Competing With Your Customer Does Not Work

Web Service Providers

Facebook, MySpace, Google, Skype, MSN, YouTube, Yahoo, VOIP, IPTV…

75% $

- **Sustained competition and diversity provides end user choice**

Transport Services
- **Natural monopoly**
- **Excellent economies of scale**
- **Regulation ensures economies of scale are passed through to customers**

Application Enabling Services and Real Broadband

Ownership Separation

25% $

Fibre

Community Interconnect- cornerstone for OAN NextGen

Global Gateway

Community Interconnect Fibre Network

3G/4G
WiMAX
Wi-Fi
Copper
Fibre

> Connects every community to the Global Gateway; Same price same performance.

> Removes Distance Dislocation for rural and regional areas.

> Ownership separated from wireless (no customer conflict).

> Creates sustainable competition among Local Access technologies.

> Foundation for evolution for FTTP.

AXIA

# The Alberta SuperNet – A Province-Wide NGN

SuperNet Snapshot

– Geographic area of Alberta is 661,848 km^2

– 429 communities.

– 4,400 government end-points.

– 15,000 km network.

– 75 specialty local access service providers services the retail/commercial market.

Current Initiatives

– Province-wide Electronic Health. Record implementation.

– New First Responders Radio Network.

– E-Learning – remote teaching and learning approaches.

Base Network (fibre)

Extended Network (fibre)

Wireless
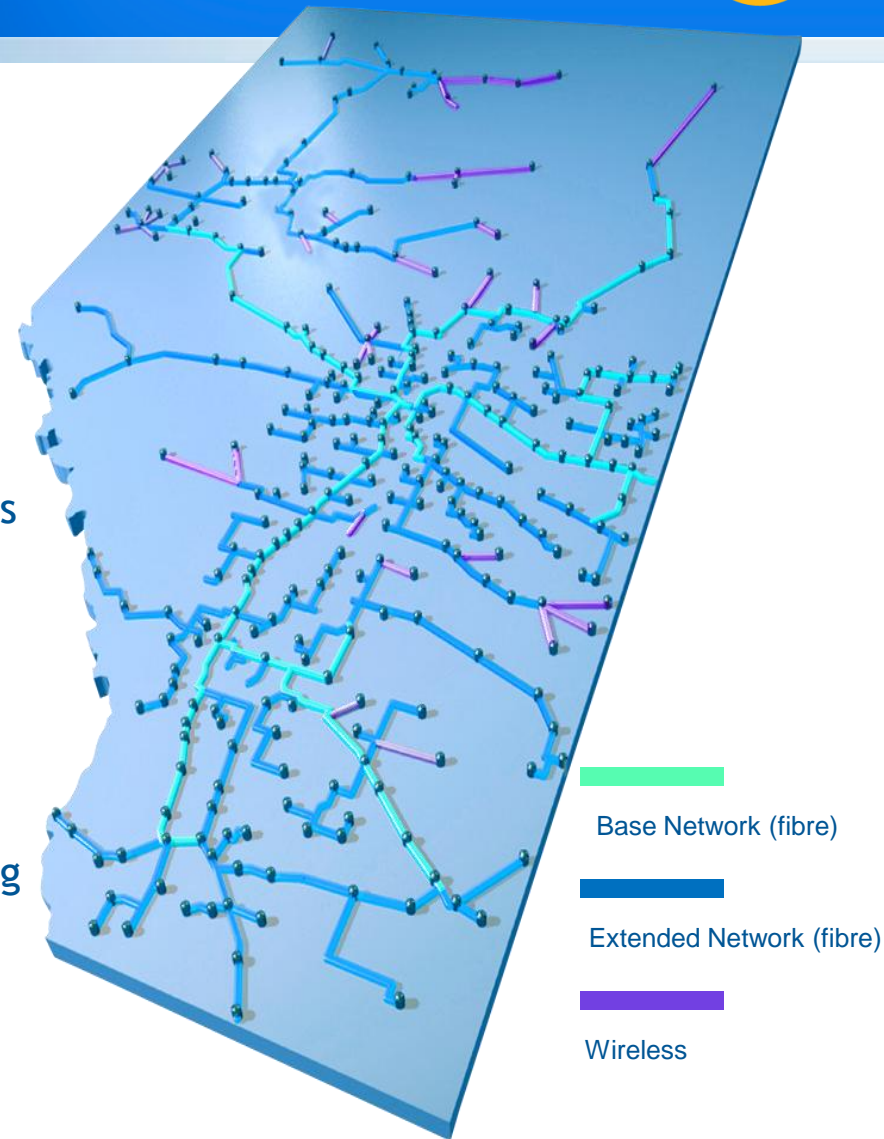
AXIA

# Axia Networks France/Covage – Regional Connectivity

France Snapshot

- Geographic area 547,000 km^2
- 12 regional networks so far.
- Coverage of 5.2 million people.
- More that 2,372 communities.
- Approximately 30,000 businesses.

Current Initiatives

- 1,800 km fibre backbone.
- FTTH required on most new tenders.
- French government has approaches:
  1. Délégations de Service Public ("DSP")
     - Axia takes cost and market risk.
     - Receives long-term fibre franchise.
  2. Private Public Partnership ("PPP")
     - Axia takes cost risk for fibre franchise.
     - Axia charges operating fee and shares revenue.
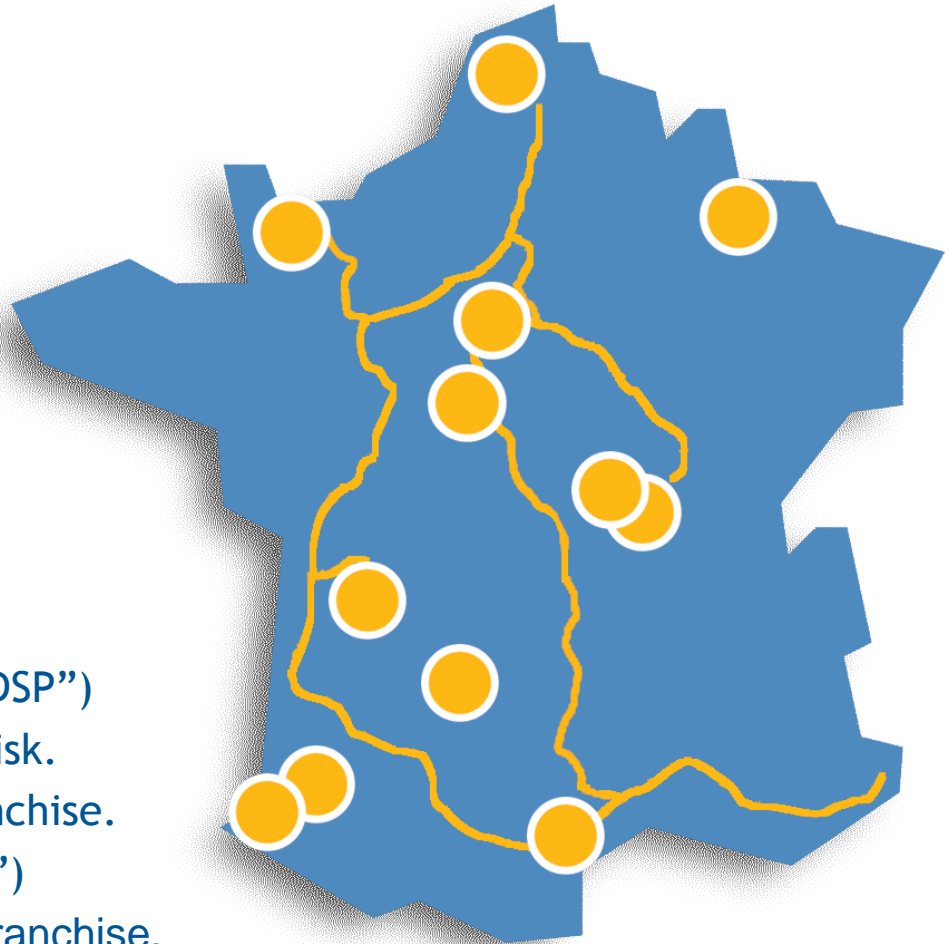
Singapore – Metropolitan Fibre-to-the-Premise

Singapore Challenge

- Fibre to every premise.
- Geographic area 693 km^2.
- Population of 4.8 Million
- 1.12 million residential premises
- 152,000 other premises.
- Modern metropolitan city.
- Secure, reliable, future proof, affordable.

Singapore Winning Solution

- Ownership Separation between passive infrastructure and any telecom licensee.
- $15 Sing per month for fibre access to any residential premise in Singapore.
- $50 Sing per month for fibre access to any non-residential premise in Singapore.
- All new fibre build while utilizing other existing passive infrastructure.
- 60% connected by 2010; 95% by June 2012. USO thereafter.
- Infrastructure involved ~2B – 2.5B Financial support up to $750 million.
- Singapore is now the standard for any metropolitan center that wants to compete in the   Digital / Knowledge economy.

AXIA

Urban Local Access Options: with reliable performance