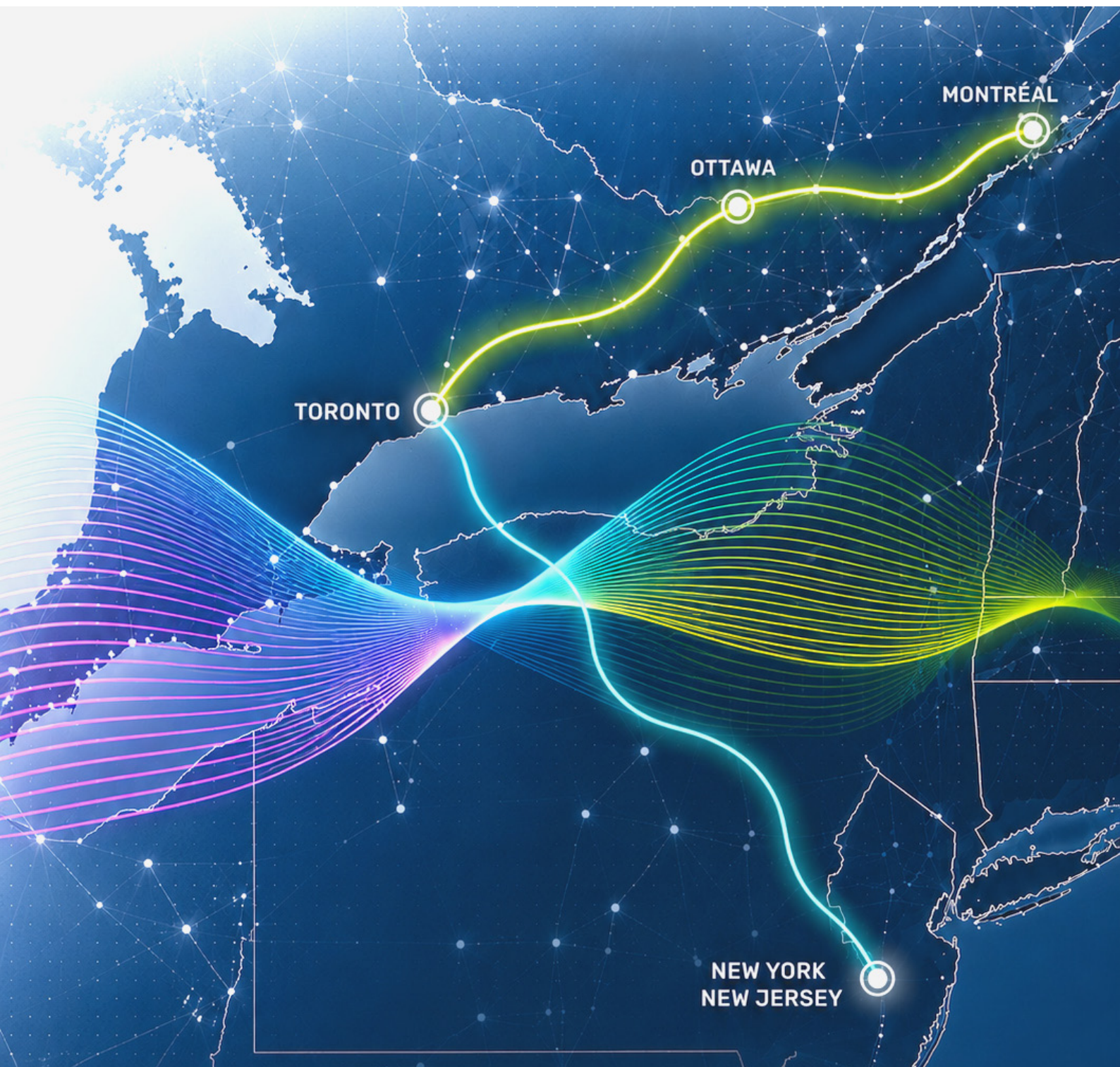


Building Beyond the Map

How **Crosslake Fibre** and **Acronym Solutions** Created
a Strategic Cross-Border Partnership



In an industry where most providers operate transactionally, **Acronym Solutions and Crosslake Fibre have built something different:** a two-way partnership grounded in trust, mutual reliance, and shared technical expertise.

Both organizations brought something distinct to the table: Acronym with its extensive Ontario fibre network, and Crosslake with its unique subsea infrastructure under Lake Ontario. Built on complementary network strengths, the relationship became a working partnership focused on solving real customer challenges.

As demand for high-performance connectivity continues to grow, the priority extends beyond building networks to delivering them in a way that meets increasingly critical expectations.

This raises an important question:

How do you deliver ultra low latency and reliability while continuing to expand and strengthen your network?

The Challenge

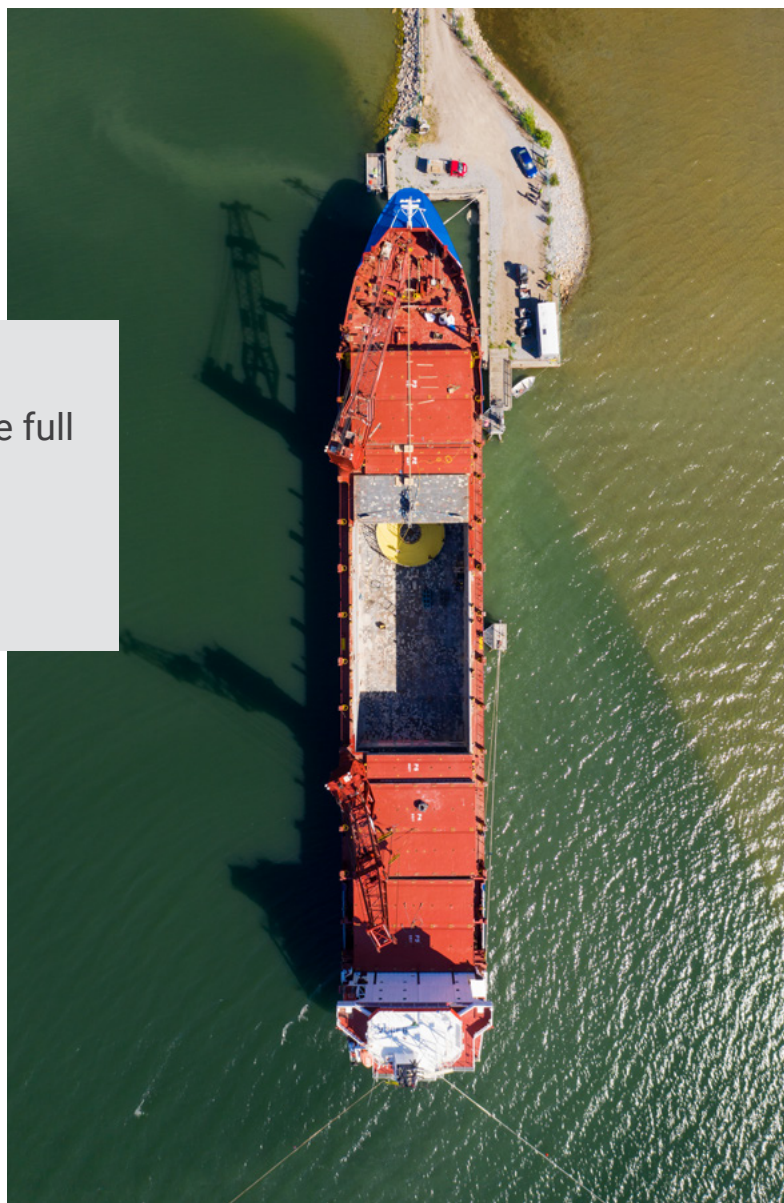
In high-stakes environments like capital markets, milliseconds carry real financial consequences. Trading platforms demand near-zero downtime, and even minimal disruption can impact data integrity and market confidence.

For Crosslake, a leader in ultra-low-latency connectivity between the Toronto Stock Exchange (TMX) and the New York–New Jersey liquidity triangle, the challenge was not performance alone, it was how to scale it.

Its subsea fibre route under Lake Ontario established clear differentiation. Extending their high-performance connectivity deeper into Canada required:

- ▶ Route diversity beyond traditional downtown Toronto pathways to ensure full redundancy and uptime
- ▶ Infrastructure aligned with financial-grade precision

To connect the TMX to Montreal and Ottawa in a way that met these requirements, Crosslake needed a partner whose network and capabilities could match its own.



At the same time, Acronym was looking to expand its cross-border capabilities while continuing to build on its Ontario-based network.

What both organizations required was a partner capable of working at their level—technically, operationally, and strategically.

“

It's a symbiotic relationship where both companies genuinely rely on each other.

— Lubo Vaculik, Managing Director,
Sales, Acronym Solutions

The Solution

With complementary infrastructure and a shared approach to network design, Acronym and Crosslake built a partnership centered on delivering high-performance connectivity across Canada and into the United States.

Each organization brings established strengths:

Acronym

- ▶ Fibre infrastructure across Ontario, enabling connectivity into Toronto, Ottawa, and Montreal
- ▶ The ability to design and deliver custom-built routes, including new network entry points

Crosslake

- ▶ A subsea fibre route under Lake Ontario, forming the lowest latency path between Canada and the U.S.
- ▶ A network built specifically for performance-sensitive financial connectivity

The value of these unique capabilities is how they're used to deliver solutions designed for highly specific routing and performance requirements.



The TMX–Montreal Build

An example of this partnership in action is the TMX–Montreal route.

Crosslake required a fully diverse path out of the TMX that avoided traditional downtown routes while integrating into its broader network. From the outset, both teams worked together to define how that path would be built.

Planning moved quickly into joint design, with engineering guiding execution. Both teams remained closely involved as the solution developed.

The resulting path included:

- ▶ A new entrance into the TMX facility from the east side
- ▶ A diverse fibre route through Ottawa to Montreal
- ▶ Integration into Crosslake's backbone for onward connectivity into New York

“

This wasn't off-the-shelf. It was engineered and built specifically to meet their needs.

— Lubo Vaculik, Managing Director, Sales, Acronym Solutions

This project required coordinated engineering, permitting, and construction, supported by continuous communication. Rather than adapting an existing route, the solution was purpose-built.

As Crosslake described it:

“

We're proactive, creative, and dynamic in how we build solutions, and we demand the same from our partners. The TMX project is a prime example—custom construction, complex permitting, and a solution that simply wouldn't have been possible as an off-the-shelf product.

— Fergus Innes, CCO, Crosslake Fibre





Working as One Team

The TMX–Montreal project reflects how Acronym and Crosslake work together more broadly.

Planning is closely tied to engineering input, ensuring what is proposed can be delivered. This allows both teams to move forward with clarity.

Throughout delivery, communication remains direct and consistent, allowing issues such as permitting or site access to be addressed quickly.

This approach extends beyond individual builds:

- ▶ Acronym incorporates Crosslake's subsea route to support its cross-border connectivity
- ▶ Crosslake relies on Acronym's infrastructure to extend its reach across Ontario

In practice, both teams operate as close partners, designing and delivering solutions that meet demanding network requirements.



The Results

The Acronym-Crosslake partnership has delivered tangible strategic value for both organizations and their clients:



Expanded Network Reach: Together, they've created high-capacity routes from Toronto through Ottawa and Montreal, extending directly into the U.S. through integrated cross-border infrastructure.



Enhanced Route Diversity: Acronym's custom-built TMX entrance and regional fibre assets complement Crosslake's subsea route, providing critical geographic redundancy.



Accelerated Project Delivery: Shared trust and communication improve timelines and reduce operational risk.



Cross-Border Market Growth: Acronym enables Canadian enterprises to access U.S. connectivity, while Crosslake expands its presence across Ontario through Acronym's regional network.



Strong Customer Solutions: Throughout 10 projects, they've delivered high-performance connectivity, generated recurring revenue, and strengthened both networks.

"Any relationship flourishes when there's commitment both ways," says Innes. "We're like-minded in how we build, operate, and serve customers. That mutual reliance changes how quickly we can move."



The Takeaway

The Acronym–Crosslake partnership reflects what’s possible when infrastructure, technical depth, and an engineering-first mindset are combined with a transparent approach to problem-solving.

Together, they’ve created differentiated routes that neither could offer alone, enabling clients to achieve enhanced route diversity, resilience, and performance in one of the most latency-sensitive industries in the world.

By coordinating how their networks extend across borders, both organizations have scaled high-performance connectivity, expanding Acronym’s reach into the U.S. and strengthening Crosslake’s presence in Canada.

As Innes notes,

“

We can’t do this alone. We need partners in specific geographies who share our view of what infrastructure should be. Relationships like the one we have with Acronym allow us to grow.

This approach defines how Acronym works with partners: building relationships that extend networks, strengthen capabilities, and deliver lasting value where it matters most.