



Nonexclusive Public Franchise Agreement for the installation of High-Speed Fiber Optic Network

November 15, 2022

Public Works Department

Strategic Plan

- Goal A: Our livable City is well-planned, attractive, and safe
- Goal B: A city that is engaged, informed, and technologically current
- Goal C: A city government that is fiscally sustainable and well-run with committed staff
- SP#9 – Broadband Feasibility Study
 - Procure consultant to conduct feasibility study related to a City-led broadband initiative.
 - Consistent requests from public to provide an alternative to Cox Cable.

Opportunity for Private Construction of a Fiber Optic Internet Network

- Approached by SiFi Network in early 2022
- Sifi proposes to install Fiber Optic cable to every property in the City
 - Current services are limited by existing copper wire system
- Utilizes Micro-Trenching technology
 - SB 378 requires cities to allow microtrenching for the purpose of fiber broadband



Microtrenching and Fiber Installation



Microtrenching and Fiber Installation

- Use of Microtrenching for Fiber Installation to minimize impact
 - Narrow Trench
 - Duct installed within the right of way
 - Ducts placed and filled with slurry by the end of each day
 - Finished seal mimics roadway surface
 - Fiber blown through duct to homes requesting service
- Detailed Plans with utility mapping
- Phased approach



Opportunity for Private Construction of a Fiber Optic Internet Network

- “Standard” Franchise Agreement
 - prepared by Gail Karish, BBK’s telecommunications expert
- Construction would follow City Encroachment Process
 - City Costs reimbursed by SiFi per the Agreement
 - Deposit Account to cover Plan Check and Inspection Costs
- SiFi installs and maintains fiber network
 - SiFi provides access to fiber network Internet Service Providers (“ISPs”) who provide internet service to residents and businesses
 - Increased competition to Cable for internet service

SiFi Overview

California FIBERCITIES®



FULLERTON FIBERCITY®, CA

Status: Under construction
Total Units: 54,000+



PLACENTIA FIBERCITY®, CA

Status: Under construction
Total Units: 20,000+



SIMI VALLEY FIBERCITY®, CA

Status: Under construction
Total Units: Approx 45,000



RANCHO CORDOVA FIBERCITY®, CA

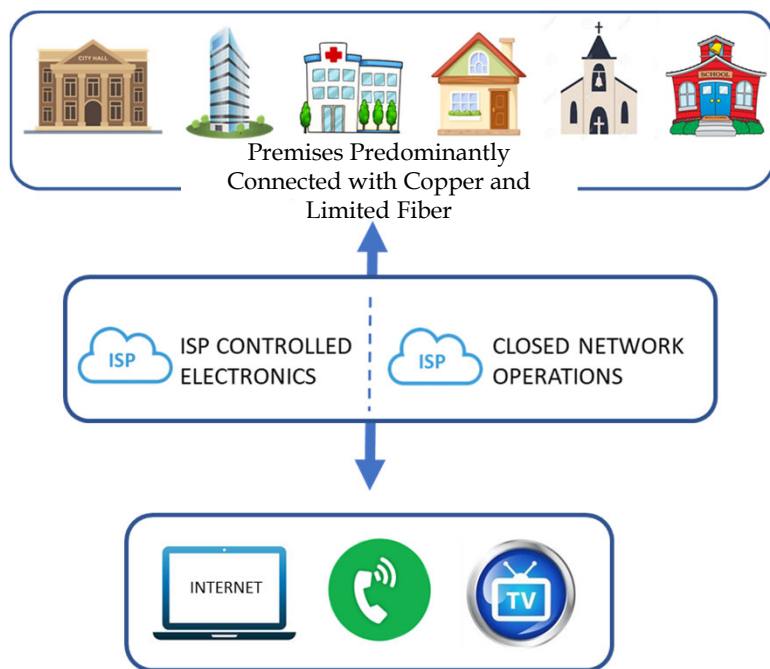
Status: Under construction
Total Units: 35,000

- SiFi is a **telecoms engineering company** that installs fiber infrastructure
- When they install the fiber they call the project a **FiberCity**

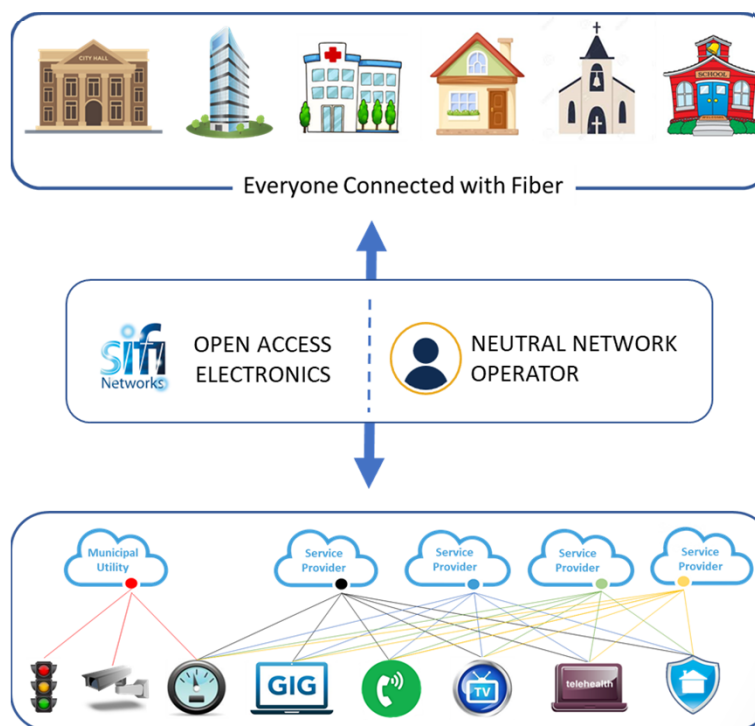
- There are **FiberCity locations in 9 states with 20 in California**, including Fullerton, Placentia, Simi Valley, Lancaster, Bakersfield and Oceanside

Current ISP Model vs. FiberCity Model

Current Provider Closed Model



FiberCity® Open Access Model



SiFi FiberCity Benefits

RESIDENTIAL BENEFITS



SUPERFAST CONNECTION



SYMMETRICAL UPLOAD AND DOWNLOAD SPEEDS



MULTIPLE STREAMING ABILITY



BETTER CHOICE OF PROVIDER

BUSINESS BENEFITS



SUPERFAST CONNECTION



ACCESS TO MORE BUSINESS SERVICES



RELIABLE CONNECTION



HIGHER BANDWIDTH SPEEDS FOR VOIP

MUNICIPALITY BENEFITS



PRIVATELY FUNDED BY SIFI NETWORKS



ABILITY TO IMPROVE CITY SERVICES



DIGITALLY FUTUREPROOFS CITIES



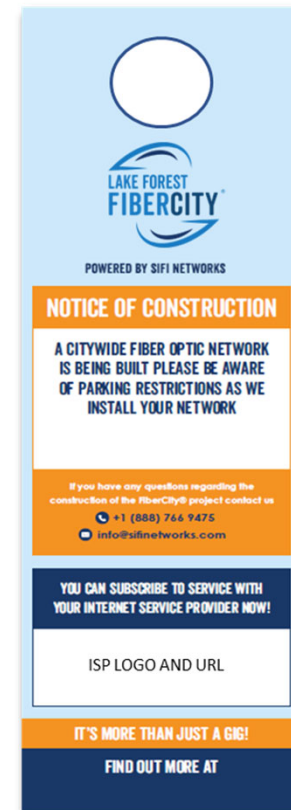
ATTRACTS NEW BUSINESSES

Pre-Construction Community Engagement

- Project would enable service to every home and business
- Approximately 400 miles of trench
- SiFi Community Engagement
 - Locally Employed Community Liaison
 - Advance Notice of Construction
 - Door Hangers
 - No Parking Signs
 - Weekly Q&A with residents
 - Ongoing Communication

IF YOU HAVE ANY QUESTIONS
OR CONCERNS ABOUT THE
CONSTRUCTION OF THE
FIBERCITY® NETWORK
PLEASE CONTACT US

CALL: 888 766 9475
EMAIL: info@sifinetworks.com



Nonexclusive Public Franchise Agreement Terms

- Term of Agreement - 32 years + one additional 30-year term
- Construction - 4th quarter of 2023
- Buildout - 24 to 48 months
- Service Start - 3rd quarter of 2024
- All Properties can connect to network
- Separate Network for City Facilities
- SiFi pays for all City Review and Inspection Costs

Staff Recommendation

- Approve Nonexclusive Public Franchise Agreement with SiFi Networks to install fiber citywide with the purpose of making fiber internet available to all residents and businesses

Additional Staff and Applicant available for Questions

- Scott Bradshaw, SiFi President
- Gail Karish, BBK Attorney