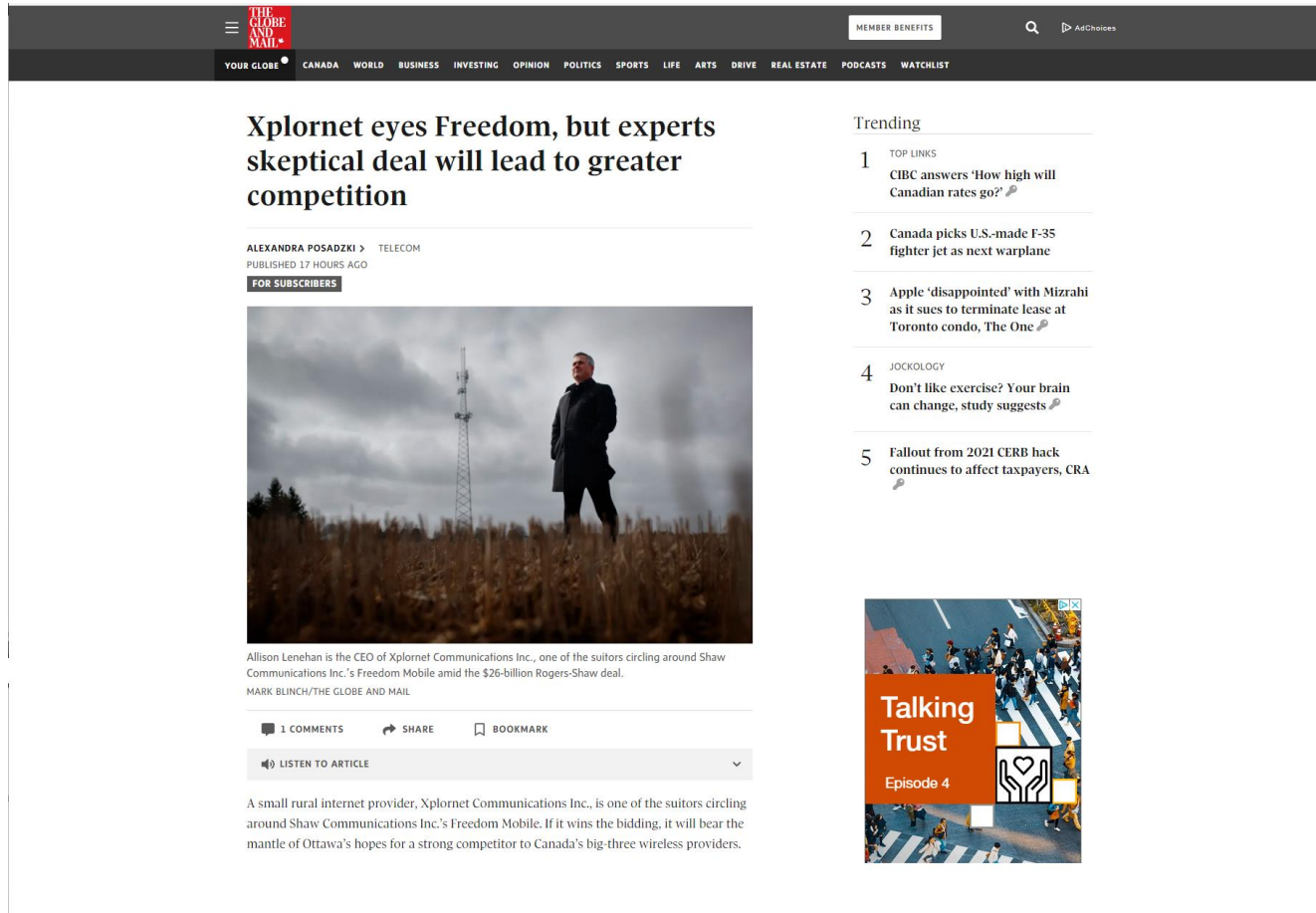


# State of the Industry


Jonathan Black  
Executive Director  
CanWISP



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## Xplornet eyes Freedom, but experts skeptical deal will lead to greater competition

ALEXANDRA POSADZKI > TELECOM  
PUBLISHED 17 HOURS AGO  
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Allison Lenehan is the CEO of Xplornet Communications Inc., one of the suitors circling around Shaw Communications Inc.'s Freedom Mobile amid the \$26-billion Rogers-Shaw deal.  
 MARK BLINCH/THE GLOBE AND MAIL


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A small rural internet provider, Xplornet Communications Inc., is one of the suitors circling around Shaw Communications Inc.'s Freedom Mobile. If it wins the bidding, it will bear the mantle of Ottawa's hopes for a strong competitor to Canada's big-three wireless providers.

### Trending

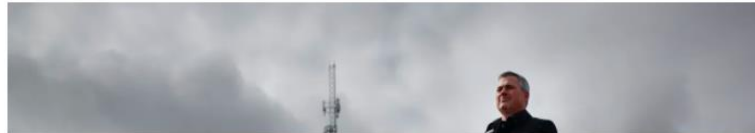
- TOP LINKS  
CIBC answers 'How high will Canadian rates go?'
- Canada picks U.S.-made F-35 fighter jet as next warplane
- Apple 'disappointed' with Mizrahi as it sues to terminate lease at Toronto condo, The One
- JOCKOLOGY  
Don't like exercise? Your brain can change, study suggests
- Fallout from 2021 CERB hack continues to affect taxpayers, CRA



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ALEXANDRA POSADZKI, THE GLOBE AND MAIL, March 28, 2022

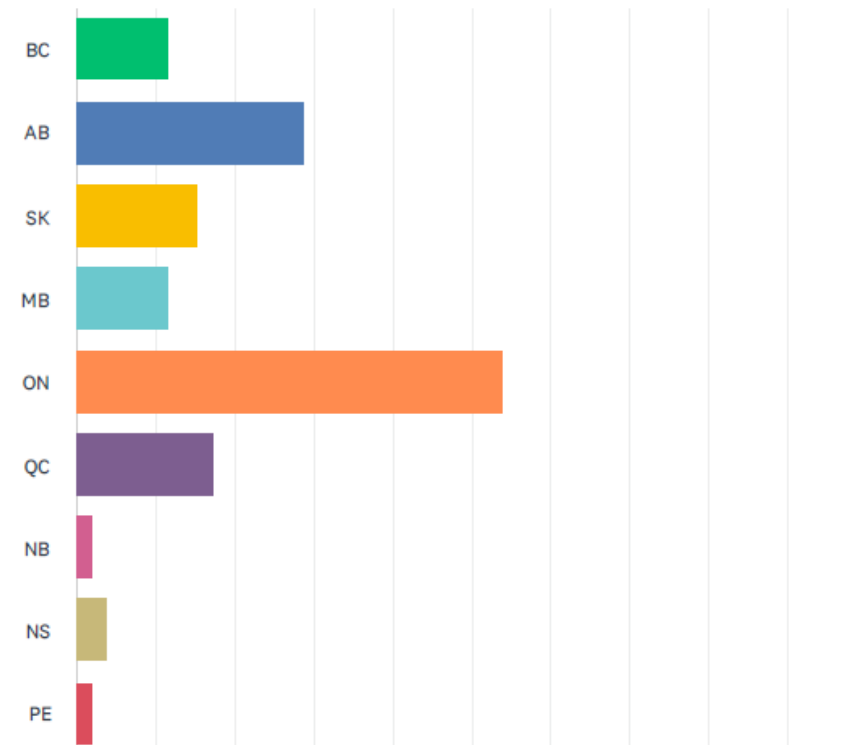
- “A small rural internet provider, Xplornet Communications Inc., is one of the suitors circling around Shaw Communications Inc.’s Freedom Mobile. If it wins the bidding, it will bear the mantle of Ottawa’s hopes for a strong competitor to Canada’s big-three wireless providers.”

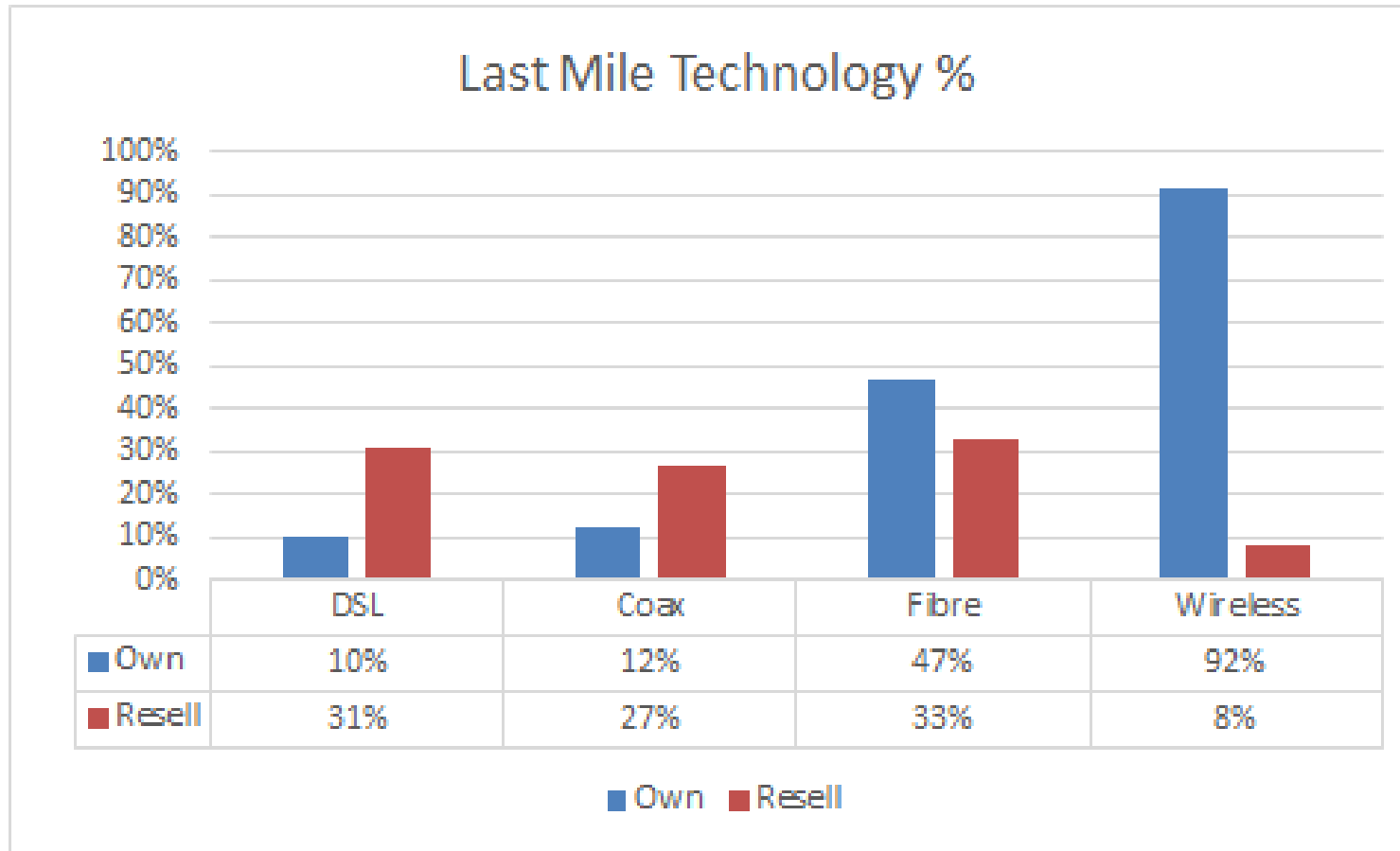


- Industry Survey
- 150 + WISPs
- 49 different ISPs

Q2 In which provinces / territories do you offer access service?

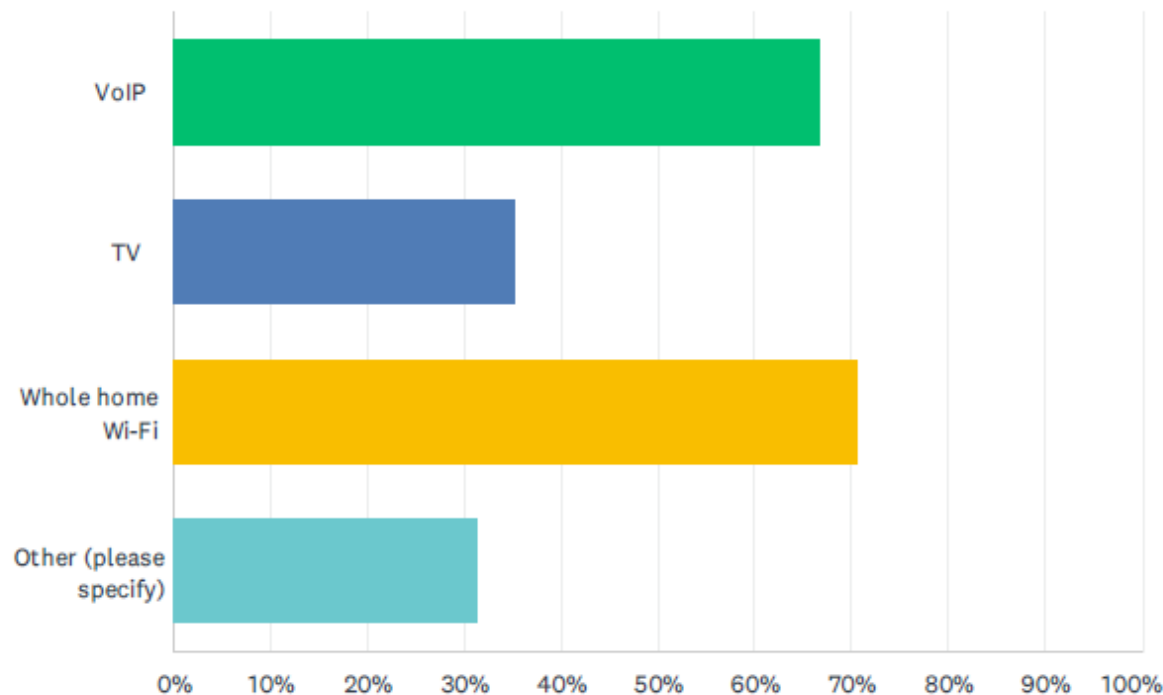
Answered: 52 Skipped: 0





Q3 In addition to access services which of the following services do you offer?

Answered: 48 Skipped: 4

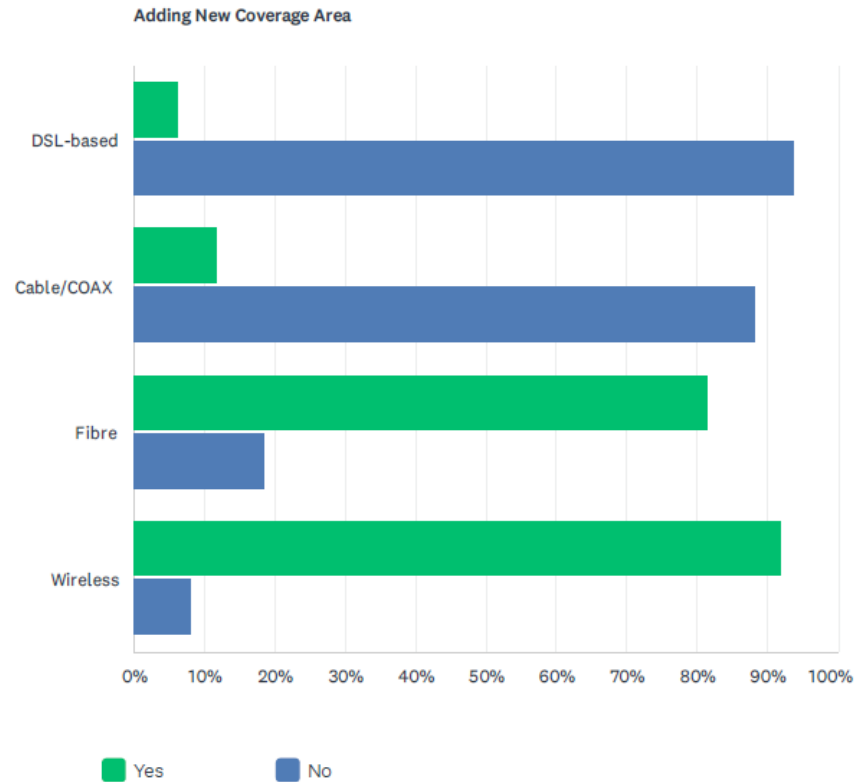


Other Service	#	%
Alarm, Security, Cameras	5	10%
Managed Services	2	4%
Web Hosting	2	4%
Data Center	1	2%
Home Automation	1	2%
Private networks	1	2%
Cloud backup	1	2%
Cell Booster	1	2%



## Q8 2022 Plans - What type of expansion are you planning for 2022?

Answered: 47 Skipped: 5





80% of the respondents said that their networks are 90% + rural



- Rural Canadians have poorer access to high-speed internet than urban Canadians.
- There are over 200 ISPs in Canada that are utilizing fixed wireless technology to deliver broadband internet services.
- Small ISP's use fixed wireless to serve internet to hundreds of thousands of rural Canadian homes and businesses.
- Canada needs more telecom competition.
- Incumbents have not served rural Canadians well.



- “As we’ve seen in the pandemic, internet access is an essential service and an issue of social equity,” said CIRA president and CEO, Byron Holland. “Whether it’s virtual health care, virtual schooling, or virtual office work, it’s not right that many people who live in the country don’t have broadband that’s at least comparable to what’s available in cities.”

“Canada’s Internet Equity Gap: Rural residents suffer with inferior service during pandemic, CIRA, April 2021”



- The first investment \$\$ of our members – goes to network assets in rural Canada.
- The first investment \$\$ of the Canadian incumbents goes to urban centres.
- Government decided they needed to tip the scales.



- Funding has gone overwhelmingly to the Carriers.
- Consistently across programs:
  - Universal Broadband Fund
  - Broadband Fund: Closing the Digital Divide
  - Connecting Canadians
  - Connect to Innovate
  - Various provincial programs also such as Accelerated High Speed Internet Program (AHSIP)
- and across institutions
  - ISED
  - CRTC
  - CIB – Canadian Infrastructure Bank
- **ADVANTAGE: CARRIERS**

- Small ISPs must own some of this outcome
  - Engage with ISED locally
  - Prepare for proposal writing
  - Improve our reporting:
    - Financial
    - Operational
    - Network
    - Planning and Forecasting



- Licensed:
  - Auctions have been largely inaccessible to most sub-\$1,000,000,000 companies
  - Sub-licensing non-existent
  - Use it or Lose It requirements for licensed spectrum have been weak
- Shared:
  - Rural spectrum has been taken away from rural ISPs so that it can be sold for 5G implementations
  - Over a few years
  - Alternative spectrum *is coming* – will require a fork-lift or bucket-truck upgrade
- ADVANTAGE: CARRIERS

- To the industry:
  - This is not the end
  - “We haven’t come this far to only come this far”
- To rural Canadians:
  - We will continue to work to close your digital divide
  - Your government has made multiple decisions that are likely to delay the arrival of better internet for you
- To the Canadian Government:
  - Build an ecosystem





Builders Of The Original



Hybrid Networks