



# The United Counties of Leeds & Grenville

## Project Summary Rural Connections Program



The United Counties of Leeds and Grenville is pleased to announce the awarding of a contract to Barrett Xplore Inc. (BXI) to provide broadband coverage in areas where high-speed Internet service was previously unavailable. These areas are known as the “broadband gap” areas. The service will be marketed under Barrett’s Xplornet brand and it is anticipated that the full network will be operational by June 2008.

### **Technology and network coverage**

Xplornet will use two complementary technologies to provide 100% coverage in the current broadband gap areas – fixed wireless and satellite. Both technologies deliver urban-like quality and speeds at affordable prices.

Currently, Xplornet has a significant number of fixed wireless towers in the United Counties. Once the formal agreement with the United Counties is signed, additional towers will be deployed. After the full network is constructed, it is anticipated that 83% of the dwellings within the current broadband gap will be within the fixed wireless coverage area.

Fixed wireless does have some coverage limitations as it is a line-of-sight technology. Therefore, a small percentage of homes may not be able to receive a fixed wireless signal due to obstructions or topography. Xplornet will offer its state-of-the-art satellite broadband to residents who are unable to access the fixed wireless network.

### **About Xplornet’s high-speed Internet service**

- Fast - fixed wireless speeds can reach up to 5.0 Mbps<sup>1</sup> which is equivalent to 185 times faster than dial-up. Satellite service speeds reach up to 2.0 Mbps<sup>2</sup>, which is equivalent to 75 times faster than dial-up.
- Affordable - fixed wireless service packages start from \$29.99 per month<sup>3</sup> and satellite service plans start from \$54.99 per month<sup>4</sup>
- No phone line required
- Serviced by local dealers
- Free 24/7/365 customer and technical support
- Always on, always ready
- 30-day money-back guarantee

Xplornet will also offer special incentives to United Counties residents within the broadband gap area. Once the formal agreement with BXI is signed, details will be available from local dealers.

### **How can I obtain more information?**

In the weeks ahead, periodic project updates will be available on the United Counties and [Xplornet](#) Web sites.

If you are interested in more information:

- You can visit an Xplornet Authorized Dealer. The Xplornet Web site provides a [Dealer Locator](#) that will provide you with driving directions to dealers in your area. As additional towers are constructed, Xplornet may expand its dealer network.
- You can visit [Xplornet.com](#).. Please complete the no-obligation [Sign Up Form](#) located on the Xplornet Web site if you would like to be referred to a dealer in your area.
- You may also call the Xplornet Customer Care Centre at 1-866-841-6001.

### **Project funding and partner selection**

Addressing the broadband gap has been a longstanding priority of the United Counties as this vital infrastructure is essential to support ongoing economic development in the County. In its 2007 budget, the Government of Ontario announced one-time funding assistance for municipalities that were in a high state of readiness to implement and sustain broadband capability under its Rural Connections ...The Ontario Municipal Rural Broadband Partnership Program. The program is administered by the Ministry of Agriculture, Food and Rural Affairs (OMAFRA) with support from the Ministry of Government and Consumer Services and the Ministry of Small Business and Entrepreneurship. Thirty municipalities applied for funding under the program. The United Counties was one of 18 successful applicants, due to the ongoing focus placed upon broadband and the preparatory work that was already done.

The United Counties will receive \$259,000 in funding from OMAFRA, and the United Counties will match this contribution in-kind. Xplornet will invest \$4.3 million in capital, and in total will spend \$11 million in the United Counties during the first five years of the project including expenditures to drive sales and awareness.

BXI was selected to be the United Counties partner at the conclusion of a rigorous, competitive bidding process. Their submission met all mandatory provincial program requirements for this project as outlined in the program guidelines which can be obtained from the [OMAFRA website](#). BXI's submission also attained the highest total point score. It is anticipated that the formal agreement will be signed shortly.

### **About Barrett Xplore**

Headquartered in New Brunswick, Barrett Xplore Inc. (BXI) is Canada's largest and fastest growing wireless broadband service provider. Through its two service offerings – fixed wireless and satellite – the company delivers fast, affordable, reliable high-speed Internet service on a national basis with a focus on rural, remote and suburban communities that are un-served or underserved by other providers. BXI has already successfully deployed fixed wireless in many regions of the country, covering 300 rural communities and over 350,000 homes and businesses. Combined with its satellite service, the company is already providing broadband to tens of thousands of customers across Canada.

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<sup>1</sup>5.0 Mbps refers to the fixed wireless Xtreme package. <sup>2</sup>2.0 Mbps refers to the satellite KaBoom package. <sup>3</sup>\$29.99 per month refers to the fixed wireless Zip package. <sup>4</sup>\$54.99 per month refers to the satellite KaZam package