



Telesat Canada
1601 Telesat Court
Gloucester, Ontario
K1B 5P4

June 10, 2005

Ms. Diane Rhéaume
Secretary General
Canadian Radio-television and
Telecommunications Commission
Les Terrasses de la Chaudière
One, Promenade du Portage
Gatineau, Québec
K1A 0N2

Dear Ms. Rhéaume,

**Re: Telecom Public Notice 2004-1 Amended Process –
Review & Disposition of Deferral Accounts for the Second Price Cap Period**

1. By letter dated 2 February 2005 the CRTC (“the Commission”) indicated that Parties that submitted comments on 15 October 2004 in the above referenced proceeding may submit revised comments if they wish to do so. Telesat Canada (“Telesat” or “the Company”) submitted comments on 15 October 2004 (“October 15th Comments”) and is pleased to provide the following update to those previously filed comments.

2. Telesat summarized its position in this proceeding at page 2 of its October 15th Comments as follows:

- The Company agrees that use of the funds in the deferral accounts to extend broadband access is appropriate and would make a significant contribution in closing the “digital divide” currently separating those Canadians living in urban centres from those living in the more rural and remote areas of this vast country.
- Satellite has unique advantages (e.g., ubiquitous coverage and distance insensitive costs) over other technologies in extending advanced telecommunications services to unserved and underserved rural and remote regions of Canada, and is well positioned to continue to exploit these advantages with respect to the deployment of broadband services to these same areas.

- Specifically, with the Ka-band payload on the Anik F2 satellite and the C-band capacity available on this and other of its satellites, Telesat already has in place the network facilities needed to provide both direct-to-user and “community aggregator” solutions to at least partially address this critical need of extending broadband deployment to all rural and remote regions of Canada, and/or to assist other service providers looking for least-cost solutions to do so.
- Telesat therefore urges the Commission to consider the role that satellite can play in expanding broadband access to all regions of Canada in concert with many of the broadband proposals advanced by other participants in this proceeding.

3. Nothing has changed in the intervening months to cause Telesat to deviate from this position. However, in regard to the third bullet above, Telesat can provide updated information on the status of the new Ka-band service.

4. As explained at paragraphs 19-22 of Telesat’s October 15th Comments, this new Ka-band service is ideally suited for the delivery – anywhere in Canada – of two-way, high-speed, direct-to-user broadband IP service, including the satellite equivalent of high-speed Internet service, at prices comparable to terrestrial alternatives currently offered in densely-populated urban centres. In terms of performance, Telesat further noted that Ka-band services use a small-dish antenna and operate at speeds of up to 2 Mbps download and 512 Kbps upload. The Company also indicated that it would be marketing Ka-band services through a network of service providers, who would in turn be selling directly to end users, and that it was expected that these resellers could offer services starting at around \$60/month, with one time equipment/installation fees adding a further \$500-700 to a consumer’s bill, unless bundled in with the monthly rate.

5. Since Telesat’s October 15th Comments were filed, a number of service providers have begun marketing satellite-based high-speed broadband services using Anik F2 Ka-band capacity. For example, netKaster, a division of Northwestel Cable Inc., has announced that it is rolling out four high-speed Internet packages, starting this July, in the Northwest Territories and Nunavut, and expanding this to include other Northern

Canadian areas over time. The basic (residential) service package starts at \$64.95/month. For all service packages, the announced one-time equipment charges are only \$399, and include professional installation and all the equipment required (i.e., 67 cm dish antenna, satellite modem, and connecting cables). More detailed information on the netKaster Anik F2 Ka-band service, taken off this service provider's Internet website, is provided in Attachment 1.

6. Barrett Xplore Inc. has also recently announced pricing packages for its new Xplornet Ka-band Satellite Service using Anik F2 capacity. Its basic package retails at \$59.99 a month. Details of its hardware package are to be announced over the coming weeks, with service rollout to commence in July. On its website Barrett Xplore advises that the price of its hardware package will be "extremely competitive" and that service will be available "everywhere in Canada". More detailed information on the Barrett Xplore Anik F2 Ka-band service, taken off this service provider's website, is provided in Attachment 2.

7. Infosat Communications Inc. (a subsidiary of Telesat), as well as Télébec, Limited Partnership, and NorthernTel, Limited Partnership, have also committed to rollout of a Ka-band service using Anik F2 capacity. Pricing information on the service is not currently available on Infosat's website, but the site does contain much descriptive information on the service and is reproduced in Attachment 3.

8. As Telesat stated in its October 15th Comments, and as confirmed by the updated information provided herein, Ka-band broadband service performance and monthly prices are comparable to those of terrestrial alternatives currently being offered in urban areas of the country. The important distinction is that the Ka-band service prices are for service to virtually anywhere in Canada, with no further infrastructure investment required. Funding from the deferral accounts could therefore be limited to mitigating the terminal equipment costs of the satellite service. The net result would be that the costs incurred to reach many rural and remote locations will be less with a satellite solution, thus minimizing the amount of subsidy needed per subscriber to extend broadband service to

these locations.

9. In its October 15th Comments Telesat also discussed use of satellite capacity at C-band for broadband expansion into rural and remote areas, based on a community aggregator model. Substantial C-band capacity covering all of Canada is currently available and could also prove a very cost-effective solution for broadband expansion in many instances.

10. In sum, as Telesat noted in its earlier comments, satellite has long played a prominent role in extending advanced telecommunications services to unserved and underserved rural and remote regions of Canada, and is extremely well positioned to continue this important role with respect to the deployment of broadband services to these same areas. Indeed, the advantages of ubiquitous coverage and distance insensitive costs that satellite has over terrestrial alternatives in terms of connecting rural and remote areas of the country to the rest of Canada and the world are just as prevalent in the case of broadband deployment, and accordingly should be recognized, and taken advantage of, in this context as well. Telesat therefore urges the Commission to consider the role that satellite can play on its own, or in concert with the other proposals made in this proceeding, to extend broadband coverage to help close the “digital divide” separating those Canadians living in the more rural and remote regions of the country and those living in urban centres.

Yours truly,



Robert Power
Director – Regulatory & Government Initiatives

Attachments

cc: PN 2004-1 Interested Parties

ATTACHMENT 1


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News Releases

05/12/2005

Northwestel Cable & Telesat Canada Bring Affordable High Speed Internet to NWT & Nunavut

Northwestel Cable has signed an agreement with Telesat Canada to provide broadband service to rural communities in two of Canada's northern territories. This new technology will provide Satellite High Speed Internet this summer to select northern communities in the Northwest Territories and Nunavut.

The new service, called NetKaster, delivers affordable two-way, High Speed Internet service to residential and business customers using a small satellite dish. Four service packages will be available, with speeds up to 50 times faster than Dialup Internet.

Northwestel Cable will initially launch service in July in Rankin Inlet, Rae-Edzo and along the Ingraham Trail, on the outskirts of Yellowknife. The NetKaster service will be expanded later this year to additional communities in the Northwest Territories and Nunavut.

"This new technology will bring affordable High Speed Internet to areas that were previously unserved," said Curtis Shaw, General Manager of Northwestel Cable. "We are excited to be able to use cutting edge technology to help improve the quality of life for people living in remote locations."

Customers are encouraged to visit the NetKaster website at www.netkaster.com for information on the upcoming service. The website includes information on the product packages, frequently asked questions (FAQs), a distributor sign-up form and availability by community. Pricing will be announced in the following weeks.

Northwestel Cable Inc. provides cable television and High Speed Internet services to residential and business customers. The company is a wholly owned subsidiary of Northwestel Inc.

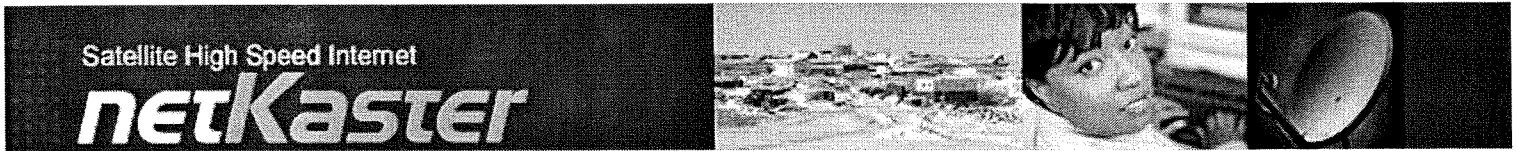
Telesat Canada is a pioneer and world leader in satellite operations and systems management. The company made history in 1972 with the launch of the first domestic commercial communications satellite in geo-stationary orbit. Today, Telesat competes with other top international satellite fleets in providing telecommunications and broadcasting services throughout the Americas, and is a leading consultant, operator and partner in satellite ventures around the globe. Telesat is a wholly-owned subsidiary of BCE Inc., a leading communications company with shares listed in the United States, Canada and Europe.



We know distance!

Our partner Telesat pioneered satellite communication, and our parent Northwestel has over 50 years of experience providing telecommunications solutions to Northerners across Canada.

Northwestel provides complete telecommunications solutions for the 110,000 residents of the Northwest Territories, Nunavut, Yukon and northern British Columbia. The company's operations span nearly 4 million square kilometres of the most remote and rugged areas of Canada. Northwestel is wholly owned by Bell Canada. For more information on Northwestel, please visit www.nwtel.ca.


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netKaster Service Packages

netKaster offers 4 high speed packages to suit your needs. Just check the options and choose your speed:

- **Basic (Residential)** : Everything you need to get your family online and surfing. Unlimited access with download speeds up to 512 kbps and upload speeds up to 128 kbps.
- **Ultra (Home Office)** : For the surfer on the go. Unlimited access with download speeds up to 1 Megabit per second and upload speeds up to 256 kbps.
- **Enhanced (Small Business)** : An extra boost for business or pleasure. Unlimited access with download speeds up to 1.5 Megabits per second and upload speeds up to 300 kbps.
- **Extreme (Business)** : As fast as it comes for busy users and big file transfers. Unlimited access with download speeds up to 2 Megabits per second and upload speeds up to 500 kbps.



We've got something for everyone!

Choose from four packages ranging from home user to large business service.

netKaster	BASIC	ULTRA	ENHANCED	EXTREME
	Residential	Home Office	Small Business	Large Business
Download speeds (up to)	512 kbps	1.0 Mbps	1.5 Mbps	2.0 Mbps
Upload speeds (up to)	128 kbps	256 kbps	300 kbps	500 kbps
Bandwidth (Note 1)	no usage cap	no usage cap	no usage cap	no usage cap
E-Mail Addresses	2	3	5	10
Web Mail Access	yes	yes	yes	yes
Technical Support	Included	Included	Included	Included
Term Commitment	12 months	12 months	12 months	12 months
Monthly Service Fee	\$64.95	\$99.95	\$149.95	\$199.95
IP Address (Dynamic)	1	1	1	1

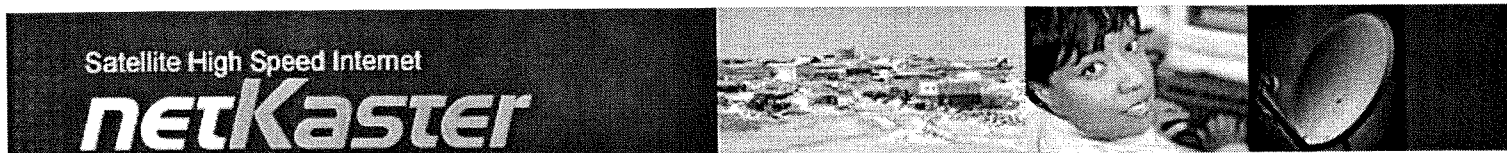
Note 1 -- **Bandwidth use** -- Since satellite beam capacity is resource shared by a number of users, usage is subject to Northwestel Cable's Fair Access Policy.

Note 2 -- **Equipment and Installation** -- An initial charge of \$399 to pay for the outside equipment purchase and professional installation will appear on your first bill. \$149 of this represents the standard installation fee covering typical installation conditions.

The remaining \$250 is your purchase of the outside equipment. We provide the satellite modem only on a rental, not purchase basis, and it is included as part of your monthly service fee.

SERVICE LOG.

Note 3 -- Taxes are extra



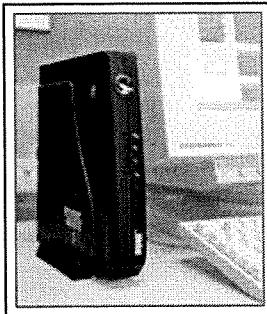
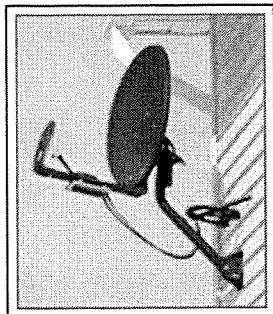
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Equipment Package

To access netKaster Satellite High Speed Internet, you must have a Satellite Modem and Dish Antenna.

This will be sold as a complete package and will consist of the following:



Installation is a snap!
Our trained technical staff will quickly and professionally install the service and get you connected!

\$399 gets you started!

This equipment package includes professional installation and all the equipment required (67 cm dish antenna, Satellite Modem, cables).



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Service Description

netKaster Satellite High-Speed Internet service

A new breakthrough leading edge technology that brings affordable High Speed Internet to rural and remote communities! It is powered by Telesat Canada's new Ka-Band high-efficiency spot beam satellite.

It's fast. It's affordable. And it's available anywhere throughout the **NWT & Nunavut** for residential and business customers.

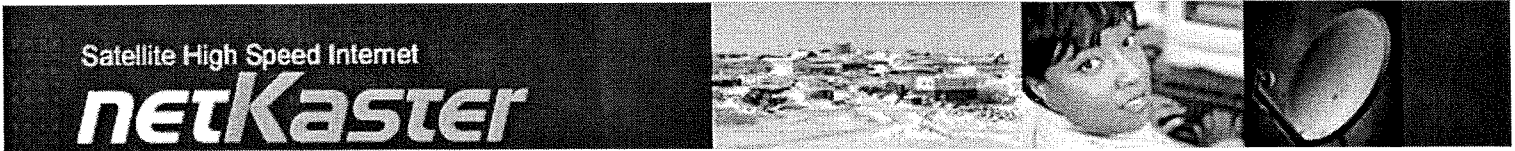
netKaster offers you:

- High Speed 2-way Satellite Internet (starting at 512 kbps download)
- An "always on" connection – no need to log in or out; efficient and fast
- Go online without tying up your phone line!
- 4 packages to choose from
- Speeds up to 50 times faster than Dial-Up
- Professionally installed
- Regionally-based Technical Support
- Web Mail access



We've got something for everyone!

Choose from four packages ranging from home user to large business service.



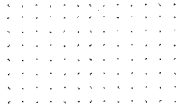
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Service Availability

netKaster service will be available anywhere in the **NWT** and **Nunavut**!

We will update this information on a regular basis to add new communities and areas in Northern Canada (BC, AB, SK, MB, YT, NWT, NU).

For our July 2005 Launch we will provide service to the following communities:

- **NWT**
 - Rae-Edzo
 - Yellowknife / Ingraham Trail
- **Nunavut**
 - Rankin Inlet

If you want netKaster to be in your community next, please [contact us](#) or sign up on our "[Customer Waiting List](#)".



Sign up now!

If you would like service in your area, do let us know by completing our [reservation form](#). There is no obligation.

ATTACHMENT 2

Pricing announced for new Xplornet Ka-band Satellite Service

WOODSTOCK, N.B. (April 19, 2005) – Barrett Xplore Inc. has announced pricing packages for the new Xplornet Ka-band Satellite Service, Canada's first national wireless broadband network for consumers in rural, remote, First Nations and suburban areas everywhere in the country. Powered by Telesat's Anik F2 satellite, national service availability will start in July 2005.

Service packages start as low as \$59.99 per month, providing download burstable speeds up to 512 Kbps (up to 20 times faster than dial-up) and upload burstable speeds up to 128 Kbps (up to 5 times faster than dial-up) with higher speeds and greater capacities available. Business service packages are available with download burstable speeds, higher than a T1 line, at up to 2.0 Mbps (up to 75 times faster than dial-up) and upload burstable speeds of up to 500 Kbps (up to 20 times faster than dial-up). Service package pricing and conditions can be found at www.xplornet.com. Details of hardware pricing, which will be extremely competitive, will be announced by late spring.

“Telesat's new satellite is the first in the world to commercialize the Ka-band frequency, a breakthrough communications technology for delivering cost-effective, two-way broadband services,” said Bruce Barr, President and CEO, Barrett Xplore. “Using Telesat's Ka-band technology will enable Xplornet to deliver always-on, always-ready high-speed Internet connectivity everywhere in Canada.”

The new service, packaged, marketed, distributed and serviced through the Xplornet brand of Barrett Xplore is designed specifically for the millions of Canadians who do not have access to DSL or cable. Through its long-established national dealer networks, the company has a strong presence in many smaller communities where broadband has, up to this point, been unavailable or impractical.

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About Barrett Xplore

Barrett Xplore Inc. – through its Xplornet brand – is Canada's largest and fastest growing wireless broadband service provider. Through a combination of industry-leading technology, superior high-speed Internet service delivery and best-in-class customer service, Xplornet will bring the advantages of broadband connectivity to underserved businesses and residences across Canada, no matter where they are located. Additionally, Barrett Xplore has built a strong platform in the sales and distribution of consumer electronics products and accessories for leading brands such as Star Choice, Philips and Fellowes. Barrett Xplore is a privately-held company owned by Barrett Corporation of Woodstock, New Brunswick and Sandler Capital Management, New York. For more information, please visit www.xplornet.com and www.barrettxplore.com.

About Telesat (www.telesat.ca)

Telesat is a pioneer and world leader in satellite operations and systems management. The company made history in 1972 with the launch of the first domestic commercial communications satellite in geostationary orbit. Today, Telesat competes with other top international satellite fleets in providing telecommunications and broadcasting services throughout the Americas, and is a leading consultant, operator and partner in satellite ventures around the globe. Telesat is a wholly-owned subsidiary of BCE Inc., a leading communications company with shares listed in the United States, Canada and Europe.

For further information:

Bruce Barr

President & CEO

Barrett Xplore

905-792-6057

bruceb@barrettxplore.com



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Telesat Ka-band Satellite Service

For more information about the Ka-band Satellite service
[please click here](#)

Service Package	Package 1	Package 2	Package 3	Package 4
Monthly Fee	\$59.99	\$99.99	\$149.99	\$199.99
IP Address	Dynamic	Dynamic	Dynamic	Dynamic
E-mail Accounts	5	5	5	10
Mailbox Space (per acct)	5 MB	10MB	10MB	10MB
Web Space	5 MB	10MB	10MB	25MB
DSN Hosting (www.yourname.com)	Optional	Optional	Optional	Included
Web Mail Access	Yes	Yes	Yes	Yes
Download Burst Speed (up to)	512 Kbps	1 Mbps	1.5 Mbps	2.0 Mbps
Upload Burst Speed (up to)	128 Kbps	256 Kbps	300 Kbps	500 Kbps

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 Barrett Xplore
 & Telesat team up...
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Xplornet's Telesat Ka-band Satellite Service FAQ's

- [When and where will the service be available?](#)
- [How much will the service cost?](#)
- [Why is two-way wireless communication important?](#)
- [What kind of equipment will be needed to connect to the service?](#)
- [What is the installation process? Can I install my own dish?](#)
- [Do customers need a phone line in addition to the satellite service?](#)
- [If someone has satellite TV, will they need to have 2 dishes?](#)
- [How fast is the service? How does it compare to cable modems and DSL?](#)
- [What are the minimum system requirements?](#)
- [Will I be able to attach more than one computer or user to the service?](#)

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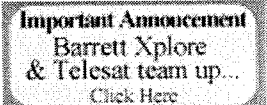
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When and where will the service be available?

Barrett Xplore, through its Xplornet brand, will begin its national Ka-band rollout in July. Service will be available **Everywhere in Canada**.

How much will the service cost?

Details on the service packages and pricing are now available. For more information [click here](#).

Why is two-way wireless communication important?

Wireless service provides high-speed data in both directions, upstream and downstream. The two-way capability means customers do not need an additional phone or cable line or the expense of a traditional dial-up ISP in order to receive broadband Internet access.

What kind of equipment will be needed to connect to the service?

Customers will need a small antenna (about 0.67m), which can be installed on a roof or wall, cables, and a small indoor unit which is connected to your computer. The antenna, cables and indoor unit will be sold as a package at extremely competitive prices. Additional hardware pricing information will be made available over the coming weeks.

What is the installation process? Can I install my own dish?

Professional installation specialists will quickly and efficiently install equipment and activate your broadband service. The satellite dish is approximately 0.67m in size and can be easily mounted on a roof or outside wall. A cable from the dish will connect to a satellite modem (a small box placed next to the PC), which will connect to your PC via Ethernet. Installation will require trained and certified installation professionals to make sure that the dish is pointed at the satellite accurately and all connections are made properly.

Do customers need a phone line in addition to the satellite service?

No - this is a 2-way, high-speed Internet service that requires no phone line connection.

If someone has satellite TV, will they need to have 2 dishes?

Yes, the current service offering will require an additional antenna. In order for customers to receive both Xplornet's Ka-band service and satellite TV service, the antenna would need to be considerably larger (and more expensive) than customers would find acceptable.

How fast is this service? How does it compare to cable modems and DSL?

The two-way satellite service will provide an always-on connection to the Internet with various data transfer speeds and price points to satisfy a wide range of user requirements. Service tiers that may be offered could be as high as 2 Mbps download and 0.5 Mbps upload. However, the average consumer may be satisfied with much lower speeds and lower monthly rates.

What are the minimum system requirements?

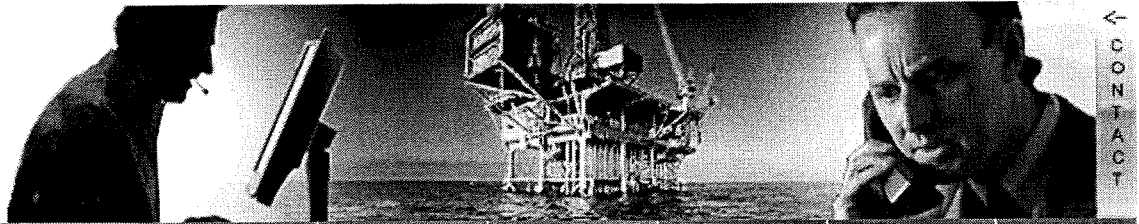
PC/ Windows: 166 MHz or faster, minimum 128 MB, Windows 98, 98SE, ME, 2000, NT or XP. Ethernet support required. Macintosh: 300 MHz or faster, minimum of 128 MB, OS 9, OS 10.1 or higher, Ethernet support required.

Will I be able to attach more than one computer or user to the service?

Yes - the service will support a number of concurrent users, however you will need to install a broadband router (D-Link, Linksys, SMC, or similar consumer cable router).

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ATTACHMENT 3



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Press Releases

World's largest commercial communications satellite will provide low cost, enterprise grade high-speed satellite internet services to every corner of the country

Infosat Communications, Inc. selected as Canadian service provider

VANCOUVER, July 22, 2004 – Infosat Communications, a subsidiary of Telesat Canada and BCE has been chosen as a service provider for the exciting new Ka frequency band high speed internet service delivered through Anik F2.

The satellite was launched on Ariane 5G rocket from Europe's Spaceport in Kourou at 9:44 pm local time July 17, 2004. The successful launch of F2 will dramatically change the landscape of telecommunications permanently. This satellite contains 45 powerful signal beams covering North America with overlapping coverage. Anik's new Ka-band technology payload promises to instantly deliver 2-way high speed internet service to every corner of Canada where terrestrial service such as cable or DSL is not available.

Anik F2 is the first North American satellite to commercialize the Ka frequency and will dramatically improve high speed internet service access at a reduced cost for rural businesses.

Infosat's President & CEO, John Robertson is excited by Anik F2's enormous potential. "This puts high-speed Internet services on the same footing cost-wise as it's terrestrial counterparts, and it has enormous future implications because sooner than later everything will be delivered through Internet Protocol (IP) technology. This, in turn, means Infosat is well-positioned to maintain its leadership status in the satellite telecommunications delivery community. "

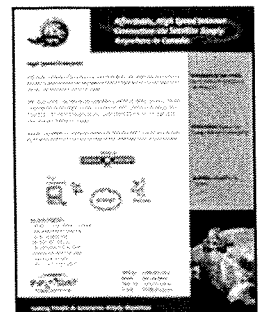
Anik F2 represents Telesat's fifteenth successful satellite launch. Telesat's F2 operating in geostationary orbit, will provide commercial services for an estimated 15 years. Following in-orbit tests this summer and fall, Telesat will take possession of F2 and Infosat will begin commercial service in 2005.

About Infosat

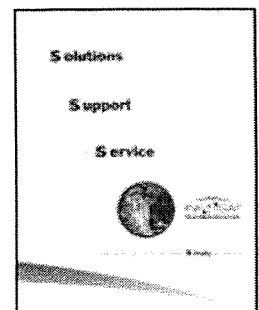
Infosat Communications, Inc. is Canada's leading satellite telecommunications system integrator and services provider. With offices across Canada, Infosat serves business and government with a wide range of fixed and portable satellite telecommunications products. Infosat is a wholly owned subsidiary of Telesat

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[Download the HSe Brochure](#)
(Acrobat PDF: 365 KB)



[Download the Infosat Corporate Brochure](#)
(Acrobat PDF: 303 KB)

*Canada, the world's most experienced commercial satellite operator.
(www.infosat.com)*

About Telesat

Telesat, a wholly owned subsidiary of BCE Inc., is Canada's largest communications company and one of the early pioneers in satellite communications and systems management. Based in Ottawa, Canada, the company launched the world's first domestic communications satellite in geostationary orbit and today operates a fleet of satellites for the provision of broadcast distribution and telecommunications services, and is a highly respected consultant and partner in satellite ventures around the world. (www.telesat.ca)

For more information:

Nali Yiu
Infosat Communications, Inc
604-524-3038

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Infosat High Speed Enterprise (HSE)

GET CONNECTED FAST!

On July 17th, 2004, Infosat's parent company Telesat successfully launched the Anik F2 satellite - the world's largest commercial communications satellite.



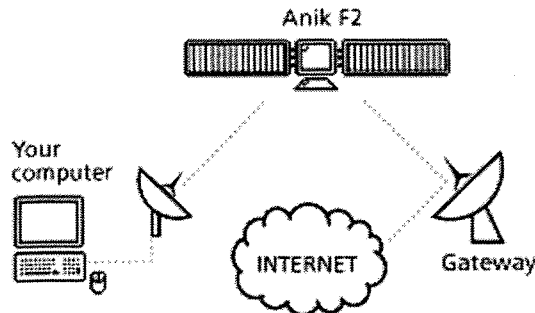
F2 is the first satellite to fully commercialize the Ka frequency band - a breakthrough satellite communications technology for delivering cost-effective, two-way broadband Internet services.

Infosat has designed a low cost communications system allowing you to access the Internet at top speeds anywhere in Canada!

With our always on connection, you get the speed you need to connect your business to the world, access up-to-the-minute news sources, download files or just surf the web.

Imagine All The Possibilities

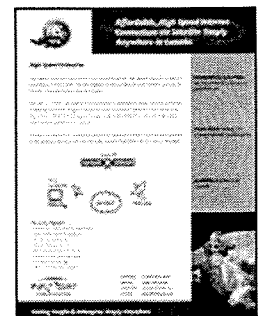
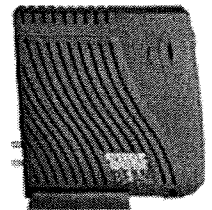
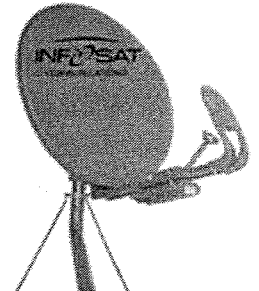
Our newest broadband Internet satellite service is targeted to users in locations where high-speed Internet services are not available. With HSE, you get always on, two-way, high speed Internet service. The two-way capability means customers do not need an additional phone or cable line or the expense of a traditional dial-up ISP in order to receive broadband Internet access.



All you need is the HSE mini dish, which can be installed on a roof, or wall plus the HSE modem which is connected to your computer. Our professional installation specialists will quickly and efficiently install the equipment and activate your

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broadband service.

Download the [HSe Brochure](#) in PDF.

Built-in Routing and LAN Connectivity

The HSE terminal provides Public Internet routable addresses via a standard Ethernet port enabling multiple computers to be connected directly to the Internet. In addition, the HSE terminal supports easy interconnection to firewall and VPN devices.

HSE Features

- "Always On" High Speed Internet access
- Secure Internet Backhaul
- Commercial grade service
- Point of sale option
- Ethernet port
- VPN acceleration
- HTTP acceleration
- Includes Email, Web space Etc
- Antivirus Protection

HSE Costs

The service is the most affordable satellite Internet services available. There are 2 costs – a fee for the equipment plus professional installation and a low monthly service fee for the High Speed Internet Access.

We are pleased to have already received many expressions of interest related to the availability of two-way broadband via satellite from businesses and dealers familiar with the sale and installation of satellite services.

For more information, please visit our [Frequently Asked Questions](#).

If you are a business customer interested in this service, please complete the [customer form](#) that will put you on the service availability wait list for your Region. By completing the form you'll be the first to know when the service is available.

If you are a dealer who is interested and experienced in selling and installing satellite services for your Region please click here to complete the [dealer form](#) .

For more informaiton, read our press release on the [Anik F2 Launch](#).

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