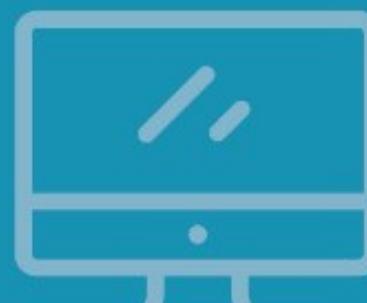


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Internet for Nova Scotia Update #2 August, 2019

...More News to Share

Following our most recent update late last week, we wanted to share a couple of additional pieces of news with all stakeholders following the progress of the Internet for Nova Scotia Initiative. Thanks for your ongoing interest.

Request for Qualified Suppliers #2 Develop Nova Scotia Seeks Additional Providers

On August 21, 2019 Develop Nova Scotia issued a call to find additional qualified providers to enhance and extend high-speed Internet to Nova Scotian homes and businesses.

In February 2019, the Crown announced a list of 10 pre-approved providers that would be invited to submit proposals for high-speed Internet solutions for Nova Scotia. These 10 providers were included in the invitation to respond to our 1st Request for Proposals (RFP) which closed at the end of June.

As we mentioned in our last update, multiple proposals in all provincial zones were received and negotiations are now underway with leading bidders. Announcements are expected in the fall once contracts are signed.

Now, in advance of our 2nd Request for Proposals scheduled for this fall, we are seeking additional providers to add to our pre-qualified list.

We believe having more organizations to bid on solutions will increase options for solutions and potentially open the door for more evolving technologies. This will

allow Develop Nova Scotia to attract solutions that will provide better value for Nova Scotians.

In addition to newly qualified providers, all previously qualified organizations will be invited to bid on all subsequent RFPs. As we did in the last pre-qualification call, we will be seeking organizations that can demonstrate they have the financial capacity, human resources and experience to build, maintain, grow and evolve the Internet networks in Nova Scotia.

We will announce the newest additions to our pre-qualified list of providers once the bids are received, the proposals evaluated, and all bidders are notified of results.

We expect that to be mid-late October.

More information can be found here <https://procurement.novascotia.ca/tender-details.aspx?id=DNS-1920-0012>

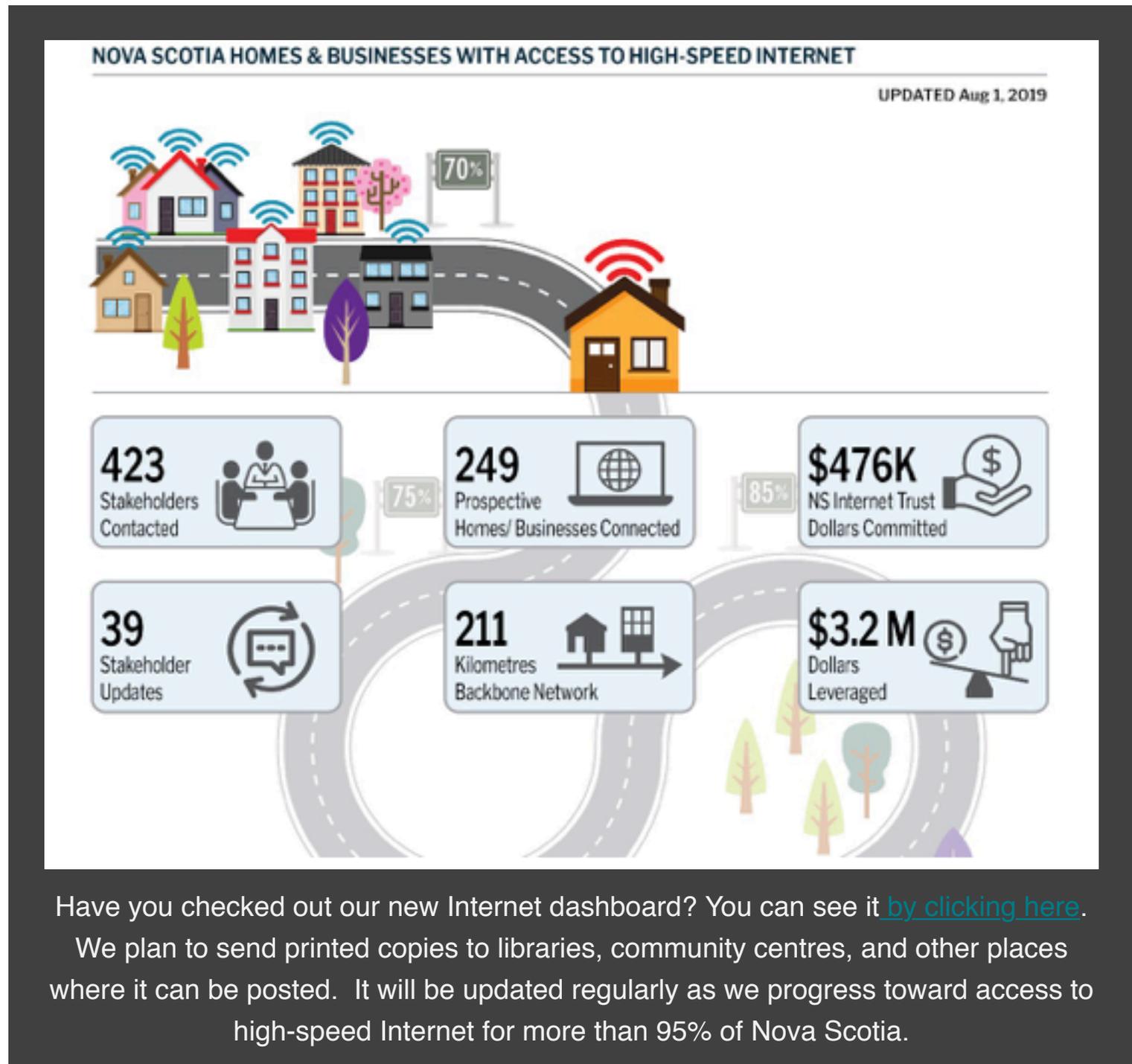
Questions and Answers

I read a recent news article about various Internet service providers' response to a CRTC decision that concerned me. How might this impact me?

While Develop Nova Scotia is not in a position to weigh in on these companies' response to a decision by the CRTC, we can confirm the following:

- Develop Nova Scotia remains committed and confident we can provide access to more than 95% of Nova Scotians with high-speed Internet
- We have always expected this would be accomplished by working with a variety of organizations, both big and small
- Bell Canada and Eastlink remain two of our original 10 pre-qualified providers to address high-speed Internet access challenges in our province
- Leveraging all avenues of funding, including provincial, federal, municipal, **and private sector**, is key in reaching this goal - nothing has changed in our position on this
- Develop Nova Scotia has not yet announced any funded projects with Bell Canada, Eastlink, or any other provider, except for where the Nova Scotia Internet Funding Trust has topped up several federal Connect to Innovate (CTI) projects approved in 2017 (many of which are already underway)

- Again, we are in negotiations now for new projects with providers and announcements are expected this fall once contracts are signed



Have you checked out our new Internet dashboard? You can see it [by clicking here](#). We plan to send printed copies to libraries, community centres, and other places where it can be posted. It will be updated regularly as we progress toward access to high-speed Internet for more than 95% of Nova Scotia.



If you have questions, please contact us at info@developns.ca or by calling 1-833-422-6591.

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