

# SaskTel Rural Strategy

## Building a Broadband Infrastructure

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**President & CEO**

# Rural Strategy

- Expand and optimize our rural network infrastructure to better meet your broadband needs
- Look for new technologies and partners to deliver higher broadband speeds

# Rural Broadband Requirements

- Rural areas are major creators of wealth and economic growth in Saskatchewan
- Broadband access is essential to fully utilize the potential of the social and economic benefits of the Internet
- Studies show that rural economies directly benefit from broadband availability
- Because of population density, traditional solutions are uneconomic

# SaskTel's Recent Broadband Record

- **CommunityNet Phase I and II (\$104M)**
  - Connection to all health, educational, and government facilities in Saskatchewan
  - Allowed for the business case for broadband to 347 communities
- **Northern Broadband (\$11.6M)**
  - Extended broadband to 36 communities
- **Rural Infrastructure Improvement Program (\$ 80.9M)**
  - Upgrading rural backbone infrastructure (3000 fibre km)
  - New cell sites and additional broadband communities
- **Federal Government Funding for First Nations also expanding Rural Infrastructure (\$35M)**
  - Broadband and cellular
  - Cellular towers provide service to surrounding rural areas as well

# Rural Infrastructure Revitalization

## Part I: Expansion of Rural Broadband

- \$57M investment in rural fibre network – new fibre and equipment to accommodate rural broadband growth and improve reliability
- Expand wireline broadband to more communities (over 50)
- Increase wireline broadband speeds to more communities (increasing data speeds for more than 200 rural communities)
- Building infrastructure in Northeastern Saskatchewan

## Part II: Expansion and Improvement of Rural Cellular Coverage

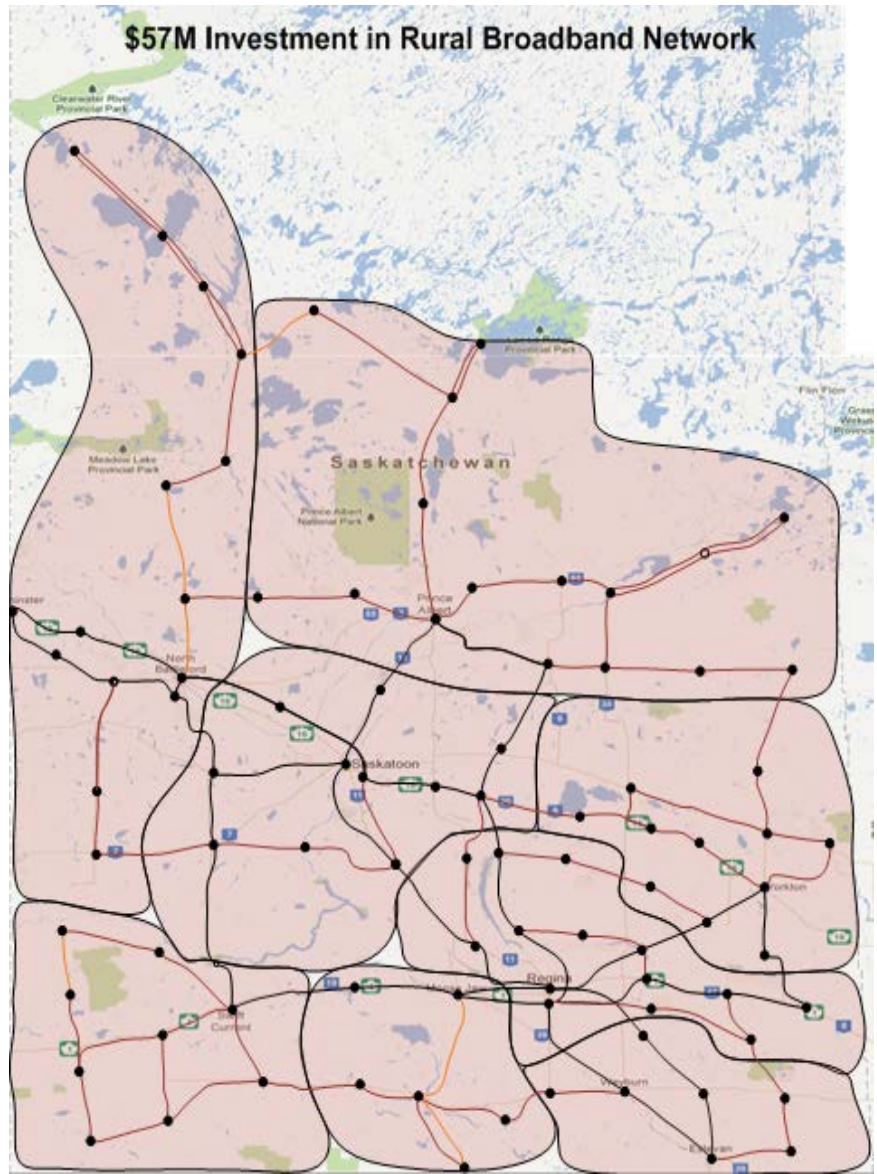
- Ongoing 4G cellular enhancements for rural Saskatchewan
  - 31 new towers and 37 capacity enhancements in 2013
- Increasing speeds and capacity with new technology through LTE
  - Purchasing 700 MHz spectrum in upcoming Federal Government auction

## Part III: Provision of New Technology Services for rural locations

- New satellite services (up to 10 Mbps)
- Fixed wireless service trial (LTE/TDD)



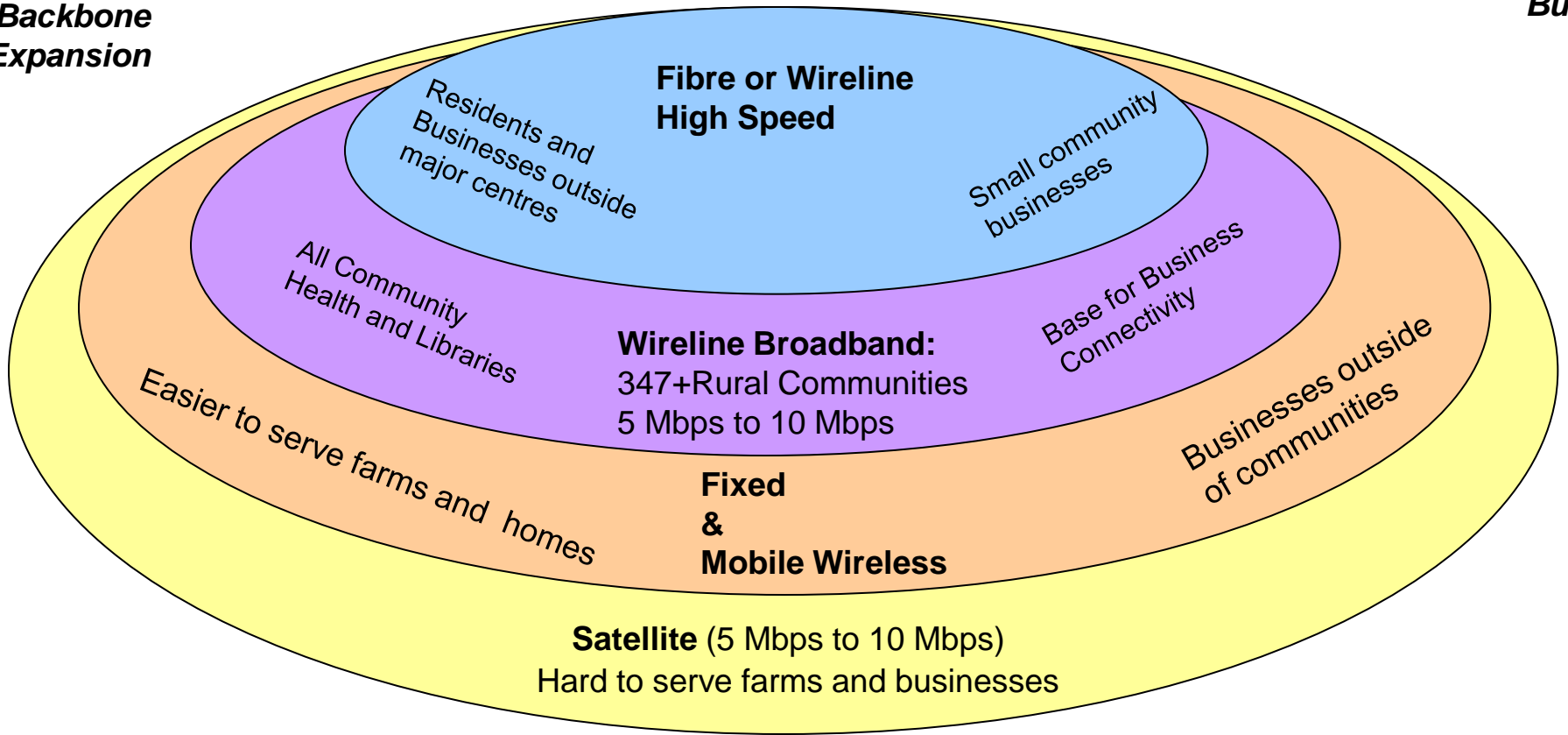
# \$57M Investment in Rural Broadband Network



# Rural Action Plan

**Continuous  
Fibre  
Backbone  
Expansion**

**Continuous  
4G and LTE  
Build**



# Fixed Wireless Broadband

- Mandated changes in spectrum allocation by the Federal Government required SaskTel to change fixed wireless broadband service offering
- Despite media reports to contrary, SaskTel will **never** abandon high speed customers in rural Saskatchewan
- SaskTel is committed to ensuring every Fixed Broadband customer has an alternate high speed service option
- SaskTel has been in contact with every customer through letters, phone calls and community meetings to discuss options



# Fixed Wireless Broadband

SaskTel will use multiple options to ensure all customers have at least one alternative when the Federal Government shuts down fixed wireless broadband

- **Satellite**

- New High Throughput Satellite Internet Service (new Xplornet Satellite now in service)
- Services will be available as high as 10 Mbps

- **SaskTel 4 G Mobile Internet Service**

- Can provide portable wireless internet access on your laptop, tablet or iPad
- Generally comparable speeds with 10 GB cap

- **Adding wireline access to new communities**

# Fixed Wireless Broadband

Continue to look at new technologies

- New Fixed Wireless Service
  - Trialing next generation wireless services
  - Speeds expected to be comparable to wireline
  - Trial results by July

# Satellite vs Fixed Wireless Broadband

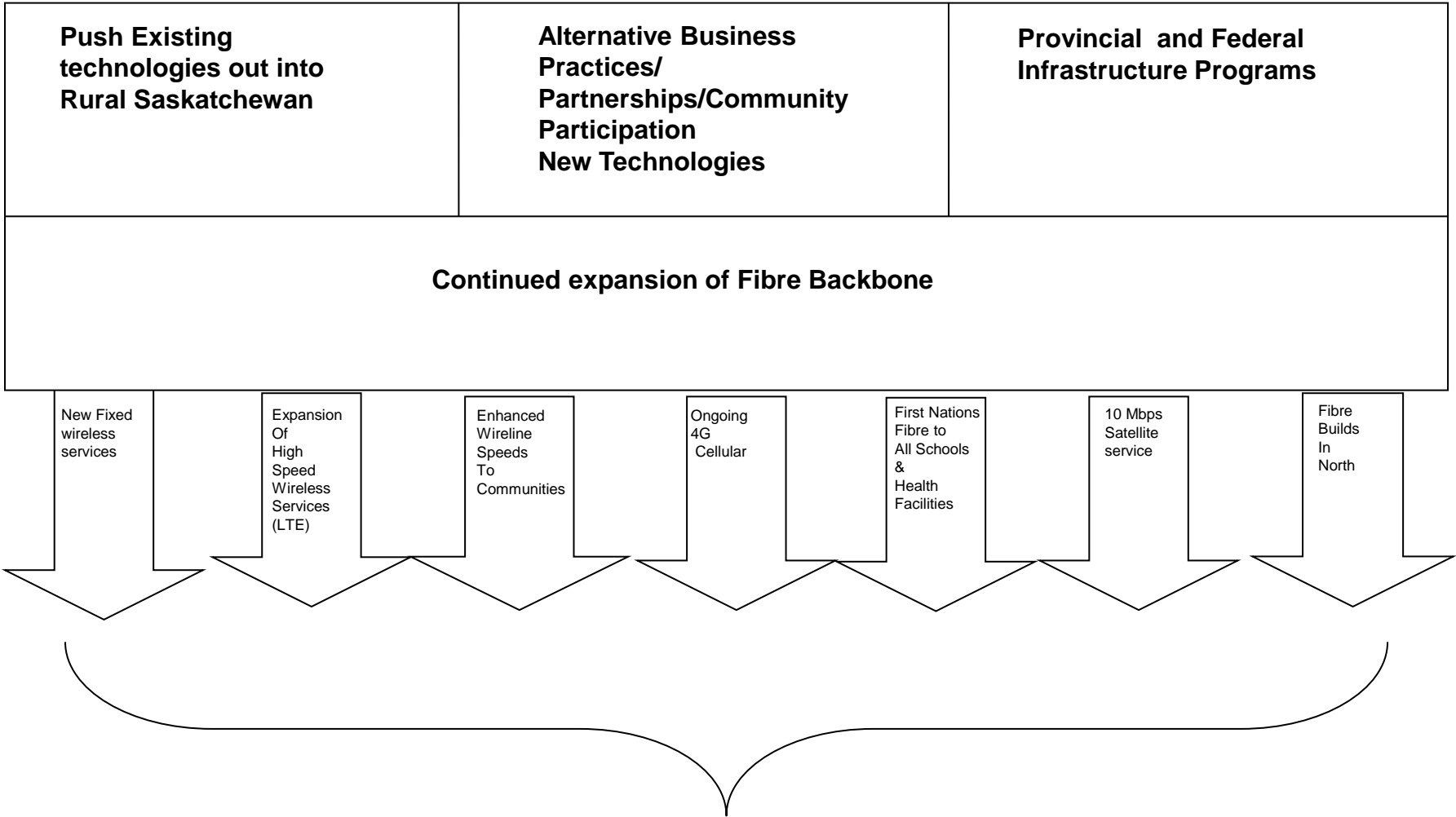
- Barrett Xplornet pricing \$59.99 for 3.0 Mbps compared to \$59.95 for 2.0 Mbps for existing Fixed Wireless Broadband
- Barrett Xplornet Higher Speeds
  - Satellite plans can range in speeds from 1.5 to 5 Mbps
  - Soon to be 10 Mbps
- Higher caps than current wireless data plans
  - Satellite caps up to 30 GB compared to 10 GB in 4G wireless data plans

# Future Announcements

In addition to the \$57M program to upgrade rural fibre backbone:

- Fibre backbone for Northeastern Saskatchewan
- Specifics on the 200 communities to get higher speeds with wireline internet
- Specifics on the 50 communities to get wireline internet
- Introduction of new fixed-wireless products
- Future deployment of 4G LTE in rural Saskatchewan depends on SaskTel being able to buy 700 MHz spectrum in upcoming Federal auction

# Summary



**SaskTel** 

*Your Life. Connected.*