



ConnectTO – Getting Toronto connected
The future can't wait

Item EX32.1 – May 4th, 2022
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Introduction

- SkyChoice is an independent Canadian telecom provider based out of Oakville providing services across Canada.
- We are an active member of several independent telecom provider industry organizations such as:
 - Canadian Association of Wireless Internet Service Providers (CanWISP)
 - Competitive Network Operators of Canada (CNOOC).
- We have over 10 years experience offering high quality and low cost Internet connectivity to underserved areas with our WIFIBE wireless fiber Internet service.

ConnectTO – Main key phases

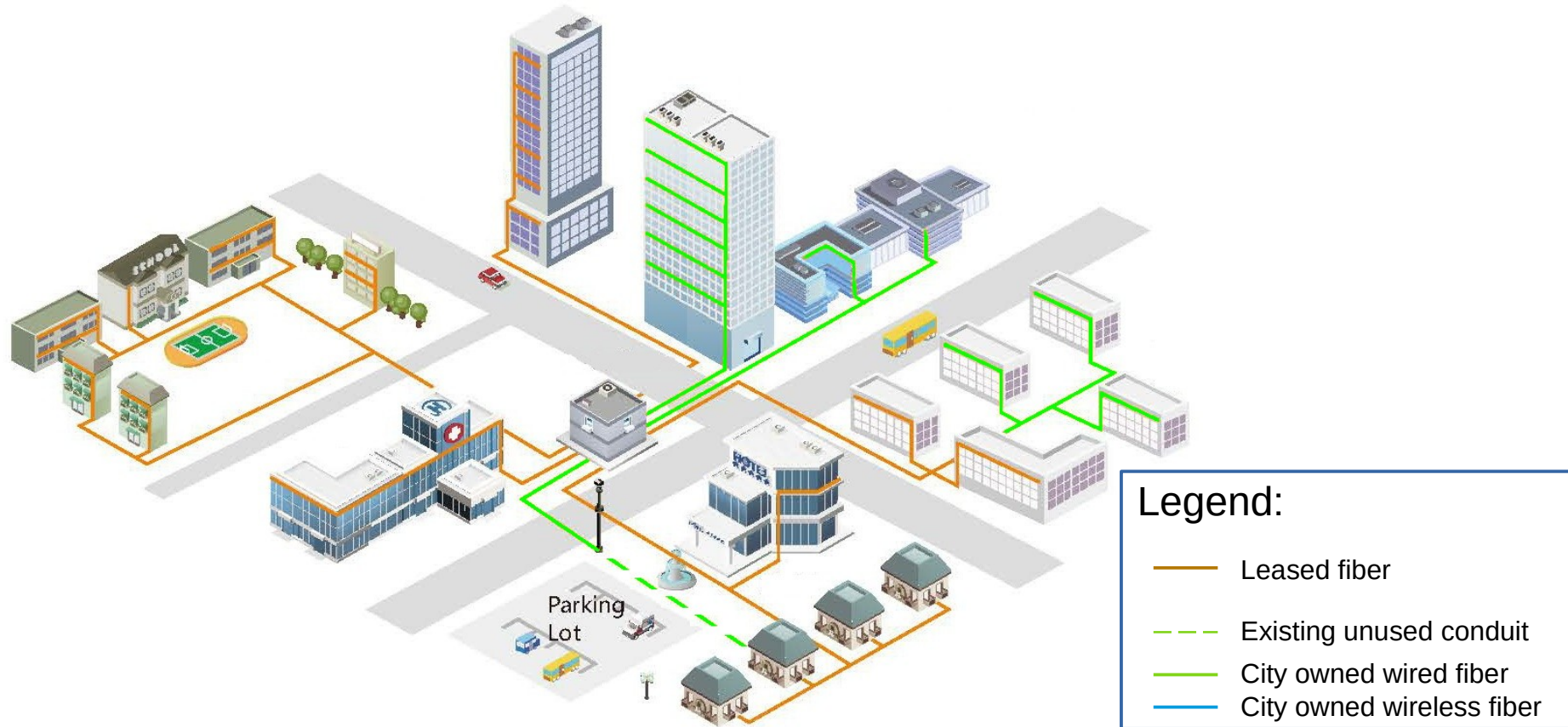
While ConnectTO will bring many benefits in connecting all Torontonians, there are 2 main key phases for this initiative:

- 1) Decrease the city's reliance on external leased fiber from the private sector in order to interconnect its owned fiber assets by:
 - Leveraging existing municipal works and right of ways in order to deploy physical fiber where it makes economic sense.
 - Deploying AirFiber wireless fiber connections between city owned buildings where physical fiber would be difficult or cost prohibitive. Also deploy to add network resiliency or for additional capacity if needed.
- 2) Prepare the city's fiber assets with a long term goal to eventually allow private independent ISP's the ability to lease middle mile and possibly last mile capacity in order to increase available connectivity options for Torontonians.

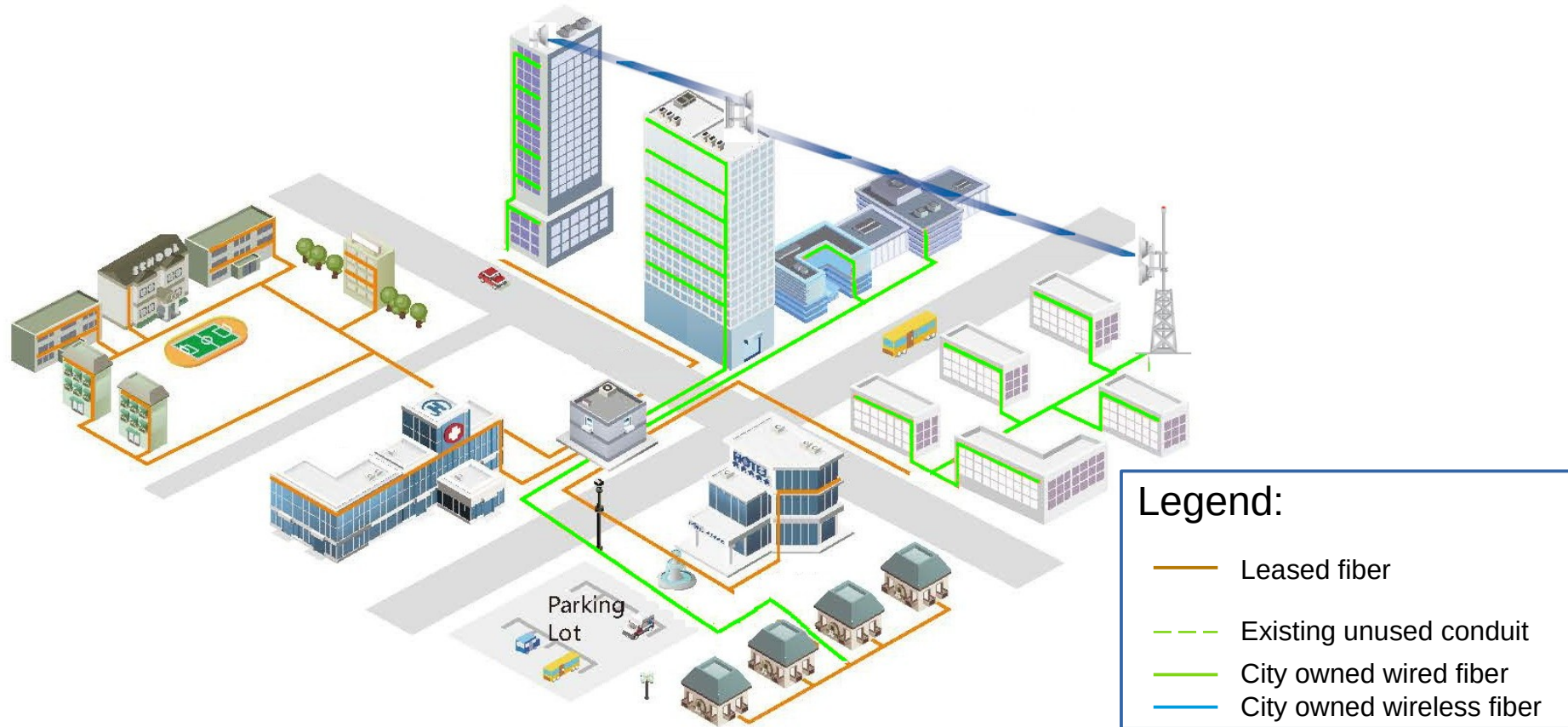
ConnectTO – Decrease reliance on leased fiber

- A key objective for ConnectTO is to decrease the city's reliance on leased fiber currently used to interconnect owned fiber assets.
- Having a complete one piece connected network would increase value of the city's fiber assets while decreasing operating costs.
- A fully owned network would also open future possibilities for a more efficient city such as smart water meters and connected traffic lights which can be centrally managed based on traffic.
- Finally, reducing leased fiber would increase security, reliability and availability of City services and help bridge the digital divide.

ConnectTO – Current strategy diagram



ConnectTO – Proposed strategy diagram



Current Internet affordability challenges

- With the recent 2021 reversal of the 2019 CRTC decision on lowering access rates, Canada's Internet costs remain high.
- Did you know that the current *wholesale* cost for independent providers such as ourselves for leasing a Fiber To The Home line FTTH from Bell to provide residential Internet service is **\$121.69 ?**
 - Above cost does not include data transit fees ranging from \$10-\$40/mo
 - One time installation cost: **\$247.90**
 - With FTTH access costs **375%** higher (**\$25.62**) than FTTN, independent providers can't profitably offer service at all newer FTTH only homes.
- Implementing ConnectTO would facilitate competition via additional access options from independent ISP's and reduce Internet costs.

ConnectTO – Quick recap

- We urge that city council provide full support for this important initiative.
- In the short term, ConnectTO will bolster city fiber's asset value while reducing monthly operating costs.
- In the long term, ConnectTO will increase affordable Internet access options.
- We fully support discontinuing the Prudent Avoidance Policy for Siting Telecommunication Towers and Antennas as per recommendation 8 as it directly impedes us from deploying urban coverage.
- ConnectTO is a vital component to ensure that all Torontonians are able to equally participate in the digital economy and bridge the digital divide.
- Nobody should have to apply for a special program to get low cost Internet!
- The future can't wait and by implementing ConnectTO, Toronto won't have to!

Let's work together and get Toronto connected!

