

Eilidh Canning

From: Evan Nemeth <enemeth@westernren.ca>
Sent: Wednesday, April 17, 2019 9:49 AM
To: Victoria Brooks; Linda Fraser; Chris Frotten; Alain Muise
Cc: Eilidh Canning; Jeff Sunderland; Angelique LeBlanc
Subject: Develop NS Update

Hello everyone,

I'm emailing to provide you with some updates regarding Develop NS' Pre-Qualification process, and the subsequent RFP.

Develop NS has announced their **short list for Pre-Qualified Internet Service Providers**. The list is as follows:

1. Bell Canada
2. Cross Country TV Limited
3. Eastlink
4. ISM Canada (IBM Canada)
5. Mainland Telecom
6. Municipality of Kings
7. Municipality of Pictou County (with Nova Communications)
8. Seaside Communications
9. TNC Wireless Ltd.
10. Xplornet

You can read more at:

<https://my-waterfront.ca/2019/04/16/10-organizations-pre-qualified-to-address-high-speed-internet-in-nova-scotia/>

A couple of my thoughts and insights:

- ISM Canada are entirely new players from what I can tell, not presently offering internet services in Canada. They're a subsidiary of IBM Canada, and are headquartered in Saskatoon. It will be interesting to keep an eye on them.
- Mainland Telecom's presence on this list is likely either for the purposes of their proposed new build in the Municipality of Clare, or to further enhance their plans for the build in the County of Annapolis. I don't believe that they would be able to shift costs from their existing projects to the province.
- The presence of the Municipality of Pictou on the list implies that they wish to own the infrastructure, with Nova Communications operating the network. Nova Communications has reached out to me a couple of times to offer information, but what they provided was very limited.

- The Municipality of Kings already co-owns the Valley Community Fibre Network, so I suspect they're looking to expand the network's reach.
- TNC Wireless only just came up on my radar in the last few months. They are based out of New Glasgow, and I believe they are a purely wireless operator.
- Xplornet presently only offers satellite internet in NS, but offers wireless elsewhere in Canada. They've recently expressed an interest in providing 5G wireless internet in Canada, so they could potentially get into the 5G wireless game in the province.

An interesting piece of this announcement is that Develop is planning to **split their upcoming RFP into two parts**. The first part, supposedly launching in May, will be focused on short term (6-12 months) projects. The second part, launching in the fall, will be focused on more long term projects. I am going to touch base with my contacts at Bell today to see what they know, and to see what components of their overall proposed work would fall into the short and long term projects.

On a separate but related note, Chris Frotten has notified me that Develop NS will be having some upcoming Stakeholder Engagement Sessions. I will attend the session in Bridgetown on April 23rd and report back anything of interest to the group. I've pasted the email from Develop regarding the Stakeholder Sessions below should you wish for any staff or councilors to attend.

Stakeholder Sessions

Develop Nova Scotia is committed to ongoing engagement with stakeholders on the Internet for Nova Scotia Initiative. Since the summer of 2018, we have been across the province twice, meeting with stakeholders to learn what's important to each community in terms of economic success, strategic infrastructure, and rural Internet connections.-This feedback and information has informed our Internet for Nova Scotia implementation strategy.

These sessions are specifically designed for key business, industry and municipal stakeholders and community groups. Our goal is to ensure our partners understand the role we play in helping to drive inclusive economic growth across Nova Scotia. As part of this broader goal, we understand the important of high-speed rural Internet - and the need for quick action to address the gaps in the system. Please join us for the most recent update on these efforts.

We would like to take this opportunity to update stakeholders across the province once again on our progress. We will be hosting sessions as follows:

Tuesday, April 23rd:

Bridgetown

10-11:30am

Royal Canadian Legion Branch 33

20 Jeffery St, Bridgetown

Sheet Harbour

10-11:30am

Eastern Shore Memorial Hospital

Multi-purpose room

22637 Highway 7, Sheet Harbour

Thursday, April 25th:

Bridgewater

10-11:30am

Bridgewater Fire Hall (upstairs)

81 Dominion St, Bridgewater

Baddeck
10-11:30 am
Alexander Graham Bell National Historic Site
559 Chebucto St, Baddeck
(Side Door - follow arrows from main entrance)

Friday, April 26th:

Truro
10:00 am - 11:30 am
NSCC - Truro Campus
36 Arthur St, Truro
1st Floor McCarthy Hall Library
Guysborough

11:00 am - 12:30 pm
Chedabucto Lifestyle Complex
60 Green Street, Guysborough

Please RSVP, with your name and organization and which session you plan to attend, to Kathleen Funke at kathleen.funke@developns.ca or by phone at 902-292-2476.

Thank you,

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