

VOIP COMPETITION UPDATE

April 2006

VoIP COMPETITION UPDATE
April 2006

This document provides an update on VoIP competitors now operating in Canada and of analysts' forecasts of VoIP Penetration

Figure 1
VoIP Forecasts Available in March 2006
(% of Canadian Households that will subscribe to VoIP from the Companies' Competitors)

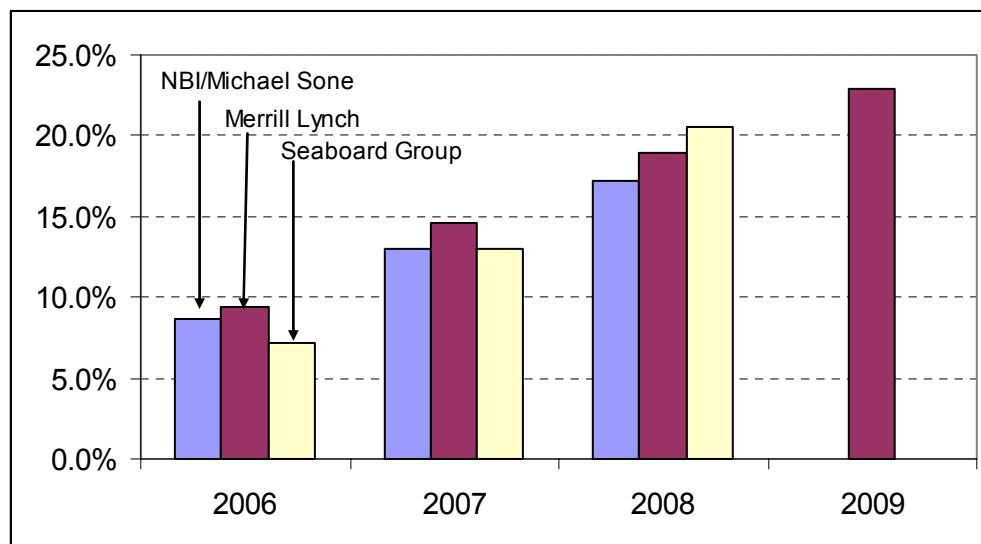


Table 1
VoIP Forecasts (% of Canadian Households that will subscribe to VoIP from the Companies' Competitors (N1))

	Forecasts Available in March 2006				Forecasts Available in July 2005				
	2006	2007	2008	2009	2006	2007	2008	2009	
NBI/Michael Sone (N2)	8.7%	13.0%	17.2%		NBI/Michael Sone (N3)	3.3%	6.5%		
Merrill Lynch (N4)	9.4%	14.6%	18.9%	22.9%	Merrill Lynch (N5)	7.1%	11.3%	14.6%	17.7%
SeaBoard Group (N6)	7.2%	13.0%	20.5%		SeaBoard Group (N7)	3.8%	8.3%	13.4%	18.4%
Lemay-Yates	not available				Lemay-Yates (N8)	4.3%	6.9%	10.2%	13.4%
Consensus	8.4%	13.5%	18.9%	22.9%	Consensus	4.6%	8.3%	12.7%	16.5%

N1: The data referenced in the table is calculated by dividing each VOIP forecast, excluding the potential take-up from the ILEC VoIP services, by the forecast of Canadian households from L.Surtees, *Still More & Faster: Canadian Broadband Internet Access Forecast & Analysis, 2004-2009*, IDC, May 2005.

N2: *Canadian Local Telecom and VoIP Services Market Report*, 2005 Edition, NBI/Michael Sone Associates, November 2005, page20.

N3: *Canadian Local Telecom Services Market Report*, 2004 Edition, NBI/Michael Sone Associates, November 2004, page 18.

N4: *Canadian Telco & Cable Valuation Monitor - 2006: The Year Ahead*, Merrill Lynch, 11 January 2006, page 15. The Merrill Lynch estimate excludes the Call-Net forecast which appears to include both traditional landline and VoIP.

N5: *Canadian Telco and Cable Quarterly Preview*, Merrill Lynch, 13 April 2005, page 8. The Merrill Lynch estimate excludes the Call-Net forecast which appears to include both traditional landline and VoIP.

N6: *Top of the First - the VoIP Battle begins*, Seaboard, August 2005, p. 6 and *Brace Yourself! 2006: the Year in Preview*, December 2005, page 4.

N7: *An Exciting Year Ahead: SeaBoard's Views on the 2005 Communications Market*, SeaBoard Group, January 2005, page 4;

N8: *LYA Canadian Consumer Telecom & Cable TV Market Forecasts 2004*, Lemay-Yates Associates Inc., August 2004, page 33. The LYA estimate excludes the CLEC VoIP forecast since a breakdown between CLEC VoIP and switched forecast was not provided. As well, the LYA estimate includes some non-VoIP telephony subscribers by cablecos (presumably EastLink).

Table 2
Residential VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
ACANAC ¹	1,2	Toronto	Canada	Not available	\$9.95 to \$16.95
Aliant	Not available	Charlottetown	Not available	Residential VoIP trial	Not available
Amtelecom	Not available	Aylmer	Not available	Planned launch "Later this year". ²	Not available
AOL ³	2	Toronto	<u>British Columbia</u> : New Westminster, North Vancouver, Richmond, Surrey (Newton), Surrey, (Whalley), Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Brampton, Cambridge, Hamilton, Kanata, Kitchener, London, Malton, Mississauga (Cooksville), Mississauga (Streetsville), Oshawa, Ottawa, St. Catharines, Thornhill, Toronto and Unionville; <u>Québec</u> : Laval (Chomedey), Laval (Port Viau), Hull, Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	December 2004	\$29.95 to \$39.95
Apple Computer	1	California	Global	June 2003	Free
Askivision Systems Inc ⁴	2	Saskatoon	<u>British Columbia</u> : Abbotsford, Kelowna (Winfield), Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Saskatchewan</u> : Regina; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Kitchener, London, Ottawa, Toronto and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax; <u>U.S.</u> : 37 cities.	September 2004	\$19.90 to \$39.95
Aurora Cable	2	Aurora	Not available	Expected "this winter". ⁵	Not available
babyTel ⁶	2	Montréal	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Cooksville, Hamilton, Kitchener, London, Malton, Ottawa, Toronto; <u>Québec</u> : Boucherville, Chomedey, Laprairie, Montréal, Pointe Claire, Québec City, Sherbrooke, St.-Lambert and Trois-Rivières; <u>Nova Scotia</u> : Halifax; <u>U.S.</u> : 62 cities ⁷ ; <u>Mexico and Europe</u> : planned for early 2006. ⁸	May 2004	\$10.95 to \$31.95

¹ www.acanac.ca

² Michael Andrews, President and CEO of Amtelecom, as quoted in *Amtelecom wires the farm*, Financial Post, 3 February 2006.

³ www.totaltalk.ca

⁴ www.aski.ca

⁵ www.aci.on.ca

⁶ www.babytel.ca

⁷ *Canadian Local Telecom and VoIP Services Market Report*, 2005 Edition, NBI/Michael Sone Associates, November 2005, page 64.

⁸ *Canadian Local Telecom and VoIP Services Market Report*, 2005 Edition, NBI/Michael Sone Associates, November 2005, page 64.

Table 2
Residential VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
Bell Canada - Bell Digital Voice Lite	2	Montréal	<u>Ontario</u> : Barrie, Guelph, Hamilton, Kitchener-Waterloo, London, Oshawa, Ottawa, St. Catharines, Toronto and Windsor; <u>Québec</u> : Hull, Montréal, Québec City, Sherbrooke and Trois-Rivières.	April 2005	\$34 to \$39
Bell Canada - Bell Digital Voice	3	Montréal	<u>Ontario</u> : Greater Toronto area and Hamilton; <u>Québec</u> : Greater Montréal area.	Ontario: September 2005 Québec: October 2005	\$40 in Ontario; \$35 in Québec
Cayoosh Communications Inc ⁹	2	Salmon Arm, British Columbia	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa, Toronto and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	July 2004	\$9.95 to \$29.95
Chase Cable & Internet ¹⁰	2	Salmon Arm, British Columbia	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa, Toronto and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	July 2004	\$9.95 to \$29.95
Cogeco ¹¹	3	Montréal	<u>Ontario</u> : Burlington, Chatham, Georgetown, Hamilton, Kingston, Milton, Oakville, Waterdown and Windsor; <u>Québec</u> : Baie Comeau, Drummondville, Matane, Mont-Joli, Pointe-du-Lac, Pointe-au-Père, Port Cartier, Price, Rimouski, Rimouski-Est, St-Anaclet, Ste Flavie, St. Hyacinthe, Sept Îles and Trois-Rivières. 38% of homes passed have access to Digital Phone Service. ¹² Company is on track to make telephony available to 75% of homes passed by August 2006 ¹³ .	June 2005	<u>Ontario</u> : \$44.99 to \$54.99; <u>Québec</u> : \$39.99 to \$49.99
Columbia Cable ¹⁴	2	Victoria	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Saskatchewan</u> : Regina; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Guelph, Hamilton, Hespeler, Kingston, Kitchener, London, Oshawa, Ottawa, St. Catharines, Toronto, Waterloo, and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	Believed to be 2005	\$9.95 to \$36.95
Comwave ¹⁵	2	Toronto	489 cities in British Columbia, Alberta, Manitoba, Ontario and Québec. ¹⁶	June 2004	\$9.95 to \$29.95

⁹ www.cayooshcom.com

¹⁰ www.mascon.bc.ca/chase

¹¹ www.cogeco.ca

¹² Cogeco press release, *Cogeco Cable extends its digital phone service to several cities in Québec*, 28 March 2006.

¹³ Louis Audet, Cogeco President and CEO, as quoted in *Cablecos' share of telephony market continues to grow at steady pace*, Decima Network Letter, 18 January 2006.

¹⁴ www.yourlink.ca

¹⁵ www.comwave.net

¹⁶ *Canadian Local Telecom and VoIP Services Market Report*, 2005 Edition, NBI/Michael Sone Associates, November 2005, page 87.

Table 2
Residential VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
Coopérative de Câblodistribution de l'arrière-pays ¹⁷	2	Charlesbourg region, north of Québec City	<u>Québec</u> : Charlesbourg, Lac-Beauport, Lac-Saint-Charles, NDL Bon-Pasteur, Stoneham, Ste-Brigitte-de-Laval and Tewkesbury.	2004	\$11.75 to \$29.95
Copper Valley ¹⁸	2	Victoria	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Saskatchewan</u> : Regina; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Guelph, Hamilton, Hespeler, Kingston, Kitchener, London, Oshawa, Ottawa, St. Catharines, Toronto, Waterloo, and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	Believed to be 2005	\$9.95 to \$36.95
Cybersurf ¹⁹	2	Calgary	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Ottawa; <u>Québec</u> : Montréal.	October 2005	\$39.95
Digital Voice ²⁰	2	Vancouver	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Hamilton, Kitchener-Waterloo, London, Ottawa, Toronto; <u>Québec</u> : Hull and Montréal.	Not available	\$18.95 to \$44.95
Dolphin Global Tel ²¹	2	Vancouver	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Toronto; <u>Québec</u> : Montréal.	Not available	\$10.95 to \$39.95
Execulink ²²	Not available	Thedford	Not available	"Execulink is getting ready to launch their new Residential VoIP service." ²³	Not available
FCI Broadband ²⁴	2	Markham	<u>Ontario</u> : Ajax, Alton, Aurora, Barrie, Belfountain, Bolton, Bond Head, Brampton, Brougham, Burlington, Caledon, Caledon East, Cedar Valley, Cheltenham, Concord, East Gwillumbury, Etobicoke, Georgina, Gormley, Greenwood, Halton Hills, Holland Landing, Hornby, Huttonville, Inglewood, Keswick, Kettleby, Kilbride, King, King City, Kleinburg, Limehouse, Locust Hill, Loretta, Maple, Markham, Milton, Mississauga, Moffat, Mount Albert, New Tecumseh, Newmarket, Nobleton, North York, Oakville, Palgrave, Pickering, Queensville, Richmond Hill, Scarborough, Schomberg, Sharon, Stouffville, Terra Cotta, Thornhill, Toronto, Tottenham, Vaughan, Whitby, Whitchurch-Stouffville, Whitevale, Woodbridge and York.	September 2005	\$23.95 to \$39.95

¹⁷ www.ccapcable.com

¹⁸ www.yourlink.ca

¹⁹ www.cia.com

²⁰ www.digitalvoice.ca

²¹ www.dolphintel.com

²² my.execulink.com

²³ Execulink website at my.execulink.com/execunews, *What is VoIP*, ExecuNews, September 2005.

²⁴ www.fcibroadband.com

Table 2
Residential VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
Filaj ²⁵	2	Ottawa	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa and Toronto; <u>Québec</u> : Montréal, Québec City and Sherbrooke; <u>Nova Scotia</u> : Halifax.	June 2005	\$10.95 to \$52.75
Globe Connect ²⁶	2	Vancouver	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Barrie, Guelph, Hamilton, Kitchener-Waterloo, London, St. Catharines, Toronto, Oshawa and Ottawa; <u>Québec</u> : Hull, Montréal and Québec City; <u>Manitoba</u> : Winnipeg.	Not available	\$18.95 to \$24.95
Google	1	California	Major global markets	August 2005	Free
InstaTelecom ²⁷	2	Toronto	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa and Toronto; <u>Québec</u> : Montréal; <u>U.S.</u> : Over 500 cities.	January 2005	\$14.95 to \$44.95
Inter-Tel (ClearConnect) ²⁸	2	Chandler, Arizona	16 major Canadian cities	Not available	\$29.99 to \$59.99
Inter.net Canada ²⁹	2	Montréal	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa and Toronto; <u>Québec</u> : Montréal, Sherbrooke and Québec City.	November 2004	\$10.95 to \$29.95
Iristel ³⁰	2	Markham	<u>British Columbia</u> : Vancouver and Victoria; <u>Ontario</u> : South Central Ontario, Hamilton, Kitchener, London, Ottawa and Toronto; <u>Québec</u> : Montréal, Québec City, South Eastern Québec and Sherbrooke.	Not available	\$8.95 to \$35.95
Les.net ³¹	2	Winnipeg	Winnipeg.	Not available	\$14.99
Lumby Cable & Internet ³²	2	Salmon Arm, British Columbia	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa, Toronto and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	July 2004	\$9.95 to \$29.95
Microsoft	1	Seattle	Global	December 2004	Free

²⁵ www.filaj.com

²⁶ www.globeconnect.net

²⁷ www.instatele.com

²⁸ www.clearconnect.ca

²⁹ www.ca.inter.net

³⁰ www.iristel.ca

³¹ www.les.net

³² www.mascon.bc.ca/lumby

Table 2
Residential VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
mobitus ³³	2	Vancouver	<u>British Columbia</u> : Kelowna and Vancouver; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Toronto; <u>Québec</u> : Montréal; <u>U.S.</u> : Los Angeles, California; Miami, Florida; Chicago, Illinois; New York, New York; Austin and Houston, Texas; and Seattle, Washington.	October 2004	\$20 to \$30
Modern Digital Communications ³⁴	2	Winnipeg	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Hamilton, Kitchener-Waterloo, London and Ottawa; <u>Québec</u> : Montréal, Sherbrooke and Québec City; <u>U.S.</u> : New York City, New York and Los Angeles, California.	December 2004	\$14.95 to \$34.95
Mountain Cable ³⁵	3	Hamilton	<u>Ontario</u> : Hamilton.	June 2005	\$24.99 to \$39.99 ³⁶
Navigata ³⁷	2	Vancouver	<u>British Columbia</u> : Abbotsford, Kamloops, Kelowna, Prince George, Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Saskatchewan</u> : Prince Albert, Regina and Saskatoon. ³⁸	April 2004	\$15.95 to \$39.95
NetFone ³⁹	2	Vancouver	<u>British Columbia</u> : Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Barrie, Belleville, Guelph, Hamilton, Kingston, Kitchener, London, Newmarket, North Bay, Oshawa, Ottawa, St. Catharines, Sudbury, Toronto and Windsor; <u>Québec</u> : Montréal, Québec City and Sherbrooke; <u>Nova Scotia</u> : Halifax.	2005	\$12.95 to \$24.95
Nicer Canada ⁴⁰	2	Burnaby	<u>British Columbia</u> : Vancouver and Victoria; <u>Southeast Asia</u> : Hong Kong, China and Taiwan.	January 2005	\$16.99 to \$24.99
Omineca ⁴¹	2	Victoria	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Saskatchewan</u> : Regina; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Guelph, Hamilton, Hespeler, Kingston, Kitchener, London, Oshawa, Ottawa, St. Catharines, Toronto, Waterloo, and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	Believed to be 2005	\$9.95 to \$36.95

³³ www.mobitus.com

³⁴ www.ravon.ca

³⁵ www.mountaincable.net

³⁶ IGB Grant, Arming the Contenders: Invigorating Cable's Voice Challenge, SeaBoard Group, September 2005, Exhibit 7.

³⁷ www.webcall.ca

³⁸ Prince Albert, Regina and Saskatoon telephone numbers are not available with Webcall Basic Service.

³⁹ www.netfone.ca

⁴⁰ www.glopex.net

⁴¹ www.yourlink.ca

Table 2
Residential VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
OpenIT	2	Winnipeg	"You can have a local number in almost any area code in North America." ⁴²	Not available	\$24.99 to \$44.99
Pender Island Cable & Internet ⁴³	2	Salmon Arm, British Columbia	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa, Toronto and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	July 2004	\$9.95 to \$29.95
Phonemor.com ⁴⁴	2	Calgary	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Hamilton, Kitchener- Waterloo, London, Ottawa, Toronto and Windsor; <u>Québec</u> : Hull and Montréal; <u>U.S.</u> : various cities.	June 2005	\$19.99 to \$39.99
POPstar ⁴⁵	2	Vancouver	<u>British Columbia</u> : Vancouver; Expansion planned to: <u>British Columbia</u> : Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Saskatchewan</u> : Regina; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Toronto; <u>Québec</u> : Montréal. ⁴⁶	August 2004	\$9.95
Primus Canada ⁴⁷	2	Toronto/Virginia	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Saskatchewan</u> : Regina; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Brampton, Hamilton, London, Kitchener-Waterloo, Mississauga, Oshawa, Ottawa, St. Catharines, Toronto and Windsor; <u>Québec</u> : Hull, Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	January 2004	\$15.95 to \$29.95
RainTel Communications ⁴⁸	2	Sudbury	<u>Ontario</u> : Barrie, Chatham, Guelph, Hamilton, Kingston, Kitchener-Waterloo, London, Newmarket, North Bay, Oshawa, Ottawa, Peterborough, St. Catharines, Sudbury, Toronto and Windsor; <u>Québec</u> : Montréal.	Not available	\$23
Revelstoke Cable ⁴⁹	2	Victoria	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Saskatchewan</u> : Regina; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Guelph, Hamilton, Hespeler, Kingston, Kitchener, London, Oshawa, Ottawa, St. Catharines, Toronto, Waterloo, and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	Believed to be 2005	\$9.95 to \$36.95

⁴² www.open-it.ca

⁴³ www.mascon.bc.ca/penderisland

⁴⁴ phonemor-can.com

⁴⁵ www.pop-star.net

⁴⁶ POPstar press release, *POPstar Success Extends People Line Broadband Phone Service*, 8 September 2005.

⁴⁷ www.primustel.ca

⁴⁸ www.raintel.ca

⁴⁹ www.yourlink.ca

Table 2
Residential VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
Rogers ⁵⁰	3	Toronto	<u>Ontario</u> : Greater Toronto area. Rogers has home phone service to about two-thirds of its subscribers, and expects to "close out 2006 with full availability" to its subscribers where it has high speed and then continue to drive its circuit-switched business outside its territory." ⁵¹	July 2005	\$29.95 to \$41.95
Rogers (formerly Sprint Canada) ⁵²	2	Toronto	<u>Ontario</u> : Ajax, Barrie, Brampton, Burlington, Guelph, Hamilton, Kitchener-Waterloo, London, Mississauga, Oakville, Oshawa, Pickering, Thornhill, Toronto, Unionville, Whitby, Stoney Creek, Richmond Hill.	July 2004	\$19.95 to \$31.95
Shaw ⁵³	3	Calgary	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; Almost 50% of homes passed have access to Digital Phone. ⁵⁴ Shaw expects telephony deployment across the rest of its footprint during 2006. ⁵⁵	February 2005	\$40 to \$50 in Winnipeg; \$55 to \$65 in Calgary, Edmonton, Vancouver and Victoria.
Sicamous Cable & Internet ⁵⁶	2	Salmon Arm, British Columbia	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa, Toronto and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	July 2004	\$9.95 to \$29.95
Skype (acquired by eBay) ⁵⁷	1,2	Estonia	Global	September 2003	Free for basic service
Sony Electronics	1	Japan	Global	November 2005 ⁵⁸	Free
Source Cable ⁵⁹	2	Hamilton	<u>Ontario</u> : Hamilton.	November 2005	\$29.95 to \$39.95
SpectraVoice Broadband ⁶⁰	2	Saint-Laurent, Québec	<u>Ontario</u> : Mississauga, Ottawa, Thornhill, Toronto and Unionville; <u>Québec</u> : Hull (coming soon), Pont-Viau and Montréal.	September 2004	\$14.99 to \$29.99
Sun Country Cablevision ⁶¹	2	British Columbia	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa, Toronto and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	September 2004	\$9.95 to \$24.95

⁵⁰ www.shoprogers.com

⁵¹ Michael Lee, VP of strategy and development at Rogers during the *Citigroup Annual Global Entertainment Media and Telecommunications* conference on January 9, 2006, as quoted in *Cablecos' share of telephony market continues to grow at steady pace*, Decima Network Letter, 18 January 2006.

⁵² webstore.rogerstelecom.ca

⁵³ www.shaw.ca

⁵⁴ Shaw News Release, *Shaw Communications Inc. announces first quarter results and continued subscriber growth*, 12 January 2006.

⁵⁵ *Canadian Telco and Cable Quarterly Preview*, Merrill Lynch, 13 April 2005, page 15.

⁵⁶ www.mascon.bc.ca/sicamous

⁵⁷ www.skype.com

⁵⁸ V.Vittore, *Sony, Glowpoint move to consumer VoIP* at telephonyonline.com

⁵⁹ www.sourcecable.ca

⁶⁰ broadband.spectravoice.com

⁶¹ www.sunwave.net

Table 2
Residential VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
Sun Peaks Cable & Internet ⁶²	2	Salmon Arm, British Columbia	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa, Toronto and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	September 2004	\$9.95 to \$29.95
Telehop ⁶³	2	Toronto	<u>Ontario</u> : North Bay, Ottawa, Sudbury and Greater Toronto Area; <u>Coming soon</u> : Hamilton, Kingston, Kitchener-Waterloo, London and Windsor.	August 2004	\$18.99 to \$37.99
téliPhone ⁶⁴	2	Montréal/Las Vegas	<u>Ontario</u> : Ottawa and Toronto; <u>Québec</u> : Granby, Laval, Montréal, Québec City, Saint Hyacinthe and Sherbrooke; <u>U.S.</u> : Beverly Hills, Downey, Felton, Glendale, Montebello, Oakland, Pittsburg, Santa Rosa and Westminster in California; Chicago, Lombard, Summit and Woodstock in Illinois; Huntington, Nassau, New York City and Westchester in New York; Boston, Burlington, Foxboro, Milton and Worcester in Massachusetts; Bloomfield, Englewood, Summit and Woodbridge in New Jersey; Fort Lauderdale, Miami and Vero Beach in Florida.	June 2004	\$19.95 to \$29.90
TieUs Technology ⁶⁵	2	Vancouver	<u>British Columbia</u> : Vancouver and Victoria.	February 2005	\$16.95 to \$26.95
Toll Free Telecom ⁶⁶	2	Richmond Hill	<u>Ontario</u> : Barrie, Hamilton and Toronto.	Not available	\$10.95 to \$19.95
Unibyte Online ⁶⁷	2	Victoria	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Toronto; <u>Québec</u> : Montréal "and others".	March 2005	\$24.5 to \$34.95
Unitz Online ⁶⁸	2	Sudbury	<u>Ontario</u> : Barrie, Brantford, Chatham, Guelph, Hamilton, Kingston, Kitchener-Waterloo, London, Newmarket, North Bay, Oshawa, Ottawa, Peterborough, Sault Ste. Marie, St. Catharines, Sudbury, Toronto and Windsor; <u>Québec</u> : Montréal.	January 2004	\$22.95 to \$59.95
Vianet Internet Solutions ⁶⁹	2	Sudbury	<u>Ontario</u> : Chapleau, Huntsville, North Bay, Parry Sound, Sudbury, Toronto and Wawa.	Not available	\$17.50

⁶² www.sunpeakscable.com
⁶³ www.broadtalk.ca
⁶⁴ www.teliphone.ca
⁶⁵ en.alldaytalk.com
⁶⁶ www.tollfreetelecom.ca
⁶⁷ www.acrovoice.ca
⁶⁸ www.unitz.ca
⁶⁹ www.vianet.ca

Table 2
Residential VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
Vidéotron ⁷⁰	3	Québec	<u>Québec</u> : Laval, Island of Montréal, Montréal – South Shore, Montréal – North Shore, a dozen West Island municipalities and boroughs, and Québec City. As of February 2006, service was available to 68% of homes passed. ⁷¹ Phone service is expected to be available to all customers in Québec, by the end of 2006. ⁷²	January 2005	\$16.95 to \$22.95
VocTel ⁷³	2	North Bay	<u>Ontario</u> : North Bay.	Not available	\$12.95 to \$24.95 U.S.
Voiceglo ⁷⁴	1, 2	Fort Lauderdale, Florida	115 area codes	December 2004	\$0.99 U.S. plus usage
VoIP MDU.com ⁷⁵	2	Vancouver	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Hamilton, Kitchener-Waterloo, London, Ottawa and Toronto; <u>Québec</u> : Montréal, Québec and Sherbrooke.	July 2004	\$14.95 to \$39.95
Vonage Canada ⁷⁶	2	New Jersey	<u>British Columbia</u> : Abbotsford, Coquitlam, Kamloops, Kelowna, Nanaimo, New Westminster, Penticton, Prince George, Richmond, Surrey (Newton), Surrey (Whalley), Vancouver, Vernon, and Victoria; <u>Alberta</u> : Calgary, Edmonton, Fort McMurray, Grande Prairie, Lethbridge, Medicine Hat and Red Deer; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Ajax, Barrie, Brampton, Brantford, Burlington, Clarkson, Cooksville, Etobicoke, Guelph, Kanata, Kitchener-Waterloo, Hamilton, London, Malton, Markham, Oakville, Oshawa, Orleans, Ottawa, Port Credit, Richmond Hill, South Pickering, St. Catharines, Stoney Creek, Streetsville, Thornhill, Toronto, Unionville, Whitby, Woodbridge; <u>Québec</u> : Hull, Lachine, Longueuil, Montréal, Pointe Claire, Pont Viau, Québec, Roxboro, St. Lambert City, Ste-Genevieve and Sherbrooke; <u>Nova Scotia</u> : Halifax.	March 2004	\$19.99 to \$39.99
Westport Telephone Company ⁷⁷	2	Kingston	<u>Ontario</u> : Kingston, Ottawa and Toronto. ⁷⁸	February 2005	\$35.00 to \$45.00

⁷⁰ www.videotron.com

⁷¹ Glen Campbell, *Québecor Inc. – Another Tough Quarter in Printing; Neutral Maintained*, Merrill Lynch, 17 February 2006.

⁷² Vidéotron spokeswoman Isabelle Dessureault as quoted in Alan Swift, *Vidéotron reaches 163,000 phone customers; client base passes 1.5 M*, Canadian Press, 5 January 2006.

⁷³ www.vocetel.com

⁷⁴ Frost & Sullivan, *North American Residential VoIP Services Markets*, 2005, pages 2-49 to 2-50.

⁷⁵ www.voipmdu.com

⁷⁶ www.vonage.ca

⁷⁷ www.wtccommunications.ca

⁷⁸ Information provided by Westport Telephone Company at 613-547-6939.

**Table 2
Residential VoIP Service Providers in Canada – March 2006**

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
Wisezard ⁷⁹	1,2	Vancouver	<u>British Columbia</u> : Vancouver; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Toronto; <u>U.S.</u> : Los Angeles in California; <u>Japan</u> : Osaka and Tokyo.	December 2004	\$12.95 to \$19.95
Wood Lake Cable ⁸⁰	2	Lake Country, British Columbia	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa, Toronto and Windsor; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	June 2004	\$9.95 to \$39.95
YAK Communications ⁸¹	1, 2	Toronto	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa and Toronto; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax; <u>U.S.</u> : 28 cities. ⁸²	September 2004	Free to \$24.99
Yahoo!	1	California	16 countries	May 2005	Free
<p>* Service Categories: 1 = Peer-to-Peer; 2 = Access-independent; 3 = Access-dependent</p> <p>** Territory refers to areas where local telephone numbers are available as of March 2006. It also includes any expansion plans that have been announced. Category 1 and Category 2 VoIP services are portable and can operate anywhere in the world where high speed access is available.</p> <p>*** Refers to date that VoIP service was launched.</p> <p>**** Price refers to the range of advertised monthly rates and could include local service, features and long distance. Since different suppliers include different services in their advertised rates, the rates are not comparable between suppliers. Promotional offers and any additional usage rates are not reflected.</p>					

⁷⁹ www.wisezard.com

⁸⁰ www.woodlakecable.bc.ca

⁸¹ www.yak.ca

⁸² Canadian Local Telecom and VoIP Services Market Report, 2005 Edition, NBI/Michael Sone Associates, November 2005, page 148.

**Table 3
Business VoIP Service Providers in Canada – March 2006**

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
ACANAC	2	Not available	Canada	Not available	\$33.95
Alcatel	5	Paris, France	Global	Not available	various
Aliant	4	Charlottetown	Canada	Managed IP Telephony: technical trial underway. MPLS -based IP-VPN: 2005. ⁸³	Not available
AT&T Global Services Canada	4	Thornhill	Global	VoIP over IP VPN: early 2004 ⁸⁴	Not available
Avaya ⁸⁵	5	New Jersey	Global	Not available	various
babyTEL	2	Montréal	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Cooksville, Hamilton, Kitchener, London, Malton, Ottawa and Toronto; <u>Québec</u> : Boucherville, Chomedey, Laprairie, Montréal, Pointe Claire, Québec City, Sherbrooke, St.-Lambert and Trois-Rivières; <u>Nova Scotia</u> : Halifax; <u>U.S.</u> : 62 cities; <u>Mexico and Europe</u> : planned for early 2006.	Fall 2004 ⁸⁶	\$10.95 to \$46.95
BCS Global Networks ⁸⁷	4	Mississauga	North America, Europe	Not available	various
Bell Canada	2	Montréal	<u>Ontario</u> : Brampton, London, Ottawa, Toronto; <u>Québec</u> : Hull, Montréal and Québec City.	Business IP Voice: August 2005	\$49.95 to \$64.95
Bell Canada	4	Montréal	<u>British Columbia</u> : Abbotsford, Kamloops, Kelowna (Dilworth), Nanaimo, New Westminster, Newton/Surrey, Penticton, Prince George, Richmond, Vancouver, Vernon, Victoria and Whalley; <u>Alberta</u> : Calgary, Edmonton, Fort McMurray, Grand Prairie, Lethbridge, Medicine Hat and Red Deer; <u>Ontario</u> : Brampton, London, Ottawa and Toronto; <u>Québec</u> : Hull, Montréal and Québec City.	Managed IP Telephony service: July 2004	\$17 to \$28
British Telecom and BT Infonet	4	London	Global	British Telecom - Global Business IP service: December 2004 ⁸⁸ BT Infonet: MPLS-based IP-VPN: 2002 ⁸⁹	various

⁸³ Aliant Management's Discussion and Analysis Year ended December 31, 2005, pages 5 and 6.

⁸⁴ Canadian Data Communications Services Market Report, 2005 Edition, NBI/Michael Sone Associates, May 2005, page 42.

⁸⁵ www.avaya.com

⁸⁶ Canadian News Wire, *Inter.net Canada chooses babyTEL to power its Voice over IP solution*, 23 November 2004.

⁸⁷ www.bcsglobal.com

⁸⁸ BT/Allstream news release, 9 December 2004.

⁸⁹ Canadian Data Communications Services Market Report, 2005 Edition, NBI/Michael Sone Associates, May 2005, page 70.

Table 3
Business VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
CGI ⁹⁰	5	Montréal	Serves clients in 17 countries in Asia, Australia, Europe, and North America.	Not available	various
Cisco	5	San Jose	Global	Not available	various
Computer Sciences Corporation	5	El Segundo, California	Primarily in North America, Europe, Asia and Australia. ⁹¹	Not available	various
Comwave	2	Toronto	489 cities in British Columbia, Alberta, Ontario, Québec and Manitoba.	Not available	\$19.95 to \$49.95
Dolphin Global Tel	2	Vancouver	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Toronto; <u>Québec</u> : Montréal.	Not available	\$29.95 to \$42.95
Enersource ⁹²	4	Mississauga	<u>Ontario</u> : Mississauga.	Not available	various
Equant/France Telecom	4	Paris, France	Global	Voice for IP VPN: February 2000 ⁹³	various
Execulink	2	Theford	Not available	Between December 2005 and February 2006	Not available
FCI Broadband	2	Markham	<u>Ontario</u> : Ajax, Alton, Aurora, Barrie, Belfountain, Bolton, Bond Head, Brampton, Brougham, Burlington, Caledon, Caledon East, Cedar Valley, Cheltenham, Concord, East Gwillumbury, Etobicoke, Georgina, Gormley, Greenwood, Halton Hills, Holland Landing, Hornby, Huttonville, Inglewood, Keswick, Kettleby, Kilbride, King, King City, Kleinburg, Limehouse, Locust Hill, Loretta, Maple, Markham, Milton, Mississauga, Moffat, Mount Albert, New Tecumseh, Newmarket, Nobleton, North York, Oakville, Palgrave, Pickering, Queensville, Richmond Hill, Scarborough, Schomberg, Sharon, Stouffville, Terra Cotta, Thornhill, Toronto, Tottenham, Vaughan, Whitby, Whitchurch-Stouffville, Whitevale, Woodbridge and York.	September 2005	\$23.95 to \$39.95
Filaj	2	Ottawa	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa and Toronto; <u>Québec</u> : Montréal, Québec City and Sherbrooke; <u>Nova Scotia</u> : Halifax.	June 2005	\$10.95 to \$52.75
Global Crossing	4	Hamilton, Bermuda	Global	MPLS based IP VPN: Service launch date not available ⁹⁴	various

⁹⁰ www.cgi.com

⁹¹ Finance.yahoo.com

⁹² www.enersource.com

⁹³ Equant news release, *Equant Reaches Milestone with Voice for IP VPN Service*, 17 March 2003.

⁹⁴ Press release, *Person Financial Services Canada selects Global Crossing IP VPN Service to Converge Voice and Data*, 10 June 2004.

Table 3
Business VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
Globe Connect ⁹⁵	2	Vancouver	<u>British Columbia</u> : Abbotsford, Kelowna, Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Barrie, Guelph, Hamilton, Kitchener-Waterloo, London, St. Catharines, Toronto, Oshawa and Ottawa; <u>Québec</u> : Hull, Montréal and Québec City; <u>Manitoba</u> : Winnipeg.	Not available	\$42.95
IBM ⁹⁶	5	New York	Global	Not available	various
Insta Telecom	2	Toronto	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa and Toronto; <u>Québec</u> : Montréal; U.S.: Over 500 cities.	Not available	\$34.95 to \$49.95
Inter.net Canada	2	Montréal	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Ontario</u> : Hamilton, Kitchener, London, Ottawa and Toronto; <u>Québec</u> : Montréal, Sherbrooke and Québec City.	November 2004	\$46.95
Iristel	2	Markham	<u>British Columbia</u> : Vancouver and Victoria; <u>Ontario</u> : South Central Ontario, Hamilton, Kitchener, London, Ottawa and Toronto; <u>Québec</u> : Montréal, Québec City, South Eastern Québec and Sherbrooke.	Not available	\$8.95 to \$29.95
Iristel	4	Markham	Not available	IP VPN: service launch date not available	various
Les.net	2	Winnipeg	Winnipeg	Not available	\$24.99
Lucent Technologies	5	New Jersey	Global	Not available	various
MCI Canada	4	Toronto	Global	MPLS-based IP-VPN service: Q3 2004 ⁹⁷	various
Microsoft	1,2	Seattle	Global	Later in 2006 ⁹⁸	Free with mobile version of Microsoft Office Communicator
Mitel Networks	5	Kanata	Global	Not available	various
MTS Allstream	4	Winnipeg	Not available	Global Business IP Service: December 2004 ⁹⁹ Managed Mitel IP Telephony: June 2004 ¹⁰⁰ MPLS-based IP VPN: 1999 ¹⁰¹	various

⁹⁵ www.globeconnect.net

⁹⁶ www.ibm.com

⁹⁷ Canadian Data Communications Services Market Report, 2005 Edition, NBI/Michael Sone Associates, May 2005, page 79.

⁹⁸ Microsoft free internet voice service challenges Vodafone, TMCnet, 22 February 2006.

⁹⁹ Allstream news release, Allstream and BT announce strategic partnership, 9 December 2004.

¹⁰⁰ Allstream press release, Enterprises now able to Seamlessly and Efficiently Migrate to an IP Communications Environment, 9 June 2004.

¹⁰¹ www.allstream.com/about/history

Table 3
Business VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
Navigata	2	Vancouver	<u>British Columbia</u> : Abbotsford, Kamloops, Kelowna, Prince George, Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Saskatchewan</u> : Prince Albert, Regina and Saskatoon.	April 2004	\$15.95 to \$39.95
Navigata	4	Vancouver	National	Ethernet WAN: service launch date not available IP VPN: service launch date not available	various
NEC ¹⁰²	5	Tokyo	Global	Not available	various
NetFone	2	Vancouver	<u>British Columbia</u> : Kelowna, Vancouver, Victoria and Whistler; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Barrie, Belleville, Guelph, Hamilton, Kingston, Kitchener, London, Newmarket, North Bay, Oshawa, Ottawa, St. Catharines, Sudbury, Toronto and Windsor; <u>Québec</u> : Montréal, Québec City and Sherbrooke; <u>Nova Scotia</u> : Halifax.	Not available	\$24.95
Nicer Canada	2	Burnaby	<u>British Columbia</u> : Vancouver and Victoria; <u>Southeast Asia</u> : Hong Kong, China and Taiwan.	January 2005	\$24.99 to \$39.99
Nicer Canada	4	Burnaby	Not available	Hosted VoIP service: January 2006 ¹⁰³	Not available
Nortel Networks ¹⁰⁴	5	Brampton	Global	Not available	various
Nuvo Networks ¹⁰⁵	5	Ottawa	Canada, Germany, U.K. and U.S.	Not available	various
Oakville Hydro ¹⁰⁶	4	Oakville	Oakville	Not available	various
OneConnect ¹⁰⁷	4	Toronto	<u>British Columbia</u> : Vancouver; <u>Ontario</u> : Aurora, Barrie, Burlington, Concord, Cornwall, Kingston, Markham, Mississauga, Ottawa, Port Credit, Richmond Hill, St. Catharines, Sault Ste. Marie, South Pickering/Ajax, Thornhill and Toronto; <u>Québec</u> : Montréal; <u>Nova Scotia</u> : Halifax.	April 2004 ¹⁰⁸	various
OpenIt	2	Winnipeg	"You can have a local number in almost any area code in North America."	Not available	\$34.99
Panasonic	5	Fukuoka, Japan	Global	Not available	various

¹⁰² www.nec.com

¹⁰³ Nicer Canada press release, *Nicer Canada Corporation Launches Hosted IP Voice Service*, 31 January 2006.

¹⁰⁴ www.nortel.com

¹⁰⁵ www.nuvo.com

¹⁰⁶ www.oakvillehydro.com

¹⁰⁷ www.oneconnect.ca

¹⁰⁸ OneConnect press release, *Globalive Launches OneConnect™: First Independent Service Provider to offer hosted VoIP to Canadian Business Market*, 24 February 2004.

Table 3
Business VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
Phonemor.com	2	Calgary	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Hamilton, Kitchener-Waterloo, London, Ottawa, Toronto and Windsor; <u>Québec</u> : Hull and Montréal; <u>U.S.</u> : various cities.	June 2005	\$55.99 to \$69.99
POPstar	2	Vancouver	<u>British Columbia</u> : Vancouver; Expansion planned to: <u>British Columbia</u> : Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Saskatchewan</u> : Regina; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Toronto; <u>Québec</u> : Montréal.	Aug 2004	\$19.95
Primus Canada ¹⁰⁹	2	Toronto/Virginia	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Hamilton, London, Kitchener-Waterloo, Mississauga (Cooksville), Ottawa, St. Catharines and Toronto; <u>Québec</u> : Montréal and Québec City; <u>Nova Scotia</u> : Halifax.	January 2004	\$27.95 to \$29.95
RamTelecom ¹¹⁰	4	Ottawa	Canada	March 2005	various
Rogers (formerly Sprint Canada)	4	Toronto	Not available	IP VPN: September 2003 ¹¹¹	various
Shift Networks	4	Calgary	<u>British Columbia</u> : Vancouver.	October 2005 ¹¹²	various
Siemens	5	Munich, Germany	Global	Not available	various
Source Cable	2	Hamilton	Hamilton	November 2005	"Pricing details coming soon." ¹¹³
SpectraVoice Broadband	2	Saint-Laurent, Québec	<u>Ontario</u> : Mississauga, Ottawa, Thornhill, Toronto, Unionville; <u>Québec</u> : Hull (coming soon), Pont-Viau and Montréal.	Not available	\$29.99 to \$59.99
3Com	5	Marlborough, Maryland, U.S.	Global	Not available	various
Talkswitch (Centrepoint Technologies) ¹¹⁴	5	Ottawa	North America	Not available	various
Telecom Ottawa	4	Kanata, Ontario	<u>Ontario</u> : Ottawa and Eastern Ontario.	March 2005 ¹¹⁵	various
Telehop	2	Toronto	<u>Ontario</u> : North Bay, Ottawa, Sudbury and Greater Toronto Area. <u>Coming soon</u> : Hamilton, Kingston, Kitchener-Waterloo, London and Windsor.	Not available	\$53.99

¹⁰⁹ www.talkbroadband.ca

¹¹⁰ www.ramtelecom.can

¹¹¹ Sprint Canada First to Market with IP Enabled Solutions, 24 September 2003, at www.CanadaIT.com.

¹¹² Press release, 19 October 2005.

¹¹³ www.sourcecable.ca

¹¹⁴ www.talkswitch.com

¹¹⁵ Press release, OneConnect and Telecom Ottawa join forces to deliver first-to-market IP Multimedia communications services, 23 March 2005.

Table 3
Business VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
TELUS	4	Burnaby	IP-One Service: Ontario and Québec IP-One Evolution: National	IP-One service: November 2003 ¹¹⁶ IP-One Evolution: 1 Qtr 2005 ¹¹⁷	various
TieUs Technology	2	Vancouver	Vancouver and Victoria	Between July 2005 and February 2006	\$21.95
Toronto Hydro Telecom ¹¹⁸	4	Toronto	<u>Ontario</u> : Toronto.	Not available	various
Toshiba	5	Tokyo	Global	Not available	various
Unibyte Online	2	Victoria	<u>British Columbia</u> : Vancouver and Victoria; <u>Alberta</u> : Calgary and Edmonton; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Toronto; <u>Québec</u> : Montréal "and others".	March 2005	\$54.95 to \$69.95
Unitz Online	2	Sudbury	<u>Ontario</u> : Barrie, Brantford, Chatham, Guelph, Hamilton, Kingston, Kitchener-Waterloo, London, Newmarket, North Bay, Oshawa, Ottawa, Peterborough, Sault Ste. Marie, St. Catharines, Sudbury, Toronto and Windsor; <u>Québec</u> : Montréal.	Not available	\$32.95
Vianet Internet Solutions	4	Sudbury	Ontario	Not available	various
Vidéotron	3	Québec	Not available	Expected mid-2006 launch. ¹¹⁹	Not available
VocTel	2	North Bay	North Bay	Not available	\$49.95 to \$59.95 U.S.
Vonage Canada	2	New Jersey	<u>British Columbia</u> : Abbotsford, Coquitlam, Kamloops, Kelowna, Nanaimo, New Westminster, Penticton, Prince George, Richmond, Surrey (Newton), Surrey (Whalley), Vancouver, Vernon, and Victoria; <u>Alberta</u> : Calgary, Edmonton, Fort McMurray, Grande Prairie, Lethbridge, Medicine Hat and Red Deer; <u>Manitoba</u> : Winnipeg; <u>Ontario</u> : Ajax, Barrie, Brampton, Brantford, Burlington, Clarkson, Cooksville, Etobicoke, Guelph, Kanata, Kitchener-Waterloo, Hamilton, London, Malton, Markham, Oakville, Oshawa, Orleans, Ottawa, Port Credit, Richmond Hill, South Pickering, St. Catharines, Stoney Creek, Streetsville, Thornhill, Toronto, Unionville, Whitby, Woodbridge; <u>Québec</u> : Hull, Lachine, Longueuil, Montréal, Pointe Claire, Pont Viau, Québec, Roxboro, St. Lambert City, Ste-Genevieve and Sherbrooke; <u>Nova Scotia</u> : Halifax.	April 2004	\$55.99 to \$69.99

¹¹⁶ Canadian Newswire, *TELUS unveils IP-One*, 17 November 2003.

¹¹⁷ News release, *TELUS unveils IP-One Evolution*, 6 October 2004.

¹¹⁸ www.thtelecom.ca

¹¹⁹ *Canadian Local Telecom and VoIP Services Market Report*, 2005 Edition, NBI/Michael Sone Associates, November 2005, page 138.

Table 3
Business VoIP Service Providers in Canada – March 2006

Company	Service Category*	Headquarters	Territory**	Service Launch Date***	Price (Monthly)****
Westport Telephone Company	2	Kingston	Ontario: Kingston, Ottawa and Toronto.	Feb 2005	\$39.95 to \$54.95
YAK Communications	1,2	Toronto	British Columbia: Vancouver and Victoria; Alberta: Calgary and Edmonton; Manitoba: Winnipeg; Ontario: Hamilton, Kitchener, London, Ottawa and Toronto; Québec: Montréal and Québec City; Nova Scotia: Halifax; U.S.: 28 cities.	Sept 2004	Free to \$24.99
<p>* Service Categories: 1 = Peer-to-Peer; 2 = Access-independent; 3 = Access-dependent; 4 = hosted or managed IP telephony services offered over customer provided facilities; 5 = IP-PBX managed either in-house or by an outsourcing company.</p> <p>** Territory refers to areas where local telephone numbers are available as of March 2006. It also includes any expansion plans that have been announced. Category 2 VoIP services are portable and can operate anywhere in the world where high speed access is available.</p> <p>*** Refers to date that VoIP service was launched.</p> <p>**** Price refers to the range of advertised monthly rates and could include local service, features and long distance. Since different suppliers include different services in their advertised rates, the rates are not comparable between suppliers. Promotional offers and any additional usage rates are not reflected.</p>					