

# Government of British Columbia – NetWork BC

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## Open Access Network Discussion November 9th, 2004



# Open Access - Understanding the Drivers

- Reduce the per unit cost to operate the Government Network Infrastructure
- Stimulate Regional Economic Development and Innovation
- Provide the Next Generation Infrastructure for Delivering the promise of “e” Government – Reduced cost of service delivery, improved constituent access
- New Levels of Competition – Services and Facilities
- Model Capable of Engaging the broader Public Sector

# Open Access – TELUS Current State

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- Limited BC experience in Open Access
- Will be working closely with Government and Industry partners on solution development
- Lines of Retail and Wholesale are blurring
- Receptive to exploring any deployment models which will enable connectivity in smaller communities
- Have demonstrated a willingness to explore unique solutions (Nisga'a) and new partnerships models
- Willing to table similar solutions in a contract extension proposal discussion

# Open Access - Characteristics

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- Not all markets created equal – different models for different markets?
- Equal playing field on access
- Distance Insensitive services
- Market protection in local access markets where the business case is thin and capital is required
- Consistent provincial pricing Urban vs. Rural
- Neutral “meet me” locations

# Open Access – Concept and Purpose

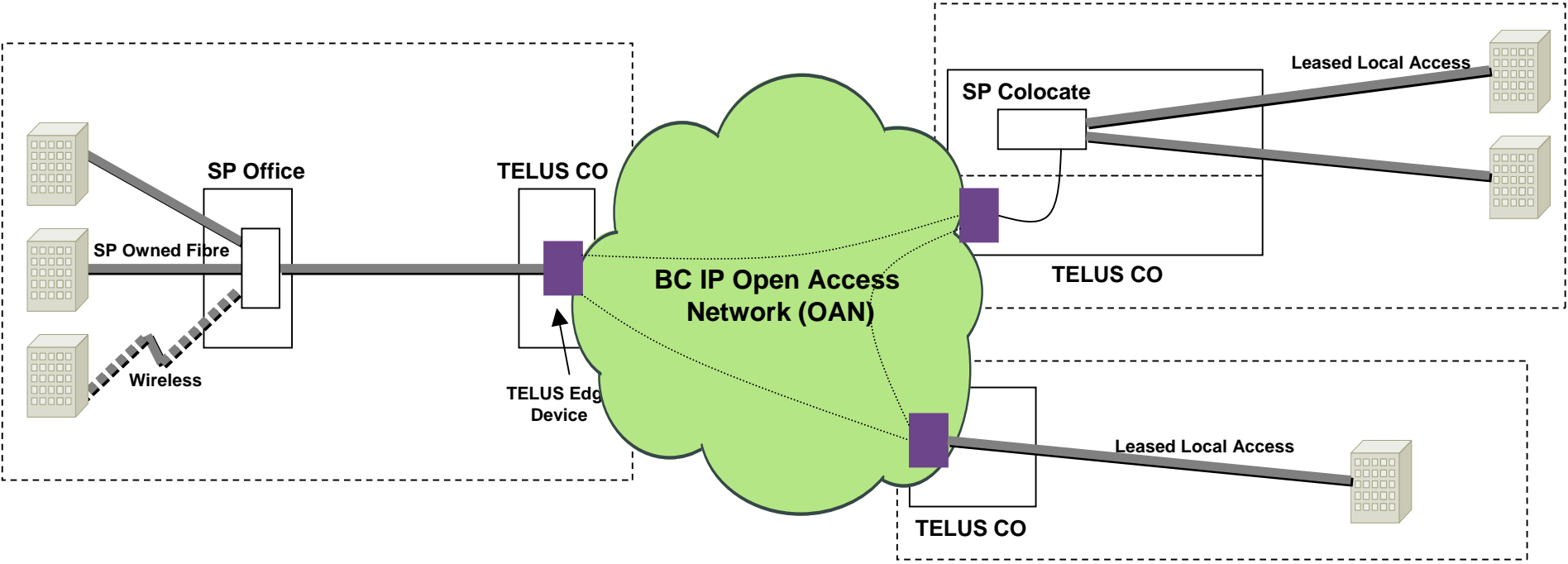
- Allow the Service Provider (SP) community to leverage the TELUS intercity transport network in a cost-effective manner to provide high-speed IP services to end-users within their region.
- The concept is to provide an access agnostic interconnection to a province-wide distance insensitive IP transport
- Removes historical regionalized pricing oriented barriers to entry for Service Providers
- By having a variety of access methods, the regional SP is better able to generate a unique local access service offering best suited to their unique region or customer base.
  - (wireless, SP owned fibre, resold TELUS facilities, etc)

**Allows regional Service Providers to focus their resources on extending local access reach within their communities while accessing cost-effective distance insensitive IP transport services**

# Conceptual Interconnection Architectures @ Meet-me points

Scenario A - SP Owned Local Access Network

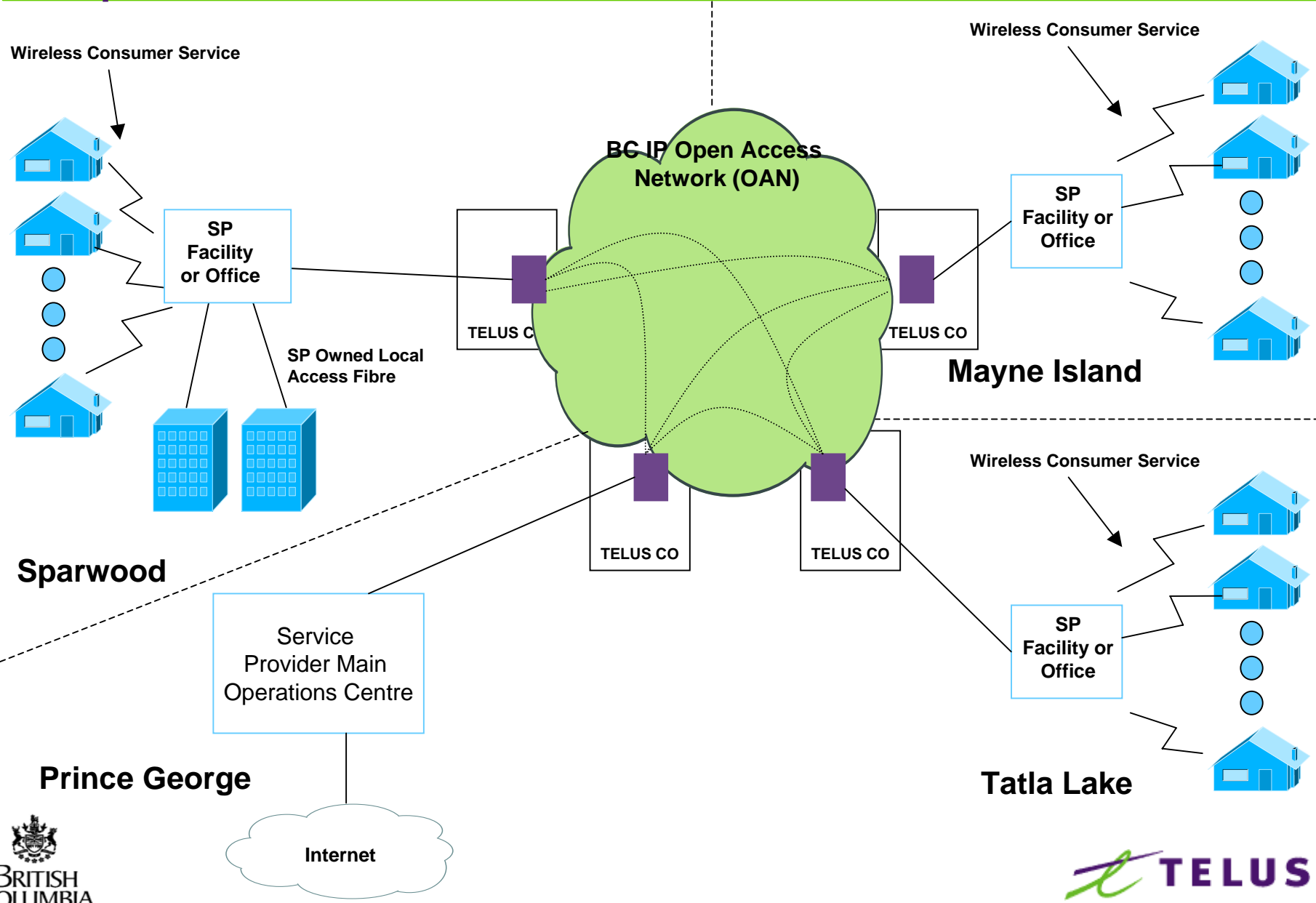
Scenario B – Co-located SP



Scenario C – Pure Resold Service

**Service Providers can get from one community to another for a flat rate regardless of distance between them and can develop community specific local access plans**

# Example



# Open Access – Issues to resolve

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- Enterprise Network needs vs. Industry needs
- Ownership/Management of PoPs – Multiple/Single/Rural/Urban
- Assurance of competitive pricing - ongoing
- Location of POP in community
- How to ensure affordability for very small communities
- Regulatory Compliance

# Open Access – Discussion

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Looking Forward to Discussion and Alignment

# Thank You!