



## **Internet for Nova Scotia Update December, 2019**

### **Progress Toward Internet Connections**

As we move into the holiday season, we wanted to provide an update on where we are in our progress. We know people are anxiously awaiting substantive information and we will soon be able to share project announcements.

We now have negotiated agreements with two Internet Service Providers covering projects in a number of rural communities, which are in process of being signed. We expect to have two more negotiated agreements signed early in the New Year. We also continue negotiating with additional parties as part of our first Internet for Nova Scotia Initiative Request for Proposals.

We plan to make announcements in January 2020 that will provide detail with regard to which communities, how many potential connections, which providers, types of technology and funds invested from the Nova Scotia Internet Funding Trust, as well as additional funding leveraged from industry and other partners.

We understand the urgency felt by so many across Nova Scotia. We are committed to reaching more than 95% of homes and businesses with reliable, high-speed Internet, and we will continue to work to get as close to 100% as possible. We understand it can't come soon enough.

We will initiate our second Request for Proposals for high-speed Internet service in January – looking to try to cover those homes and businesses not included in our

first round of announced projects.

We appreciate Nova Scotia's patience to ensure we get this right, responsibly and with accountability.

At this time we can't share more details until we have our agreements signed – but we are so very close. We can't wait to share more news early in the new year.



While our operational team has been busy working with leading proponents to clarify components of the proposals and negotiate funding and service level agreements, communications staff have been continuing to communicate with key stakeholders such as the recent Nova Scotia Association of Realtors Annual Conference, Nov. 6, 2019 (above) & the Nova Scotia Federation of Municipalities Annual Conference, Nov. 6, 2019 (below).



## Additional Pre-Qualified Internet Service Providers Approved

We have also approved a second round of Internet Service Providers, adding five more pre-qualified ISPs to the list of 10 that were pre-qualified last year. Now 15 organizations will be invited to bid on all subsequent Requests for Proposals for the Internet for Nova Scotia Initiative. The additional five include:

1. Acadian Communications Ltd.
2. NCS Network Consulting
3. North Nova Cable Limited
4. Rogers Communications
5. Space Exploration Technologies Corp. (SpaceX)

These providers now join the 10 organizations that were previously qualified and will be eligible to respond to all future RFP's. The list includes a mix of small and large companies, as well as municipalities, and includes a mix of technologies. These are:

1. Bell Canada
2. Cross Country TV Limited

3. Eastlink
4. ISM Canada (IBM Canada)
5. Mainland Telecom
6. Municipality of Kings
7. Municipality of Pictou County (with Nova Communications)
8. Seaside Communications
9. TNC Wireless Ltd.
10. Xplornet

## Questions and Answers

### **Q. Which providers/companies do you have agreements with?**

At this time, we aren't in a position to provide those details, not until our agreements are signed – however we are very close. We plan to make announcements in January 2020 that will provide detail with regard to which communities, how many potential connections, which providers, types of technology and funds invested from the Nova Scotia Internet Funding Trust, as well as additional funding leveraged from industry and other partners.

### **Q. How do I know my house won't be left behind?**

We have thorough research on where the unserved and under-served areas are in the province. While we know it is not feasible to reach 100% of homes and businesses in Nova Scotia, we are confident that we'll reach 95% or more and will work hard to get as close to 100% as possible. We know it won't be easy or fast.

If your specific area is not included in the first round of projects, know that we are issuing another RFP once the first round of contracts are signed and will continue to issue RFP's until we reach as close to 100% of Nova Scotia homes and businesses as possible.

### **Q. What's the overall timeline for Nova Scotia?**

Connecting 95% of Nova Scotians is a big project and these projects can typically take 2–5 years. The timing of your access depends on what already exists in your community and how quickly providers can upgrade existing technology or install new technology. Develop Nova Scotia is working to make sure this happens as quickly as possible. We plan to announce new projects in January 2020 and will initiate a second Request for Proposals in January to try to cover those homes and businesses not included in our first round of announced projects.

To view poster boards we typically use at public/community events, [visit our website and view the gallery](#) near the bottom.

You can also reference our [online Internet Dashboard](#) to see the progress we've made. This will be updated regularly as we progress toward access to high-speed Internet for more than 95% of Nova Scotia.