

Eastern Ontario Regional Network



Brandon University Rural Broadband Webinar

What is EORN?



EORN
EASTERN ONTARIO
REGIONAL NETWORK

A Network Superhighway built to grow with bandwidth demands

1. Access: 95% of the households & businesses
2. Higher Speeds: Up to 10 Mbps for 85% of households/businesses
3. Affordable rates: Affordable Pricing



Where Is It?



EORN
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REGIONAL NETWORK



What is EORN?



- It's a new super highway to the Internet for the 50,000 sq kms of Eastern Ontario
- It's the entry point to the world of high speed, internet based services for 1.1 million people
- It's a network to enable economic development activities, improve health care delivery, bring educational opportunities to all ages and allow governments to innovate.

What is EORN?



- It's a model of public-private collaboration and joint investment;
- It's multi-government endeavour working towards a shared goal;
- It's the vision of the Eastern Ontario Wardens' Caucus
- It's a game changer;

Who Is The EOWC?



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- The EOWC is comprised of Wardens/Mayors from the 11 Upper Tier and 2 Single Tier Municipalities in Eastern Ontario
- An advocacy group committed to ensuring the regional needs of Eastern Ontario are heard, understood and fulfilled by the provincial and federal governments
- Became an active group in 2002
- Highly respected by the provincial and federal government



EORN Funding Formula



Canada



\$55 m

Ontario



\$55 m



Private Sector



\$50 m



EOWC Inc.



\$10 m



EORN Investment Leveraging



What Does This Mean For
Eastern Ontario?

Provincial 3 to 1

Federal 3 to 1

Private 3 to 1

Municipal 20 to 1



EORN Governance



- EOWC established EORN Inc – Non-Share Non Capital
- Oversight & contract management by EORN Board
- Board has 9 members from public, EOWC Inc., First Nations and Eastern Mayors group
- Board in place until 2024



EORN Operation



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- Network will be operated by private sector partners
- EOWC contractually bound to both the private sector partners and the upper levels of government until 2024
- EOWC/EORN owns 51% of the network for first 7 years
- EOWC will never operate the network



Three Phases of Construction



1. Gigabit Ethernet Backhaul Network
2. Last Mile/Access
3. Satellite Services



Construction Status



Backhaul: Bell Aliant/Bell
August 31, 2010

Satellite: Xplornet Communications
Inc
January 25, 2011

Access: 7 Access RFP Zones – with
15 separate RFPS.

All contracts have been
executed.

22 Contracts in Total.



Construction Phases



Two Major Phases (Concurrently)

A) Ethernet Backbone Transport
\$73million



B) Access to Residents and Businesses
\$97 million



Equipment



Backhaul

- Alcatel/Lucent 7750 - 160
- Ciena WDM - 100
- Corning Fibre

Access

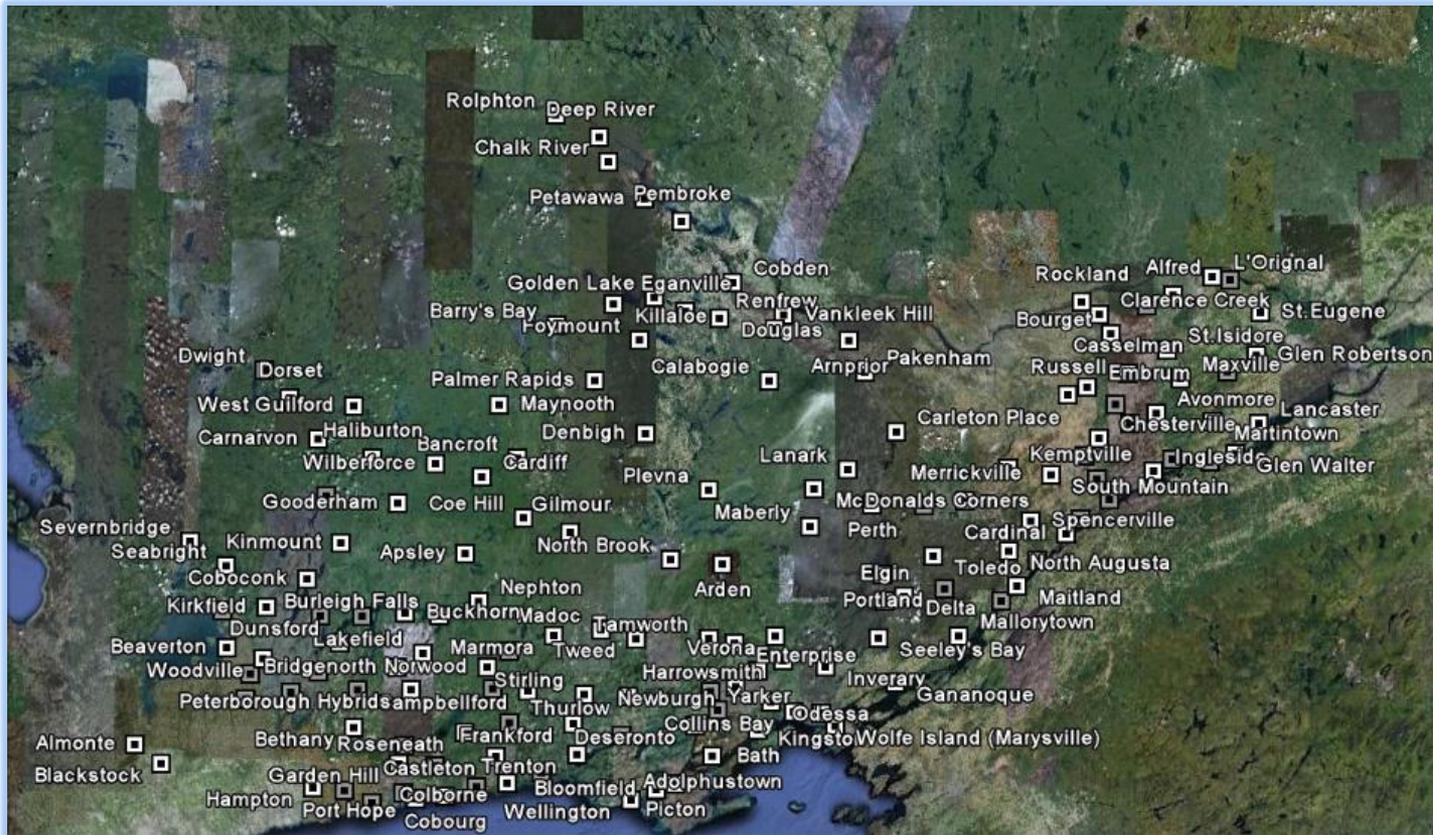
- Alvarion 4G - 4 Motion and Breeze Max
- Alcatel/Lucent 7330
- Motorola CaP 36320



Backhaul PoP Construction



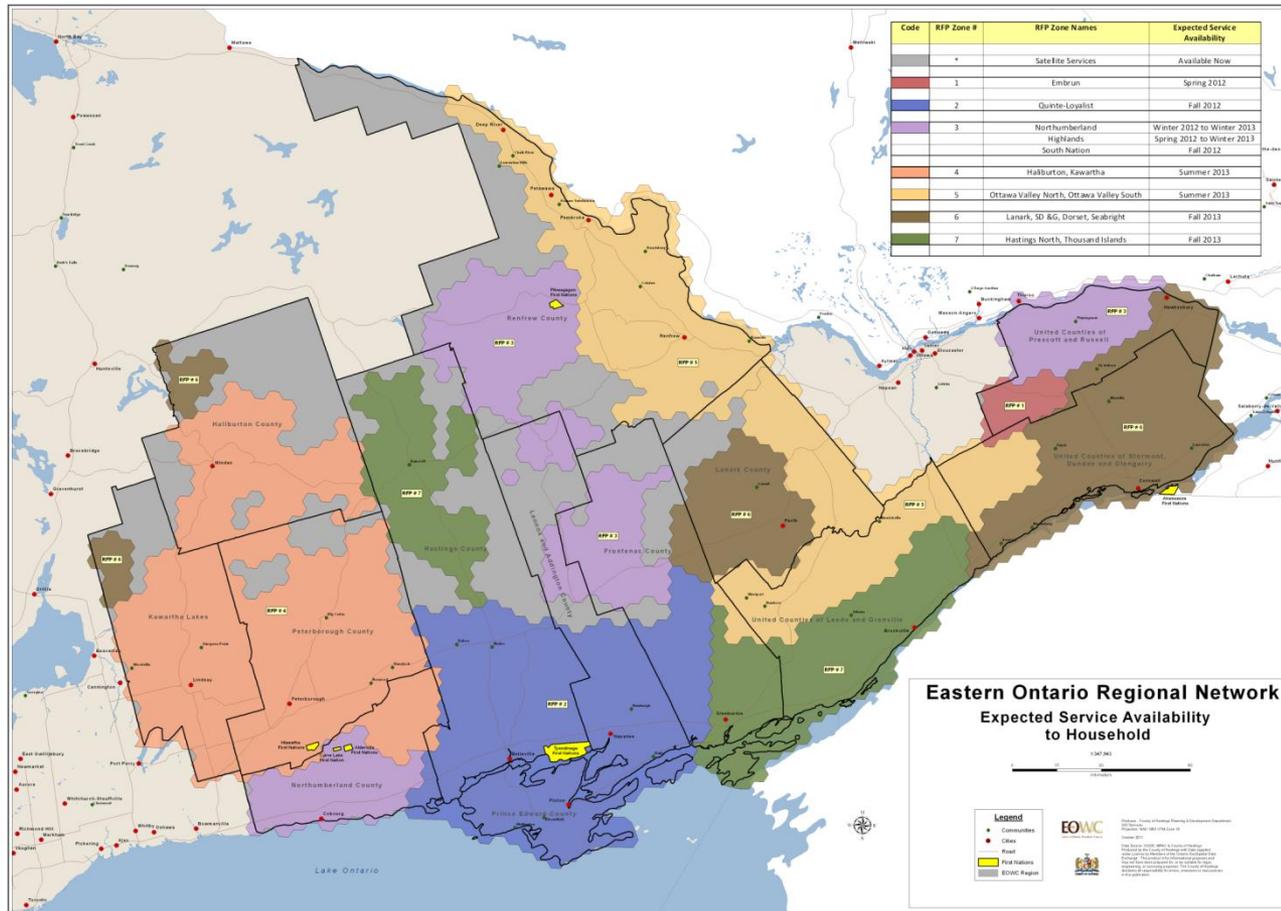
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Access/Last Mile Zones



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Satellite Service Highlights



- New satellites mean higher speeds and capacities for users
- Special opt out provision where terrestrial solutions become available to satellite customers
- “Best in price” discount for any EOWC customer on any new pricing offered anywhere in Canada
- Significant savings to customers



How Are We Doing?



On time and on budget!*

Backhaul network is 100% complete

All Last Mile Contracts Awarded

Four of Six First Nations participating

\$58,000,000 in Private Sector Cash Contributions to date

\$93,000,000 in Private Sector "in-kind" Contributions

***All work must be done by March 31, 2014**

How Did We Do It?



Chemistry

Credibility

Champions

Commitment

Determination

Dedication

Demand

Fear

How Did We Do It?



Chemistry:

- EOWC – politicians & staff
- Provincial and Federal – politicians & staff
- EORN Team

How Did We Do It?



Credibility:

- EOWC as a coordinated advocacy group
- EOWC does its homework
- EOWC could deliver

How Did We Do It?



Champions:

- Politically
- Administratively
- Public

Commitment:

- Politically
- Administratively
- Public

How Did We Do It?



Determination

- Politically
- Administratively

Dedication

- Politically
- Administratively

Fear

- Of failure!

Best Practices?



1. Clarity of Purpose:

- Set a clear, understandable and reasonable vision that can be sustained;
- Building political and administrative commitment to support the vision needs constant attention;

Best Practices?



2. Building the Team:

Finding the right political and administrative champions is key

A strategic decision not to out-source project management was made early on

Know the mix of skills needed:

- communications
- technical knowledge/experience
- project management
- legal
- financial

Best Practices?



3. Negotiation the best deals:

- Be prepared to pay for expertise
- Be focused on the customer
- Understand the commercial needs of private sector partners
- Use the skills of the team:
 - communications
 - technical knowledge/experience
 - project management
 - legal
 - financial

Best practices?



4. Communicate, ommunicate:
 - Never stop talking and meeting with the public, politicians, stakeholders

What's Next



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- RFP issued for fibre builds to business parks.
- Development of 10 a year “Next Steps Strategy” which will focus on economic development and broader public utilization of the network (i.e. training, application development etc.)
- Development of conference to showcase the EORN project and other projects globally.
- Present at international conferences and nominate EORN for awards of recognition where applicable.
- Partnering with education and health sectors



Inquiries



Contact Information

Communications Department

info@eorn.ca

613.925.7010

