

**Calgary Economic Development's**  
**collaborative** energy makes us a  
**conduit, connector, catalyst** and  
**storyteller** for Calgary.

6 August, 2018

**Via Email:** [ic.spectrumauctions-encheresduspectre.ic@canada.ca](mailto:ic.spectrumauctions-encheresduspectre.ic@canada.ca)

Dear Sir/Madam,

**Re: Consultation on Revisions to the 3500 MHz Band to Accommodate Flexible Use and Preliminary Consultation on Changes to the 3800 MHz Band, Notice No. SLPB-004-18, Canada Gazette – Part 1 (published June 16, 2018)**

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Calgary Economic Development recognizes the importance of wireless connectivity and that 3,500 MHz spectrum will play a critical role in the development of 5G services in Canada. The Economic Strategy for Calgary recognizes the importance of connectivity as Calgary transitions to the new economy. Calgary is not alone in this. The new 5G environment will not only support the next generation of wireless phones, it will enable the "Internet of Things" where a myriad of devices will be connected with citizens, businesses, non-profits and governments, delivering new services to Canadians. 5G networks are also anticipated to spur the development of new applications that will have a significant social and economic impact to our community. In this environment, the structure of the connectivity market will play a bigger role than ever before.

However, the full benefit of 5G will not be realized in Canada if the wireless market is not competitive. It is essential that consumers, which includes citizens, businesses, non-profits and governments, are able to access a competitive market for 5G services. Choice will lead to more competitive pricing and will foster more innovation. It is critical that Canadian government take steps to support sustainable competition in the market.

We are recommend that the Department of Innovation, Science and Economic Development (ISED) foster competition and choice for Canadian consumers. A competitive 5G marketplace can be established by reclaiming for mobile use a sufficient amount of 3,500 spectrum to support competition in all areas of Canada, including rural areas, and by requiring more efficient use of spectrum assets by existing licencees.

Thank you for the opportunity to provide these comments as part of this very important proceeding.

Yours truly,

A handwritten signature in black ink, appearing to read 'Courtenay Ellingson', with a stylized flourish at the end.

Courtenay Ellingson

Vice President, Research and Strategy

Calgary Economic Development