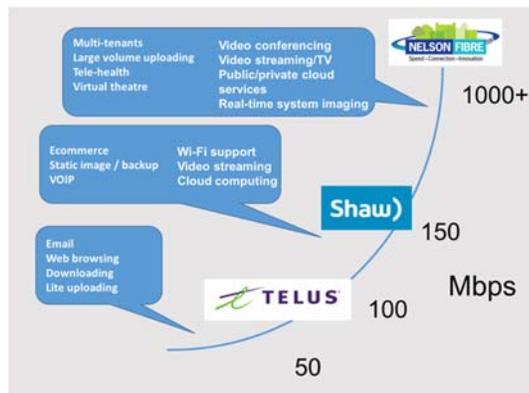


NELSON FIBRE LEASE RATES SUPPORT BUILDING OWNERS



Whether your downtown properties are commercial or multi-use, as a Nelson building owner you want to offer your tenants the benefit of modern facilities. For many, broadband network communication is an essential facility, as essential as power, water and HVAC.

Thanks to Nelson Fibre, you can now offer your tenants a best in class broadband network service using fibre optic technology. No other network technology can offer the speed, reliability and security of fibre optic cable and today the Nelson Fibre network has expanded to serve over 60 sites in Nelson including City of Nelson departments, SD8 schools, Selkirk College, RDCK, local businesses, theatres and the Nelson Commons.



As a result of the introduction of multi-unit rates in 2016, **Nelson Fibre has been made more economical for multiple tenant usage.** Whereas previously your tech-savvy tenants were required to have their own dedicated fibre strand to connect to Nelson Fibre (and be one step ahead of their competitors), you can now offer a shared high speed broadband utility in which tenants share the lease cost of the fibre link, just as they do for other building shared services and utilities.

In conjunction with local service providers, Nelson Fibre makes it possible for your tenants to benefit from advanced uses of a broadband fibre network such as very high speed internet access for online and Cloud-based services, video conferencing, streaming of IPTV over the internet and super-fast imaging.

Building owners can benefit directly from remotely managed network-enabled building monitoring or controlling devices. These smart building devices may include HVAC environmental control systems, surveillance cameras, or other smart building control systems.

A recent survey of Nelson Fibre clients revealed 100% satisfaction with speed, security and reliability. Compared to other municipalities, it is the **lowest cost dark fibre in Canada**, and partners with local service providers to offer very high speed internet access at prices that are competitive with other fibre-based services around the country.

Benefits reported by Nelson Fibre customers that you can offer to your tenants:

- ✓ *Reduced voice and data communications cost*
- ✓ *Improved customer service*
- ✓ *Reduced space and computing costs through consolidation*
- ✓ *Increased accessibility to new services such as remote hosting, cloud computing and software as a service (SaaS) systems*
- ✓ *Improved collaboration amongst staff*
- ✓ *Improved staff productivity and collaboration*
- ✓ *Enabled or enhanced remote working*
- ✓ *Improved system security*

Cost reduction impact of multi-unit rate Less cost, More speed

\$150 Monthly fee for 1Gbps shared fibre:

Between 2 tenants = \$75* per tenant

Between 4 tenants = \$37.50* per tenant

Between 20 tenants = \$7.50* per tenant

**Does not include internet service – contact local service providers for internet rates and Internet Gateway sharing options*

Quick facts about Nelson Fibre

1. Nelson Fibre is a department of the City of Nelson
2. The City of Nelson owns all fibre infrastructure assets
3. The Open Access **dark fibre** municipal utility is a shared municipal infrastructure, sustained by revenue earned
4. Nelson Fibre is governed by municipal bylaws, with new rates, based on customer type and updated regulatory terms of use
5. Nelson Fibre manages fibre construction for customers
6. Nelson Fibre's role and responsibilities are limited to the installation and management of the fibre strands
7. Lighting up the fibre for use is the building owner or business network responsibility and Nelson has local service providers that can help
8. Customers may include building owners, Multi-tenant service providers or end users

Fibre Fees – New Rates July 2019

	Monthly Fibre Lease Fee*
Commercial	\$ 50
Non-Profit	\$ 50
Public Sector/Institutional/ Education (2 fibre strands incl.)	\$ 200
Residential (in Downtown or Railtown)	\$ 50
Multi-Unit (Shared Fibre Strand)	\$ 150

Connections and Construction

	One Time Charge
Minimum Connection Fee	\$ 250
Connection/Construction Costs (On-bill financing included in a 3 year contract = \$25 per month)	\$ 800*

*Subscribers can pay annually or monthly. Payable to the City of Nelson.

*Service Providers can bill the fibre lease to the customer, instead of the city, it's the fibre customer's choice



When your business absolutely, positively depends on fast, high quality network communications, you need fibre – Nelson Fibre.

Need more?

To learn more about how Nelson Fibre could improve service to your tenants, call us at 250 352 8289 or email nelsonfibre@nelson.ca

A sample of our satisfied customers

