

NetSet Communications

Bridging the Digital Divide

Visit EconomicDevelopmentBrandon.com for more Brandon business profiles

There is little room to argue that access to high-speed Internet has changed our lives. With a simple click of a mouse or the tap of a screen, we have the world at our fingertips. What was once a luxury has now become the core means of communication that informs, entertains and connects people all around the world.

Netset Communications – a Division of Xplornet Communications Inc. has been the backbone behind bringing this modern life necessity to over 17,000 Manitoba residences and businesses. The privately held telecommunications company provides next-generation broadband services to customers throughout the province of Manitoba, particularly those living in rural Manitoba who found themselves on the other side of the digital divide simply due to geography.

The company was established in 2009 by co-founders Charlie Clark and Tami-Rae Rourke, working with a leading consortium of six Internet Service Protocol (ISP) operators across Manitoba. Their goal was to provide high-speed Internet service to rural communities and rural farm homes that Manitoba's original broadband carriers could not reach due to high capital costs.

With infrastructure investments of more than \$40 million and two successful Industry Canada contracts, Netset Communications became the largest fixed wireless telecommunications company in Manitoba. As a result of these contracts, Netset helped fulfill the mandate to improve access to high-speed Internet to rural Manitoba with unprecedented performance and reliability.

Built and serviced by Manitoba contractors and businesses and upgraded carrier-grade equipment, Netset Communications is now able to offer Long-Term Evolution (LTE) technology.

The coverage extends over 150,000 square kilometres and spans west to the Saskatchewan border, east to the Ontario border, south to the American border and north past the 53rd parallel. With services available in nearly 500 Manitoba communities, customers include those subscribing to residential high-speed Internet to companies requiring high-end secure networks for seamless business communications.

Xplornet Communications Inc., one of Canada's leading broadband service providers with customers in every province and territory, purchased Netset Communications in the fall of 2017. The deal was the largest in Xplornet's history and helped to accelerate the company's continued expansion across Western Canada. As the companies share similar roots, Xplornet complements Netset's existing services with a satellite Internet platform. Further expansion of their wireless Internet footprint, as well as new products and services will be added to their host of offerings in the near future.



- Established in 2009, Netset Communications has grown from eight employees to over 80
- They provide a mix of residential high-speed Internet, business high-speed Internet, and hosting of high-end secure networks for businesses, government, and other organizations
- Netset Communications has over 290 towers across Manitoba and a coverage area of approximately 150,000 square kilometres
- A new head office was opened in Brandon in 2016; they also have an office in Winnipeg
- The company has invested more than \$40 million in infrastructure, which has all been built and serviced by Manitoba contractors and businesses.
- Netset Communications was purchased in 2017 by Xplornet Communications Inc.

NetSet Communications

Bridging the Digital Divide

Visit EconomicDevelopmentBrandon.com for more Brandon business profiles

The acquisition came on the heels of the opening of Netset's new 17,000 square foot corporate office in Brandon's most recently developed Industrial Park. The custom-built office on Granite Road provides a state-of-the-art facility including an after-school room for children that helps employees with young families balance hectic schedules.

The company employs over 80 people in a wide range of positions including top-level executives, network engineers, technical support specialists, customer service representatives, as well as sales and administrative staff. The corporate culture allows for promotion from within as many of the members of their management team started with Netset in entry-level positions. The company encourages and fosters a multicultural work environment attracting skilled employees from New Zealand, England, and Nigeria, among other countries.

With a successful dealer network across Manitoba, Netset's success impacts the economy across the entire province. Each of their 15 dealers employs their own staff to handle sales, installation, and maintenance of Netset's services within their local area.

As a leading-edge Internet provider, it is without a doubt that Netset Communications will continue to deliver excellent customer service and bring innovative solutions to their customers in today's technology-driven world.

