



The Municipal Corporation of the Town of Fort Erie

BY-LAW NO. 54-2000

**BEING A BY-LAW TO AUTHORIZE THE ENTRY INTO A
STRATEGIC ALLIANCE AGREEMENT WITH 886369 ONTARIO
LTD. (SOFTCOM)
(L04.907)**

WHEREAS Softcom and the Corporation of the Town of Fort Erie share a vision of providing high tech communication solutions to the residents and businesses in Fort Erie, and

WHEREAS the parties wish to increase the effectiveness of both organizations by strategically partnering resources and sharing expertise where possible, and

WHEREAS Report No. CAO-01-1-2000 was approved at the Council-in-Committee meeting of March 20, 2000, to enter into a strategic alliance with Softcom to further promote and advance the use of the Internet by the Town of Fort Erie, local organizations and businesses, and

WHEREAS the Strategic Alliance Agreement sets out the vision and intent of the parties and it is deemed desirable to authorize the aforesaid agreement and its execution thereof;

NOW THEREFORE the Municipal Council of The Corporation of the Town of Fort Erie hereby enacts as follows:

- (1) **THAT** the entry into a Strategic Alliance Agreement with 886369 Ontario Ltd. (Softcom) in the form of Schedule "A" annexed hereto to this by-law be and it is hereby authorized and approved.
- (2) **THAT** the Mayor and Clerk be and they are hereby authorized and directed to execute the Strategic Alliance Agreement annexed hereto as Schedule "A" and to affix the corporate seal thereto.

**READ A FIRST, SECOND AND THIRD TIME AND FINALLY PASSED THIS 27TH DAY
OF MARCH, 2000.**

MAYOR

CLERK

I, the Clerk, Carolyn J. (Booth) Kett, of The Corporation of the Town of Fort Erie hereby certify the foregoing to be a true certified copy of By-law No. 54-2000 of the said Town. Given under my hand and the seal of the said Corporation this day of _____, 2000.

SOFTCOM AND THE CORPORATION OF THE TOWN OF FORT ERIE STRATEGIC ALLIANCE AGREEMENT

PARTIES TO THE AGREEMENT

This agreement establishes a strategic alliance between 886369 Ontario Ltd., carrying on business as Softcom and hereinafter referred to as Softcom, and The Corporation of the Town of Fort Erie. Sub-agreements may be developed based on the terms of this agreement and in accordance with the mandates of the respective parties.

PURPOSE

To strengthen the shared vision of providing high tech communications solutions to Fort Erie.

To increase the effectiveness and accountability of both organizations by strategically partnering resources and sharing expertise where possible.

The Town of Fort Erie, through its Economic Development Strategy evolving from the Corporate Strategic Plan, supports the approach of "Growth Industry Clusters". The Town of Fort Erie regards Softcom as a local telecommunication and technology cluster company. The Town of Fort Erie views Softcom as a potential local economic generator and desires to provide an incubator form of financial assistance as a means of encouraging growth.

BACKGROUND

Softcom and The Corporation of the Town of Fort Erie share a mutual commitment to bring high tech communication solutions to the industrial, commercial, institutional sector as well as the residential component of Fort Erie.

PRINCIPLES

- Mutual benefit from furthering the progress and completion of several high tech communication solutions including high-speed wireless internet service.
- Respect and support for the mandate of each organization as a foundation for collaboration. The management or operation of facilities deemed under the jurisdiction of Softcom shall be the responsibility of Softcom.
- Economic sustainability in common endeavours is an essential consideration.
- Support of excellence through continuous improvement as a foundation for all activities.
- Best utilization of resources in reaching common goals.

OBJECTIVES

Formally strengthen the emerging partnership between Softcom and The Corporation of the Town of Fort Erie.

Achieve greater synergy by identifying opportunities for other partners with similar goals.

Work toward the completion of mutually identified projects with a cooperative approach to sharing information, services, and expertise.

Reduce the costs of implementing community developments as well as providing more comprehensive and accountable services to the public.

IMPLEMENTATION

1. Each organization shall assign a member(s) to an Alliance Steering Committee as appropriate. The terms of reference shall be agreed upon subsequently.
2. The Alliance Steering Committee shall establish a meeting schedule and an initial plan for review by senior administrators of both organizations.
3. The mandate of the Alliance Steering Committee shall specifically focus on the current and future obligations and opportunities existing for both organizations in the community of Fort Erie.
4. The Alliance Steering Committee may include members representing current and future Community Partnerships already existing with both organizations.

This agreement shall be in effect from the date of signing. This agreement shall be reviewed annually and amended upon mutual agreement of the partners.

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