



Internet for Nova Scotia Initiative

Eastern Shore Presentation



November 17, 2020

High-Speed Internet – Our Approach

95%

Reach at least 95% NS homes and businesses



Focus on outcomes, not technology






Deliver minimum speeds (50Mbps/10Mbps wired/ 25Mbps/5Mbps wireless)



Hold ISPs accountable to deliver reliable service over time

15 Pre-Qualified Providers

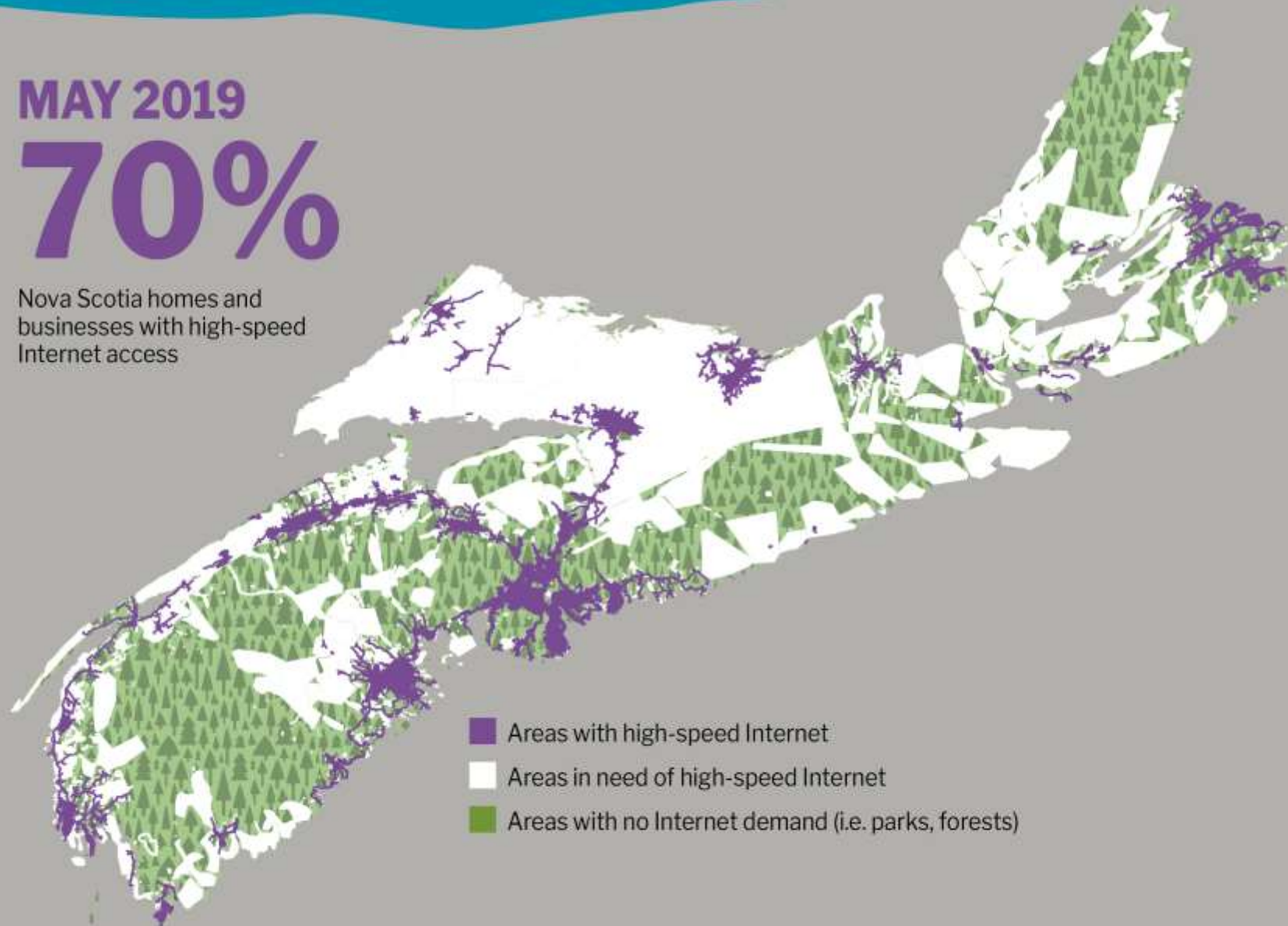


		 homes / businesses
Feb 17, 2020	Round #1 Projects	42,000
Feb 21, 2020	RFP #2 Launched	all areas without projects
June 5, 2020	RFP #2 Closed	
Jun-Jul 2020	Bid Scoring / Negotiations	
Aug 2020	Began work to reach remaining	~15,000
Aug 30, 2020	Network install complete (*acceleration Rnd #1)	18,000*
Sept 1, 2020	Round #2 Projects	32,000
Sept-Nov 2020	Extend existing projects (announcement coming soon!)	~15,000
	Total addressed by projects underway	74,000

MAY 2019

70%

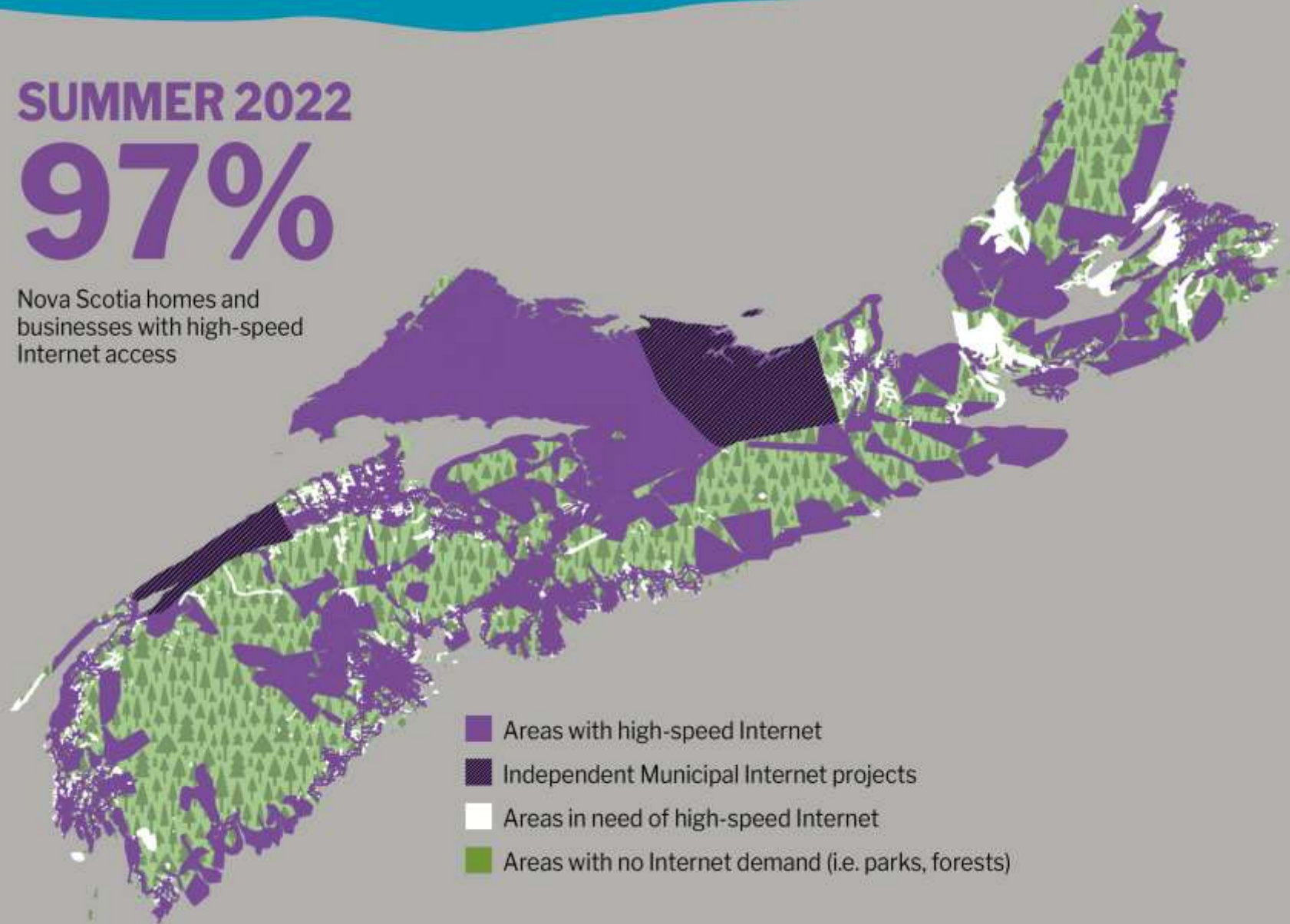
Nova Scotia homes and
businesses with high-speed
Internet access



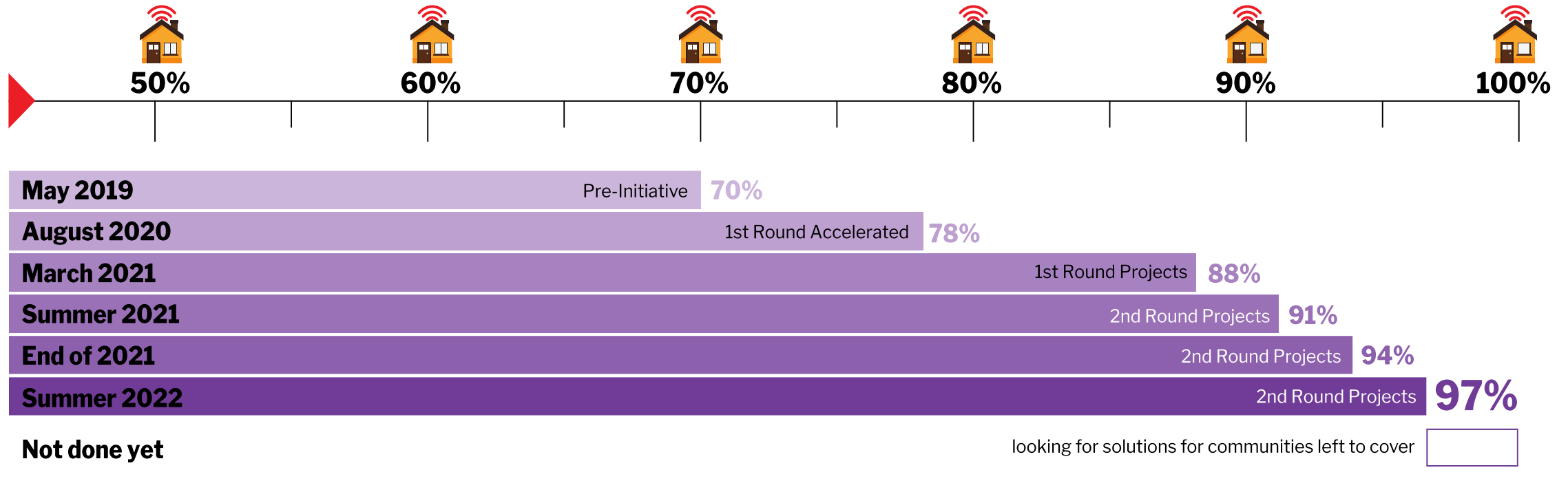
SUMMER 2022

97%

Nova Scotia homes and
businesses with high-speed
Internet access



Internet for Nova Scotia Timeline (August 2020)



Investment Summary



- **NS Internet Funding Trust Contribution**
 - Connect to Innovate (Fed) - \$500k from Trust
 - Phase 1 -\$51M from Trust (inclusive of acceleration funds)
 - Phase 2 -\$60M from Trust
 - Remaining -\$82M in Trust
- **Leveraged funding:**
 - \$102M private sector investment
 - \$18M other public investment

Nova Scotia Project Comparisons

- Nova Scotia ranks 4th in Canada for access to coverage at 50Mbps/10Mbps by population in rural communities (CRTC Communications Report)
- At completion of build, it is anticipated Nova Scotia will lead the country
- Nova Scotia is moving 50% faster on most steps of project implementation (compared to industry norms)

Where We are on the Eastern Shore

After Round 2

- Melrose | Sherbrooke | Goshen | Ecum Secum | Liscombe | Port Bickerton | Country Harbour | Goldboro | Heatherton | Monastery | Guysborough County | Middle Musquodoboit | Upper Musquodoboit | Sheet Harbour | Tangier | Port Dufferin
- Approximately 9400 homes and businesses; substantially complete June 30, 2022
- Bell Canada Project - Wired to home/business (Fibre)
- Investment: NS Trust \$21M; Bell Canada \$17M
- Acceleration efforts in place to complete ahead of schedule

Now What?

Finish the job. We are not done.

~ 13,000 remaining homes & businesses across NS ~ 2,000 in Eastern Shore Area

The following efforts are already underway:

1. Expand coverage of current approved projects
2. Negotiate directly with Internet Service Providers
3. Invite proposals to cover unserved areas

Common Public Questions

- **New projects – is my home / business included?**
 - Street/address level info not available yet
 - More engineering & design needed by ISP
 - Coverage maps & est. completion dates to be posted on site
- **No project for my area – what now?**
 - We're not done
 - Work underway to find solutions – confident we will for most
 - We know where remaining pockets are

Common Public Questions

- **Price / Service Cost Affordability?**
 - Manage cost competitiveness thru Service Level Agreements
 - Comparable service must be comparable prices, no matter the location
- **Will we receive inferior service in rural areas?**
 - All projects approved must meet or exceed minimum standards
 - Majority of projects approved deliver much higher speeds
 - Not technology-focused, priority on outcome – high-quality, reliable Internet for Nova Scotia

Low Income Affordability

- Our work to increase access to reliable internet is one part
- Province is actively working on ways to bridge the “digital divide”
 - programming to increase access and digital skills:
 - Communities, Culture & Heritage
 - Education & Early Childhood Development
 - Labour & Advanced Education
- Affordability is an important part of a bigger digital initiative
 - but beyond scope of this project

internet.developns.ca

Enter Your
Community
Name Here



The screenshot shows the website interface for the Shelburne / Barrington project. At the top left is the 'develop NOVA SCOTIA' logo. To the right is a search bar with the text 'Search...' and a magnifying glass icon. Below the logo and search bar is a navigation menu with the following items: 'PROJECT BACKGROUND', 'WHERE WE ARE', 'ZONE MAP', 'NEWS & EVENTS' (with a dropdown arrow), and 'FAQS'. The main heading is 'Shelburne / Barrington'. Below the heading is a breadcrumb trail: 'Home > Shelburne / Barrington'. To the right of the heading is a map of Nova Scotia with a small orange area in the southwest corner. Below the breadcrumb trail is a table with the following information:

Shelburne	Technology:	Status:	Anticipated Completion:
Provider: Bell Canada	Fibre to home/business	Underway	December 2020

Below the table are four buttons, each with a location name and a 'View Map' link with a downward arrow icon:

- Gunning Cove
↓ View Map
- Lower Sandy Point - Jordan Bay
↓ View Map
- Upper Clyde River
↓ View Map
- Upper Ohio
↓ View Map



internet.developns.ca

info@developns.ca

1-833-422-6591