- c. **Support** the research and development of a low-cost COTS communication solution to support HADR scenarios.

s. 9(2)(k)

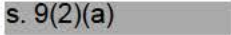


s. 9(2)(g)(i)

Research Scientist


Networks, Communications and Cyber Section

s. 9(2)(a)




Distribution:

s. 9(2)(g)(i)



s. 9(2)(g)(i)



Chris, Kaitlin,

s. 6(a) will be able to confirm that we have FINDEL for the Starlink connection from MAT's budget.

s. 6(a)

Grateful if you could reply to this distribution to confirm asap, as this will then allow PURDEL signature and then OneNZ to start the process to activate the Starlink.

s. 6(a)

Ngā Mihi | Kind Regards,

s. 6(a)

s. 6(a)

s. 6(a)

Te Taua Moana o Aotearoa | Royal New Zealand Navy

s. 6(a)

s. 6(a)

www.nzdf.mil.nz



From: Gamboni, Chris

Sent: Wednesday, 12 March 2025 8:57 a.m.

To: Burns, Kaitlin s. 9(2)(a); s. 6(a)

Cc: s. 9(2)(k)

Subject: RE: PURDEL for Starlink Go Service through OneNZ for Navy.

Hi Katlin,

SoW attached.

S.

Can you please reply to Katlin approving the FINDEL

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command
Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



From: Burns, Kaitlin s. 9(2)(a)

Sent: Wednesday, 12 March 2025 8:54 am

To: Gamboni, Chris s. 9(2)(a)

Cc: s. 9(2)(k)

Subject: RE: PURDEL for Starlink Go Service through OneNZ for Navy.

Hi Chris,

Unfortunately I couldn't see a SoW attached to the email thread – only an excel spreadsheet for service and products. While I understand the urgency, for Roger to be able to provide PURDEL he needs assurance that we can afford/have the funding for what we are signing up to which is why FINDEL must be provided for him to sign.

If you can arrange for FINDEL (email is fine) and send through a copy of the SoW with it we can proceed.

Thanks,

Kaitlin Burns

Executive Officer - Service Portfolios

Te Pou Hangarau Matihiko | Information Command

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



From: Gamboni, Chris s. 9(2)(a)

Sent: Tuesday, 11 March 2025 4:43 pm

To: Burns, Kaitlin s. 9(2)(a)

Subject: RE: PURDEL for Starlink Go Service through OneNZ for Navy.

Hi Katlin,

The SoW has been through DCS already and their advice is to get anyone within EPS with PURDEL to sign. Jason is on leave and Navy need this service now, hence my email to Roger.

Navy is funding, s. 6(a) will provide the FINDEL. I only need the PURDEL signature on the SoW I attached to my email to Roger and then I can process the order through OneNZ. If this is not doable, then please let me know asap and I'll revert to Navy for them to find a PERDEL signature.

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command
Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



From: Burns, Kaitlin s. 9(2)(a)

Sent: Tuesday, 11 March 2025 4:36 pm

To: Gamboni, Chris s. 9(2)(a)

Cc: Coad, Monique s. 9(2)(a) Broadhurst, Roger

s. 9(2)(a) ; s. 9(2)(k)

Subject: RE: PURDEL for Starlink Go Service through OneNZ for Navy.

Hi Chris,

Please send a copy of the SoW along with FINDEL approval through to CDA.DCS
s. 9(2)(k) [REDACTED] and specify Roger will provide approval. They will then log it through
their system as required and arrange for a signature from Roger.

Thanks,

Kaitlin Burns

Executive Officer - Service Portfolios

Te Pou Hangarau Matihiko | Information Command

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a) [REDACTED]

www.nzdf.mil.nz



From: Broadhurst, Roger s. 9(2)(a) [REDACTED]

Sent: Tuesday, 11 March 2025 4:27 pm

To: Burns, Kaitlin s. 9(2)(a) [REDACTED]

Cc: Gamboni, Chris s. 9(2)(a) [REDACTED]; Coad, Monique

s. 9(2)(a) [REDACTED]

Subject: Fw: PURDEL for Starlink Go Service through OneNZ for Navy.

Hi Kaitlin,

Can you work this through DCS iaw our agreed process please

Chris - unless there is anything here that presents delay this should be pretty quick

r+

Get [Outlook for iOS](#)

From: Gamboni, Chris s. 9(2)(a)
Sent: Tuesday, March 11, 2025 4:11:14 PM
To: Broadhurst, Roger s. 9(2)(a)
Cc: Coad, Monique s. 9(2)(a); s. 6(a)
Stewart, Greg s. 9(2)(a)
Subject: PURDEL for Starlink Go Service through OneNZ for Navy.

Hi Roger,

Attached is a SoW for Starlink services through OneNZ for Navy. s. 6(a)

Greg from DCS has reviewed the SoW and has advised it can be signed by anyone in INFOCM who has PURDEL because it is under \$100k (and therefore DCS do not need to sign). We have been working through the review and approval steps over the last two months and are now at the point where s. 6(a) needs this service provisioned. OneNZ are ready to act on receipt of the SoW and subsequent Purchase Order.

Can I please request you sign the attached SoW and return to me so I can forward to OneNZ and then arrange the PO.

I have cc'd Monique for awareness, s. 6(a) and Greg if you require further information.

Much appreciate

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command
Te Ope Kātua o Aotearoa | New Zealand Defence Force

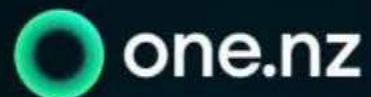
s. 9(2)(a)

www.nzdf.mil.nz



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Welcome to Business Starlink



Kia ora Chris

An update on your Business Starlink order: VID13901.

We have now ordered the Starlink hardware and setup your One NZ Xport portal access for **Business Starlink Go 50GB** at the below address.

6 HURRING Place NEWLANDS
40 Queens Parade
Auckland

Dispatched Items

Our Warehouse is now getting ready to ship the following:
Product Name: **Business Starlink Go 50GB**

Priority Data: **On**

Serial Number: s. 9(2)(k)

Track and Trace: <https://www.nzpost.co.nz/tools/tracking?trackid=>

If you have purchased additional Starlink mounting hardware they will be included in this order.

If you have requested other One NZ products or services at this, or any other address, including additional Starlink connections, they will be processed separately.

One NZ Xport

The One NZ Xport portal is where you can manage your Business Starlink account - opting in and out of priority data and monitoring your usage. You can visit onenz.xport.co.nz and log in using the details below:

- s. 9(2)(k)

-

You'll be prompted to change your password on first log in.

Unless you are using the supplied optional Starlink Router for Wi-Fi access or needing to stow/store your Starlink dish, you do not need to download the Starlink app to make changes or setup your One NZ Starlink service.

What happens next?

If you have opted for a self-install:

- The activated Starlink hardware is being delivered to the above address.
- You can [track the delivery](#) or update delivery instructions using the Track and Trace number. Tracking information will not be available until after the delivery company has collected your order from our warehouse.
- It will be up to you or your IT vendor to install the Starlink hardware.

If you have opted for an assisted installation:

- Downers have been booked to contact you to arrange installation or initial site scope.
- The Starlink hardware is being delivered to your local Downer Depot. Please do not make changes to the delivery through Track and Trace.
- If you need to make changes to the order, please contact our Setup Team: Starlink.business.setup@one.nz

- There is nothing you need to do. A Downers technician will contact you soon to arrange the on-site installation date or first site visit.

Installation guidelines

- Your Starlink dish needs a clear view of the sky, so it can stay connected with satellites as they move overhead. Objects that obstruct the connection between your Starlink and the satellite - such as a tree branch, pole or roof - will cause service interruptions.
- Starlink will automatically level itself to search for satellites overhead. Do not attempt to manually adjust your Starlink.
- Internet is provided by an ethernet port at the bottom of the Starlink power supply. Connect this to your existing router's internet in port for connectivity to other devices or broadcasting Wi-Fi.
- If you are using the optional Starlink router included with the Starlink Kit, you will also need to download the Starlink app from Apple Store or Google Play and follow the set-up steps for the router.
- On the first powering the Starlink router, a Wi-Fi SSID named "STINKY" or "STARLINK" will appear on your device.
- Connecting to this will open a browser window where you will be required to create your preferred SSID and Passphrase. The Starlink router will restart, and your new Wi-Fi network will be available for connection.
- If you are using a router that was not included in the Starlink Kit, consult your installer for the recommended configuration.
- Unless you are using the supplied optional Starlink Router for Wi-Fi access or needing to stow/store your Starlink dish, you do not need to download the Starlink app to make changes or setup your One NZ Starlink service.

Additional support

- If you have questions relating to installation, please contact us at starlink.business.setup@one.nz and include your order number: VID13901. (do not reply to this automated email)
- For ongoing support with your account, our Business Enhanced service desk is here to help at businessenhanced@one.nz or on 0508 211 311.

Ngā mihi

Your team at One New Zealand

s. 9(2)(k)

You've received this email because it contains important information directly related to your One NZ account/services. From time to time we need to send you service updates like this, but don't worry, we'll only use your email address for marketing messages if we have your consent.

This email was intended for s. 9(2)(a).

This is an automated email please do not reply.

[Privacy Policy](#)

One New Zealand Group Limited. 74 Taharoto Road, Takapuna, Auckland 0622, New Zealand.

Hi Grant. I have redrafted the earlier Agreement as a SoW under the MSA as instructed by Matt.

Can you run this by Dave tomorrow please.

Greg Stewart LLB

Senior Procurement and Commercial Specialist (InfoCom - ICT)

DCS, Defence Commercial Services

New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz

"As a member of Defence Commercial Services I am committed to partnering with internal and external stakeholders to generate great commercial outcomes enabling NZDF's mission while demonstrating public value."

Brigadier Esther Harrop, MNZM (she/her)

Commander, Information Command (COMINFO)

Te Pou Hangarau Matihiko | Information Command
NEW ZEALAND DEFENCE FORCE

s. 9(2)(a)

UNCLASS/R: s. 9(2)(a)

s. 6(a)

www.nzdf.mil.nz

From: Beath, Pat, COL s. 9(2)(a)

Sent: Wednesday, 30 April 2025 4:52 pm

To: Harrop, Esther, BRIG s. 9(2)(a); Licht, Jared

s. 9(2)(a); s. 6(a) Webb,

Matthew s. 9(2)(a); s. 6(a)

Wright, Jez s. 9(2)(a); McGregor,

Jared, LTCOL s. 9(2)(a)

Subject: Fw: SpaceX meeting or email

Ma'am, all,

s. 6(a)



Regards,

Pat

DCOMINFO and SJ6

From: Gamboni, Chris s. 9(2)(a)
Sent: Wednesday, 30 April 2025 1:57 pm
To: s. 6(a)
Cc: Huggins, Jason s. 9(2)(a); Beath, Pat, COL
s. 9(2)(a)
Subject: Fw: SpaceX meeting or email

Hi Matt,

s. 6(a)




From: s. 9(2)(a)
Sent: Wednesday, 30 April 2025 1:50 pm
To: Gamboni, Chris s. 9(2)(a); s. 9(2)(a)
>
Subject: RE: SpaceX meeting or email

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Hi Chris,

As discussed, thanks for your patience on this.

s. 6(a), s. 9(2)(ba)(i)



Regards



s. 9(2)(a)

Account Director - Public Sector

s. 9(2)(a)

Web: www.one.nz/business/

One New Zealand Group Limited,
Level 2, 160 Lambton Quay, Wellington

C2 General

From: Gamboni, Chris s. 9(2)(a)

Sent: Friday, 21 March 2025 1:11 pm

To: s. 9(2)(a)

Subject: SpaceX meeting or email

This Email Is From an External Source

CYBER SECURITY WARNING: This email is from an external source - be careful of attachments and links. Please follow the Cyber Code and report suspicious emails.

Hi s. 9(2)(a)

s. 6(a)

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

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Hi Gambo,

s. 6(a)

A large rectangular area of the document is completely redacted, appearing as a solid grey block. It covers the majority of the lower half of the page.

Pat

Colonel Patrick (Pat) Beath, he/him

Deputy Commander and Strategic J6

Information Command | Te Pou Hangarau Matihiko

Defence House | 34 Bowen Street | Thorndon | Te Whanganui-a-Tara

New Zealand Defence Force | Te Ope Kātua o Aotearoa

s. 9(2)(a)



From: Beath, Pat, COL

Sent: Thursday, 27 February 2025 9:41 am

To: Beadsmoore, Jon, CAPT RNZN s. 9(2)(a); Mortiboy, Chris

s. 9(2)(a); Scott, Emma s. 9(2)(a);

Broadhurst, Roger s. 9(2)(a); Drysdale, Paul, GPCAPT

s. 9(2)(a)

Subject: FW: Starlink use by NZDF

All,

Some good news as DCS and Networks finalise access to Starlink for welfare purposes – ‘SATCOM as a Service’.

Pat

Colonel Patrick (Pat) Beath, he/him

Deputy Commander and Strategic J6

Information Command | Te Pou Hangarau Matihiko

Defence House | 34 Bowen Street | Thorndon | Te Whanganui-a-Tara

New Zealand Defence Force | Te Ope Kātua o Aotearoa

s. 9(2)(a)



From: Gamboni, Chris s. 9(2)(a)
Sent: Wednesday, 26 February 2025 4:52 pm
To: Huggins, Jason s. 9(2)(a); Beath, Pat, COL
s. 9(2)(a); Webb, Matthew s. 9(2)(a)
Subject: FW: Starlink use by NZDF

Hi all,

Just keeping you up-to-date with our SATCOM as a Service through OneNZ. SpaceX have approved NZDF to use Starlink for Military use.

Happy to answer any questions. DCS are in the process of sorting the commercials.

Chris Gamboni (he/him)
Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command
Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)
www.nzdf.mil.nz



From: s. 9(2)(a)
Sent: Wednesday, 26 February 2025 9:37 am
To: Gamboni, Chris s. 9(2)(a)
Cc: s. 9(2)(a)
Subject: RE: Starlink use by NZDF

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Hi Chris,

We are still waiting on the formal approval (signed form) from SpaceX / Starlink, but as mentioned I have included the below email approval received.

I have also attached a copy of the request that was supplied that outlines the use cases the approval is based on.

We will follow up with SpaceX re the approval form and supply this to you asap.

Any questions please feel free to yell out.

Regards

s. 9(2)(a)

C2 General

From: s. 9(2)(a)

Sent: Tuesday, February 11, 2025 14:19

To: s. 9(2)(a)

s. 9(2)(a)

Subject: Re: URGENT: Starlink for NZ Defence Force

s. 9(2)(a) Sorry for the delay. I've received MoD exemption approval from all SpaceX/Starlink government teams (who are also cc'd). We will return a signed copy of the exemption to you in the next week or so. While you wait on the signed copy,

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s. 9(2)(a)

Sorry for the delay. I've received MoD exemption approval from all SpaceX/Starlink government teams (who are also cc'd). We will return a signed copy of the exemption to you in the next week or so.

While you wait on the signed copy, please take this email as approval for the NZ Defence exemption. If there are any questions or concerns, please don't hesitate to let us know.

Thanks,

--

s. 9(2)(a)

SpaceX | Starlink

Enterprise Account Management

From: s. 9(2)(a)

Sent: Monday, 24 February 2025 9:57 pm

To: Gamboni, Chris s. 9(2)(a)

Cc: s. 9(2)(a)

Subject: Re: Starlink use by NZDF

Hi Chris,

Thanks for your response. We are chasing the formal acceptance from Starlink over night given they are in the US. We will provide this, or their email approval tomorrow.

Regards

s. 9(2)(a)

From: Gamboni, Chris s. 9(2)(a)
Sent: Monday, February 24, 2025 1:57:00 PM
To: s. 9(2)(a)

Subject: RE: Starlink use by NZDF

Hi s. 9(2)(a) Thanks for sending this through, we need OneNZ to supply either SpaceX written approval (the email you reference would be a good starter) or your own 'Letter of Approval'. The discussion internally centres around progressing

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Hi s. 9(2)(a)

Thanks for sending this through, we need OneNZ to supply either SpaceX written approval (the email you reference would be a good starter) or your own 'Letter of Approval'. The

discussion internally centres around progressing across the wider NZDF and having written approval will help with the procurement.

SATCOM as a Service (through OneNZ) is something I have been promoting and now we are almost in a position to pull the trigger so there is a lot of interested pers.

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



From: s. 9(2)(a)

Sent: Monday, 24 February 2025 1:16 pm

To: Gamboni, Chris s. 9(2)(a)

Cc: s. 9(2)(a)

Subject: Starlink use by NZDF

CAUTION: This email originated from outside of the organization. Do not follow guidance, click links, or open attachments unless you recognize the sender and know the content is safe. If in any doubt please forward the email to spam@nzdf.mil.nz and then delete the email from your Inbox. Thank you.

Hi Chris,

As per our recent conversation, please find attached a copy of the request we submitted to Starlink for permission for NZDF to use Starlink services.

On the 11th of February we received email approval from them in support of NZDF using their services ahead of receiving signed documentation.

Regards

s. 9(2)(a)

s. 9(2)(a)

Customer Delivery Manager

Enterprise Customer Success

s. 9(2)(a)

s. 9(2)(a)

One New Zealand Limited, Lambton House,
Lambton House, 160 Lambton Quay, Wellington Central,
Wellington 6011, New Zealand



C2 General

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distribute this message or the information in it. If you have received this message in error, please Email or telephone the sender immediately.

C2 General

s. 6(a)



s. 6(a)



For your consideration,

Pat

Colonel Patrick (Pat) Beath, he/him

Deputy Commander and Strategic J6

Information Command | Te Pou Hangarau Matihiko

Defence House | 34 Bowen Street | Thorndon | Te Whanganui-a-Tara

New Zealand Defence Force | Te Ope Kātua o Aotearoa

s. 9(2)(a)



From: s. 6(a)

Sent: Friday, 21 March 2025 3:12 pm

To: Beath, Pat, COL s. 9(2)(a); Gamboni, Chris

s. 9(2)(a)

Cc: Eagle, Phillip, CAPT RNZN s. 9(2)(a); Webb, Matthew

s. 9(2)(a); Lucie-Smith, Nigel s. 9(2)(a);


White, Vanessa s. 9(2)(a)

Subject: RE: Urgent: Opinion on use of Starlink s. 6(a)


Hi Sir, Gentlemen,

s. 6(a), s. 9(2)(h)

s. 6(a), s. 9(2)(h)



s. 6(a), s. 9(2)(h)



Very respectfully,

s. 6(a)




Director, Operations and Intelligence Law

Defence Legal Services

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)



www.nzdf.mil.nz



From: Beath, Pat, COL

Sent: Friday, 21 March 2025 12:21 p.m.

To: s. 6(a)

Cc: Harrop, Esther, BRIG s. 9(2)(a)

Subject: RE: Urgent: Opinion on use of Starlink s. 6(a)

s. 6(a)



Pat

Colonel Patrick (Pat) Beath, he/him

Deputy Commander and Strategic J6

Information Command | Te Pou Hangarau Matihiko

Defence House | 34 Bowen Street | Thorndon | Te Whanganui-a-Tara

New Zealand Defence Force | Te Ope Kātua o Aotearoa

s. 9(2)(a)



From: Beath, Pat, COL

Sent: Friday, 21 March 2025 11:27 am

To: s. 6(a)

Subject: Urgent: Opinion on use of Starlink for Bluebottle

Importance: High

Kia Ora s. 6(a)

s. 6(a), s. 9(2)(h)

Thank you,

Pat

Colonel Patrick (Pat) Beath, he/him

Deputy Commander and Strategic J6

Information Command | Te Pou Hangarau Matihiko

Defence House | 34 Bowen Street | Thorndon | Te Whanganui-a-Tara

New Zealand Defence Force | Te Ope Kātua o Aotearoa

s. 9(2)(a)



From: Gamboni, Chris s. 9(2)(a)

Sent: Friday, 14 March 2025 12:55 pm

To: Webb, Matthew s. 9(2)(a); Stewart, Greg

s. 9(2)(a); Anquetil, Andy s. 9(2)(a)

Cc: Beath, Pat, COL s. 9(2)(a)

Subject: RE: SoW for Starlink Connection - con 11569

Hi Matt,

Very much appreciate the continued efforts on this, and have attached the email from OneNZ with SpaceX approval from s. 9(2)(a) Enterprise Account Management.

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command
Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



From: Webb, Matthew s. 9(2)(a)

Sent: Friday, 14 March 2025 12:29 pm

To: Stewart, Greg s. 9(2)(a); Anquetil, Andy

s. 9(2)(a)

Cc: Beath, Pat, COL s. 9(2)(a); Gamboni, Chris

s. 9(2)(a)

Subject: RE: SoW for Starlink Connection - con 11569

Hi Greg

s. 6(a)

s. 6(a)



Cheers

Matt

Matthew Webb

Commercial Portfolio Manager DDG - DCS, Defence Commercial Services

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



“Defence Commercial Services partners with our internal and external stakeholders to generate great commercial outcomes that enable NZDF’s mission while demonstrating public value.”

From: Stewart, Greg s. 9(2)(a)
Sent: Friday, 14 March 2025 9:15 am
To: Webb, Matthew s. 9(2)(a); Anquetil, Andy
s. 9(2)(a); Gamboni, Chris s. 9(2)(a)
Subject: SoW for Starlink Connection - con 11569

Attached for your signature.

Greg Stewart LLB

Senior Procurement and Commercial Specialist (InfoCom - ICT)

DCS, Defence Commercial Services
New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz

"As a member of Defence Commercial Services I am committed to partnering with internal and external stakeholders to generate great commercial outcomes enabling NZDF's mission while demonstrating public value."

Koinei te huarahi



Hi Matt.

I believe we now have resolution.

Attached are signed s. 9(2)(ba)(i) with all pdf features enabled for you to sign.

Greg Stewart LLB

Senior Procurement and Commercial Specialist (InfoCom - ICT)

DCS, Defence Commercial Services
New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz

“As a member of Defence Commercial Services I am committed to partnering with internal and external stakeholders to generate great commercial outcomes enabling NZDF’s mission while demonstrating public value.”

Koinei te huarahi



Hi Grant. I have just sent the SoW to One NZ for countersigning. I assume you need a copy to raise the PO.

Purchasing tells me that the PO should be a Special Request PO with the \$100K limit included. A Limit Order would not have the desired effect because invoicing could still exceed the limit and be passed through for payment without special vigilance.

Please let me have a copy of the PO for our file.

Greg Stewart LLB

Senior Procurement and Commercial Specialist (InfoCom - ICT)

DCS, Defence Commercial Services

New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz


“As a member of Defence Commercial Services I am committed to partnering with internal and external stakeholders to generate great commercial outcomes enabling NZDF’s mission while demonstrating public value.”

Koinei te huarahi



Gents,

s. 6(a), s. 9(2)(ba)(i)



Pat

Colonel Patrick (Pat) Beath, he/him


Deputy Commander and Strategic J6

Information Command | Te Pou Hangarau Matihiko

Defence House | 34 Bowen Street | Thorndon | Te Whanganui-a-Tara

New Zealand Defence Force | Te Ope Kātua o Aotearoa

s. 9(2)(a)



From: Gamboni, Chris s. 9(2)(a)

Sent: Friday, 21 March 2025 11:30 am

To: s. 6(a)

Cc: Elrick, Mark s. 9(2)(a); Moore, Philip s. 9(2)(a);
Licht, Jared s. 9(2)(a); Alexander, Stephen
s. 9(2)(a); McDonald, Vince, CDR
s. 9(2)(a); Beath, Pat, COL s. 9(2)(a)

Subject: RE: Endorsement and Approval Requested - EPS INFRA 07/2025 UPDATED
APPROVAL FOR USE SPACE X

Hi s. 6(a)

I've discussed this with s. 6(a) over the phone this morning, so will let him
respond to this and add more context to the function STARLINK connectivity s. 6(a)

s. 9(2)(h)

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command
Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



From: s. 6(a)

Sent: Friday, 21 March 2025 10:23 am

To: Alexander, Stephen s. 9(2)(a); McDonald, Vince, CDR

s. 9(2)(a) ; Gamboni, Chris

s. 9(2)(a) ; Beath, Pat, COL s. 9(2)(a) ;

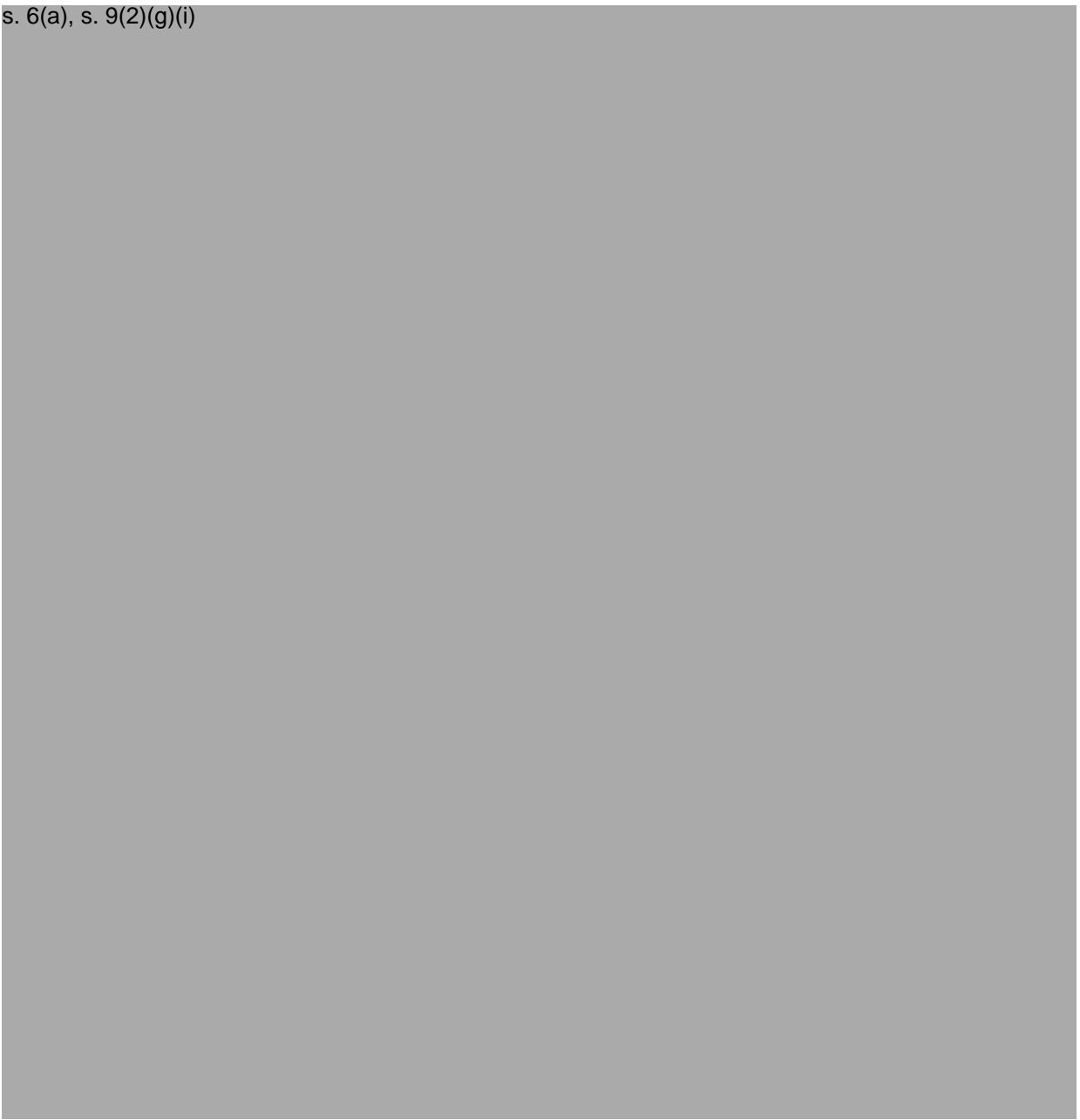
Licht, Jared s. 9(2)(a)

Cc: Elrick, Mark s. 9(2)(a) ; Moore, Philip s. 9(2)(a)


Subject: RE: Endorsement and Approval Requested - EPS INFRA 07/2025 UPDATED
APPROVAL FOR USE SPACE X

Hi Team

s. 6(a), s. 9(2)(g)(i)



s. 6(a), s. 9(2)(g)(i)



Kind Regards,

s. 6(a)

s. 6(a)

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For Information Security (INFOSEC) reporting and requests/enquiries for the Chief Information Security Officer (CISO), email: s. 6(a)

For general INFOSEC enquiries, including INFOSEC policies and standards, email:

s. 6(a)

From: Alexander, Stephen s. 9(2)(a)

Sent: Wednesday, 19 March 2025 1:29 pm

To: s. 6(a)

Subject: FW: Endorsement and Approval Requested - EPS INFRA 07/2025 UPDATED
APPROVAL FOR USE SPACE X

Havent seen this for review before. Pse engage w Chris G. There are issues with the approach and assumption

SA

Stephen Alexander, MPhil, psc(j)

Director Information Assurance, Defence Information Security

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



From: Ford, Susan

Sent: Wednesday, 19 March 2025 1:21 p.m.

To: Alexander, Stephen s. 9(2)(a)

Subject: FW: Endorsement and Approval Requested - EPS INFRA 07/2025 UPDATED
APPROVAL FOR USE SPACE X

Hi Steve

For your review

Thanks,

Susan Ford

Senior Business Administrator, Defence Information Security

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



For Information Security (INFOSEC) reporting and requests/enquiries for the Chief Information Security Officer (CISO), email: s. 6(a)

For general INFOSEC enquiries, including INFOSEC policies and standards, email: s. 6(a)

From: DDG EPS

Sent: Tuesday, 18 March 2025 11:33 a.m.

To: DIS s. 9(2)(k)

Subject: Endorsement and Approval Requested - EPS INFRA 07/2025 UPDATED APPROVAL FOR USE SPACE X

Good Morning Susan,

PFA EPS INFRA 07/2025 UPDATED APPROVAL FOR USE SPACE X seeking endorsement from Director Information Insurance, and Approval from CISO.

Can you please return to me for further staffing once CISO Approval has been achieved.

Also, if you would like me to send to DIA directly vs coming through you please advise and I will do so.

Kindest regards,

Kelly

Kelly Chambers

Executive Officer – Enterprise Products & Systems

Te Pou Hangarau Matihiko | Information Command

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



Information Command Business toolkit - s. 9(2)(k)

Hi Chris.

The s. 6(a) Starlink connection is under the threshold of \$100K for requiring Procurement oversight. Anyone with Purdel can sign the SoW.

SoW040 has been renamed SoW054 (I have no idea how One NZ taxonomy works, and I doubt they do either).

I have suggested that we should include additional wording to the Fee Notes to clarify the actual position as attached.

It must be noted that asbestos remediation is specifically excluded from the scope of works under SoW054 so if additional work is required it won't be covered by the Transition Fund. I am pretty sure from previous correspondences that Caroline is aware of this.

Assuming the Fee Note is accepted I need your Findel endorsement on the usual terms:

The Commercial Delivery team requires your emailed confirmation that:

- 1. NZDF requires the goods/services being purchased, or, in relation to a Variation, has ongoing requirement for the goods/services.***
- 2. You have checked the Agreement/Variation for:***
 - (a) Fitness for purpose to meet business requirements;***
 - (b) Accuracy, i.e. it is a fair record of, and meets, your requirements;***
 - (c) Project compliance; and***

(d) Adequacy of project management arrangements and service level standards.

- 3. All necessary management and financial approvals have been obtained and sufficient funding is in place.***
- 4. The appropriate requirements and sign-offs for NZDF Delegation of Authority and discretions have been met.***
- 5. From your perspective, the document may now proceed to signing.***

You should include the word “approve” in your emailed response. Your “approval email” will be construed by the Commercial Delivery team as meeting all of the above requirements.

Thanks Chris.

From: Gamboni, Chris s. 9(2)(a)
Sent: Monday, 10 March 2025 10:53 am
To: Stewart, Greg s. 9(2)(a)
Subject: Follow up on OneNZ SoW

Hi Greg,

Happy Monday!

I’m just following up on two OneNZ SoW’s that have pressing dependencies.

s. 6(a) Starlink (Navy have the vessels in the water and require SATCOM connectivity for testing)

s. 6(a)

NB: I'm following these up, not chasing and not trying to apply pressure, I appreciate your workload.

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command
Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



Morning Bill,

s. 6(a)



s. 6(a)



Regards

s. 6(a)

s. 6(a)

s. 6(a) HMNZS Matataua

s. 6(a)

s. 6(a)

s. 6(a)



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From: Gamboni, Chris s. 9(2)(a)

Sent: Monday, 10 March 2025 12:34 pm

To: s. 6(a) Blick, Bill, LTCDR

s. 9(2)(a)

Cc: s. 6(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Hi s. 6(a)

This morning I asked DCS for a status update on the Statement of Work for the Starlink connection, am awaiting a response.

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



From: s. 6(a)
Sent: Monday, 10 March 2025 12:21 pm
To: Gamboni, Chris s. 9(2)(a); Blick, Bill, LTCDR
s. 9(2)(a)
Cc: s. 6(a)
Subject: RE: One NZ Sow for Starlink Connection Services

Chris, Bill

Grateful for an update please. s. 6(a)

If there is anything I can do to encourage an immediate decision or approval please let me know. After an extended sea freight delay it's not ideal to have to wait further for the connection to be established. Thanks for your help in getting this to a conclusion.

Ngā Mihi | Kind Regards,

s. 6(a)

s. 6(a)

s. 6(a)

Te Taua Moana o Aotearoa | Royal New Zealand Navy

s. 6(a)

s. 6(a)

www.nzdf.mil.nz



From: s. 6(a)

Date: Thursday, 06 Mar 2025 at 12:58 PM

To: Gamboni, Chris s. 9(2)(a), Blick, Bill, LTCDR
s. 9(2)(a)

Cc: s. 6(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Chris, Bill,

Any update on Starlink s. 6(a) ?

s. 6(a)

Ngā Mihi | Kind Regards,

s. 6(a)

s. 6(a)

s. 6(a)

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s. 6(a)

s. 6(a)

www.nzdf.mil.nz



From: s. 6(a)

Date: Tuesday, 04 Mar 2025 at 2:17 PM

To: Gamboni, Chris s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Chris

Thanks for the update. Please can you keep me posted on next steps. Do you need anything more from me?

Ngā Mihi | Kind Regards,

Andy

s. 6(a)

s. 6(a)

Te Taua Moana o Aotearoa | Royal New Zealand Navy

s. 6(a)

s. 6(a)

www.nzdf.mil.nz



From: Gamboni, Chris

Sent: Tuesday, 4 March 2025 11:17 a.m.

To: s. 6(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Hi s. 6(a)

I've just spoken to DCS on the phone wrt the details of this procurement. The rules for a direct source submission require the WoLC to be more than \$100k. Clearly this isn't the case s. 6(a) nor would it be for the majority of the use cases I have seen, so their advice is to procure – DCS are satisfied there is no breach of policy.

I'll call OneNZ now and speak to our Account Director and advise for them to standby.

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command
Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



From: s. 6(a)

Sent: Monday, 3 March 2025 12:26 pm

To: Webb, Matthew s. 9(2)(a); Gamboni, Chris

s. 9(2)(a); Anquetil, Andy s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Andy,

Would it be possible to get an update on this please? s. 6(a)

including needing the Starlink connection. Is there a prospect of this being sorted in the next couple of days?

Ngā Mihi | Kind Regards,

s. 6(a)

s. 6(a)

s. 6(a)

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s. 6(a)

s. 6(a)

www.nzdf.mil.nz



s. 6(a)

Sent: Thursday, 20 February 2025 4:20 p.m.

To: Webb, Matthew s. 9(2)(a); Gamboni, Chris

s. 9(2)(a); Anquetil, Andy s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Andy,

s. 6(a)

I realise there are many competing priorities, and grateful for any forecast you can offer of this being signed- because I understand there will be further work from One NZ to activate the connection, and I don't know how long that will take yet.

Thank you for your help.

Ngā Mihi | Kind Regards,

s. 6(a)

s. 6(a)

s. 6(a)

Te Taua Moana o Aotearoa | Royal New Zealand Navy

s. 6(a)

s. 6(a)

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From: Webb, Matthew

Sent: Thursday, 20 February 2025 4:12 p.m.

To: s. 6(a) Gamboni, Chris

s. 9(2)(a)

Cc: Anquetil, Andy s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Hi s. 6(a)

I'll let Greg come back to you with an ETA but as we don't have an existing contract with OneNZ to procure this service (we utilise the AoG TaaS service as this is not an accredited service under that agreement which is managed by DIA) this will take some time because a direct source submission is required under DFO 52 vol and the Government Procurement Rules. There has not been proactive engagement with my team here around this requirement which means we are a bit behind the 8 ball on this one. Greg understands the urgency but has a number of competing priorities. If you have a specific timeframe you need this done by can you please contact his manager (Andy cc'd) and we will do our best to accommodate his timeframe requests.

Cheers

Matt

Matthew Webb

Commercial Portfolio Manager DDG - DCS, Defence Commercial Services

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

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From: s. 6(a)

Sent: Thursday, 20 February 2025 4:07 pm

To: Gamboni, Chris s. 9(2)(a); Webb, Matthew

s. 9(2)(a); Stewart, Greg s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Chris, Matt, Greg,

s. 6(a)

Ngā Mihi | Kind Regards,

s. 6(a)

s. 6(a)

s. 6(a)

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s. 6(a)

s. 6(a)

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From: Gamboni, Chris

Sent: Tuesday, 18 February 2025 8:42 a.m.

To: Webb, Matthew s. 9(2)(a); s. 6(a)

Stewart, Greg s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Hi all,

The Starlink connection is UNCLASSIFIED – it is only a bearer.

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



From: Webb, Matthew <Matthew.Webb@nzdf.mil.nz>

Sent: Tuesday, 18 February 2025 6:45 am

To: s. 6(a) Stewart, Greg

s. 9(2)(a); Gamboni, Chris s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Thanks – Greg I would suggest the SOW with OneNZ and direct source submission (based on this email chain) needs to:

- Co-term with the s. 6(a) contract / term (which you can get from the GPAB)
- Note the security position below s. 6(a)

Cheers

Matt

Matthew Webb

Commercial Portfolio Manager DDG - DCS, Defence Commercial Services

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 6(a)

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“Defence Commercial Services partners with our internal and external stakeholders to generate great commercial outcomes that enable NZDF’s mission while demonstrating public value.”

From: s. 6(a)

Sent: Monday, 17 February 2025 4:15 pm

To: Webb, Matthew s. 9(2)(a); Stewart, Greg

s. 9(2)(a) ; Gamboni, Chris s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Matt,

s. 6(a) is currently limited to only UNCLASS activity, and would have to go through due process to ensure satisfying policy requirements if moving above this. That discussion and assessment is underway, but not a clear timeline to achieve that at present and should not influence any decisions for now.

Chris is best placed to provide the Info Command view and policy considerations from a comms/security perspective, but those aspects were considered from the beginning and have been taken into account.

Ngā Mihi | Kind Regards,

s. 6(a)

s. 6(a)

s. 6(a)

Te Taua Moana o Aotearoa | Royal New Zealand Navy

s. 6(a)

s. 6(a)

www.nzdf.mil.nz



From: Webb, Matthew

Sent: Monday, 17 February 2025 3:53 p.m.

To: s. 6(a) Stewart, Greg

s. 9(2)(a) ; Gamboni, Chris s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

I thought that might be the case but good to get this confirmed. We don't have a current preferred provider in this space so we will need to take this through a direct source process which I'm sure will canvass the required detailed from the board

Are the security implications of this understood and in hand? My understanding is Starlink is the COTS version of the Space X product rather than Starshield which is the militarised offering

Cheers

Matt

Matthew Webb

Commercial Portfolio Manager DDG - DCS, Defence Commercial Services
Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



“Defence Commercial Services partners with our internal and external stakeholders to generate great commercial outcomes that enable NZDF’s mission while demonstrating public value.”

From: s. 6(a)

Sent: Monday, 17 February 2025 3:50 pm

To: Webb, Matthew s. 9(2)(a); Stewart, Greg

s. 9(2)(a); Gamboni, Chris s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Matt

s. 6(a)

s. 6(a)



Ngā Mihi | Kind Regards,

s. 6(a)

s. 6(a)

s. 6(a)

Te Taua Moana o Aotearoa | Royal New Zealand Navy

s. 6(a)

s. 6(a)

www.nzdf.mil.nz



From: Webb, Matthew

Sent: Monday, 17 February 2025 3:33 p.m.

To: s. 6(a) Stewart, Greg

s. 9(2)(a); Gamboni, Chris s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Thanks s. 6(a) Was there a reason the connectivity requirement was not identified at the time of the later GPAB? Also is there any information from the project that can be shared with Greg around options which were assessed in terms of how the connectivity could be delivered/market scan to support the direct source to Starlink/OneNZ?

Cheers

Matt

Matthew Webb

Commercial Portfolio Manager DDG - DCS, Defence Commercial Services

Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



“Defence Commercial Services partners with our internal and external stakeholders to generate great commercial outcomes that enable NZDF’s mission while demonstrating public value.”

From: s. 6(a)

Sent: Monday, 17 February 2025 3:26 pm

To: Webb, Matthew s. 9(2)(a); Stewart, Greg

s. 9(2)(a); Gamboni, Chris s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services [COMMERCIAL IN-CONFIDENCE]

Matt,

Yes there is a more recent GPAB approval. Linked below and attached, in case link doesn't work. s. 6(a)

s. 6(a)

Ngā Mihi | Kind Regards,

s. 6(a)

s. 6(a)

s. 6(a)

Te Taua Moana o Aotearoa | Royal New Zealand Navy

s. 6(a)

s. 6(a)

www.nzdf.mil.nz



From: Webb, Matthew

Sent: Monday, 17 February 2025 3:17 p.m.

To: Stewart, Greg s. 9(2)(a) ; s. 6(a)

Gamboni, Chris s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Hi Team

s. 6(a)

Cheers

Matt

Matthew Webb

Commercial Portfolio Manager DDG - DCS, Defence Commercial Services
Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



“Defence Commercial Services partners with our internal and external stakeholders to generate great commercial outcomes that enable NZDF’s mission while demonstrating public value.”

From: Stewart, Greg s. 9(2)(a)

Sent: Monday, 17 February 2025 2:40 pm

To: s. 6(a) Gamboni, Chris

s. 9(2)(a) ; Webb, Matthew s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

For future reference I have set up a new project to capture all documents and correspondence for this matter – pro_4191.

Greg Stewart LLB

Senior Procurement Specialist (ICT)

DCS, Defence Commercial Services
New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz

“As a member of Defence Commercial Services I am committed to partnering with internal and external stakeholders to generate great commercial outcomes enabling NZDF’s mission while demonstrating public value.”

Koinei te huarahi



A FORCE FOR
NEW ZEALAND

From: s. 6(a)

Sent: Monday, 17 February 2025 2:10 pm

To: Stewart, Greg s. 9(2)(a); Gamboni, Chris

s. 9(2)(a); Webb, Matthew s. 9(2)(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Greg,

Thanks for working this through. Please could you estimate when we will be in a position to sign the agreement, so that OneNZ would then initiate the work for the connection? Not looking to short circuit processes- just to understand the likely timeframe so we can plan accordingly. It will be useful for us to know if we will have a starlink connection this week for the FAT, or whether it may be a few more days?

Ngā Mihi | Kind Regards,

Andy

s. 6(a)

s. 6(a)

Te Taua Moana o Aotearoa | Royal New Zealand Navy

s. 6(a)

s. 6(a)

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From: Stewart, Greg

Sent: Monday, 17 February 2025 1:18 p.m.

To: Gamboni, Chris s. 9(2)(a); Webb, Matthew

s. 9(2)(a)

Cc: s. 6(a)

Subject: RE: One NZ Sow for Starlink Connection Services

s. 6(a)

Sent with BlackBerry Work

(www.blackberry.com)

From: Gamboni, Chris s. 9(2)(a)

Date: Monday 17 Feb 2025 at 12:35 pm

To: Stewart, Greg s. 9(2)(a), Webb, Matthew

s. 9(2)(a)

Cc: s. 6(a)

Subject: RE: One NZ Sow for Starlink Connection Services

Hi Greg, Matt

Hoping a common-sense approach will prevail here.

- a. why Starlink (are there any other competing products out there and have these been assessed by the Navy team and InfoCom);

The proprietary Starlink technology is fitted to s. 6(a)

- b. why OneNZ as the reseller (e.g. do they have some formal status from Starlink, could we purchase this from other resellers and would it be more competitive to do this).

These are the questions that will be asked by the members of the DCS PAB
OneNZ are the only reseller who have permission from SpaceX (Starlink parent) for
NZDF to use Starlink for Military use.

s. 9(2)(g)(i)

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command
Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 6(a)

www.nzdf.mil.nz



From: Stewart, Greg s. 9(2)(a)
Sent: Monday, 17 February 2025 12:00 pm
To: Gamboni, Chris s. 9(2)(a)
Cc: s. 6(a)
Subject: RE: One NZ Sow for Starlink Connection Services

Hi Chris.

I had a catch up with Matt this morning and, while you have answered his questions, the outstanding issue is one of compliance with the Government Procurement Rules and our own DFO 52.

s. 9(2)(ba)(i), s. 9(2)(g)(i)

We need to work on a means to explain how the proposed contract with OneNZ for Starlink services could be compliantly contracted and meets the requirements of the GPRs.

In order to be able to advise whether there is a compliant direct source justification or if a non-compliant application must be made, I need to understand, a) why Starlink (are there any other competing products out there and have these been assessed by the Navy team and InfoCom);

and, b) why OneNZ as the reseller (e.g. do they have some formal status from Starlink, could we purchase this from other resellers and would it be more competitive to do this). These are the questions that will be asked by the members of the DCS PAB.

It would be good to understand the relationship with this contract and the s. 6(a) project, for example did the earlier project seek an exemption or make a decision to go with Starlink etc?

Understanding the importance of completing trials s. 6(a), I will provide whatever time you require this week to work through these matters and prepare the necessary Direct Source or Non-Compliant Minute.

Greg Stewart LLB

Senior Procurement Specialist (ICT)

DCS, Defence Commercial Services
New Zealand Defence Force

s. 9(2)(a)

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Koinei te huarahi



**A FORCE FOR
NEW ZEALAND**

From: Gamboni, Chris s. 9(2)(a)
Sent: Friday, 14 February 2025 2:59 pm
To: Stewart, Greg s. 9(2)(a)
Subject: RE: One NZ Sow for Starlink Connection Services

Hi Greg,

s. 9(2)(g)(i)

Chris Gamboni (he/him)

Product Manager Infrastructure | Te Pou Hangarau Matihiko | Information Command
Te Ope Kātua o Aotearoa | New Zealand Defence Force

s. 9(2)(a)

www.nzdf.mil.nz



From: Stewart, Greg s. 9(2)(a)
Sent: Friday, 14 February 2025 2:49 pm
To: Gamboni, Chris s. 9(2)(a)
Subject: One NZ Sow for Starlink Connection Services

Hi Chris.

I have had a conversation with Matt Webb about the possibility of transacting this SoW under the Telecommunication Services Mobile contract s. 9(2)(ba)(i) already in place with One NZ as an alternative to the TaaS contract (Starlink is not on Taas) s. 9(2)(g)(i)

s. 9(2)(g)(i)

Matt has asked the following questions, which I need your help to answer:

- What is this service for NAVY – s. 6(a)
- s. 6(a)
- Whether there is a compliant mechanism to contract this or whether this should be managed as a non-compliant procurement process (in which case if you want to proceed you will need to draft a minute using the new template we've created to go to Nicki and Esther to approve) OneNZ have gained approval from SpaceX for NZDF to use Starlink for Military purposes – it's the only compliant option on the market.

s. 9(2)(g)(i)

Thanks Chris.

Greg Stewart LLB

Senior Procurement Specialist (ICT)

DCS, Defence Commercial Services and it is fair to say that he doesn't think that is a New Zealand Defence Force

s. 9(2)(a)

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Koinei te huarahi

