

Forging Ahead in the IPTV Frontier

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OPASTCO Associate Member Committee



44th Annual Summer Convention & Tradeshow



Today's Presenters

Bill King, President and Managing Principle,
JSI Capital Advisors

Kent Larsen, Senior Vice President – Financial Services,
CHR Solutions, Inc.

Renee Harrison, Director – Video Services Operations,
NRTC

Lonnie Pedersen, Chief Operating Officer,
Telephone Services Company



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Six Months Later....

A recap of what's happened since
Orlandolast January

Perry-Spencer Rural Telephone Co-op

Ringgold Telephone Company

BTC Broadband



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Perry-Spencer Rural Telephone Co-op

Jim Dauby, Vice President/COO

- Subscriber growth weaker than projected, waiting for results in new FTTH CLEC territory....later this Fall,
- Overall quality of service has improved,
- Video-on-Demand ready for rollout,
- Preparing to introduce a few HD channels over MPEG-2,
- Programming selections continue to improve,
- Increasing video subscribers high-speed Internet in popular bundle, from 384K to 1 mg – hoping these customers stick around.



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Ringgold Telephone Company

Phil Erli, Executive Vice President

- Suspended marketing IPTV service, responding to customer demand only, due to lack of robustness of our middleware and lack of selection in STBs,
- Offering HDTV using off air antennas at customer's home,
- Concerned with availability of content and what will happen with NCTC,
- Disappointed in lack of other telcos showing an interest in sharing local content.



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BTC Broadband

Lynn Pike, COO-General Manager

Hoping to launch by mid summer



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