SWIFT

SWIFT

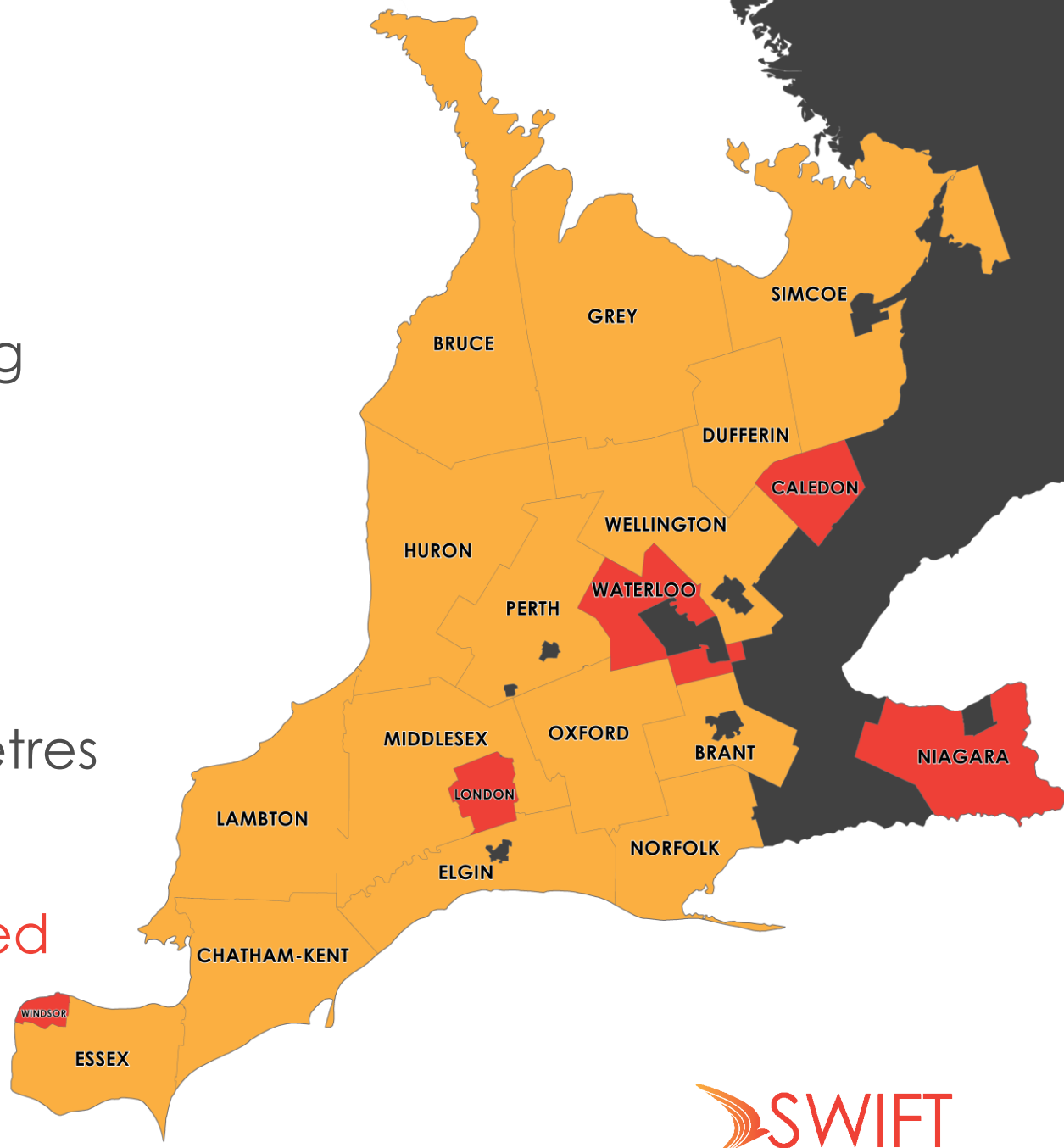
Niagara Region / APAC

November 29 2019

SWIFT
SouthWestern Integrated Fibre Technology
The SWIFT Project

The SWIFT Region

- 15 WOWC Members
- 5 Municipal Capital Contributing Members
  - Caledon, Niagara, Waterloo, London, Windsor
- 221,000 underserved premises
- 41,000 underserved road kilometres
- 504,000 underserved residents
- $2.6B cost to fibre all underserved areas



WOWC Members Capital Contributing Members

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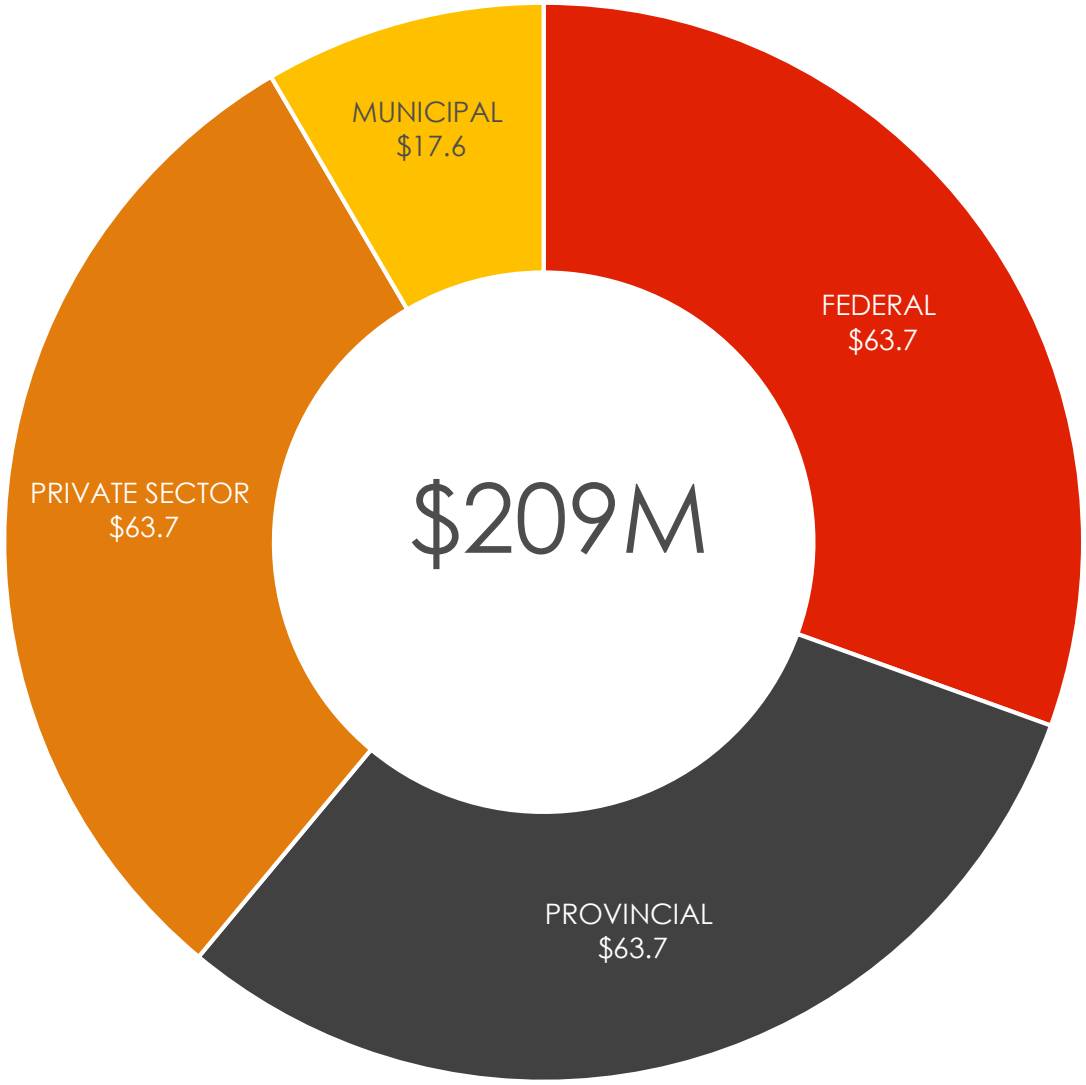
SCF Project Phases

- SWIFT is funded under the Small Communities Fund (SCF)
- 3 Phases have been defined and relate to 3 Contribution Agreements with the province
- 3 Phases
  - Phase 1 (CA1) – Business Case Development
  - Phase 2 (CA2) – Projects in Norfolk, Wellington and Lambton
  - Phase 3 (CA3) – Remaining SCF and non-SCF Projects

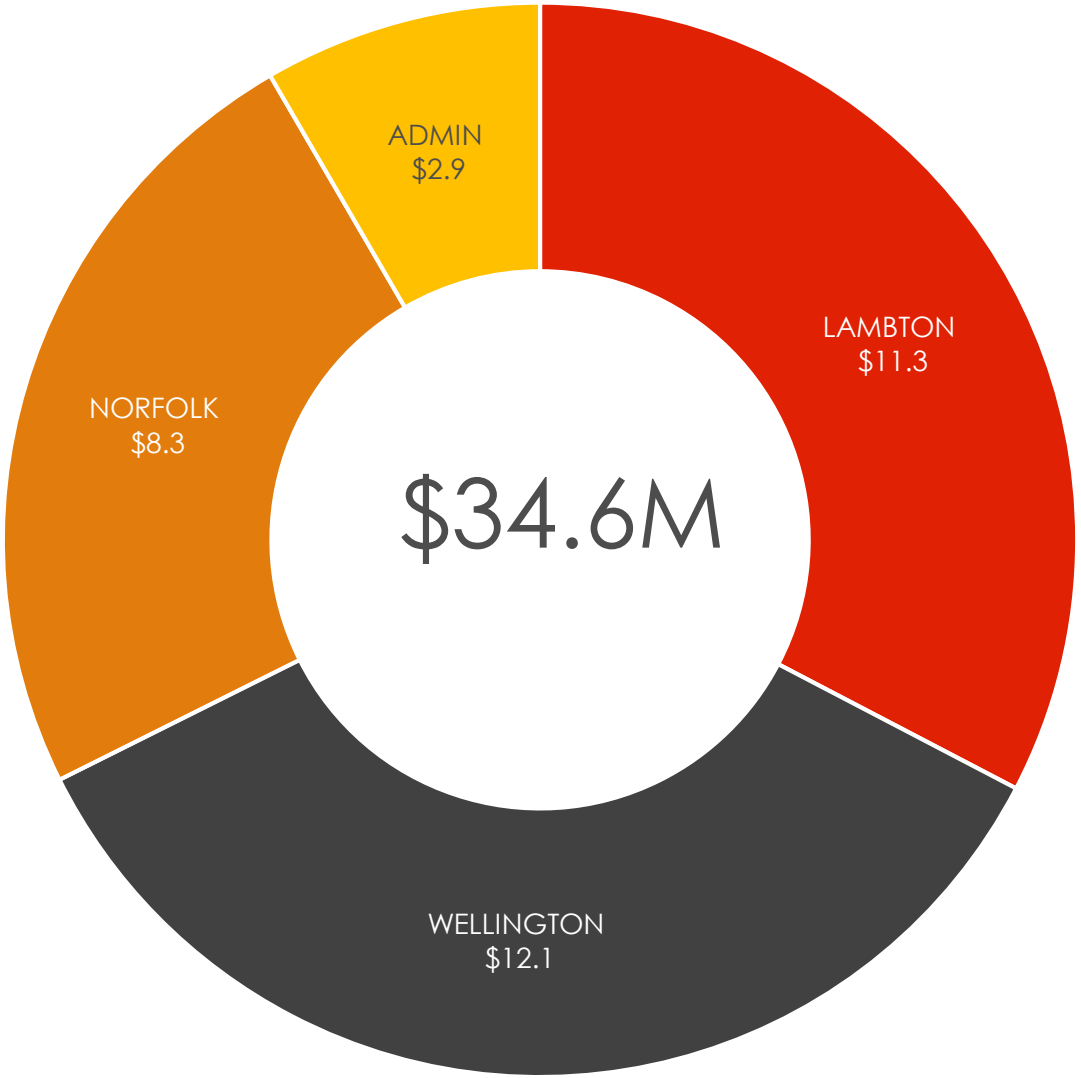
Sources Of Funding



- Federal and Provincial matching contributions
- Private Sector – 1/3 of Fed/Prov contribution (minimum)
- Municipal funding covers overheads, admin and non-SCF eligible projects

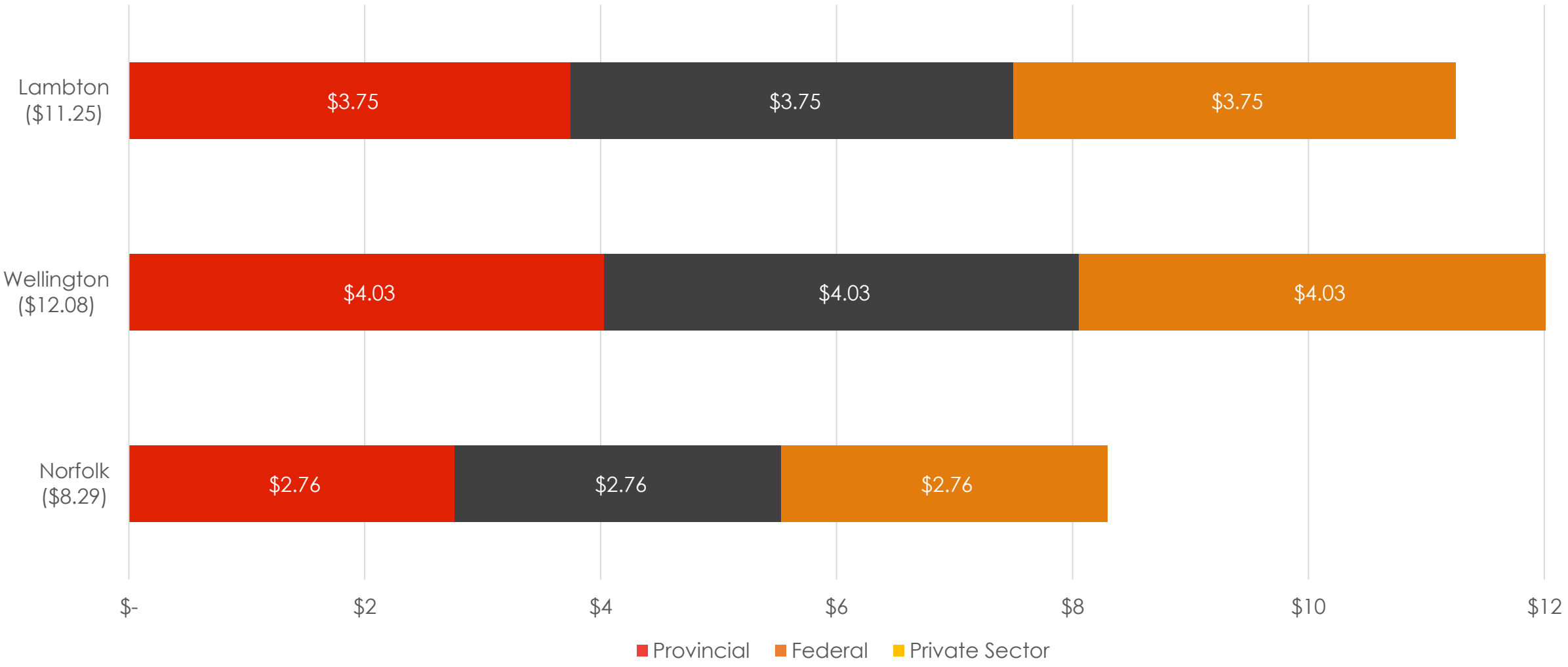
Note: Funding values represent maximum funding available and assumes successful Pilot Project.

PHASE II PROJECTS



- 3 projects approved to date
- Remaining projects to be approved based on success of pilots
- Procurement evaluation and assessment completed with contract negotiation underway
  - Contract executions planned for the end of November
- Construction expected in 2020

Phase II Projects



Vendors Of Record

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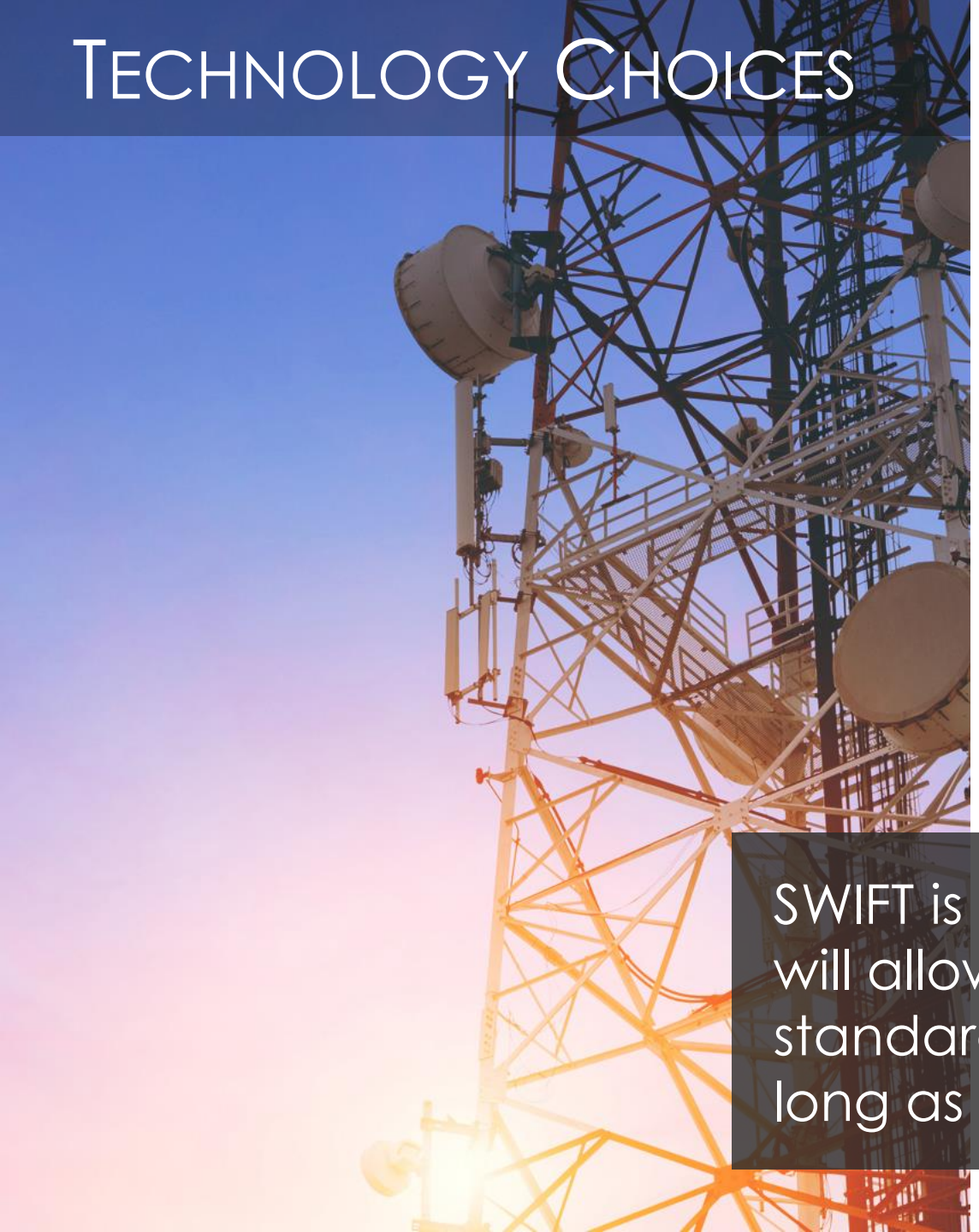
More than 42 VORs to-date

Bell Canada	Beyond Air Networks Limited	BH Telecom Corp.	Bluewater Regional Networks	Brant Municipal Enterprises	Brooke Telecom Co-Op
Bruce Telecom	Cogeco Connexion Inc.	Distributel Communications	Eastlink	Eh!tel Networks Inc.	Entegrus
Envi Networks Ltd.	Execulink Telecom Inc.	Frontline 360 Inc.	GB TEL Incorporated	Gosfield North Telecom	Hay Communications
HCE Telecom	HuronTel	Hydro One Telecom Inc.	Internet Access Solutions	KWIC Internet	Lakeland Energy Ltd.
MPV WiFi	Mornington Communications	Multiboard (Start.ca)	Nexicom Inc.	NRBN	North Frontenac Telephone Company, Elgin Corp.
Olds Fibre Ltd.(O-Net)	Quadro Communications	Rogers	Silo Wireless Inc.	TekSavvy Solutions Inc.	TeraGo Networks Inc.
NFTC	Tuckersmith Communications	Vianet Inc.	Wightman Communications	Xplornet Communications	Zayo Group LLC

Technology Choices



- Small Communities Fund is focused on 50/10 service, not technology choices
- Technology Choices
  - FTTH
  - HFC
  - DSL
  - Wireless Broadband
- Preference given to 'scalable' technologies

SWIFT is technology agnostic and will allow bids that include any standards based technologies so long as they meet the 50/10 target

PROCUREMENT

Procurement Approach

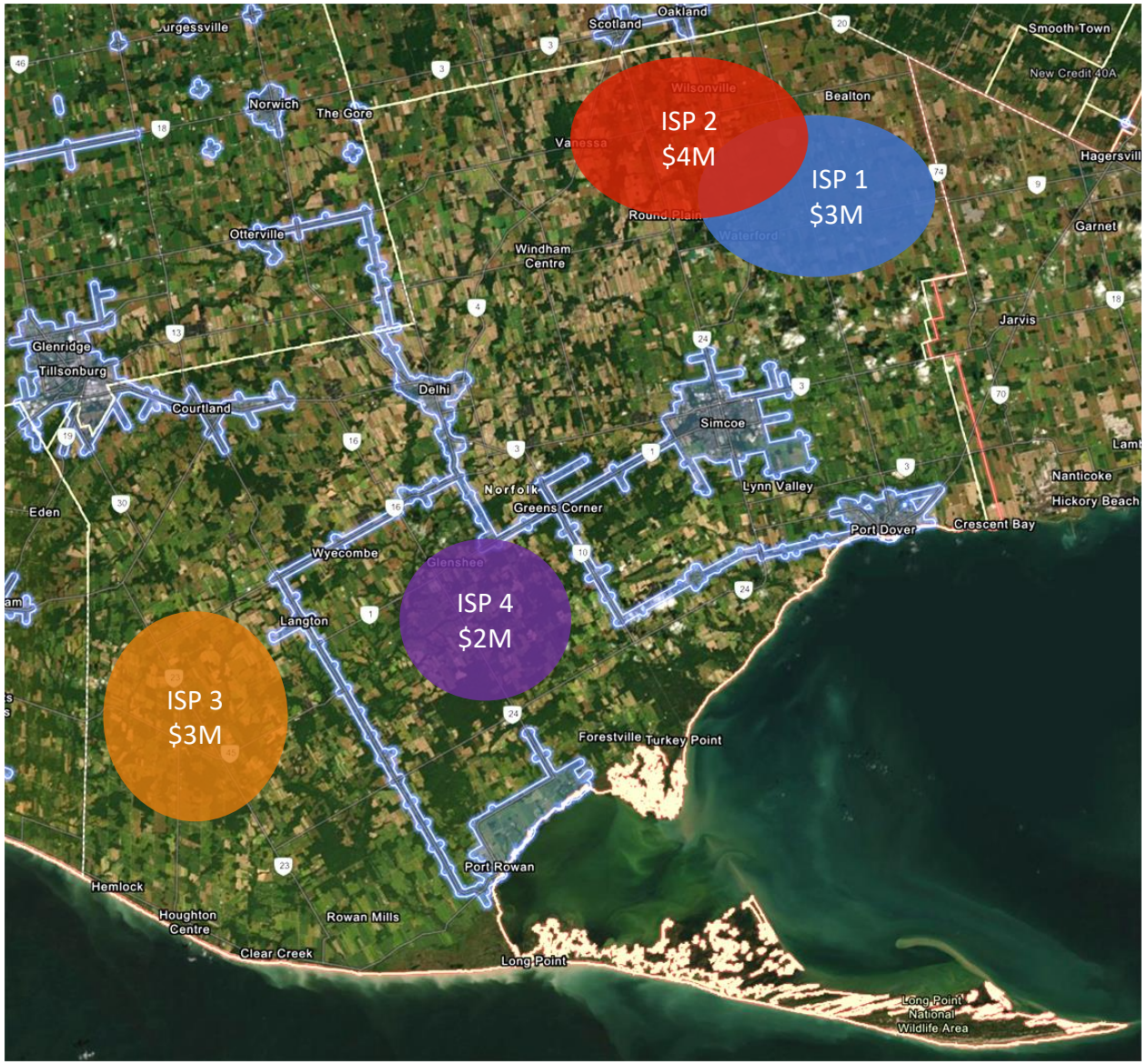
- Total funding budget determined per region
- Anonymized 50/10 service coverage provided by SWIFT
- Areas with current 50/10 service are ineligible for funding
- ISPs will decide which areas and technologies to propose
- SWIFT Evaluation Committee will evaluate proposals focussing on outcomes
- Board Procurement Advisory Committee validates / approves

Staff Evaluation Team

- Evaluation based on pre-determined criteria
- Team Members (equal weight)
  - SWIFT ED
  - SWIFT Technical Manager
  - SWIFT Operations Manager
  - SWIFT Finance
  - Municipality Member (TBD)

Proposal evaluation and contract awards to be approved by SWIFT board of directors Procurement Approval Committee

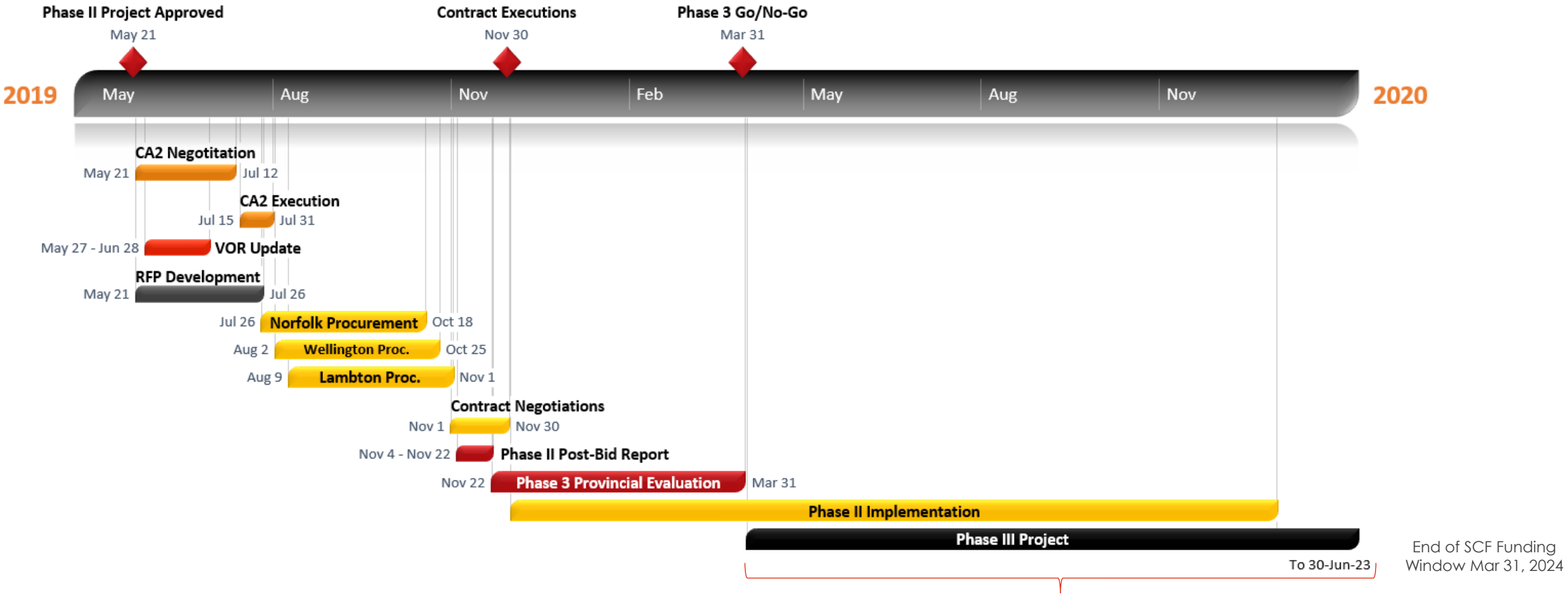
Procurement Example



- $8M Project Budget ($4M max bid)
- Round 1 Results
  - #1 – ISP 2 ✓
  - #2 – ISP 1 ✗ (overlap with ISP 2)
  - #3 – ISP 3 ✓
  - #4 – ISP 4 ✗ (no funding left)
- $6M spent
- $2M remains
- 2nd Round of procurement would address remaining budget
- Round 1 projects would be considered exclusion zones

Project Schedule

PHASE II SCHEDULE



- Actual construction dates will be provided by ISPs in their proposals

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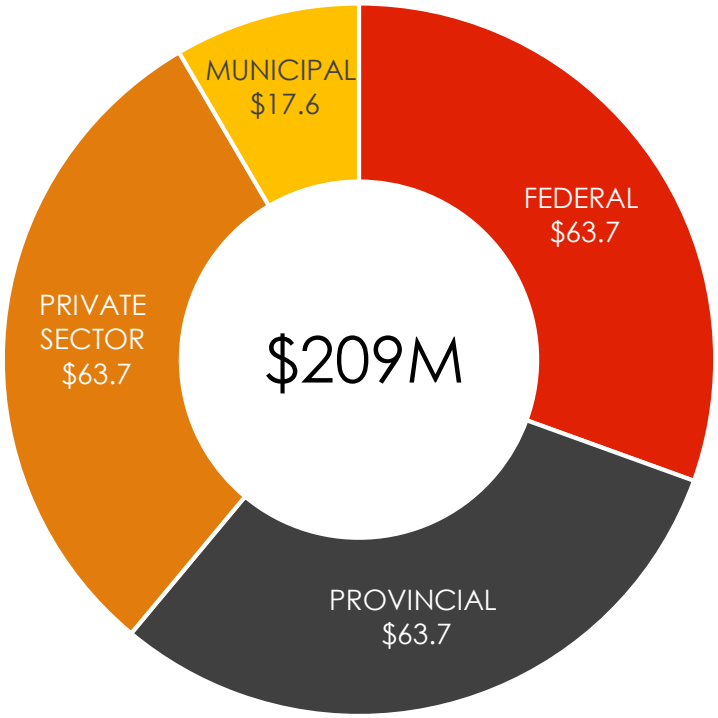
BY THE NUMBERS

All figures based on the SWIFT SCF project and with the Province of Ontario

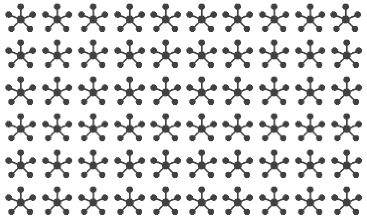
SOURCES OF FUNDING



TARGETED OUTCOMES

3,095,000
FIBRE
METRES

600 POPs/POIs



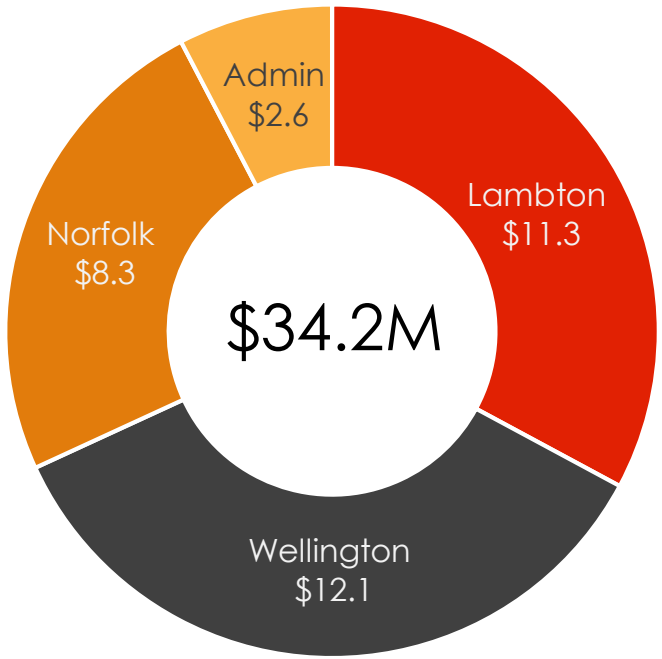
125,000 Residents Impacted

50,000
Premises
Passed

KEY DATES

Phase 2 Approval	21-May-19 ✓
VOR List Updated	28-Jun-19 ✓
RFP Developed	12-Jul-19 ✓
Norfolk RFP Issued	26-Jul-19 ✓
Wellington RFP Issued	02-Aug-19 ✓
Lambton RFP Issued	09-Aug-19 ✓
CA2 Execution	31-Aug-19 ✓
Phase 3 Go/No-Go Decision	31-Mar-20
SCF Funding Window Closes	31-Mar-24

PILOT PROJECTS



THE SWIFT REGION

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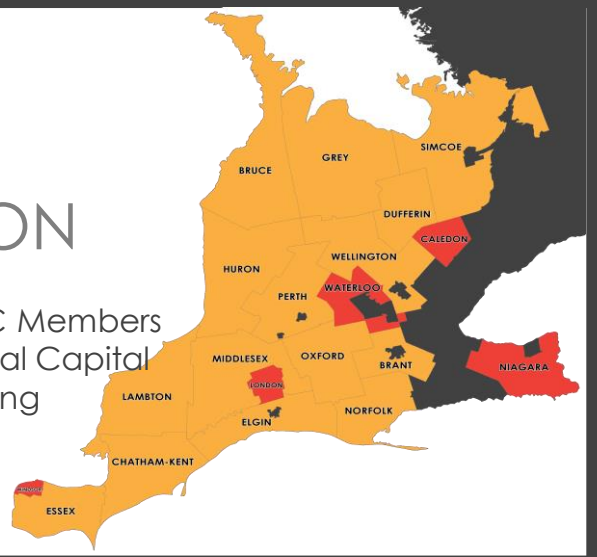

QUESTIONS?

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GOODYEAR