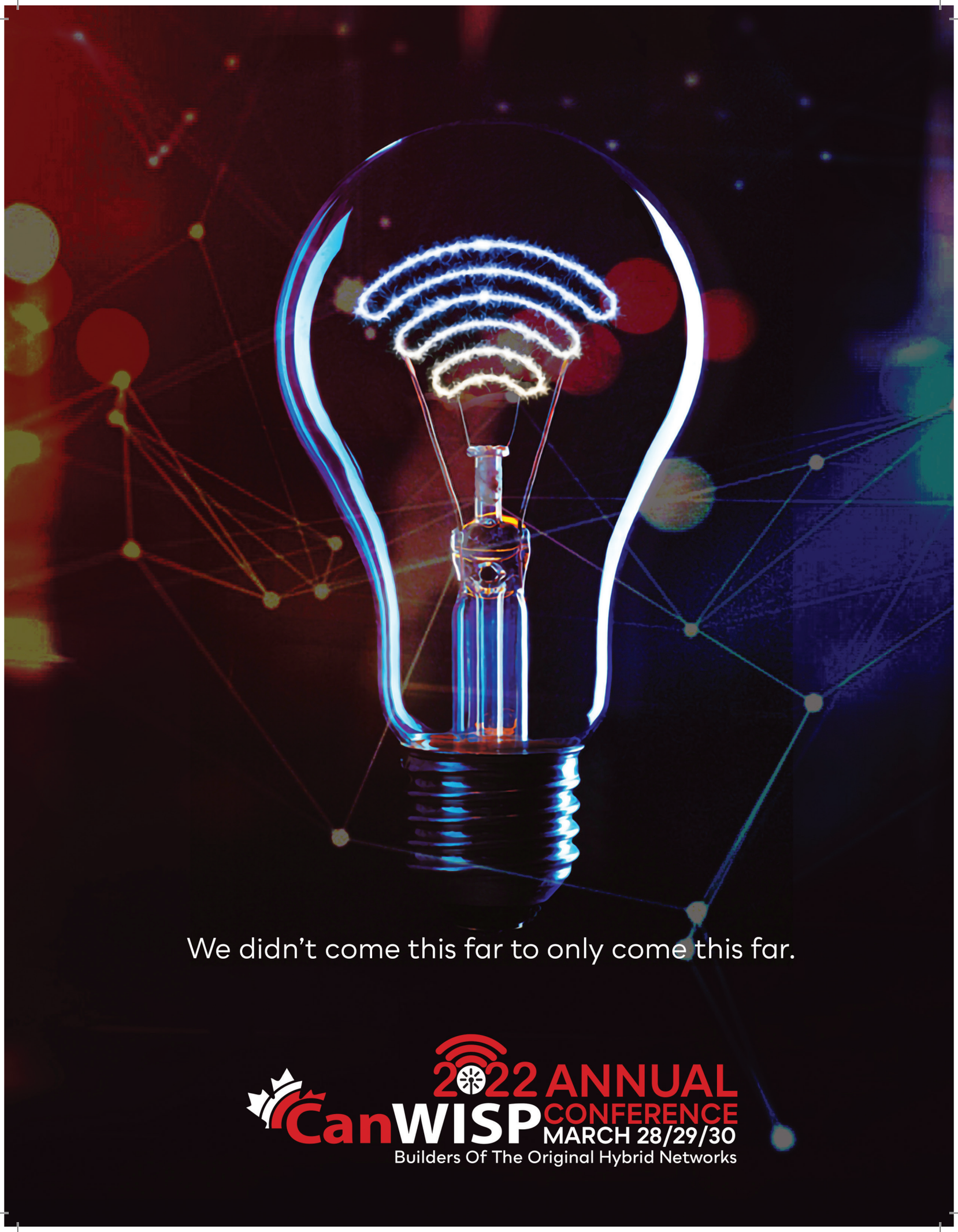

We didn't come this far to only come this far.
2022 ANNUAL
CanWISP CONFERENCE
MARCH 28/29/30
Builders Of The Original Hybrid Networks

EXECUTIVE DIRECTOR'S MESSAGE

Hello Canadian WISPs

This is our 10th Annual Conference. It doesn't feel that long ago that we had our first meeting here at the Hilton Lac-Leamy – 7 years ago in the Casino-side with 75 attendees.

As we looked for a theme this for this year's conference we were also hearing about this 'new' thing called Hybrid Networks. The light bulb came on and we realized that WISPs are the original builders of Wireless / Fibre hybrid networks. Wireless powered by Light. For years we've been providing last-mile wireless services either alongside, or powered-by, fibre service.

The last few years have been an incredible validation of the importance of rural internet and WISPs have been the ones carrying the load, installing new customers, adding services and service levels. We didn't come this far to only come this far. It's a cliché for sure, but it applies to our situation.

Thank you to the Board of Directors for their service to the organization and industry. Thanks also to Storm Internet for providing CanWISP with office internet and to Lakeland Networks for allowing Jen French to provide assistance to the organization.

Have a good look around the conference. There's new and updated technology, new vendors and the industry stalwarts that you've worked with for years.

If you have any questions about CanWISP or our work, don't hesitate to contact me.

Jonathan Black
Executive Director
CanWISP
jblack@canwisp.ca

PRESIDENT'S MESSAGE

Welcome to the 10th Annual CanWISP Conference. We are excited to see everyone in person again!

Welcome to the 10th Annual CanWISP Conference. We are excited to see everyone in person again!

Each year at the AGM I personally feel re-energized through the conversations with other members, industry partners, vendors and other attendees through the sharing of stories and knowledge.

CanWISP has been very busy over the past year in several consultations with ISED to ensure our members voices are heard. Some of this work included consultations on 3800MHz Auction, 6GHz, the database for 6GHz and calling out some of the challenges of auctions. We are seeing an increasingly competitive market and its even more important that we communicate on every consultation possible.

We are seeing the fruits of earlier consultations in the newly adopted microwave licensing models. Costs have been reduced dramatically to microwave backhaul and we finally have an affordable path to 10Gbps wireless connectivity.

While there is still much work to do, the future of wireless is incredibly promising and we look forward to accessing new spectrum in 6Ghz and 3900mhz to further complement our existing access and conquer the digital divide in Rural Canada.

Now, please enjoy the show, and thank you all for being a part of this event.
Regards

Scott Holmes

Scott Holmes
President
CanWISP

BOARD & EXECUTIVE DIRECTOR

Scott Holmes
PRESIDENT

Board Member since 2018

Scott is an entrepreneur who is the founder of Extreme Technology Corporation, a parent organization that has subsidiary companies in software and telecommunications. Scott is the CEO of Niagara Wireless Internet Company (NWIC Inc), a WISP in Niagara which has 27 fiber backhauled POPS to deliver high capacity connectivity to over 2,000 customers in the region. Scott's passion for telecommunications started at the age of 18 when he required higher capacity in rural Niagara to start his business. When Scott is not working he spends time with family and volunteers in his church and the community.

Jonathan Black
EXECUTIVE DIRECTOR

Jonathan was one of the founding members of CanWISP in 2013 during his time at Storm Internet. He has served the organization in various roles: Board Member, Treasurer, Chair, Conference Organizer and most recently as Executive Director. When he is not working on CanWISP he provides consulting services to WISP's and any other group trying to bring internet to underserved Canadians.

Neil Smellie
TREASURER

Board Member since 2017
Treasurer 2017-2018

Neil Smellie began in the ISP industry in 1995 and is currently President of Core Broadband.

Andre Cleroux
CHAIRMAN

Board Member since 2020

Andre is the Vice President of Customer Relations & Wireless Networks of TekSavvy Solutions Inc. With 14 years in the telecom industry, he has been instrumental in several initiatives from the development of fibre and wireless networks to overall customer service operations within the contact centre.

Danny Frangione
BOARD MEMBER

Danny Frangione is the CFO of Storm Internet and is responsible for all corporate financial matters, treasury and risk management. Prior to serving as CFO, he held the roles of controller and accounting manager.

Mr. Frangione has spent 11 years in the telecom industry. Prior to Storm Internet, he was the senior tax accountant at Telesat Canada working specifically on all US and International tax compliance as well as the annual SRED claim. Prior to Telesat, he spent 6 years working in public accounting.

Mr. Frangione is currently a member of the board of CanWISP and serves as Treasurer of the Ottawa Gatineau Internet Exchange (OGIX) . He is a certified public accountant and holds a Bachelor's degree from Carleton University in Ottawa.

Jeff Pastuck
SECRETARY

Board Member since 2015

Jeff Pastuck is the Wireless Network Manager of Seaside Wireless Communications located in Sydney, Nova Scotia. Seaside Wireless Communications was formed in 2008 and offers wireless broadband and has a sister company Seaside Communications that has been in business for 40 years offering TV, VoIP and Cable Internet. After gaining experience at an enterprise level working at a local university, Jeff moved on to join Seaside's wireless division not long after its founding.

Dan Risebrough Barnes
BOARD MEMBER

CanWISP Board member
since 2014
Chair 2016-2018
Secretary 2015

Dan is the owner and CEO of Ruralwave. Since its launch in 2003 Ruralwave has grown to a medium sized fixed wireless provider in South Central Ontario. Centred in Kawartha Lakes, Ruralwave operations include wholly owned delivery of Fixed Wireless, LTE, Fibre to the Home, and Cable services to rural communities. Dan is a nation voice and advocate for fixed wireless broadband services and one of the founding members of CanWISP.

Steven Cole
BOARD MEMBER

Secretary 2016-2018
Board Member since 2015

Steve is the President of Kingston Online Services which he founded 26 years ago.

Christopher Pape
VICE CHAIRMAN

Board Member since 2014
Vice Chair since 2015
Secretary 2014

20 years in the wireless industry including Ericsson telecommunications, Rogers wireless, Virgin mobile and Clearnet (now Telus). At Canwisp, Christopher represents Routcom Inc. – a WISP operating north of the GTA.

Jennifer French
EXECUTIVE ASSISTANT

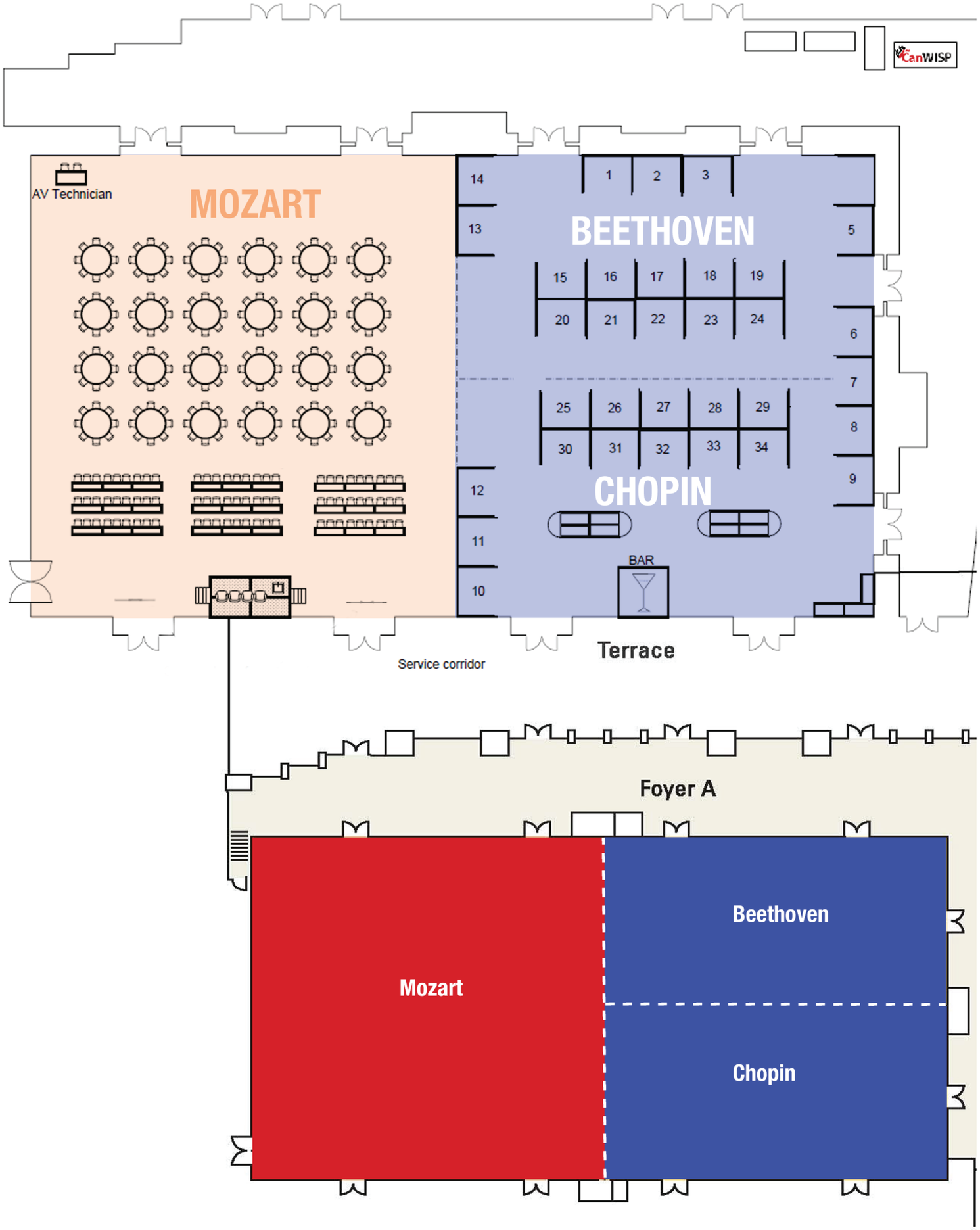
Board Member since 2019

Jennifer was been in the WISP industry for 5 years and is currently a Customer Service Representative at Lakeland Networks who generously donate her time to the CanWISP cause. Thank you Lakeland Networks.

Brenda Bouchette
BOARD MEMBER

Board Member since 2020

Brenda has worked in the telecommunications industry for 25 years, and in the WISP industry for 15 years, as a project engineer, wireless network designer, and regulatory policy analyst. Today, Brenda works with Tacit Law. Brenda lives in BC and does her best to take advantage of it.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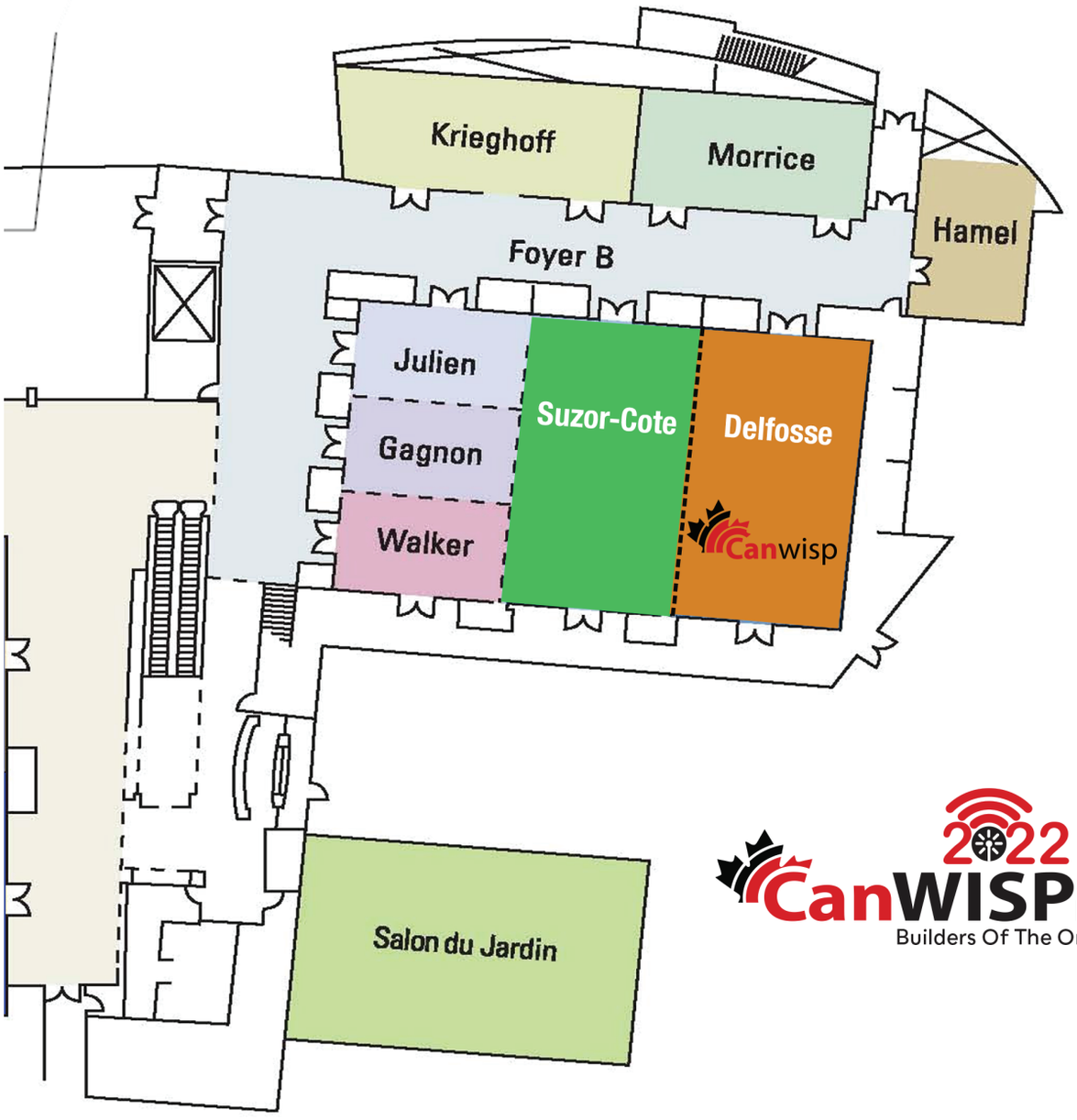

2022 ANNUAL CanWISP CONFERENCE
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AGENDA

MONDAY - MARCH 28

MOZART

10:00 am - 12:30 pm Registration Open

12:30 pm - 12:45 pm **Welcome & Introduction** Andre Cleroux | Jonathan Black

12:45 pm - 1:15 pm Future of Broadband Funding

1:15 pm - 1:45 pm Panel: 50/10 Wireless Experiences

1:45 pm - 2:00 pm **Future Mapping Introduction** Tim Young

2:00 pm - 2:45 pm Quick Fire Presentations

BEETHOVEN /CHOPIN

2:45 pm - 3:45 pm
Expo Hall and Coffee

4:00 pm - 5:45 pm
Welcome Reception

SUZOR-COTE

DELFOSSE

2:45 pm - 3:45 pm
Vendor Showcase
Tarana

4:00 pm - 5:45 pm
CEO Roundtable P1
Future Mapping
(By invitation ONLY)
Members
Non-Members

6:00 pm - 7:30 pm Gala Dinner

Tim Young Consulting Strategist

Tim has over 30 years' experience in advising clients on organisational and market strategy across a wide range of sectors. He has worked with clients on large-scale projects ranging from sectoral reform (including telecoms regulation in the Middle East), through strategic mergers and acquisitions, to internal projects such as culture change, process or relational improvement.

Andre Cleroux
CHAIRMAN

Andre is the Vice President of Customer Relations & Wireless Networks of TekSavvy Solutions Inc. With 14 years in the telecom industry, he has been instrumental in several initiatives from the development of fibre and wireless networks to overall customer service operations within the contact centre.

Jonathan Black
EXECUTIVE DIRECTOR

Jonathan was one of the founding members of CanWISP in 2013 during his time at Storm Internet. He has served the organization in various roles: Board Member, Treasurer, Chair, Conference Organizer and most recently as Executive Director. When he is not working on CanWISP he provides consulting services to WISP's and any other group trying to bring internet to underserved Canadians.

AGENDA

TUESDAY - MARCH 29

MOZART

8:00 am - 9:00 am	Breakfast - Registration Open
9:00 am - 9:15 am	**State Of The Industry** Jonathan Black
9:15 am - 10:00 am	**Be A Smooth Operator | How to identify and fix limitations in your sales to install process.** Dr. Robert Klassen
10:00 am - 10:30 am	Speed Dating
10:30 am - 10:45 am	Coffee Break
10:45 am - 11:15 am	**Pivot Point: Why 2022 Will Determine the Future Path of Canadian Communications Law and Policy** - Dr. Michael Geist

BEETHOVEN /CHOPIN	SUZOR-COTE	DELFOSSE
11:15 am - 6:00 pm Expo Hall	**11:15 am - 12:15 pm** Vendor Showcase MBSI WAV	
		12:15pm - 1:15 pm CEO Roundtable P2 (Lunch served in room)
	1:15 pm - 2:15 pm Vendor Showcase ALLIANCE	**1:15 pm - 2:15 pm** Vendor Showcase TDL
2:15 pm - 2:30 pm Coffee Break		
	2:30 pm - 3:30 pm Vendor Showcase Calix	**2:30 pm - 3:30 pm** CEO Roundtable P3
4:00 pm - 6:00 pm Reception		

3:30 pm - 4:00 pm **Canadian Centre for Cyber Security** Eric A Schmidt

Dr. Rob Klassen
Professor, Operations Management, Ivey Business School, Western University

Professor of Operations Management, and the Magna International Inc. Chair in Business Administration at the Ivey Business School, Western University, Canada. He also is the Interim Director of Ivey's Building Sustainable Value Centre.

DR. MICHAEL GEIST
Professor, University of Ottawa

Michael holds the Canada Research Chair in Internet and E-commerce Law and is a member of the Centre forLaw, Technology and Society. He regularly appears in the Globe and Mail, is the editor of several monthly technology law publications, and the author of a popular blog on Internet and intellectual property law issues. Dr. Geist serves on many boards, including Ingenium, Internet Archive Canada, and the EFF Advisory Board.

AGENDA

WEDNESDAY - MARCH 30

MOZART

8:00 am - 9:00 am Breakfast - Registration Open

9:00 am - 9:30 am ARIN: Are Your IP Addresses Portable? Who controls the IP addresses your company depends on? Jon Worley

9:30 am - 10:15 am Panel - What's Next in Telecom? Moderator: Janet Yale, Peter Menzies, Monica Song, Christian Tacit

BEETHOVEN /CHOPIN

10:15 am - 1:00 pm
Expo Hall and Coffee

SUZOR-COTE

DELFOSSE

10:45 am - 11:45 am
Tacit Law

12:15 pm - 1:00 pm Lunch Break

1:00 pm - 1:30 pm Brenda Bouchette Tacit Law
Spectrum and Auctions

1:30 pm - 2:15 pm Panel - Independent ISP Update
Moderator: Michael Lee-Murphy
(Editor,The Wire Report)
CCSA: Jay Thomson
CNOC: Geoff White
ITPA: Jonathan Holmes
BCBA: Bob Allen
CanWISP: Jonathan Black

2:15 pm - 2:45 pm Future Mapping Conclusions
Tim Young

2:45 pm - 3:00 pm Finale
Andre Cleroux, Jonathan Black

3:30 pm - 5:30 pm
CanWISP AGM

SPEAKERS

Michael Lee-Murphy, Editor and reporter, The Wire Report

Michael is an Irish born, New England raised, Quebec-schooled reporter and writer. He became the editor of The Wire Report in 2021.

Jon Worley
Senior Technology Architect, ARIN

Jon has been a member of the Registration Services team since 2004. He has experience with all ARIN policies and procedures for requesting, managing, and transferring IP addresses and AS numbers, including technical services such as ARIN's RESTful API. Jon has spoken about these topics as well as IPv4 depletion and IPv6 adoption at many ARIN events.

Janet Yale, ICD.D

Janet is an accomplished leader and senior executive with long years of management experience in the private, public and not-for-profit sectors. She served as the President and CEO of the Arthritis Society (Canada) from June 2012 to January 2020 after a long career in the telecommunications and broadcast sectors. In June 2018, she was appointed by the federal Ministers of Innovation, Science and Economic Development and Canadian Heritage to serve as Chair of The Broadcasting and Telecommunications Legislative Review Panel. The Panel released its Report "Canada's Communications Future: Time to Act" in January 2020

Peter Menzies
Senior Fellow, Macdonald-Laurier Institute

Peter Menzies spent three decades as a working journalist and newspaper executive, most notably with the Calgary Herald where he served as its editor in chief and publisher. Over the course of his journalism career he worked briefly in the Parliamentary and Alberta press galleries and won both a National Newspaper Award and Association of Opinion Page Editors award for the detailed objectivity of his work. Following his newspaper career he spent close to 10 years as a member of the Canadian Radio-television Commission, including as Vice Chair of Telecommunications.Communications Future: Time to Act" in January 2020

Monica Song
Partner, Dentons Canada LLP

Monica Song is a partner with Dentons Canada LLP and leads the communications and regulatory practices in the firm's Ottawa office. Monica practices primarily in the areas of communications law and public policy, with a particular emphasis on intersectional mandates with competitive and strategic implications associated with technological innovation and emerging industries.

Christian S. Tacit
Founder, Tacit Law

Drawing on over 41 years of technical, business and legal experience, Chris is the founder of Tacit Law, a boutique law firm that provides a broad range of legal and consulting services to clients in the information technology, communications, regulated industries, and broader commercial and not-for-profit sectors. In addition to providing traditional legal services, Chris assists clients with strategic planning, governance, risk management, business reviews, commercial transactions, as well as corporate and regulatory compliance. He is also very involved in Internet governance through various volunteer activities.

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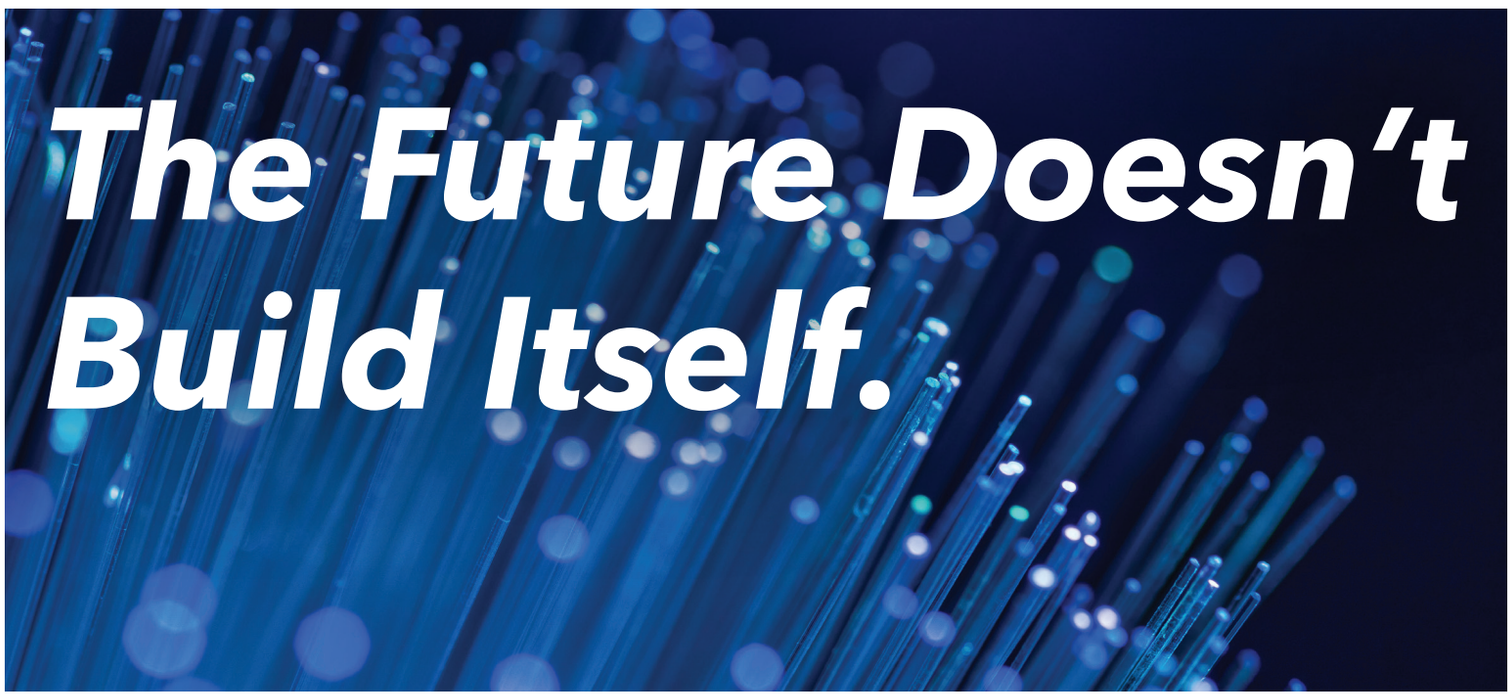

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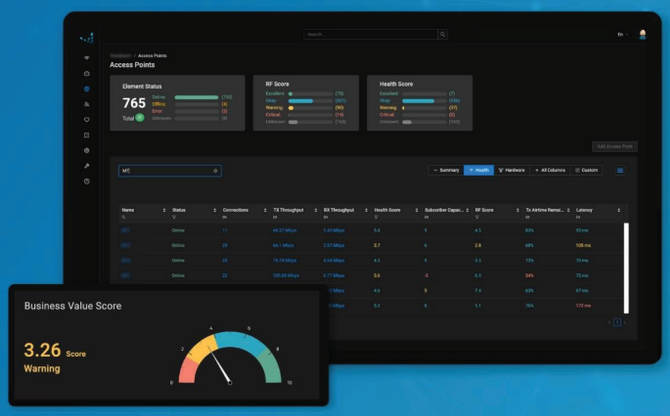

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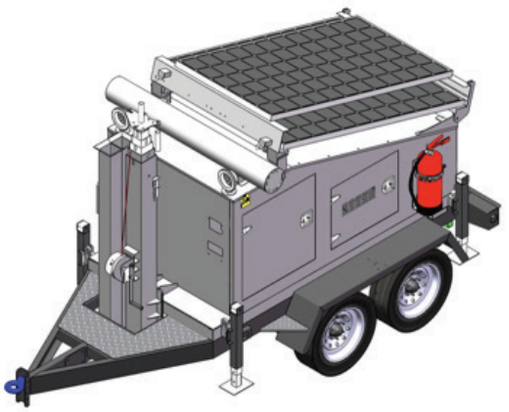

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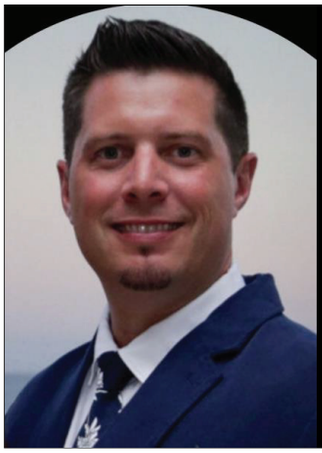

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JMHI is run by Eric Gaudrault who is the Owner, President and Principal Broker. He services some of Canada's largest ISPs/WISPs and having worked in the Telecom Industry for several years, Eric has a Niche skillset to effectively address CANWISP member insurance needs.

To gain access to the program or if you have any questions, please contact Eric directly at:

Eric Gaudrault, CAIB, CSIP, RIB
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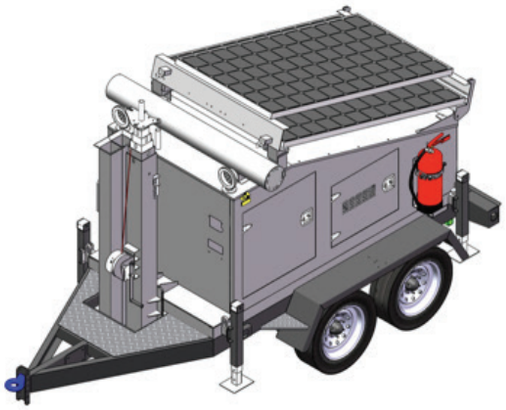

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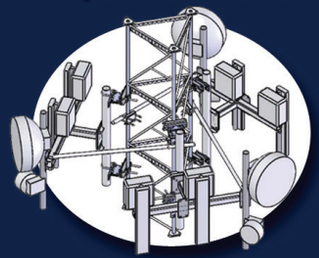

Tower Components

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At CanWISP, we strongly believe that all Canadians deserve outstanding access to broadband service. To accomplish this, we take part in regulatory discussions with the Canadian Government and promote and share best practices within the industry. CanWISP members ensure that rural and exurban communities across Canada have access and reliable connectivity to high-quality voice, video and data services. We work and live in the communities we serve, which gives us a greater understanding of our customers' needs and a much more personal aspect to our service.

Our goal: to continue working with stakeholders to ensure that spectrum, a public resource, is used in an efficient and beneficial matter for all Canadians, no matter where in the country they live.

Permettre à tous les Canadiens d'avoir accès à notre monde interconnecté

Chez CanWISP, nous croyons fortement que tous les Canadiens méritent d'avoir un accès à l'infrastructure technologique. Pour réaliser ceci, nous participons à des conférences sur la réglementation avec le gouvernement du Canada afin de promouvoir et partager les meilleures façons de faire entre le gouvernement et l'industrie. Les membres CanWISP s'assurent que les communautés rurales et exurbaines du Canada aient accès à un service haute vitesse fiable de grande qualité autant au niveau de la voix, des vidéos et des données. Nous travaillons et habitons dans les communautés desservies. Ceci nous permet de bien comprendre ce dont les clients ont besoin et nous permet d'offrir un service beaucoup plus personnalisé.

Notre objectif : travailler avec plusieurs intervenants afin de s'assurer que le spectre, qui est une ressource publique, soit utilisé le plus efficacement possible afin que tous les Canadiens puissent en bénéficier, peut importe où ils sont situés.

CanWISP

Canadian Association of Wireless Internet Service Providers Association des fournisseurs de service internet sans fil (CanWISP)

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