

**From:** [Serge Cormier](#)  
**To:** [Executive Committee](#)  
**Cc:** [Alice Xu](#)  
**Subject:** Comments for the March 30 Executive Committee meeting, item 2022.EX31.8  
**Date:** March 30, 2022 6:47:18 AM  
**Importance:** High

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Dear City Clerk,

We wish to submit the following comments for the March 30th 2022 Executive Committee meeting in regards to item 2022.EX31.8. ConnectTO Program Update. I understand that my comments and the personal information in this email will form part of the public record and that my name will be listed as a correspondent on agendas and minutes of City Council or its committees. Also, I understand that agendas and minutes are posted online and my name may be indexed by search engines like Google.

On behalf of SkyChoice Communications, I wish to make the following comments in regards to the City of Toronto's ConnectTO initiative.

I am the CEO of SkyChoice Communications, an independent Canadian telecom provider based out of Oakville, ON providing services across Canada and a proud member of several industry organizations such as CanWISP and CNOC.

We have over 10 years experience offering high quality and low cost Internet connectivity to underserved areas. Our WiFibe wireless fiber Internet service provides fast and reliable broadband with speeds of up to 55 Mbps to many rural communities across southern Ontario, many who had very limited affordable Internet access options before we began offering service in their community.

By leveraging our vast experience in deploying a rural wireless fiber tower backbone for our WiFibe network, we are certain that a network capable of providing affordable and low cost Internet services in underserved urban areas could be rapidly deployed. We at SkyChoice could fully deploy such a network in less than 2 years time and either meet or exceed the objectives set forth by the ConnectTO initiative. However like all other interested parties, we did not submit a response to the ConnectTO RFP as a few critical key changes need to be made in order for this initiative to be viable.

The current proposal calls for the deployment of a physical fiber optic network to create new municipal broadband network by leveraging on its existing fibre optic facilities, use existing building assets and involve the private sector in order to provide affordable broadband in underserved areas of the city.

Although physical fiber is relatively easy to deploy in newer buildings built since the early 2000's as they were designed with riser conduits to every single unit, older buildings don't have this luxury so substantial effort, time and costs are involved when retrofitting older buildings. Because of this, it is a reasonable assumption that any company making these efforts will want to benefit from their

investment by maximizing their profits which is why companies deploying physical fiber in these older buildings will rarely allow competitive access to these new facilities.

However, recent advancements in wireless technology such as 5G and mmWave now allow for up to Gigabit speeds and the same level of reliability to be delivered wirelessly instead of having to deploy physical fiber optic cabling with a lot less time and cost.

In order for us at SkyChoice to be able to submit a response to this wonderful initiative, we suggest that a revised RFP be issued with the following modifications:

- Allow for a mix of either wired or wireless fiber connectivity to be used instead of only wired.
- Mandate rooftop access on buildings to allow for cost effective deployment of wireless fiber equipment and especially for all buildings built before the year 2000.
- Mandate open competitive access at an affordable fixed rate for all existing fiber optic facilities providing service to participating buildings in this project, including both city and privately owned.

Should you have any questions or require more information, please don't hesitate to reach out and connect.

Best regards,

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