



18th Annual BC Broadband Conference

April 25 & 26, 2023

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Welcome

to the 18th Annual BC Broadband Conference!

Message from Bob Allen, President of the BC Broadband Association:

I am delighted to welcome you all to this year's BC Broadband Conference, in partnership with ABC Internet. Our theme for the conference is "BC Broadband Outlook - 2023", where we will be discussing the latest developments and changes in the BC broadband industry.

Our annual business and technology show provides a platform for sharing and learning among the players in the industry, and we hope to be a catalyst for growth in the BC communications sector.

I am grateful to everyone who has helped the BC Broadband Association host this event.



Bob Allen

**President, ABC Internet;
President, BC Broadband Association**

Bob Allen is the President of ABC Internet and has served as the President of the BC Broadband Association since its founding in 2009.

Bob began his career in the telecom industry with the opening of the office telecom equipment market from the monopoly era in 1986. In 1989 he founded ABC Communications which grew to be one of the largest providers of rural broadband service in British Columbia before being sold to TELUS in 2020.

His new corporate venture, ABC Internet, provides consulting services for LTE networks and provides LTE Packet Core Services to regional ISPs.

Thanks to our supporters

On behalf of the BC Broadband Association and ABC Internet, I would like to extend our gratitude to all our sponsors, vendors, speakers, and attendees. Your support is crucial in making this event possible. We hope you will enjoy this year's program and wish you and your organization much success at the 2023 BC Broadband Conference!

BCBC 2023 Organizing Team



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Conference Day 01- April 25th

08 : 00 - 09: 00	Registration Opens and Breakfast
08 : 30 -18: 00	Vendor Exposition Opens
09 : 00 - 09: 15	BC Broadband Conference 2023 Opens Opening remarks from the Master of Ceremonies Welcome Address & Introduction of the Keynote Speaker Scott Grant – VP of Sales, Lite Access Technologies Bob Allen – President, BC Broadband Association
09 : 15 -09: 30	Keynote Speaker Hon. Minister Lisa Beare – Minister of Citizens' Services
09: 30 -10: 30	Connecting Communities BC Update Susan Stanford – Assistant Deputy Minister, Connectivity Rachel Greenspan – Executive Director, Network BC
10 : 30 -11: 00	Coffee Break
11 : 00 -11: 30	Rogers Dean Prevost – President of Integration, Rogers
11 : 30 -12: 00	CRTC Update Claire Anderson – Commissioner, British Columbia and Yukon, CRTC
12: 00 - 13: 00	Lunch
13: 00 - 13: 30	Carrier Ethernet Switched - Product Update Chris Allen – Sr. Product Manager, Carrier Ethernet Switched, TELUS
13: 30 - 14: 00	Tarana Wireless Vardin Amiri – Sales Engineering, Tarana
14: 00 - 14: 30	Annual Legal and Regulatory Update Christian Tacit – Barrister & Solicitor, Tacit Law
14: 30 - 15: 00	Coffee Break

15: 00 - 15: 45

Panel: Competition in Open Access Networks

Keith Ponton – Telecoms & Media Cabinet Leader, Director, Sr. Practice Lead, Intelligent Systems, Arcadis IBI Group
Shaun Brennan – Regional Strategic Sales Leader, Western Canada, CALIX
Robin Harder – Senior Product Implementation Lead, Woven, Arcadis IBI Group
Boaz Shilmover – Owner, Board Member, CEO – Moby, Western Fibre Communications Corp.
Mitch Taylor – Associate Manager Business Development, Product Manager, Broadband Managed Services, Woven, Arcadis IBI Group
Daniel Grisdale – CEO, President, Rigstar Industrial Telecom

15: 45 -16: 15

Modern Automation and Visibility in Service Provider Networks

John Frame – Manager, Systems Engineering, Arista Networks

16: 15 -16: 20

Closing Remarks

Bob Allen – President, BC Broadband Association

16 : 20 -16: 30

Vendor Exposition Welcome Address by Netskrt

Siegfried Luft – Co-Founder, President & CEO, Netskrt

16 : 30 -18: 00

Vendor Exposition

18 : 30 -20: 00

Conference Dinner

20: 00 - 22: 00

Hospitality Reception

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Conference Day 02- April 26th

07 : 30 - 09: 00	Breakfast * *Breakfast will be served at the foyer, BCBA members attending the AGM Should bring their breakfast to the Cambie Room where coffee will be available
08 : 00 - 09: 00	BCBA Annual General Meeting Cambie Room
08: 00 - 09: 00	Registration Opens
08 : 30 -16: 00	Vendor Exposition Opens
09 : 10 - 09: 15	Day 2 BC Broadband Conference Opening Remarks Scott Grant – VP of Sales, Lite Access Technologies
09: 15 - 09: 30	Beanfield Presentation Jon Paul (JP) Janze – Managing Director, BC Operations, Beanfield Technologies Inc.
09: 30 - 10: 00	Solimedia Nader Kashani - Founder, Solimedia
10: 00 - 10: 30	Latest Innovations in Fiber Deployment Jean-François Richard – Key Account Manager, Adtran
10: 30 - 11: 00	Coffee Break
11: 00 - 12: 00	Workshop: Serving the last 2% of Canadians Moderator: Bob Allen – President, BC Broadband Association
12: 00 - 13: 00	Lunch
13: 30 - 14: 00	Panel: Challenges of Placing Fibre Infrastructure Bob Allen – President, BC Broadband Association Ron Huinink – VP Broadband and Outside Plant, Telonix Scott Jamieson – Director of Engineering Services, Focus Communications Tim Ryan – Principal Owner, ComXpertise Jonathan Black - Executive Director, CanWISP

14: 00 - 14: 30	Differentiation through Customer Experience Shaun Brennan – Regional Sales Manager, Calix
14: 30 -15: 00	Coffee Break
15: 00 -15: 30	Introducing TP-Link Aginet, an agile and pragmatic solution for internet service providers Benjamin Liu – Director, B2B Sales and Product Management, TP-Link
15 : 30 -16: 00	BCBA - ISED Spectrum Update Brenda Bouchette – Technical & Economic Advisor, Tacit Law
16 : 00	Conference Closing Bob Allen – President, BC Broadband Association



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Keynote Speaker



Honourable Lisa Beare

Minister of Citizens' Services,
Ministry of Citizens' Services

Lisa Beare was first elected as the MLA for Maple Ridge-Pitt Meadows in May 2017.

Previously, as the Minister of Tourism, Arts and Culture, she worked to promote and strengthen B.C.'s dynamic tourism industry and the vibrant arts, culture and sport community, to ensure that these sectors continue to thrive throughout the province and are valued and respected internationally.

Lisa grew up in Maple Ridge and is raising a young family in the community. She previously worked as a flight attendant and a commercial pilot. Lisa demonstrated her commitment to good governance early on, with a diploma in local government management from the University of Victoria.

Long a passionate advocate for social causes and a committed volunteer, Lisa got her start in politics in 2014 when she was elected as a local school board member. Her time on the school board and her own experiences as a mother led her to become an advocate for quality public education for all British Columbians.

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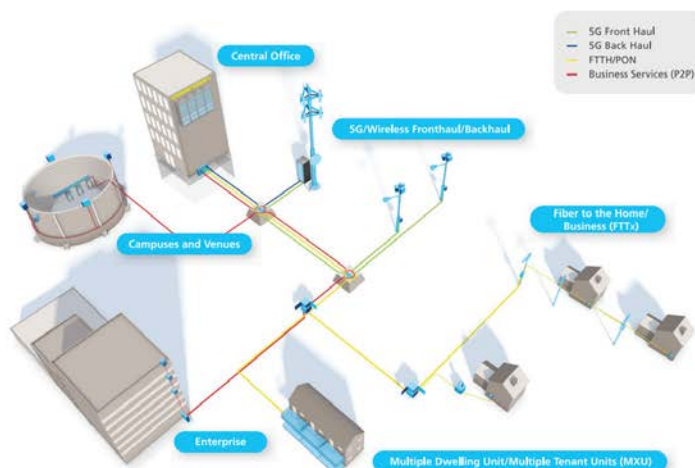
Scott Grant

VP of Sales, Lite Access Technologies

Scott has been in the telecom business for over 20 years. In his role, Scott promotes the benefits of alternate fibre deployment techniques to government, carriers and ISPs around the world.

Having done business in over 25 countries, Scott is actively involved with MISA and other organizations helping Canadian municipalities build their fibre networks faster, more economically and with minimal disruption to the community.

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Our Speakers



Susan Stanford

**Assistant Deputy Minister
Connectivity, Ministry of Citizens' Services**

Susan was first appointed to lead the Provincial Connectivity program in 2016 and has held multiple Assistant Deputy Minister roles since 2018. With a passion for community digital empowerment, she leads a talented team at the centre of connectivity expansion to more rural and Indigenous communities throughout the province.

Prior to joining the BC Government in 2012, Susan held several senior private and public sector roles in Ottawa, Ontario with Canada Post Corporation, the National Research Council, Bell Canada, Corel Corporation, and Nortel Networks.

Susan has led teams for more than 20 years. She holds a Masters degree in Leadership from Royal Roads University, an executive MBA from Athabasca University and a Bachelor degree from Carleton University.



Rachel Greenspan

Executive Director, Network BC

Rachel is an expert in technology policy, programming, and digital transformation, she has over 15 years of experience as a tech manager and leader, helping companies of all sizes achieve operational and strategic growth.

Rachel began her BC Public Services in Aug 2021 as a Director of Regulatory & Permitting at Network BC, she has then been promoted to the Senior Director of Policy and Programs, and is now the Executive Director leading Network BC.



Dean Prevost

President of Integration

Dean is President, Integration at Rogers Communications, where he is leading the Rogers/Shaw merger. Dean has previously held positions as the President of Rogers Business and President of Connected Home organizations since joining Rogers in 2017.

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Claire Anderson

Commissioner, British Columbia and Yukon, CRTC

Claire is the first Indigenous woman and first Yukon resident to be appointed to the CRTC.

As a citizen of the Taku River Tlingit First Nation, she shares her region's perspectives and helps ensure that the communication system serves the needs of all Canadians.

Called to the Yukon bar in 2014, Claire started her legal career in private practice at Lackowicz & Hoffman, where she conducted trials at the Yukon Supreme Court, led corporate reorganizations and negotiated various agreements including employment contracts. She also contributed to the territory's legal community by serving as a director of the Yukon Legal Services Society.

Claire is the Protector for the Lanâlxh (Prosperity) Trust, where she oversees the conduct of trustees to ensure that their actions are compliant with the trust deed and legislation.

She has also made important contributions to the Taku River Tlingit First Nation, as coordinator of a Reconciliation Project, volunteer director of the Taku River Tlingit First Nation Economic Partnerships and a member of the Board of Directors of the T'akhu A'Tlen Conservancy.



Vardin Amiri

Sales Engineering, Tarana

Vardin Amiri is a highly seasoned technical sales engineer with more than 23 years of experience in the Wireless industry. He has worked for manufacturers of Point-to-Point, Point-to-MultiPoint wireless solutions built on proprietary and standard based technologies, such as LTE and 802.11xx chipsets.



Chris Allen

Sr. Product Manager - Carrier Ethernet Switched, TELUS

Chris Allen has spent more than 20 years working in the telecommunications industry. He spent much of that time working in leadership roles within ABC Communications and helping it grow to one of BC's largest independent ISPs. After the sale of ABC Communication to TELUS in 2022, Chris has worked on several projects to integrate his former company into the larger organization.

More recently Chris took on the role of Product Manager for TELUS' flagship ethernet product sold to large multinational carriers and small local ISPs - Carrier Ethernet Switched.

Chris is now able to bring his experience as a customer to this product to help organizations connect anywhere in Canada.



Jean-François Richard
Key Account Manager, Adtran

Jean-Francois is a key account manager at Adtran, covering the Canadian territory. Having previously worked at Nortel, Ericsson and EXFO, Jean-Francois has over 25 years of experience working on hardware and software solution sales and services with telecommunication services providers. Areas of interest include automation and system integration, user experience (UX) and service assurance. Jean-Francois is based in Montreal with his family and is a triathlete.



Ron Huinink
Technical Manager - Broadband, Telonix

Ron's career began in the CATV industry over 25 years ago in construction, executing work for the local cable company.

Ron joined Cogeco Cable in 1998 as a Service Technician. While employed there for 18 years, he was involved in Maintenance, Construction, Headend/Data departments, and Planning within Cogeco, building the knowledge vital to the success of a cable MSO. He worked his way through several roles in the field and eventually into management. In 2017 Ron joined Telonix as their Sales Engineer supporting the RF and outside Plant products and is now Vice President of Broadband and Outside Plant.

Ron has been a member of the SCTE for 14 years, was elected to the Ontario Board in 2013, and served as President for two years. He has also been heavily involved in running and assisting in start-up FTTH small ISP's.


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Tim Ryan

Principal Owner, ComXpertise

Tim was born in 1951 and raised in Edmonton Alberta. Tim has been involved in the graphics, photographic industry, and information technology industries for most of his working career. He was the founder of Technicare Inc. a systems integrator, technical materials, and systems engineering company in the photography industry. He and partners formed Technicare Imaging which today is one of the largest digital imaging production and online fulfillment company in Canada, serving all of Canada and northern tier United States.

In 2003, Tim and his wife moved to Kaslo, BC. Attempting to operate from the very limited Internet access in Kaslo led him to join the Kaslo Broadband Committee formed by the Village of Kaslo, and later joined the Board of Kaslo infoNet Society. From 2012 to the present Tim has participated in the design, development, funding, and implementation of the fibre network system in Kaslo and Area D.

Tim retired from Technicare in 2016 but continued to contribute as KiN's Treasurer, board member and founder of the KiN Technical Services group. Tim's corporate supply chain and fibre technology experience were key contributions to the success of the KiN Kaslo and Area D fibre project that is now close to 80% complete and has brought Gigabit Symmetric Fibre connectivity to every property connected against the goal of serving every taxable property in Kaslo and Area D.

As the KiN Kaslo and Area D fibre project is largely complete and has the resources required for KiN to carry this to completion, Tim has recommitted his time and resources to the BCBA and in 2022, a consulting and technical service for planning and support of further community fibre projects.



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The Connected Coast Project is a partnership between CityWest and the Strathcona Regional District (SRD). Together, through the Connected Coast Partnership, we will bring reliable high-speed Internet accessibility to thousands of residents and businesses in rural and remote communities along coastal BC, Haida Gwaii & Vancouver.



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Christian Tacit

Barrister & Solicitor, Tacit Law

Drawing on over 41 years of technical, business and legal experience, Chris is the founder of Tacit Law, a boutique law firm that provides a broad range of legal and consulting services to clients in the information technology, communications, regulated industries, and broader commercial and not-for profit sectors. In addition to providing traditional legal services, Chris assists clients with strategic planning, governance, risk management, business reviews, commercial transactions, as well as corporate and regulatory compliance. He is also very involved in Internet governance through various volunteer activities.



John Frame

Manager, Systems Engineering, Arista Networks

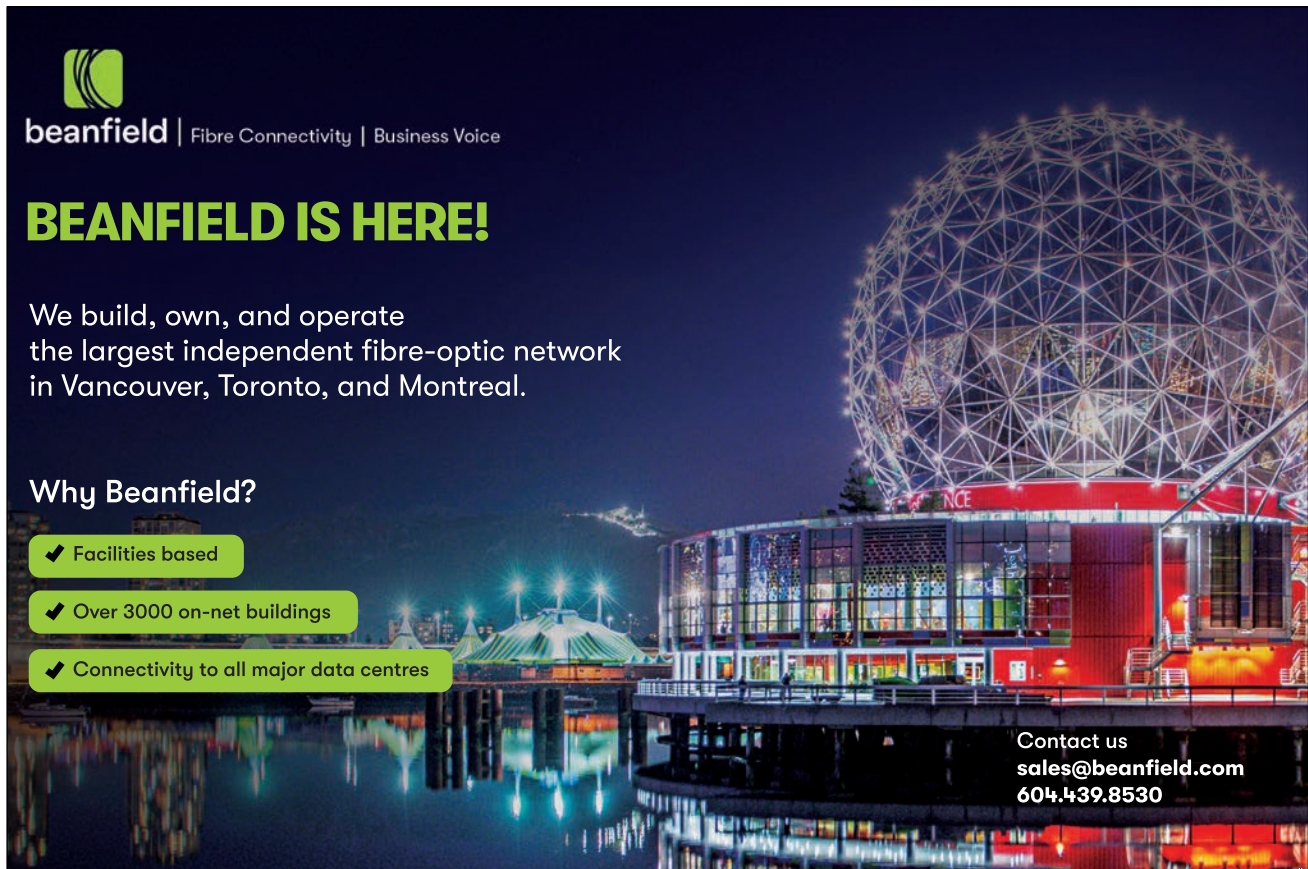
John has over 25 years of experience in the networking industry covering telecommunications, data centre, cloud, and enterprise networks. During this time he has primarily worked as a Systems Engineer leading pre and post sales teams in helping businesses design and deploy end to end communication networks.

Prior to John's current SE Manager role at Arista Networks in western Canada, he worked at Juniper Networks and Unisphere Networks.

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Jon Paul (JP) Janze

Managing Director, BC Operations – Beanfield Technologies Inc.

Jon Paul is an accomplished, results-driven, hands-on executive with 20+ years of progressive entrepreneurial experience with start-ups and mid-size organizations in the technology industry.

As managing director of BC Operations, JP is responsible for the strategic planning, growth and expansion of Beanfield operations in Western Canada. Prior to his role with Beanfield JP was CEO of Burnaby BC based Urban Communications Inc which was acquired by Beanfield in 2022.

**Nader Kashani**

Founding Director Solimedia Technology Inc.

Nader Ghafari Kashani graduated from university of Birmingham (UK) in electronic engineering. He then went on to receive his Master of Science degree in computing system design from Cranfield university (UK). During his MSc project he was part of the team implementing Cambridge ring local area network (1st of it's kind) at Cambridge University.

He worked with Ericsson Business communication in Middle East after which he moved to South East Asia & was a consultant with Northern Telecom for implementation of GSM1900 cellular network in Singapore.

He then founded Soliton Networks Technology in Asia designing & implementing fiber networks for service providers with equipment from Photonic Bridges until the company was sold to Siemens Nokia. The other companies he founded have been distributors for Mikrotik since year 2000.

Since his move back to Canada in 2011 he has designed & implemented numerous fiber as well as wireless networks across Canada; delivering Internet services to underserved & hard to reach communities & organisations.

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Jonathan Black

Executive Director, CanWISP

Jonathan was one of the founding members of CanWISP in 2013 during his time at Storm Internet. He has served the organization in various roles: Board Member, Treasurer, Chair, Conference Organizer and most recently as Executive Director. When he is not working on CanWISP he provides consulting services to WISP's and any other group trying to bring internet to underserved Canadians.


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In January 2013 a group of 12 wireless ISPs met in Ottawa to begin working together to promote and share best practices and to organize ourselves to take part in regulatory and policy discussions with the Canadian Government.

The result of these meetings is CanWISP. CanWISP represents us in front of the CRTC (Canadian Radio-Television and Telecommunications Commission) and ISED (Innovation, Science and Economic Development Canada). Through CanWISP, we participate in legislative, regulatory and policy-informing processes.

CanWISP Is Our Association

- We use fixed-wireless and fibre as our last-mile connection.
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- We share best practices and ideas.

www.canwisp.ca
Canadian Association of Wireless Internet Service Providers
Association des fournisseurs de service internet sans fil (CanWISP)




Benjamin Liu

Director, B2B Sales and Product Management

Coming from the TP-Link Corporation, Benjamin is responsible for the overall B2B/ISP business of TP-Link Canada. With his extensive knowledge of the industry and deep commitment to customer satisfaction, Ben has been instrumental in spearheading the company's ISP business development in Canada.


He is passionate about introducing TP-Link, a global leader in the networking industry with the biggest industry self-owned manufacturing facilities, to Canadian B2B/ISP customers. Ben's focus is on helping Canadian ISPs improve their customer experience, increase their ARPU, and reduce OPEX/CAPEX through TP-Link's innovative and reliable network solutions. Away from work, Ben is enjoying basketball, tennis, and outdoor activities.

He also serves his community as a proud Canadian ski patroller.




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**Brenda Bouchette**

Technical and Economics Advisor, Tacit Law

Brenda is a professional engineer with 26 years' experience in the telecommunications industry. Brenda has designed fixed and mobile networks across Canada and internationally, for large carriers and small operators. She has extensive knowledge of telecommunications network design and the business challenges facing network operators. She is also well-versed in economics and its application to the telecommunications industry.

Brenda authors submissions to ISED consultations and CRTC proceedings related to telecommunications policy, spectrum policy, spectrum auctions, wholesale access, funding programs, and digital connectivity, and works with clients to develop and refine positions, and present their position effectively to regulators.

She also helps clients prepare funding applications for broadband, wireless and other telecommunications infrastructure expansions, and also assists them in developing strategies and tactics related to the acquisition of spectrum, including by way of spectrum auctions.

Brenda holds an undergraduate Electrical Engineering degree and a Master of Arts in Economics.



Keith Ponton

**Keith Ponton, Telecoms & Media Cabinet Leader | Director
| Sr. Practice Lead | Intelligent Systems - Arcadis IBI Group**

Keith currently leads IBI's Broadband Consulting and Managed Services practice (Woven), which is part of the new Arcadis Intelligence Global Brand Asset. Keith is a seasoned telecommunications veteran with over 30 years of telecommunications and information communication technology experience across engineering, sales, product management, marketing, and executive level management functions.

He has been responsible for managing large capital infrastructure programs, spanning over \$100M/year across Canada. He holds a government of Canada secret level security clearance and has acted as the Lead Communications Infrastructure Consultant on critical infrastructure such as ports of entry, bridges, tunnels, and intelligent transportation networks.



Robin Harder

Senior Product Implementation Lead | Woven - Arcadis IBI Group

Robin joined IBI's Broadband Consulting and Managed Services practice in 2022 and the lead product developer for WOVEN.

Robin has more than 20 years' experience in architecture, product design, information technology, leadership and direction in organizations around the world. He spent the nine years prior to joining IBI building the community owned FTTx ISP O-NET in Olds, Alberta.

Having built O-NET from the ground up, Robin is experienced with the myriad issues presented by open/shared network management, design, product development, service delivery, customer care, and engineering.



Boaz Shilmover

**Owner | Board Member | CEO — Moby,
Western Fibre Communications Corp.**

Boaz is the CEO and Board Member of Moby, an independent urban fibre optic triple play telecommunications provider based in Calgary, Alberta, where he is responsible for the overall strategic development and direction of the organization.

He has over 20 years' experience as an entrepreneur and senior executive, scaling businesses across all functions encompassing finance, operations, human resources and sales and marketing, while establishing procedures and controls to support growth.

Boaz has been recognized in Profit Magazine and Alberta Venture on multiple occasions, is a Top 40 Under 40 recipient and a graduate of the Richard Ivey School of Business.



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**Daniel Grisdale****Predident - Rigstar Industrial Telecom**

Dan is an experienced and respected Telecom leader with a strong financial background. Mr. Grisdale holds a Bachelor of Science Degree: Finance from Arizona State University enabling a strong acumen across the company.

Dan has held major senior roles within Rigstar since 2003 and was instrumental in securing a \$30MM telecom contract for the Coastal Gaslink project. Mr. Grisdale concurrently assisted with the acquisition of a rural ISP in 2005 and has transformed Rigstar's business model from a cellular enhancement provider to a turn-key network systems integrator.

He developed and implemented Rigstar's MPLS based network, Fibre Way™ division that supports residential, commercial, and industrial applications. Mr. Grisdale also volunteers on several boards for Alberta small businesses and not for profit events such as the Calgary Folk Festival to promote the arts and music community.

**Mitch Taylor****Associate Manager | Business Development | Product Manager | Broadband Managed Services | Woven – Arcadis IBI Group**

Mitch is an experienced project leader with over 30 years of project management experience in telecommunications and construction.

He has run projects for telecommunication companies such as TELUS, Rogers, Verizon, and Sprint, as well as projects within industry and communities across North America. With solid operational and financial skills, Mitch has managed small to significant wireless, wireline, construction, team, and infrastructure transformation.

**Shaun Brennan****Regional Strategic Sales Leader | Western Canada - CALIX**

Mr. Brennan has held leadership roles in sales, marketing, and business development across various aspects of the telecommunication industry over the last 20 years.

With Calix, he is responsible for Strategic Sales Leadership in Western Canada, working with Broadband Service Providers focused on eliminating the digital divide and creating greater competition in several major Western Canadian urban markets.

In addition to his work with Calix, he has previously been a member of and chairperson for policy committees with the Edmonton Chamber of Commerce and served as a member of the City of Edmonton Advisory Group on Sustainability.



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To the way you laughed out loud, in public, when your group chat was firing on all cylinders.

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