

From: richard_gils@[REDACTED]
Sent: Wednesday, February 17, 2021 10:40 AM
To: 'severitt@[REDACTED]' <[REDACTED]>
Cc: [REDACTED]
Subject: Letter of Support for Rural Broadband

Good morning Mr Everitt,

We would like to formally request a letter of support indicating that The Blue Mountains would support GBTEL in its efforts to bring highly affordable rural broadband to the under-served communities of the Blue Mountains. As part of its application to ISED Canada, GBTEL is considering building out to various parts of The Blue Mountains to increase coverage. Please consider the following document as a template if necessary.

Thanks,

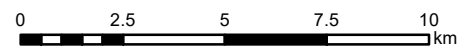
Richard Gils
GBTEL Inc – A Grey Bruce Telecom Company
Toll Free: 1-866-840-2858 x101
Local: 519-378-1410 x101

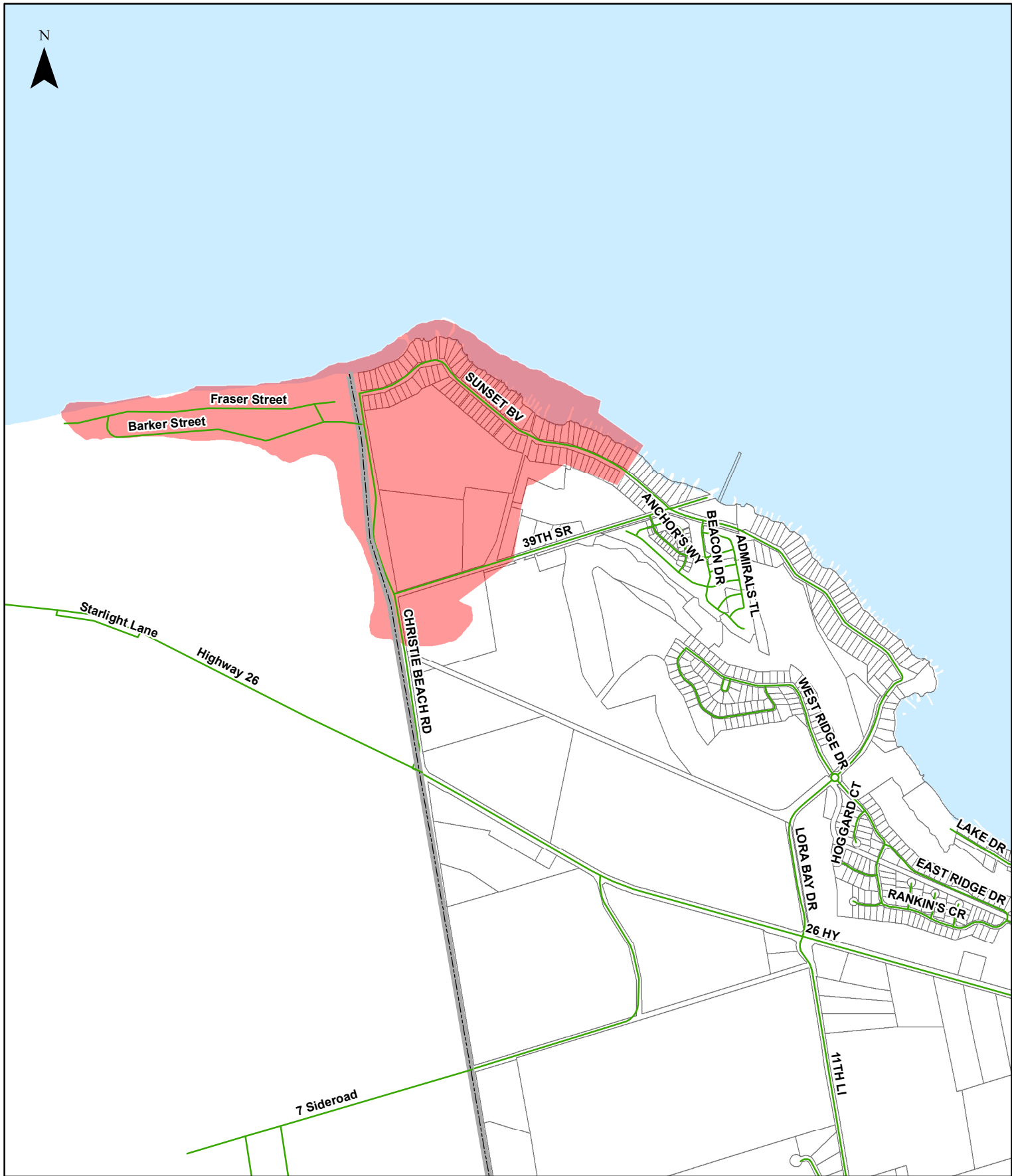


Town of The Blue Mountains
Meaford - Blue Mountains Proposal
GBTel

Legend

Proposal

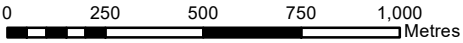




Town of The Blue Mountains
Wireless Fed
GBTel

Legend

Wireless Fed





Internet – Phone - Fibre

Presented By: Richard Gils, President,
GBTEL Inc – A Grey Bruce Telecom Company

Overview

GBTEL has been building in the Meaford/Blue Mountains for over the past 10 years

- Primary assets and delivery method include wireless and fibre
- GBTEL is a registered CLEC under the CRTC
- GBTEL builds almost all of its own network and uses exclusively local contractors, where necessary → we add value to the economy by adding better internet and we add value by paying local employees and contractors that buy homes, food, cars etc in Grey/Bruce



Healthcare/Education

- Tele-learning and remote participation
- Telehealth
- Training and Zoom meetings



Businesses

- Web hosting
- Development
- VPN
- Uploading



Video

- Netflix
- YouTube
- Android TV/KODI
- Screencasting



Gamers

- Faster speeds and better latency



Telecommuters

- VPN
- VOIP
- work from the cottage

GBTEL – A Brief History

GBTEL builds advanced wireless and fibre networks

- Started in 2005 in and around the Chesley Lake Camp/Allenford area
- Provided exclusively wireless solutions
- In 2009 started providing fibre solutions
- Have been building out both wireless and fibre solutions since 2009
- Operating wireless assets in Meaford/Blue Mountains since 2009
- Current capabilities for Blue Mountains are approximately 1gbps
 - Planning future upgrades for 10gbps solutions to address FTTH needs

About GBTEL

GBTEL primarily uses its own crews to build its networks

Currently owns and operates:

- 3 horizontal directional drills
- 3 vibratory plows
- 2 fiber optic fusion splicers
- 2 mini excavators
- 1 hydro-vac trailer

GBTEL focuses on training its own technicians and retaining them for the long-term.

Our focus has been and will always be “Local, local, local”

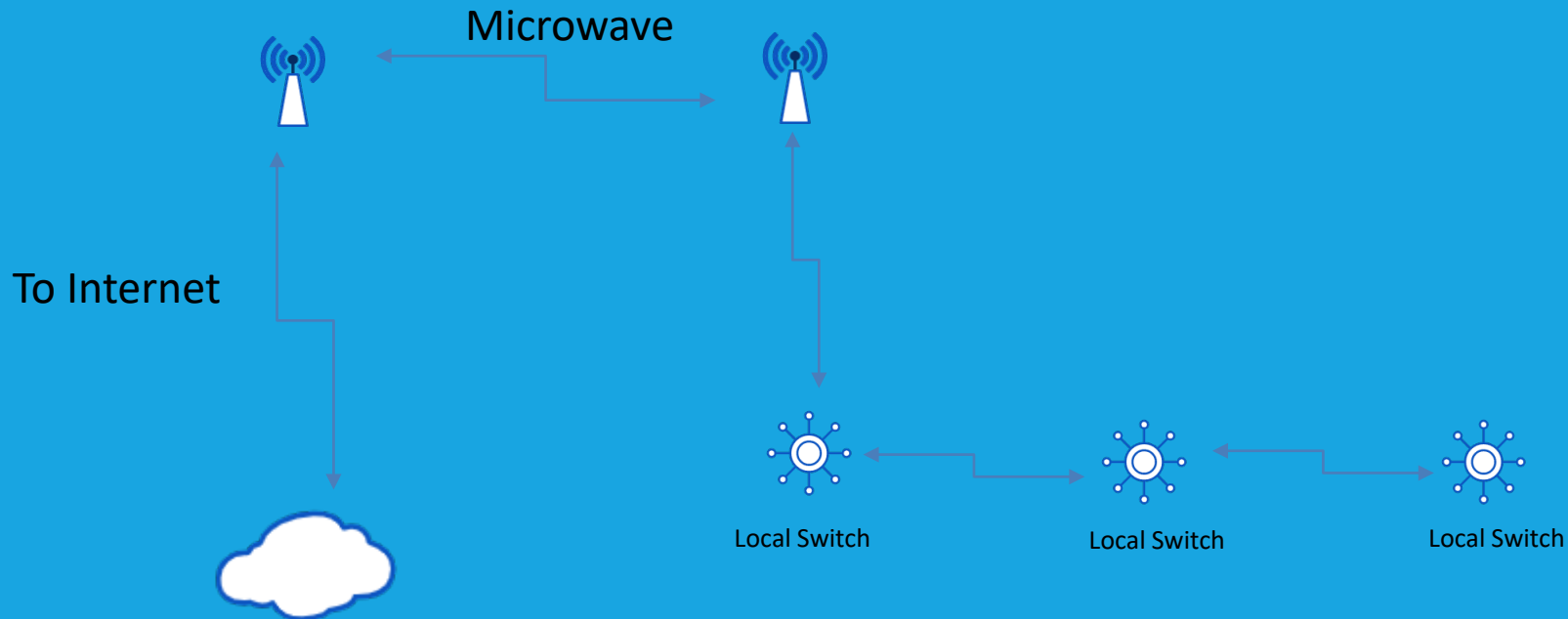


GBTEL – Fibre Roll-Out Strategy

Microwave/Fibre Hybrid

GBTEL with SWIFT:

- In 2020 awarded SWIFT funding for Bognor
 - Temporary microwave fed FTTH solution until fibre can be pulled



GBTEL – Fibre Roll-Out Strategy

Microwave/Fibre Hybrid

Pro's and Cons

– Pro's: Easier and faster to implement

- Does not require a fibre backbone
- Build-out costs are significantly less due to no backbone costs
- Very fast solution (ie between 1-10gbps, depending on signal and technology)
- Good short to medium-term solution

– Con's: Not the best long-term solution

- Microwave limits at 10gbps and, in some special cases, can be leveraged to 20gbps
- Requires tower that is line-of-sight to another tower
- Distance between towers is limited to 6-8km
- Sometimes may require daisy chaining towers together to get speed out. Increase points of failure possibly introduced

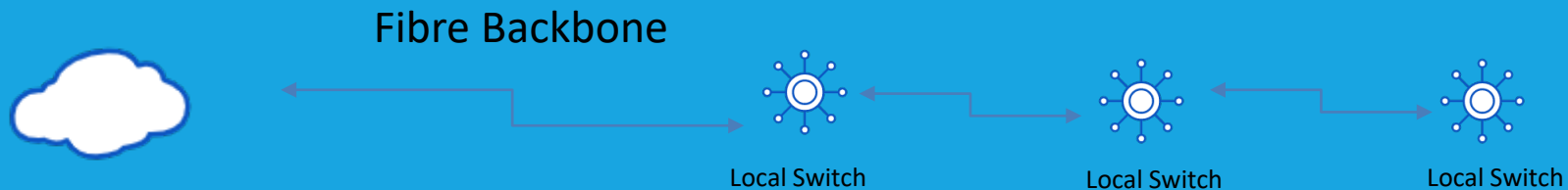
GBTEL – Fibre Roll-Out Strategy

Pure Fibre

GBTEL with SWIFT:

- In 2020 awarded SWIFT funding for Sauble Beach

To Internet



GBTEL – Fibre Roll-Out Strategy

Pure Fibre

Pro's and Cons

– Pro's: Faster, better solution

- Scalable solution that allows speeds from 1gbps up to 1tbps+
- Minimizes points of failure and thus increases uptime
- Better long-term solution

– Con's: Poor short-term solution

- Very expensive and difficult to implement in a “fast” methodology
- Requires permits for building (municipal, County and MTO typically involved)
- Due to cost, typically multiple partners are involved (ie SWIFT, Universal Broadband Fund, local Municipality, CRTC etc)

Conclusion: Local, local, local

Working with all municipal partners requires community input but also results in strong community dividends:

- Inexpensive monthly price packages and improved speeds so all residents can enjoy “Toronto-like” speeds and pricing
- Local employment and training for the long-term and not just a “quick injection” into the local economy
- Strong technical training and support for its staff and sub-contractors: “We’re in this for the long-run”
- A strong history of keeping our word: “We do what we say we’ll do”



Questions/Comments

Please Contact:

Richard Gils, President, GBTEL Inc

Phone: 519-378-1410 Extension 101

Email: richard_gils@gbtel.ca

