



SNC • LAVALIN

Building what matters



Fibre/HFC Network Design and Asset Management

Network service provision is increasingly cost competitive and we can help your business to respond to these challenges.

Unique Execution Model

We can help you to reduce your network design and permitting costs by up to 40%.

SNC-Lavalin can help your business achieve reductions in your network design and permitting costs through the provision of a cost effective, scalable engineering service in coax, fibre and hybrid (HFC) network design.

With a unique and proven service model, our technical team works directly with your network planning office to deliver work orders quickly and to the highest quality, at super-competitive rates.

Scalability means that your design team is right-sized, all the time, without compromising your requirements and without costly overheads.

As a true business partner, we deliver your work, your way. Our technical team can work directly within your Asset Management and Geographic Information System (GIS) platform to deliver seamless savings, year after year.

Proof through Performance

We can demonstrate true savings over the life of a framework agreement through regular reporting across a number of **key performance indicators (KPI)**, specific to your business model. We plan and implement the process of monitoring, measuring and analysis to demonstrate compliance to mutually agreed performance targets. These KPIs are customized to each client, but can include cost, quality and speed comparisons for common industry benchmarks such as:

- > Average time/cost per subscriber across various population densities
- > Average permit processing time – preparation period, submission to permission period, total turnaround time
- > Average person-hours / cost per node, per project, per subscriber as appropriate
- > Quality metrics per drawing or per work order.



Fibre to the home (FTTH)
Fibre to the premise (FTTP)
Fibre to the curb (FTTC)
Fibre to the cell site (FTTCS)

To date

more than 200,000 homes,
1,500 km of network
upgraded



Capabilities

- > Network Design
- > Physical Asset Maintenance
- > Permit Expediting
- > Construction Coordination
- > As-building



Benefits

- > Reduce Costs
- > Increase Delivery Speed
- > Maintain Quality
- > Scalability
- > Direct GIS Implementation



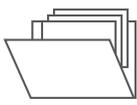
Global Telecommunications and Electronics

Why SNC-Lavalin?

MORE THAN
400 
TELECOMMUNICATIONS
PROFESSIONALS

PROVEN
EXPERIENCE 
IN COMPLEX
TURNKEY PROJECTS

 **40 YEARS**
of unique experience
in IT and Telco sectors

 **WORLD
CLASS**
PROJECT MANAGEMENT
PROFESSIONALS

GLOBAL EXPERTISE,
LOCAL DELIVERY 
in over 50 countries
around the world

 Interest in
**DEVELOPMENT
FUNDING & EQUITY**

GLOBAL SOURCING
NETWORKS 
leveraging supply chains

 **STRONG**
financial position



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Case Study - Videotron

Videotron is an integrated telecommunications company serving more than three million customers in the Quebec province of Canada, and francophone communities in parts of New Brunswick and Eastern Ontario.

In 2013, SNC-Lavalin approached Videotron with a solution to a business challenge – how to support the rapidly increasing demand for Videotron services, while laying the foundation for long term cost competitiveness and sustainability?

The answer, inspired by SNC-Lavalin's global engineering experience, was to develop a model for offshoring the network design services, while ensuring that the very specific local needs of the client were not compromised. This included delivery of services in the French language and to Canadian codes and standards.

SNC-Lavalin and Videotron entered into a framework agreement which supported the establishment of a high value engineering centre in New Delhi, India for the execution of HFC and optical fibre network design services. Since then, the team in New Delhi has delivered over **2,000 work-orders, on more than 600 projects** for Videotron.

This unique partnering arrangement allows the offshore team to work directly in the Smallworld GIS application used by the Videotron network planning team, ensuring fast seamless collaboration between the partner organizations.

Meanwhile, in Canada, we have dedicated technical supervisors that maintain direct communication with the stakeholders, review the work and get approval from the Videotron partners to ensure that quality and accuracy are of the highest level. Continuous improvement processes ensure that the delivered product is improving in measurable ways over the course of the framework agreement.

To close the loop on deployment, our representatives in Canada aid the Videotron network deployment process through permit preparation and expediting, construction support and as-building. **The average permit turnaround time has been maintained, while reducing costs by 40%.**

We provide a solid technical team with a unique capability of "right-sizing" the project teams to the appropriate programme workforce levels.

The results

A cooperative model which is continuously improving.

The client benefits

- > Substantially lower costs
- > Maintained quality and speed
- > Continuous improvement
- > Flexible work force



About Us

Founded in 1911, SNC-Lavalin is one of the leading engineering and construction groups in the world. With 37,000 employees in over 50 countries, our teams provide engineering, procurement, construction, completions and commissioning services together with a range of sustaining capital services to our clients throughout the globe.