



INTELLIGENT CITY ADVISORY COMMITTEE

June 21, 2018 – 12:00 p.m.
City Hall, Council Chamber Meeting Room

MINUTES

MEMBERS PRESENT:

Councillor Bill Harper	- Co-Chair, City Council
Gerry Akkerman	- TransLink
Brigid Canil	- Ministry of Transportation (by telephone)
Michael Hrybyk	- Co-Chair
William Laycraft	- Community Member
Reg Nordman	- Business Community Member
Paul Romein	- Local Business Community Representative

MEMBER REGRETS:

Ron Cann	- Community Member
Maryam Naser	- New Westminster School District 40 Representative
Wendy Parry	- Douglas College Representative
Councillor Mary Trentadue	- Council Representative

GUESTS:

Jordan Scott	- Zayo Group
Han Hwei Woo	- Astute Internet

STAFF:

Rupinder Basi	- Senior Planner
Rod Carle	- General Manager, Electrical Utility
Alvin Chok	- Chief Information Officer
Patricia Jecks	- Intelligent City Project Coordinator
Heather Corbett	- Committee Clerk

The meeting was called to order at 1:00 p.m.

1.0 ADDITIONS / DELETIONS TO AGENDA

There were no additions or deletions.

2.0 ADOPTION OF MINUTES

2.1 Adoption of the Minutes of March 9, 2018

MOVED and SECONDED

THAT the minutes of the March 9, 2018 Intelligent City Advisory Committee meeting be adopted.

CARRIED.

All members of the Committee present voted in favour of the motion.

3.0 PRESENTATIONS

3.1 Zayo Group Presentation

Jordan Scott, Business Development Manager, Zayo Group, provided a PowerPoint presentation about Zayo's services and highlighted the following information about the business:

- Overview of Zayo Group;
- Details of financial and fibre assets, including 11.5 million fibre miles, 391 markets, and 34,000 on-net buildings;
- Product groups, including Fiber Solutions, (Dark Fiber, Private dedicated networks (PDNs), advanced fiber monitoring), Transport, and Enterprise Solutions;
- Connectivity by numbers, including:
 - 51 data centres and 1000 on-net data centres in the Lower Mainland, with a desire to expand;
 - Customers include 60% of Fortune 100 companies, 30 countries, 50+ cloud providers, 250+ on-ramps;
 - Owned assets in Canada (more than 9000 km of network), North America, and globally;
- Noted that all fibre paths and maps are available on their website;
- Zayo Group's interest in assisting the City to facilitate the growth of the network;

In response to questions from the Committee, Mr. Scott provided the following information:

- Acquisition is a mainstay of the business, and the company averages approximately four acquisitions per year;
- OpticZoo was acquired in December 2017 which expanded Zayo's dark fibre network;
- Zayo's footprint in Canada is largely generated from the acquisition of Allstream's assets;

- Optic Zoo was acquired in December 2017 which expanded Zayo's dark fibre network;
- Zayo's growth is funded organically and via the public market;
- CenturyLink is a bigger company than Zayo Group, but does not own as much dark fibre and therefore the two companies do not compete on the same playing field;
- Zayo Group have a history of working with municipal networks and developing partnerships;
- In New Westminster, Zayo is currently present wherever Allstream is present, i.e. on the Queensborough bridge;
- It is hard to determine a value for fibre as every market is different, however an average cost per metre can be attained when pricing fibre builds;
- Zayo plans to lease BridgeNet fibre and already have two orders to connect to BridgeNet;
- The value derived from the connection between Zayo and BridgeNet would be that anyone who is connected to BridgeNet could connect to anywhere within Zayo's network;
- Zayo does not supply residential services, as their focus is dark fibre connectivity and allowing customers to have connectivity;
- If Zayo were to install a data Center in the region, it would likely make sense to retrofit into Allstream's building on West Cordova, however there may not be sufficient demand to install a data centre;
- Zayo does not generally agree to short-term leases as they are costly; and,
- Generally, there would be a one-year minimum lease, or standard of three-year, that would align the connection with the building lease.

The committee noted the following comments:

- The investment that the City makes in fibre networks will not be lost as it is a developing asset; and,
- It is encouraging to see a large player such as Zayo come in to the City.

3.2. Astute Internet ISP Presentation

Han Hwei Woo, Astute Internet, provided a PowerPoint presentation about Astute's services and highlighted the following information about the business:

- History and overview of company: internet infrastructure provider, focused on B2B business internet services and focused on connecting between cities and making Vancouver a globally competitive internet hub;
- Product offering, including internet access, fibre, dedicated servers, and colocation;
- Previously engaged with Optic Zoo to design and deploy DWDM;

- Business statistics on pricing structure, points of presence, number of connections, and data centres;
- Astute Internet's interest in providing services in New Westminster - because of equal footing with other providers and access to BridgeNet.

In response to questions from the Committee, Mr. Woo provided the following information:

- Astute Internet focuses on B2B internet provision, therefore does not provide service to condos or other multiple dwelling units; and,
- Making business connections within the City and introducing other companies to the City's fibre services and business environment would be of interest to Astute.

Discussion ensued and the Committee expressed support in moving forward with both Zayo Group and Astute Internet as Internet Service Providers (ISP) for BridgeNet, with the proviso that because Zayo are a dark fibre provider, it would be optimal to have a non-compete clause built in to the agreement with the City.

MOVED and SECONDED

THAT the City of New Westminster move forward with negotiation of a dark fibre agreement with Zayo Group and bring an application, including a non-compete clause, to Council for approval; and,

THAT the City of New Westminster move forward with a standard ISP proposal from Astute Internet and bring the application to Council for approval.

CARRIED.

All members of the Committee present voted in favour of the motion.

4.0 REPORTS AND INFORMATION

4.1. Working Team Updates

(a) Innovation

Reg Nordman, Business Community Member, updated the Committee regarding ongoing projects, noting the following:

- ODEN is moving forward with product-focused projects and opportunities, including Maple Ridge;
- There are now a few American data sources available;
- ODEN could be an opportunity for ICAC to identify problems that need solving in the City and find solutions;
- It presents an opportunity to generate examples of using open data and showcase successes;

The committee noted the following comments:

- One example for use of ODEN could be within the Parks Department, which would like to create an inventory of City trees using a Smart ID and connect through data to generate a program for maintenance;
- Appreciation was expressed for the initiative, as it is a valuable process to move forward with ideas and evaluate their success;
- It may be applicable for the Innovation sub-committee to consider ideas and move them forward as projects to be prioritized within the Intelligent New West Strategic Plan; and,
- Another idea could be to look at how drones fit into Intelligent City, as they are an increasingly important tool in City operations in terms of cost and time savings.

(b) Marketing & Advocacy

Patricia Jecks, Intelligent City Project Coordinator, updated the Committee regarding the Marketing & Advocacy Working Group's key initiatives, noting the following:

- The group has developed a number of assets and will revisit how to leverage them further once the updated strategy is completed;
- Other recent marketing activities included a press release regarding connecting the Justice Institute of BC to BridgeNet as well as Councillor Harper's recent Open Data Champion award;
- BridgeNet Hub has been delayed at the Youth Centre because of staff changes, however this is still an excellent opportunity to showcase Intelligent New West for youth and seniors; and,
- The budget process starts in September, therefore the group plans to evaluate projects that require funds.

The committee noted the following comments:

- It may be worthwhile considering a booth at the BC Tech Summit again this year;
- The Marketing and Advocacy Working Group could workshop which events INW could participate in for raising awareness; and,
- Community-based events and activities may be more worthwhile in terms of engagement than regional events.

(c) Inclusion

There was no report.

(d) Knowledge Workforce

Patricia Jecks, Intelligent City Project Coordinator, updated the Committee regarding the Knowledge Workforce Working Group's key initiatives, noting the following:

- An MOU with the New Westminster School District is underway to create a more meaningful partnership, where the parties can work more collaboratively to ensure K-12 students are armed with the digital experiences and training they need to be ready for the digital world.

In response to a question from the Committee, Ms. Jecks noted that the MOU would formalize the relationship between the City, and in particular the New Media Gallery, and SD40.

The committee noted the following comments:

- SD40's free access to the City's Wi-Fi should be highlighted and recognized within the MOU; and,
- Getting the school district incorporated into BridgeNet would ensure that they are further integrated into the New Westminster digital community.

(e) Infrastructure – Brigid Canil

Brigid Canil, Ministry of Transportation, updated the Committee regarding the Infrastructure Working Group's key initiatives, noting the following:

- Several new businesses have connected to BridgeNet recently, including five in one Downtown building;
- Work is currently under negotiation or underway in the following areas:
 - Boyne Street, in Queensborough;
 - Land Title office in Anvil Centre;
 - Quayside – there are four-to-five connections forthcoming, however suppliers are finding that completion of connections challenging in towers due to access into individual suites;
- Some connections are being completed using abandoned gas mains, in conjunction with Fortis;
- A direct connection to 555 W. Hastings should be complete within the next couple of months, at a one-time connection cost of \$60000;
- Agreement negotiations with Shaw and Telus are still ongoing; and,

- A Fibre Optics Guide, which will aim to provide advice, best practices, and negotiating tips, is being put together by Communications Infrastructure Committee BC (CICBC), however MOTI is to maintain and own the document.

5.0 UNFINISHED BUSINESS

There were no items.

6.0 NEW BUSINESS

6.1. Open City Champion Award

Councillor Harper showed committee members the Open City Champion Award he was awarded by Public Sector Digest (PSD). The award signifies the recipient's "commitment to more open, transparent and accountable local government".

Councillor Harper thanked the Committee for the contributions that had been made by all towards the City's efforts.

6.2. Other Fibre Programs

Councillor Harper noted that a seminar on Smart Cities had recently been held at FCM and the appetite for a national fibre program was discussed.

6.3. Intelligent New Westminster Strategy

Patricia Jecks noted that the Draft Intelligent New West Strategy was nearly complete and would be presented to the ICAC at a future meeting.

7.0 NEXT MEETING

Possible mid-August meeting for discussion of the INW Strategy.

September 21, 2018, at 9:00 a.m. in Chamber Meeting Room, City Hall.

8.0 ADJOURNMENT

ON MOTION, the meeting was adjourned at 3:01 p.m.

Certified correct,

ORIGINAL SIGNED

Councillor Bill Harper
Co-Chair

ORIGINAL SIGNED

Michael Hrybyk
Co-Chair

ORIGINAL SIGNED

Heather Corbett
Committee Clerk