



Town of St. Marys

April 10, 2018

Agenda

- 1) Project Review and Update
- 2) SWIFT Membership
- 3) Capital Contribution
- 4) St. Marys participation
- 5) Q&A

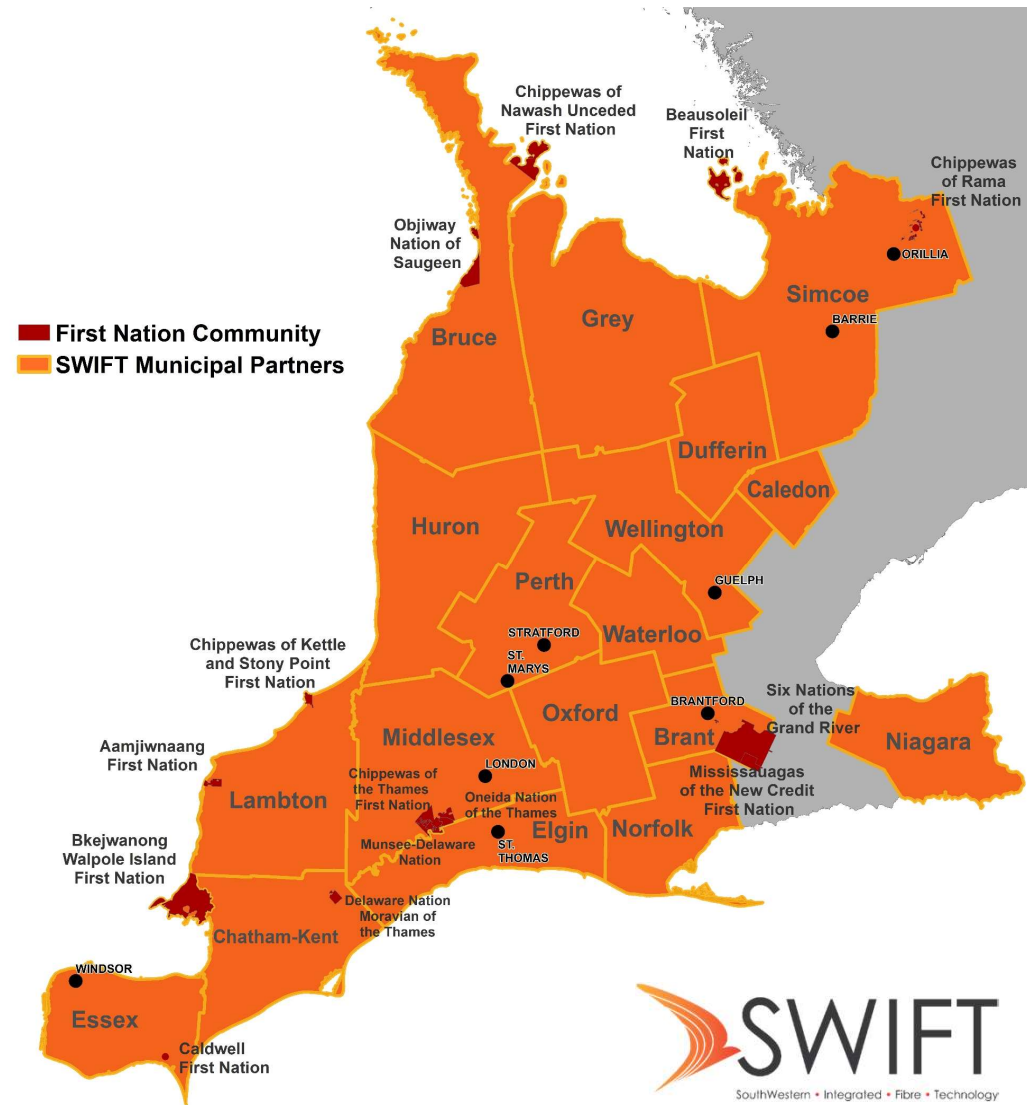
Vision

SWIFT is:

- Empowering communities to access global opportunities through local, ultra-highspeed connections

Coverage Area

- 3.5 million people
- 350 communities
- 14 First Nations
- 45,000 km²
- 25% of Ontario's population
- 10% of Canada's population



Phase 1 - 2016-2021

NetCo – Core and Aggregation Network

— Optical Transport Network - Backbone

— Core Network Backbone

— Aggregation to Core Background

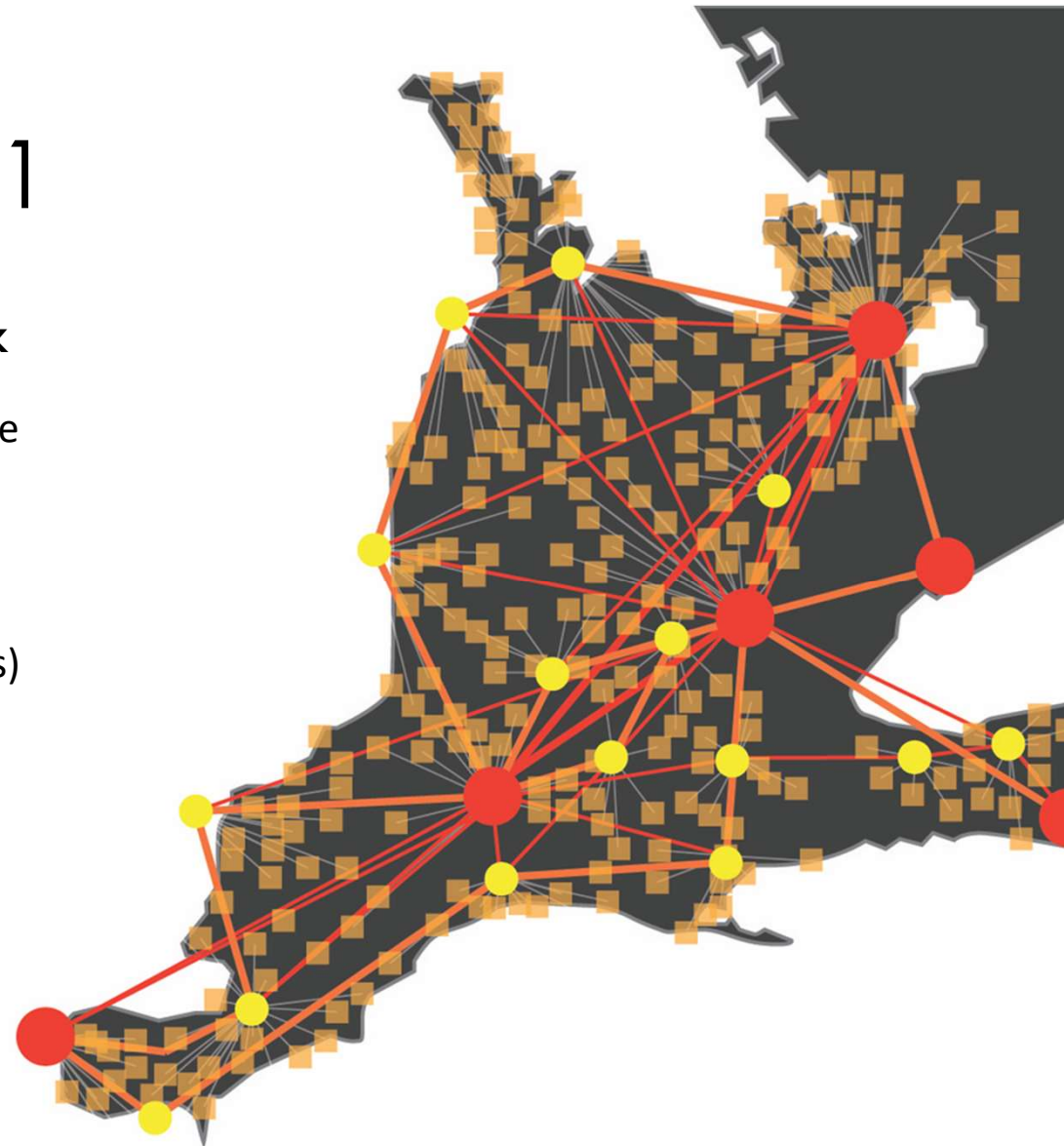
● Aggregation Points of Presence (POPs)

● Core POPs

OpCo – Access Networks

— Access to Aggregated Backbone

■ Access POPs



Current Situation

- Underserved rural and remote communities
- Unequal access to digital services
- Infrastructure funding gaps
- No market choice
- Long term contracts
- No incentives for service providers to change

Even cows wear
Fitbits now



BROADBAND IS
AN ESSENTIAL
UTILITY

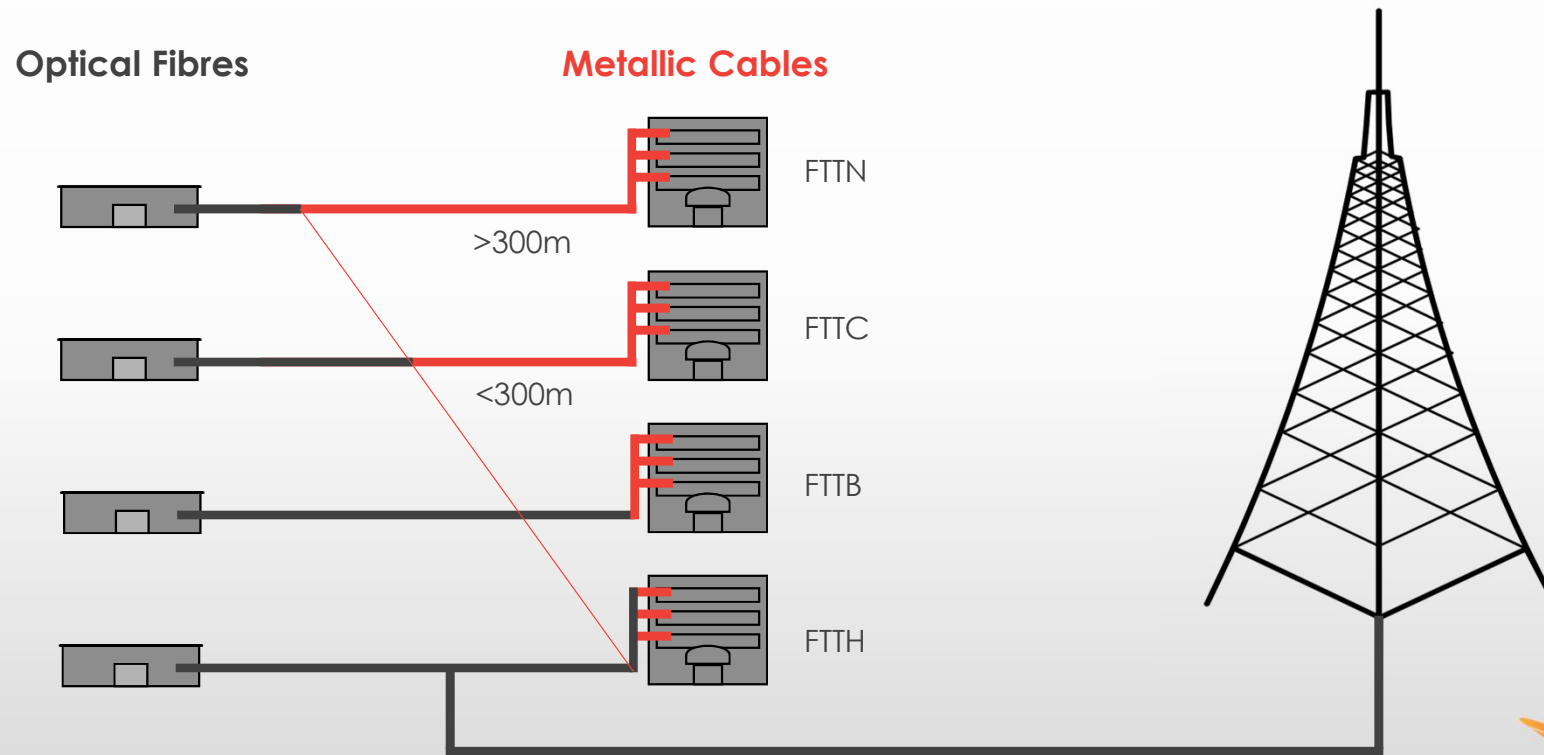


A Plan for the Future

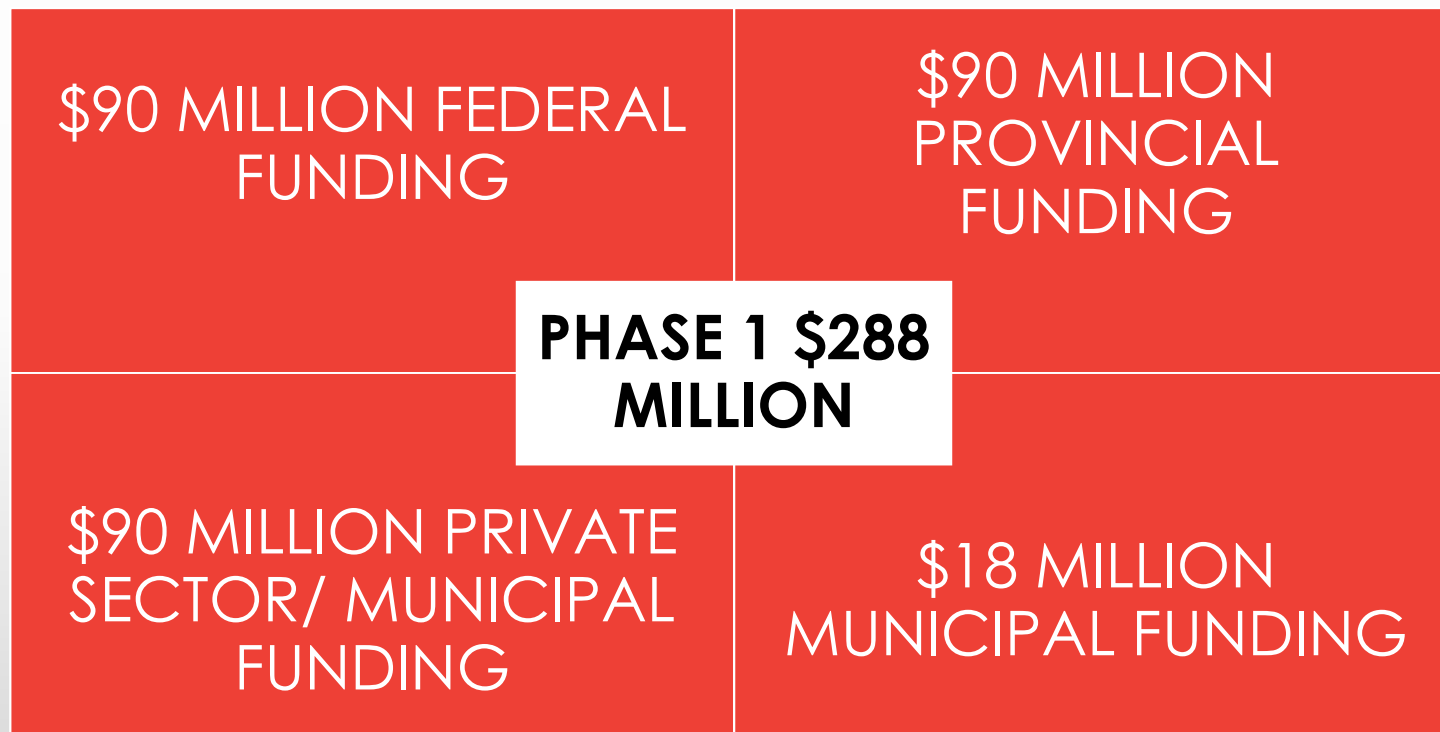
“I skate to where the puck is going to be, not where it has been...”



Fibre is Future Proof



How is SWIFT Funded?



Original Partner Contributions

County	Total
Brant County	\$346,986
Bruce County	\$860,092
Chatham-Kent	\$762,440
Dufferin County	\$535,857
Elgin County	\$527,793
Essex County	\$1,101,025
Grey County	\$1,079,981
Huron County	\$678,557
Lambton County	\$1,010,430
Middlesex County	\$784,063
Norfolk County	\$505,432
Oxford County	\$704,239
Perth County	\$569,484
Simcoe County	\$2,457,275
Wellington County	\$880,401
WOWC Total	\$12,804,055

Other Partner Contributions

Partner	Total
Barrie	\$300,000
Brantford	\$160,000
Guelph	\$300,000
London	\$690,000
Orillia	\$78,000
St. Marys	\$50,000
St. Thomas	\$90,000
Stratford	\$80,000
Windsor	\$275,000
WOWC	\$12,800,000
Waterloo	\$2,230,000
Niagara	\$2,000,000
Caledon	\$1,000,000
Total	\$20,053,000

*Some values are still subject to change

SWIFT Members *

Consortiums (includes School Boards)

- CKLAG (Chatham-Kent Lambton Administrators Group)
- Connecting Windsor Essex
- LARG*net
- Niagara CIO Consortium
- SCAN (Simcoe County Access Network)
- WREPnet

First Nation Communities

- Beausoleil First Nation
- Chippewas of Kettle and Stony Point
- Saugeen First Nation
- Six Nations of the Grand River

Counties/Municipalities

- Dufferin County (and Lower Tier Municipalities)
- Grey County (and Lower Tier Municipalities)
- Wellington County (and Lower Tier Municipalities)
- County of Oxford
- City of Barrie
- City of Orillia

Private Sector / Other

- AgReliant Genetics Inc./Prime Seeds
- Ascent LLP
- Bruce Power
- Beyond Air Networks
- Grey Bruce Health Services
- Intermarket Real Estate Group
- Ontario Federation of Agriculture
- Lone Canoe

* Subset of whole list



Aggregated Demand Model

- Over **1,900** member locations
- Broad coalition of public sector organizations working together to achieve **1 goal**





THE SWIFT EFFECT



Community



Existing Fibre



Existing POPs



SWIFT Network New Build



SWIFT Funded POPs



Points of Interconnect



Private Sector Fibre Diffusion

Phase 1 2016-2021 (SCF Funded)

SWIFT is Future Proof - BDF

- Broadband Development Fund (BDF)
- SWIFT will collect a small residual from revenues of funded providers when network is operational
- Residual will accumulate in the BDF
- Accumulated residual will be used to continue to build infrastructure (and leverage future funding programs)



Community



Existing Fibre



Existing POPS



SWIFT Network New Build



SWIFT Funded POPS



Points of Interconnect



Private Sector Fibre Diffusion

The SWIFT Effect Over Time

Open Access

Without SWIFT



With SWIFT



Image/Slide Attribution: Entry Point Networks

Fact-based Decision Making



- Partnership with University of Guelph & Rural Broadband Project (R2B2)- www.r2b2project.ca
- Mapping broadband coverage & baseline metrics
- Analysing current & future services, usage & economic/ social implications
- Overlaying GIS, StatsCan data, municipal datasets
- Surveys used to inform, build & evaluate the SWIFT Network

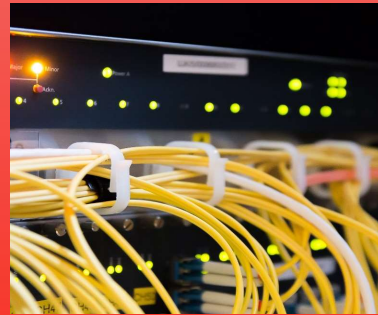


3 Main Data Sets



MUSH Sector

- Municipalities, Utilities, Schools, Hospitals



Providers

- Telecom Service Providers (TSPs)



Residential, Farm and Business



Procurement Status

- RFPQ Complete
 - Data collected from providers
 - Portal for select regional staff
- NetCo RFP released Jan 3rd
- NetCo bidders selected from VORs
- NetCo RFP to be awarded May/June
- OpCo and partner consultations underway

28 Qualified Providers

Bell Canada	Execulink Telecom Inc.	North Frontenac Telephone Company, Elgin Corp.
BH Telecom Corp.	Fengate Capital Management, Ltd.	Rogers Communications Canada Inc.
Bluewater Regional Networks Inc.	Frontline 360 Inc.	Silo Wireless Inc.
Brant Municipal Enterprises Inc.	GB TEL Incorporated	TeraGo Networks Inc.
Brooke Telecom Co-operative Ltd.	HCE Telecom	The North Frontenac Telephone Company Corp.
Bruce Telecom	Hydro One Telecom Inc. (NetCo Bidder)	Vianet Inc.
CK Open Fibre Inc.	Lakeland Energy Ltd.	Xplornet Communications Inc.
Cogeco Connexion Inc.	Macquarie Capital Development Canada Limited	Zayo Group LLC (NetCo Bidder)
Distributel Communications Limited	Nexicom Inc.	
Eastlink	Niagara Regional Broadband Network Limited (NetCo Bidder)	

Next Steps

- Criteria for OpCo RFPs
 - Survey information
 - Partner data
- Coverage areas defined
- OpCo TSP feedback
- Member feedback
- Finalize areas

Capital Contribution

- Agree to participate
- Sign municipal capital agreement
- \$50,000 contribution, payable over 3 years starting in 2018
- Provide data to identify areas where St. Marys needs help with infrastructure

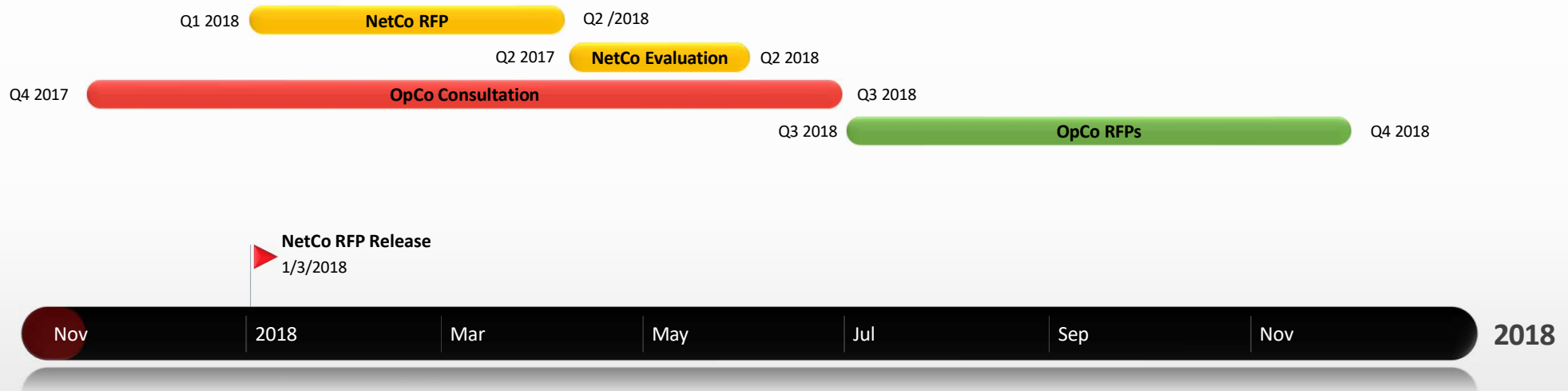
Regional Benefits

- St. Marys becomes a true partner in the SWIFT project
- A prosperous region means a prosperous St. Marys
- Senior levels of government, neighboring municipalities, TSPs & other stakeholders take notice when municipalities join together & collaborate in the region
- When SWIFT is complete broadband quality will not be a barrier for the residents/businesses in St. Marys & its surrounding areas
- Broadband enables innovation that leads to economic development & prosperity. From agriculture to manufacturing, it is the platform on which businesses thrive

Benefits for St. Marys

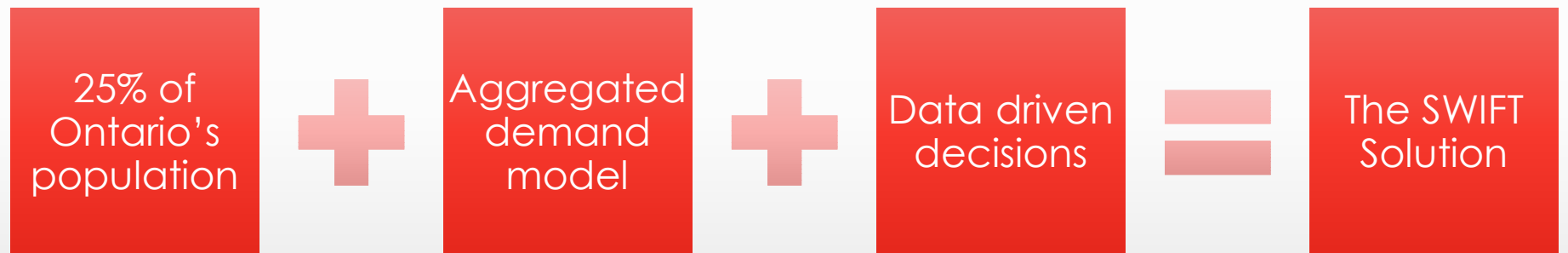
- Open access fibre in St. Marys
- St. Marys would be a contributing member and has the right to have an elected official run for a seat on the SWIFT board
- St. Marys can appoint a member to the Advisory Committee
- St. Marys' \$50,000 contribution will leverage \$150,000 of other funding to have at least \$200,000 of infrastructure built in St. Marys
- St. Marys can influence where the money is spent to make an impact where it is needed locally

RFP & Consultation Timing



4 – 5 month window to collect data prior to OpCo RFPs

The SWIFT Solution





LEARN MORE AT
WWW.SWIFTNETWORK.CA