



Axia Services Overview

April 2015

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- ***Agenda***

- Axia – overview.
- *Massachusetts Broadband Institute and the MassBroadband123* - overview
- What does this mean?
- Taking Advantage of the MB123 with Axia – Fiber to the Home Strategy
 - Residential
 - Commercial
- Next Steps



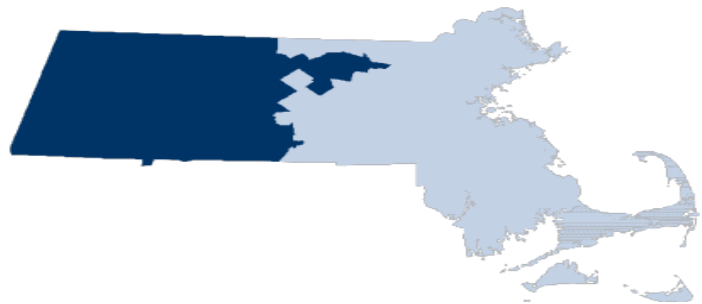
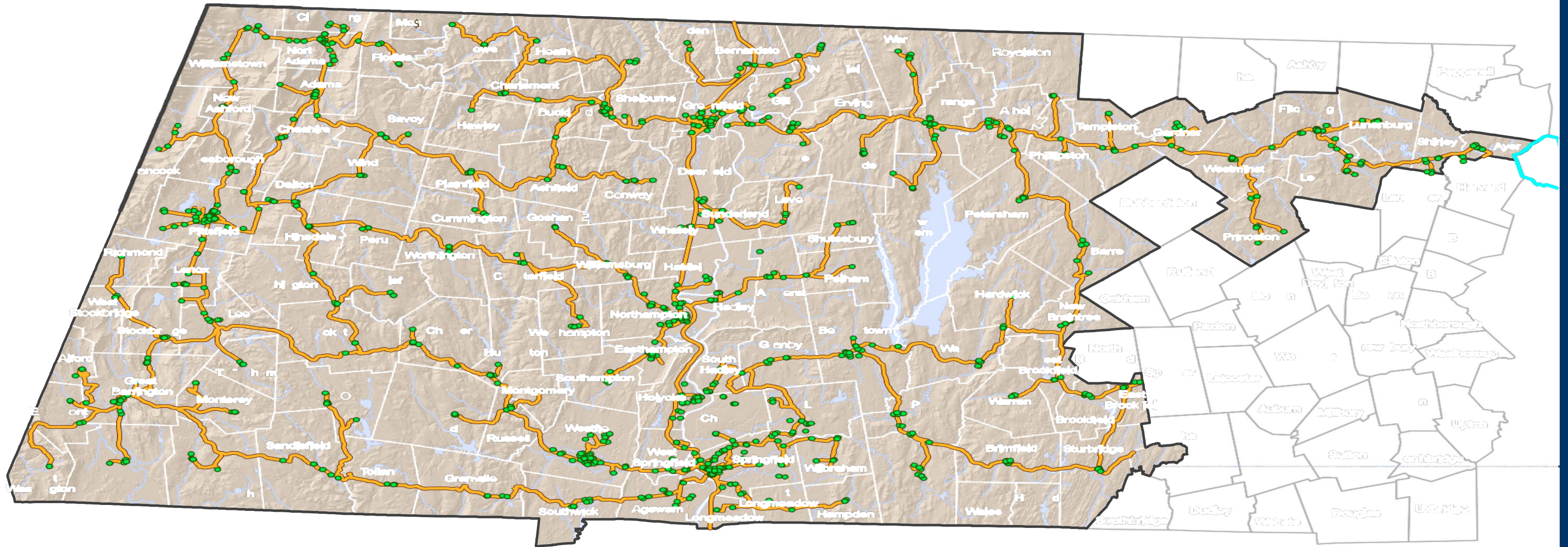
- US-based, wholly owned subsidiary of [Axia NetMedia Corporation](#).
- Provides fiber optic communications infrastructure and services.
- To date, Axia has networks in Alberta, France, and Massachusetts.
- Traded publicly on the Toronto Stock Exchange under the symbol "AXX".
- Dedicated group of Customer Care personnel
- 24 x 7 Network Operations Center.
- Local facilities, maintenance and field technicians.

Massachusetts Broadband Institute

...a division of the Massachusetts Technology Collaborative.



- ***MassBroadband 123 network***
 - *American Reinvestment and Recovery Act and the Federal Broadband Stimulus Fund*
 - Extend broadband access across the Commonwealth.
 - 1,200-mile “middle-mile” fiber-optic network.
 - Speeds run in various increments from 5 Mbps up to 10 Gbps.
 - Bandwidth is synchronous and simultaneous (same upload and download speeds).
 - Connect over 120 communities in Western and North Central Massachusetts.
 - Close to 1,000 *Community Anchor Institutions (schools, public safety, municipal)*
 - Implementation is Complete
 - Operated by ***Axia***.
- ***Provides essential broadband infrastructure:***
 - Foster economic growth
 - Attract Businesses and Employers
 - Immediate and Significant Positive Impact on Residential Property Values
 - Enhance Services and Strengthen Public Safety Infrastructure.



- ***Broadband Services for Private Residences***
- Options for Private Residential Broadband Access
 - ***"Under-Served" Communities:***
 - 45 Communities deemed as lacking residential or broadband access.
 - 2014: Mass Legislature approved \$40 Million "Last Mile Program".
 - Aid in the development and construction of fiber-to-the-home.
 - ***"Served" Communities:***
 - Currently served by cable/internet providers.
 - Request a build directly from the MB123 Network to the private residence.
- ***In both cases, a fiber access infrastructure must be***
 - ***Designed***
 - ***Financed***
 - ***Built***
 - ***Maintained***
- ***A Strategy and Partners are required to execute entire project.***

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- ***Axia's Strategy for Western Mass "Under-served" Communities***

- Axia's Role:

- *Design:*

- Select the coverage zone (in collaboration with the community) to ensure each customer has access to the network within that zone.
- Design the distribution fiber grid for 100% of the coverage zone. The distribution fiber would home run to the MBI demarcation in each community, to ensure optimal performance of services and sustainability.

- *Capital Investment:*

- Invest up front capital for a portion of the distribution fiber build.
- Provide quality assurance to ensure all required specifications are met.
- Invest in and install electronics to make the distribution fiber available for service.
- Invest in and install "fiber drops" and a customer device to each premise when a customer orders a service.
- Purchase backhaul services on MB123 to enable FTTP services.

- *Ongoing Network Management Services:*

- Provide affordable world-class internet services directly to home owners and businesses on the network.
- Provide wholesale fiber access services to other carriers and service providers.
- Customer support for all service and transactional elements of the service.
- Management of all network elements (break fix, regular maintenance, network monitoring, capacity management) on a 24/7/365 with Axia's expert NOC and support experts.

- ***Axia's Strategy for Western Mass "Under-served" Communities (cont.)***
- **The Community's Role:**
 - Underwrite the remaining capital necessary (after Axia's investment and any possible MassTech funding participation) to build the distribution fiber based on Axia's design and the agreed to coverage zone for the initiative.
 - Create a valuable community infrastructure asset and maintain ownership of the distribution fiber network for the useful life of the fiber.
- **Possible MassTech Participation:**
 - Continue with their plans to facilitate FTTP networks throughout Western Massachusetts
 - Allow for individual or joint plans that allow communities to engage third-party partners such as Axia to facilitate the creation of FTTP networks in their communities.
 - Help fund the project based on pre-determined criteria and requirements.
 - Provides an open access distribution fiber platform.
 - Harness private expertise and capital.
 - Accelerated comprehensive rollout across 40 communities.



- ***Axia Service Offering:***

- All of Axia's Internet Services have **symmetrical dedicated bandwidth**, are **Wi-Fi enabled**, have **no usage fees**, and are comprehensively managed from the Gateway Service all the way to the premise. Axia's Business Internet services provide more proactive management as well as router flexibility for the extension of Wi-Fi in a business setting.

- ***Internet Service End User Cost Structure:***

- Comprised of two elements:
 - Axia's *Residential* Internet Services
 - Axia's *Small Business* Internet Services

- ***Axia Service Pricing is Available Upon Request***

- *(Please see contact information on the last page)*



- ***Ethernet Services for Business***
 - Axia can design a retail or wholesale solution.
 - We will design and quote build costs, if required.
 - Offer financing options related to build costs.
 - We will implement the “final mile” connection.



- ***Next Steps...***
 - Be informed:
 - Significance of this valuable resource.
 - How access to technology fits into your clients' buying criteria.
 - Be proactive within your communities:
 - Attend the various meetings associated and advocate for adoption.
 - Educate your constituents:
 - Clients, fellow residents, business owners.
 - Form groups of interested and progressive thinking parties.
- ***CONTACT AXIA WITH QUESTIONS OR FOR ASSISTANCE!***



- ***Thank you!***

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