

# Broadband Properties

## 4<sup>th</sup> Annual Best Products: Leading Technologies and Services

The latest from 58 distributors, manufacturers, software vendors and system builders

Welcome to our largest best products guide yet – 58 vendors selling literally hundreds of separate products and services. As befits a maturing industry, the number of full-line vendors capable of installing a complete broadband network from headend to living room has increased. So have the number of full-line distributors and VARs (10) and the number of companies specializing in network construction and services (21).

**For Quick At-a-Glance Guide, see page 40**

### 3SAE Technologies, Inc.

3SAE Technologies, Inc. is proud to be the sole North American master distributor, service and support center for Ericsson Network Technologies, and Futuro Instrument Fiber Optics. We provide all sales, service and support for core alignment fusion splicers, FTTH fusion splicers, fiber optic strippers, and other accessories. For more information, visit [www.3sae.com](http://www.3sae.com).

### Adams Global Communications



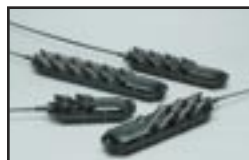
Centrally located in Overland Park, Kansas (near Kansas City), Adams Global Communications purchases and sells a broad range of equipment, materials and supplies for the global cable and wireless industries. We also incorporate an array of services that include repair and refurbishment, engineering and design as well as consultative capabilities that cater to your specific needs. At our 62,000 square foot warehouse we stock one of the largest selections of new, used and refurbished distribution equipment, line gear and set-top converters. We work closely with the security departments of all the major manufacturers to ensure all used and refurbished converters are purchased by legally authorized cable system operators. This is our commitment to the industry. In order to maintain our large, diverse inventory we purchase new, surplus and used equipment. We then thoroughly clean, test, upgrade, polybag and professionally package

each piece of equipment prior to resale. Adams Global maintains a state-of-the-art Inventory Management system designed to accommodate and control our inventory at all times. We can also help you in your efforts to locate a buyer for products or services you may have. For more information, visit [www.adamsglobal.com](http://www.adamsglobal.com).

ADC



### The **Broadband** Company



ADC's OmniReach™ FTTX Infrastructure Solutions are the industry's first platforms designed from the ground up to meet the unique requirements of FTTX networks.

By building network infrastructures upon ADC's OmniReach solutions, service providers nationwide are accelerating deployment and maximizing operational efficiency from the central office to the outside plant. OmniReach™ Multi-Fiber Service Terminals (MSTs) are designed to withstand the rugged outside plant environment, incorporating hardened connector technology. These connectors are factory-terminated and environmentally sealed for use in drop cable deployments in optical access networks. They withstand extremes in temperature and conditions. Specifically designed to significantly reduce drop cable installation and maintenance time. Decreases installation and maintenance hours – translating into significant savings. For more information, visit [www.adc.com/mst](http://www.adc.com/mst).

## Advanced Media Technologies – AMT



The AmiNET110 is a compact and elegant premium MPEG2 set-top box for IP television and video on demand applications. The AmiNET110 joins the family of Amino digital set-top box solutions including MPEG2 standard definition and high definition, MPEG4 H.264 standard definition and high definition, Windows Media standard definition and high definition and the Personal Video Recorder. These set-top boxes provide a low cost solution that is targeted specifically for worldwide markets and where a very flexible product is required. Encased in a small, low-cost housing, the STB plugs into the back of a TV set via the RF output and using the supplied Mini-DIN to cable an additional output for either composite video, or S-Video and audio. Other connections are an S/P-DIF digital audio output, an RJ45 Ethernet socket and power input to a small plug-top power supply. Low power consumption means cool running and high reliability. For more information, visit [www.goamt.com](http://www.goamt.com).

## AFL Telecommunications

 **AFL Telecommunications**



AFL Telecommunications, a Fujikura business, has over 20 years of leadership in passive infrastructure and outside plant integration of fiber networks. When it comes to delivering FTTH solutions, AFL leverages the technology and knowledge of Fujikura, which has a major role in

Japan's exploding 2.3 million subscriber FTTH market. Not sure where to begin? AFL can get you started today with our FTTH Business Modeling Tool – FTTH electronics, passive infrastructure and business modeling. AFL's FTTH products include Ethernet-based Electronics (E-PON and Point-to-Point); Fiber Optic Cables (loose tube, ADSS and drop cables); Fiber Closures (aerial including taut sheath and sealed fiber closures); Fiber Apparatus (wall and rack mount panels); Fusion Splicing Systems (splicers, cleavers, and more); Optical Connectivity (optical splitters, connectors and more); and Test Equipment (OTDRs, return loss test sets, inspection scopes, visible fault identifiers and more). For more information, visit [www.AFLtele.com](http://www.AFLtele.com).

## Allied Telesyn

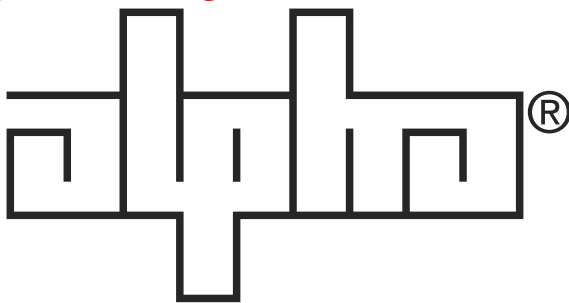
The integrated Multiservice Access Platform (iMAP) is the industry's only IP/Ethernet access platform that simultaneously supports Triple Play voice, video and data delivery over copper and fiber infrastructure. The iMAP's feature-rich networking portfolio enables new revenue-generating services such as VoIP, IP video, VOD and business VPNs. Using high availability 10G transport capabilities and Ethernet Protection Switching Ring (EPSR™) technology, the iMAP is revolutionizing the convergent broadband IP distribution access and transport networks. Allied Telesyn's intelligent Multiservice Gateways (iMG) for ADSL and Fiber-to-the-Home networks are the obvious choice to deliver next-generation service offerings. The Allied Telesyn iMG 600 family of gateways combines support of IP Multicasting, QoS capabilities and the bandwidth capacity of fiber to deliver multiple video streams, IP Telephony and high-speed Internet access to subscribers. For more information, visit [www.alliedtelesyn.com](http://www.alliedtelesyn.com).

## Alloptic

Alloptic is an access network equipment provider, designing and manufacturing a state of the art Gigabit Ethernet Passive Optical Access Network (GEPON) solution. Alloptic's optical-based broadband technology allows the bundling of voice, video, and ultra-high speed data services onto a single fiber cable directly to homes, businesses, and high-density living complexes. Alloptic's GEPON solution provides an unmatched 1 Gigabit of symmetrical bandwidth, thus delivering between 2 and 10 times more capacity than its closest competitors. The Alloptic access network solution helps customers increase profits by enabling the services that today's digital lifestyle

demands. These products and services keep communities at the forefront of consumer trends. The Alloptic solution helps developers and builders to differentiate their communities and homes by offering ultra-fast Internet, on-line gaming, video-on-demand and home security capabilities. Developers, builders, municipalities and broadband service providers have deployed Alloptic's system worldwide. For more information, visit [www.alloptic.com](http://www.alloptic.com).

### Alpha Technologies



Alpha is a world-leading provider of power conversion products used in cable television, telecommunications and data networks. Alpha has earned a reputation for innovation, reliability and performance. Alpha provides products for emerging FTTX applications including headend or central office, premises, neighborhood or network. Products include a complete line of AC & DC UPS systems, batteries and accessories for indoor or outdoor applications. FlexPoint™ AX and OPS/BBPS UPS systems provide power to Network Interface Devices for residences and multiple dwelling units. It's a flexible, modular system providing total or partial outdoor powering solutions for fiber to the home applications. Each system provides unique architectural advantages from utilizing existing twisted pair to tapping AC power from the meter. For more information, visit [www.alpha.com](http://www.alpha.com).

### AML Wireless Networks

AML Wireless Networks (formerly Hughes AML) designs, manufactures, installs and services a wide range of RF signal transmission systems. Since 1969, AML Wireless has been a world-leading supplier of wireless applications for networks carrying video, data and voice applications. Our technology solutions are deployed in all of the large MSO networks in North America, many of the smaller MSO and PCO networks, and numerous international applications. Our products include a complete line of analog and digital microwave radios that can support up to 870 MHz with return over distances as short as a few hundred yards to as far as 30 miles. We are also intro-

ducing an industry leading 5.8GHz DOCSIS extension wireless solution to meet the Internet plans of our cable-based Internet providers. For more information please see us at [www.amlwireless.com](http://www.amlwireless.com).

### Applied Instruments

Applied Instruments manufactures RF test equipment for broadband communications system providers and equipment manufacturers. Signal measurement products include Spectrum Analyzers and Signal Level Meters for CATV and Satellite, and Return Path test sets. Signal source products include RF Noise and Multi-Carrier CW Signal Generators. System Reliability products include Signal Monitors with AGC pilot control. Intermodulation Distortion test products include Noise Power Ratio Test sets. For more information, visit [www.appliedin.com](http://www.appliedin.com).

### ARNCO Corporation

Arncos System of cable installation materials and equipment includes: Wave Rib™ HDPE conduit and Perma Guard™ Cable-in-Conduit; Bull-Line® pull tape; Hydra-Lube® cable lubricants; Hydra Clean™ cleaners and Hydra Seal™ sealants; Tension Master™ cable installation equipment and utility trailers; blowers and a variety of accessories including Shur Lock™ couplers and placing hardware. Plant locations are in Elyria, Ohio; Salt Lake City, Utah; Aiken, South Carolina and San Luis Potosi, Mexico. For more information, visit [www.arncocorp.com](http://www.arncocorp.com).

### ATCi

ATCi offers end-to-end systems integration and technical services. From front-end consulting and planning, to integrating, installing and managing technology solutions, ATCi has the depth and experience to respond to unique challenges and opportunities. ATCi's flagship product, Simulsat, continues to dominate the multibeam market. Simulsat can receive signals from 35 satellites at the same time. Available in three size/performance variations, Simulsat takes up less space than two parabolics. Additionally, as new satellites launch, new programming options appear, or existing satellites move, a simple feed change is all it takes. ATCi also offers many products that offer customers expanded capacity, design excellence and value. Among them: uplinks, teleports, headend components, parabolics, test equipment, matrix switches, and satcom fiber optics solutions. ATCi also offers turn-key services: Teleport and Broadcast Services – including new niche channel launch and Webcasting, digital headend services, uplink services and systems integration. For more information, visit [www.atci.com](http://www.atci.com).

## Blonder Tongue Laboratories



**BLONDER  
TONGUE**  
LABORATORIES, INC.



Blonder Tongue Laboratories is a leading manufacturer and broadband system designer of voice, video, and data solutions for MDU property owners. With optimized technologies, simplified deployment and superior technical assistance, property owners can extend telecommunication amenities, increase customer satisfaction and boost profitability. For more information about Blonder Tongue's Technical Solutions Team, visit <http://www.blondertongue.com/Technical-Solutions>. Advancing the ability for private cable operators to offer high-bandwidth Fiber-to-the-Home (FTTH), the new LightHouse Series products are optimized for multiple dwelling units, gated communities, and small municipalities. The cost of other FTTH hardware has typically not scaled down for these smaller systems, but now it's possible for providers to satisfy subscriber demand without the high costs. Learn more at <http://www.blondertongue.com/fiber-to-the-home>. Navigating the tumultuous seas of broadband system design can leave you dead in the water. Let Blonder Tongue safely guide you ashore. Visit [www.blondertongue.com](http://www.blondertongue.com) to learn more.

## C9 Networks, Inc.

**C9**



C9 Networks is a leading provider of cable and wireless broadband access solutions. C9 Networks provides the industry's most user-friendly and cost effective CMTS solution for the Cable, PCO, MDU/MTU and Hospitality markets.

C9 Networks is the first company in the industry to provide WiFi and DOCSIS based fixed wireless support with a CMTS. The advanced CMTS products support both wired and wireless services at the same time. The C1000 from C9 Networks is a 1U rack mount system with a web browser/GUI based interface for local and remote control of the device. The system includes CMTS servers, monitoring and configuration utilities, IP management tools, RF management tools and Subscriber management system (SMS) all in a single box. The system also supports remote management and remote SW upgrades. The CMTS systems are also available in different models to support 250 to 1000 users for wired and wireless support. For more information, visit [www.c9networks.com](http://www.c9networks.com).

## Cable Technologies International Inc.



Cable Technologies International, an international leader in supplying new and refurbished products and components for the hardline and wireless industries, including MSOs, since 1986. Products include connectors and adaptors, amplifiers, passives, power inserters, satellite products, tools, wireless accessories, installation accessories, computer products, telephony products, low cost character generators, telephone products and cables including Cat5 and HDTV. With facilities in Albany, NY and Clio, MI Cable Technologies is able to meet your immediate needs with on time delivery, coupled with the highest quality of products and services. In addition Cable Technologies is a leading repair house for all headend equipment, subscriber equipment, power supply, modems, and distribution equipment. For more information, visit [www.cabletechnologies.com](http://www.cabletechnologies.com).

## Canon Broadcast & Communications Division

**Canon**  
Broadcast and Communications



A product of Canon Broadcast & Communications, the Canobeam DT-100 series transceiver systems use Free

Space Optics—a line-of-sight light beam—to transmit digital data. Canobeams don't require RF licenses, can be set up quickly, and are highly secure. Canobeams are protocol-independent (like fiber) and feature Canon's Automatic Tracking Function for precise beam alignment despite vibrations due to wind, weather, or other factors. The Canobeam DT-110 delivers a wide range of data speeds from 25Mbps to 156Mbps at a range of from 20m to 500m. The DT-120 provides these same data speeds, but at a range of from 100m to 2km. The Canobeam DT-130 features data rates of up to 1.25 Gbps for Gigabit Ethernet networking at a range of 100m to 1,000m (more than half a mile). The DT-130 also incorporates a 3R Function (re-shaping, re-timing, and re-generating), which allows its data signal to be relayed without loss of strength or quality. For more information, visit [www.canobeam.com](http://www.canobeam.com).

### Capanis Networks

Whether you are currently operating or contemplating adding High-Speed Internet, VoIP and other applications to your existing cable, single-line satellite or SMATV MDU network, an automated, unified and managed service platform is required to do it the smart way. Capanis offers a comprehensive, inexpensive back-end solution for cable/SMATV networks called BroadbandOS™ (broadband operating system). BroadbandOS™ uses existing cable network components to automate, unify and manage your day-to-day operations, such as billing, service packages, service activations & deactivations, work order maintenance, accounting, customer support and network management. BroadbandOS™ is a web-based solution so it allows complete remote access to your broadband operations in real time, from any PC with a standard web browser. This feature is critical for small to large-scale system operators and MDU Service providers who wish to leverage existing infrastructure investments and at the same time streamline day-to-day operations to minimize cost. For more information, visit [www.capanis.com](http://www.capanis.com).

### Coaxial Network

Coaxial Network's IRIS is a highly integrated DOCSIS/Euro-DOCSIS CMTS solution to provide high speed Internet access for hospitality, MxU and PCO/MSO businesses. The technology behind IRIS uses the existing coaxial cable already there to deliver television programming. The solution also creates and manages hotspot areas in your property to offer Wi-Fi service. The centralized system manages both wired and wireless networks. This standards-based solution offers you best of both the

worlds, security of wired and convenience of wireless. We are also technology partners with local and national level service providers to offer innovative solutions. Product highlights include: No rewiring required, works on existing TV wires; standards-based solution not proprietary; best price/performance; 100 percent network coverage for your property; security portal for Wi-Fi users; 24x7x365 world-class technical support for system and end customers; remote network monitoring & debugging; upgradeable to next generation services such as VoIP and VoD. For more information, visit [www.coaxialnetworks.com](http://www.coaxialnetworks.com).

### ComTech Services



End-to-End CATV equipment and repair solutions from ComTech. In today's broadband world, cable networks depend on ComTech services for its comprehensive inventories of new and remanufactured CATV equipment - from legacy and hard-to-find analog components to the latest digital products. ComTech has earned an industry reputation as the On Hand, On Demand resource for system-critical equipment, world-class technical repair, and the fast, responsive turnaround cable operators depend on. For more information, visit [www.com-tech-services.com](http://www.com-tech-services.com).

### Corning Cable Systems



Corning Cable Systems' FlexNAP (Flexible Network Access Point) Terminal Distribution System provides a cost-effective method of deploying FTTH distribution systems at speeds up to ten times greater than traditional field installations. FlexNAP systems consist of fiber optic cables with pre-terminated flexible terminals placed at customer-specified locations along the length of the cable. The cable and terminals are tested and shipped as

a complete distribution system on a standard cable reel. FlexNAP access points are available in two configurations: FlexNAP Etheraccess point terminals have an attached tether cable 15 feet in length equipped with multiple termination options at the terminal end of the tether (e.g. OptiSheath Advantage Multiport terminals) FlexNAP MT access point terminals have an attached tether cable (2 feet for aerial, 25 feet for below-grade) equipped with a 4, 8 or 12 fiber MT ferrule-based hardened connector housing for use with OptiFit Premier drop cable assemblies. For more information, visit [www.corning.com/connectedcommunity](http://www.corning.com/connectedcommunity).



### Covaro Networks

Service providers and enterprise users alike have chosen Covaro Networks as their solution of choice for intelligent Ethernet demarcation products for Ethernet WAN applications. Located on the customer premises, Covaro's unique Etherjack® demarcation products support the latest industry standards for Ethernet OAM and service definition enabling service providers to differentiate themselves with intelligent Ethernet service offerings while managing operating expenses. Covaro's Etherjack® demarcation products also incorporate a wide range of first mile transport technologies, allowing carriers to support Ethernet customers in-region and out-of-region with Ethernet extensions over fiber, DS3/E3, DS1/E1, SONET/SDH and copper. For more information visit [www.covaro.com](http://www.covaro.com).



### DF Countryman



DF Countryman is a provider of quality products to the communications industry. From tools, test equipment and all of your installation supplies, DF Countryman can provide you with the items necessary to make all of your projects a success. We are a full line, stocking distributor working with most major manufacturers, with supporting locations in Minneapolis and San Antonio. Our two locations encourage business expansion throughout the Midwest and United States. Doing business for almost a half-century provides us with the experience and know-how to address your communications needs. For comprehensive solutions and supplies, visit [www.dfcco.com](http://www.dfcco.com).

### Digital Optical Ventures

Digital Optical Ventures ("DOV") is a technology-focused company that is experienced and proficient at designing, funding, constructing, and operating complete communications systems. DOV offers consulting, design and development services that will move your ideas and business opportunities from concept to reality. DOV excels in identifying opportunities, raising capital and developing infrastructure for the ever-evolving fiber optic telecommunications industry, including broadband multi-service networks. We use our proprietary S.A.F.E process – *Support, Assess, Fund, Execute* – to ensure project viability and client satisfaction. *Support* identifies investment opportunities and the proper marketplace. *Assess* analyzes opportunities, conducts due diligence, and models business cases. *Fund* identifies potential investors and negotiates investment terms. *Execute* designs, constructs and operates networks and manages clients' portfolios. DOV is available to handle all aspects of a project for a client or just those areas where a client requires additional expertise. For more information please visit [www.doventures.com](http://www.doventures.com).



### Display Systems International

Display Systems International manufactures and distributes character generators and electronic programming guides. Our Elite family of character generator products includes ELITEGOLD, ELITE2000, TextPro Sr., and TEBBS. Our character generators feature program/preview capabilities for true off-line editing, Internet and modem communications, automatic download of Internet weather maps, local weather display, image and audio capture, audio ducking, VCR control and much more. LineUp is our new electronic/passive programming. LineUp offers Internet data delivery, simple spare swap-out capabilities, ability to configure your own program guide format (half screen vs. full screen, fonts, logos, and more), the option of buying software-only, and more. Software packages or turnkey systems are available for all our products. Contact DSI today to find out how much you can save with our new innovative and professional programming guide! For more information, visit [www.displaysystemsintl.com](http://www.displaysystemsintl.com).



### DragonWave

DragonWave Inc™ is a leading innovator in high capacity broadband wireless IP networking systems for network operations and service providers. Since its founding in 2000, DragonWave has achieved customer recognition for quality, innovation, and technical advances in deliver-

ing wireless IP networks for the transport of data, voice and video communication systems, including comprehensive service and support. Our AirPair products meet the demands of a wide range of applications as well as delivering a value proposition that enables operators and service providers an “invest as you grow” capability that leverages profitable growth. Available with both 100 BaseT and GigE interfaces, AirPair delivers a full duplex, wire speed up to 200 Mbps Ethernet connection over licensed and unlicensed frequencies. AirPair is a flexible bandwidth radio platform that can scale from 10 to 200 Mbps in 10 Mbps increments with software configurations allowing customers to address a wide spectrum of bandwidth requirements using one product platform. For more information, visit [www.dragonwaveinc.com](http://www.dragonwaveinc.com).



### ETI

ETI Software's Triad is a robust software product that automates provisioning (from any billing/customer care system) of voice, video or data services over any network (fiber-to-the-premise, coax or copper) for delivery to residential and commercial customers. Triad instantaneously activates service for fiber-to-the-premise (FTTP) networks, telephone switches (Class 5 or Softswitch), DSL technologies and a multitude of video (RP, IPTV, VDSL, etc.) platforms. This product helps to eliminate multiple data entry points and the service errors and delays associated with “swivel chair” processes. Optionally, a powerful order entry/rating module and a work order management module makes it easy for service providers to offer new services with any billing system. Additionally, this product manages all customer premise equipment and pay-per-view schedules and generates a host of management reports. ETI has over 90 customers using its products worldwide, supporting over 2 million subscribers. For more information, visit [www.etisoftware.com](http://www.etisoftware.com).



### FONS



FONS' Indoor Fiber Distribution Hub (IFDH) is designed to organize/administer cables and splitters in an inside plant environment typically found at Multi-Dwelling Units (MDU). Used to connect feeder and

distribution cables via splitters in a Fiber-to-the-Premises (FTTP) network application, the IFDH provides a vital cross-connect/interconnect interface for optical transmission signals at MDUs. IFDH hardware/components support the FTTP architectural flexibility, allowing fast and reliable interconnection between equipment and cables. The enclosure provides mechanical protection for cables, splices, connectors and splitters. In addition, the product is designed to accommodate a range of fiber counts and to support factory installation of pigtails, fanouts and splitters. The enclosure is designed for front access via a swing frame configuration. The unit accommodates either metallic or dielectric OSP cables via sealed grommet entry. Cables are secured with standard grip clamps to provide required pull-out strength. The IFDH provides grounding for metallic members and for the cabinet. For more information, visit [www.fons.com](http://www.fons.com).



### General Cable / Blolite

General Cable's Blolite blown optical fiber provides a cost effective solution for delivering optical fiber, on demand, to residential customers. With Blolite, a network of small microducts is installed, connecting each living unit with a main telecommunications hub. Optical fibers can then be blown into the microducts, on an as-needed basis, delivering fiber to meet emerging customer demand. By installing microducts during the construction phase, installation costs are kept to a minimum and actual fiber deployment costs are incurred only when service is required. This allows property owners to provide state of the art communications networks in the most cost-effective manner. Blolite microducts are available in a variety of sizes and configurations to meet every type of deployment scenario, from outside plant to premise. In addition, Blolite blown optical fibers meet or exceed all standard industry transmission performance criteria. For more information, visit [www.blolite.net](http://www.blolite.net).



### Great Lakes Data – GLD



WinCable® sets a new standard for cable billing and subscriber management software. WinCable's client/server architecture, attractive Windows® design, and robust SQL database provide optimal features, benefits, and value. Digital and analog set-top boxes, conditional access satellite receivers, cable modems, VOD and VoIP can all be provisioned directly from the WinCable® billing system. GLDS also offers web-enabled customer self care (including bill view,

subscriber self-upgrades, PPV ordering, and online credit card payment). Designed for the requirements of private and municipal cable; exclusive "address based" features; full support for interdiction, FTTP, digital video, VoIP and more. Also, landlord/tenant billing options; low-cost online solutions for small systems; full-service call center options with online management reports. Currently serving small and mid-sized operators, GLDS has implemented its solutions for over 300 cable systems in 49 U.S. states and 34 countries worldwide. For more information, visit [www.glds.com](http://www.glds.com).



**Hitachi Telecom (USA), Inc.**

## HITACHI Inspire the Next

Hitachi Telecom (USA) Inc. offers Fiber to the Premises (FTTP) solutions that help developers increase the value of their communities – providing the opportunity for higher sales prices, faster property turnover, and higher resale values for property owners who buy in to the community. Hitachi's AMN1200 FTTP product family is an

ITU-T standards-based FTTP solution that enables the delivery of triple-play services (video, data and voice) over a single optical fiber. The Hitachi AMN1200 platform includes specialized subscriber ONT (Optical Network Terminal) devices that support the efficient delivery of high-bandwidth services to multiple markets, including single-family residential, multi-dwelling unit residential, small-to-medium business applications. Hitachi is the world leader in PON installed base with over 800,000 data lines in service. The benefits of this experience include high levels of component integration, product reliability, and the economic benefits of high manufacturing volumes. For more information, visit [www.hitel.com](http://www.hitel.com).



**InfiniSys**



InfiniSys is a leading designer of technology amenities for today's finest luxury apartments, condominiums, and student housing communities. It has engineered sys-

# Video Over IP The Decision Is Simple

Your customer's viewing pleasure depends on a high-quality set top box to deliver the best video that can be supported by the network infrastructure. Advanced Media Technologies, the leading supplier of cable solutions throughout the United States, brings you the affordable line of Amino Communications products including IP video set top boxes and PVR products. For customer satisfaction, the decision is easy. AMT is the one stop source for all of your video needs.



Multiple Solutions. One Source.

720 South Powerline Rd., Suite G, Deerfield Beach, FL 33442  
P 954-427-5711 • F 954-427-9688 • Toll Free 888-293-5856  
[www.goamt.com](http://www.goamt.com) • [sales@goamt.com](mailto:sales@goamt.com)

tems nationwide. Its award-winning designs include a complete suite of fully integrated building systems and resident amenities. Building systems solutions include structured cabling, security/surveillance, access control, clubhouse entertainment systems, and energy management. Resident amenities include HD video, broadband Internet, IP-based security, home theater, home automation, concierge services and more. InfiniSys designs currently available include in-unit wireless Internet access, the revolutionary FTTA™ fiber-to-the-apartment system and the NetworkedApartment™ structured cabling system. InfiniSys has assembled a network of professional installers and integrators, and the firm also offers service provider contract negotiation services. It regularly works with numerous manufacturers of consumer electronics to develop new products and services designed specifically for the multifamily industry. Based in Ormond Beach, InfiniSys has offices in Florida, California, and Washington, DC. For more information, visit [www.electronicarchitect.com](http://www.electronicarchitect.com).



### KT Communications



KT Communication provides a full range of basic and premium video services delivered via satellite through various technologies including CBAND & DirecTV Transport. Our alliances also offer guidance and support for a digital programming solution. We are devoted to providing the most effective methods of delivering video to private cable systems and we are always exploring new opportunities and technologies for this marketplace. The extensive experience that our staff brings to the industry is invaluable to our existing and potential clients. Visit [www.ktcom.tv](http://www.ktcom.tv) for more information.



### Motorola – Canopy™ Wireless Broadband



**MOTOROLA**



Motoconnectivity - The Motorola Canopy™ wireless broadband product portfolio is connectivity unleashed. The portfolio brings wire quality and security to a wireless alternative addressing today's residential and enterprise

broadband business cases with a cost-effective solution that encompasses quality and security. The Motorola Canopy wireless broadband system enables broadband network builds and extensions faster to places other solutions are unable to reach. The Canopy system accelerates deployments without accelerating costs. The system helps minimize time-to-market and maximize profitability. Governments, enterprises, Carriers, Operators and Internet service providers in more than 100 countries are taking advantage of its exceptionally low equipment and deployment costs to build their networks, reach more customers, provide wide-area WiMAX-broadband and VoIP service, and grow revenues to increase profitably. Motorola (NYSE: MOT) is a Fortune 100 global communications leader that provides seamless mobility products and solutions across broadband, embedded systems and wireless networks. Motorola had sales of US \$31.3 billion in 2004. For more information please visit <http://www.motorola.com>.



### Multicom

Multicom, Inc. is a full-line stocking distributor for end-to-end integration of communication solutions, including high-speed Internet connectivity for the cable television (CATV) and traffic signal system industries. These products are used to acquire process and distribute audio, video, television, data, energy, and traffic control signals over coax, fiber optics and copper cable. In addition, the recently launched MCONNECT VoIP service offers select resellers a unique opportunity to participate in the growing VoIP industry. Flexible options include, private label branding or reselling of the MCONNECT brand. Established in 1982, Multicom offers multiple lines of products to completely build and maintain communication systems at cost effective prices. Over 6000 products are stocked from more than 85 of the world's major manufacturers. As a value-added supplier, Multicom designs headend and distribution systems using the latest version of AutoCAD. The company also assembles racks and balances headends for a Plug and Play solution. For more information, visit [www.multicominc.com](http://www.multicominc.com).



### North American Cable Equipment

North American Cable Equipment Inc. (NACE) is a manufacturer and stocking distributor of commercial and residential CATV and satellite installation materials with five locations across The United States. NACE has developed the innovative Cabletronix product line of commercial headend electronics and passive installation materials. Other product lines include: Headend electronics,

bulk coaxial cable, residential installation materials, tools, test equipment, surge protectors, residential modulators, infrared control equipment, fiber optic gear, security equipment, security cables, multi conductor cables, television mounts, satellite dishes, off air antennas, antenna mounts, home automation products, telephone and data materials, and more. For more information, visit [www.northamericacable.com](http://www.northamericacable.com).

## NorthStar TeleSolutions



NorthStar has raised the bar in terms of features, performance and usability with its next generation software support system Insite (Interactive Subscriber Information Technology). Insite has been developed from the ground up to meet the current and future needs of the converging video, voice, data and wireless markets. From subscriber acquisition through to retention, Insite can handle all as-

pects of managing and cultivating relationships throughout the lifecycle of a subscriber. Core components of the Insite system include: customer care; billing; work flow management; equipment tracking; provisioning and activation; reporting; and marketing. Our next-generation business support systems are designed to automate business processes and enable operators to bring new products and services to market more quickly, easily and efficiently. At NorthStar, we focus our solutions on maximizing our client's profitability by reducing overall operating costs. By offering multiple delivery methods (licensed, hosted, outsourced) we are able to provide a solution to meet most any operator's needs or budget constraints. For more information, visit [www.insitebilling.com](http://www.insitebilling.com).

## OFS

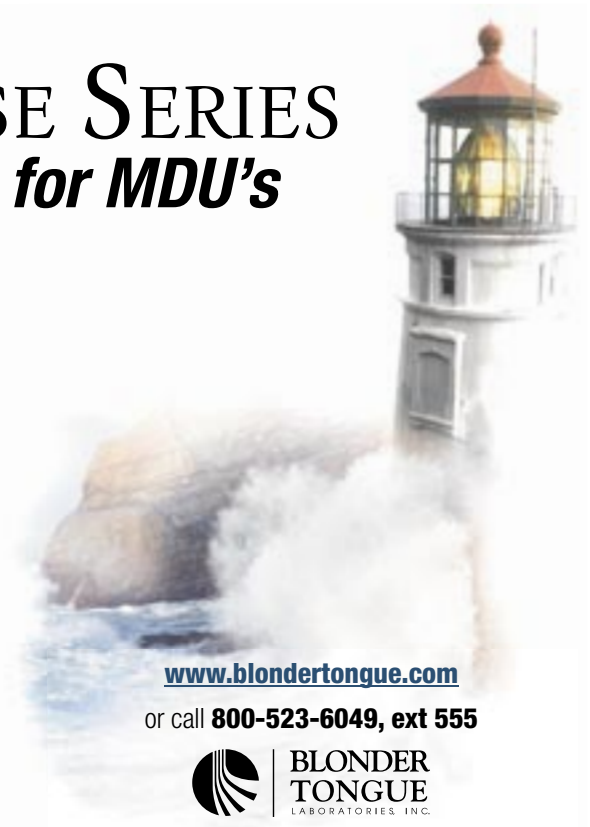
OFS is a designer, manufacturer, and supplier of leading-edge optical fiber, optical fiber cable, optical connectivity and specialty photonics products for a wide variety of applications and industries. OFS has developed the Access ADVANTAGE™ System, a high performance, end-to-end, optical fiber, cable and connectivity solution for FTTP networks. OFS couples low-loss optical fibers

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with dry cable technology and application-specific connectivity designs to reduce installation costs while providing operators network flexibility for maximum ROI, that meet consumer demand for ultra high bandwidth today, and the emerging technologies of tomorrow. Key components include the industry-leading low-loss AllWave® Zero Water Peak fiber, Fortex™ DT cables, TriBox™ fiber management unit, LC connectors and Mini-DP Drop cable. The Access ADVANTAGE System supports ultra-high speed Internet, data, voice, analog and digital video applications, along with other increasingly popular revenue-generating services such as HDTV, video on demand, and online gaming. For more information, visit [www.oftoptics.com](http://www.oftoptics.com).

### Omnilux



 Omnilux offers affordable, ultra-broadband wireless equipment that allows service providers, wireless ISPs and enterprises to build last mile Ethernet access networks. The company is the only producer of patented wireless optical mesh networking equipment, offering a substantial price-to-performance breakthrough versus existing access technologies. Customers can eliminate 50 to 80 percent of the cost of deploying fiber or point-to-point RF equipment. Service providers can significantly improve operating margins by installing this low cost last mile infrastructure in a matter of days, offering bundled services, generating incremental revenue and reducing customer churn. The Omnilux Mesh solution is comprised of Omni-Node, which includes integrated Ethernet switching with QoS, assisted acquisition and automated tracking along with a complete SNMP based Clear-Mesh EMS. The Omnilux Mesh is the only solution with redundant optical data paths to improve robustness and reliability. For more information, visit [www.omnilux.net](http://www.omnilux.net).

### Optical Solutions

Optical Solutions is accelerating the transition from legacy to IP-based services in the last mile. The FiberPath® fiber-to-the-premises system revolutionizes the delivery of IPTV, and leads the industry in triple-play voice, video

and data deployments. Optical Solutions' family of products uses industry standard GPON to deliver incomparable bandwidth to homes and the broader community. Optical Solutions' primary customers are independent operators and major system suppliers. For more information, visit [www.opticalsolutions.com](http://www.opticalsolutions.com).

### Pace Electronics



Pace Electronics is an industry-leading manufacturer and distributor of satellite equipment for DBS, SMATV, PCO's, REIT's, system operators, installers, dealers and retailers. Pace operates 4 strategically located warehouses to best serve our broad customer base, with shorter shipping times and reduced freight costs. If you are looking for equipment of the highest quality at attractive prices, then Pace Electronics should be your source for the equipment and the technical support you need to best serve your customers. Pace Electronics offer's products from the industries most recognized manufacturers as well as our privately labeled Tradewind products. For more information, visit [www.pacemso.com](http://www.pacemso.com).

### Primal Solutions, Inc.



Primal Solutions, Inc. delivers operational support and business support systems (OSS/BSS) to community broadband service providers with next generation networks so they can manage and collect service usage information for the purposes of billing, revenue collections and customer care. Primal's tailored solutions and services have enabled large and small service providers alike ensure they are maximizing revenues and customer support service levels. Examples of customers currently using Primal's solutions to manage their successful service operations are: Time Warner Cable, Dalton Utilities, City of Windom, and others. Our billing and customer care solutions, coupled with our experience, can help ensure the success of your telecommunications service operations too. Please contact us to learn more. For more information, visit them at [www.primal.com](http://www.primal.com).

## QRF

QRF engineers and manufactures quality headend and MDU/hotel amplifiers, fiber nodes, fiber transmitters and receivers, pads and EQs, amplifier upgrade kits, power supplies, repair parts/IC hybrids. For more information, visit [www.qrf.com](http://www.qrf.com).

## RadioLAN

Bridgeline™ OFDM is a simple wireless Ethernet bridge designed for cost-effective, building-to-building connectivity. Used in place of modems or T1 lines, Bridgeline OFDM can connect structures miles apart, eliminating recurring telco costs and the expense of trenching. Using OFDM technology, Bridgeline OFDM provides near-line-of-sight (NLOS) operation and superior interference immunity at ranges up to 48 miles and with throughput of up to 35 Mbps. Bridgeline OFDM operates in the license-free bands at 5GHz, making it an ideal alternative to the congested 2.4 GHz band. The Bridgeline OFDM design includes: an all-outdoor architecture with integrated antenna and single cable interface; a built-in Web server for easy access; an antenna alignment tool for quick installation; FIPS-compliant AES 128-bit data encryption,

implemented in hardware, for no drop in performance; and a robust suite of management utilities including SNMP, Telnet, and Syslog. Pricing starts at \$2,499. For more information, visit [www.stratexnet.com](http://www.stratexnet.com).

## Riverstone Networks, Inc.



Riverstone Networks, Inc. (RSTN.PK) is a leading provider of carrier Ethernet infrastructure solutions for business and residential communications services. Riverstone Networks designs and sells carrier Ethernet routers to service providers and municipalities building next-generation, Ethernet-based metro and regional networks. These providers include incumbent operators, inter-exchange operators, cable operators (MSOs) and al-

ternet routers to service providers and municipalities building next-generation, Ethernet-based metro and regional networks. These providers include incumbent operators, inter-exchange operators, cable operators (MSOs) and al-



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ternative operators such as city governments. Riverstone's Ethernet router portfolio uniquely delivers the reliability that allows service providers to meet the triple play - voice, video and data - service requirements of their customers in a cost-effective and scalable way. Riverstone allows carriers to offer new services over existing revenue-generating networks permitting them to evolve to a next generation Ethernet infrastructure. Riverstone's RS Ethernet router family is designed to deliver a portfolio of Ethernet/MPLS services that are easily provisioned, activated, managed and maintained. By supporting technologies like Ethernet, ATM, Frame Relay, SONET/SDH and TDM, the RS family provides a seamless bridge between new services and existing production networks, thus increasing the lifespan of the existing networks. The RS router family can power next-generation carrier Ethernet architectures that deliver service level guarantees at the high reliability that is required. In combination with the Riverstone Management Center, the RS router family provides a powerful service creation vehicle resulting in lower operational expenses and higher profitability. These refined characteristics of the RS router family make it the trusted choice of carriers worldwide. The new, 10-GigE Riverstone 15008 Ethernet Edge Router combines all the attributes of the RS family with a distributed and modular operating system, delivering unmatched reliability for the high-quality delivery of triple play services. For more information, visit [www.riverstonenet.com](http://www.riverstonenet.com).

### R.L. Drake

R.L. Drake manufactures both digital and analog head-end solutions for the franchised and private cable markets. Drake has been known for quality communications products since 1943. For more information, visit them at [www.rldrake.com](http://www.rldrake.com).

### Satellite Management Services, Inc.



Satellite Management Services, Inc. (SMS) is the only full-service wholesale provider of products and services to the private broadband industry nationwide. We are the one source for programming, equipment, services and support. Our customers include the owners of apartment and condominium projects, hotels, colleges and universities, as well as the independent operators supporting these clients. We offer a vast array of expert one-on-one assistance with any combination of cable and Internet related products and services. We have been serving the industry since 1985

and possess the broad and deep experience necessary to support virtually every aspect of the private broadband business. For more information, visit [www.smstv.com](http://www.smstv.com).

### Sofast Communications

SIMS is a property management tool and revenue sharing product that provisions high-speed Internet to Multi-Dwelling Units, resorts, and RV parks. SIMS handles invoicing, monthly subscriber fees, system status reports, bandwidth usage reports, and all customer relationship management. Plus, Sofast handles all of the 24/7 live technical support. SIMS is an ideal product for property owners or private cable operators who are looking to bundle their services and increase their bottom line through revenue sharing. SIMS is the only complete Internet solution that puts money back into your pocket! For more information, visit [www.sofast.net](http://www.sofast.net).

### SpanPro Fiber Optics

SpanPro Fiber Optics offers the full spectrum of construction services required to build today's advanced telecommunications systems - available individually or as a turnkey operation. SpanPro Fiber Optics offers: project management, outside plant, fiber to the home, turnkey services, engineering and consulting services, fiber optics, premise wiring. Experience the SpanPro Fiber Optics difference - the highest level of service and expertise. We set a new standard of quality in workmanship, fiber deployment, capacity, and customer satisfaction. In today's fast growing telecommunications field we have the knowledge, capacity, talent, systems and equipment to turn business opportunities into your business successes. For more information, visit [www.spanpro.com](http://www.spanpro.com).

### Sumitomo Electric Lightwave

Rated #1 in financial stability and customer loyalty by industry analyst Frost & Sullivan, Sumitomo Electric Lightwave, located in Research Triangle Park, NC, is a leader in the innovation of Fiber-to-the-Home (FTTH) and Fiber-to-the-Premise (FTTP) solutions designed to minimize costs and optimize high quality and performance for FTTP, access, and enterprise networks. Our parent company, Sumitomo Electric Industries, has led the FTTH/FTTP technology in Asia and brings its experience, technology, and cost-effective strategies to North America. Along with full FTTP solutions, Sumitomo is also leading Fiber-in-the-Premise with its new drop and distribution cables, PureAccess bend-insensitive fiber interconnect solutions for premise wiring; first-to-market full-featured FTTX TomCat fusion splicers; and Future-

FLEX Air-blown Fiber, the world's most advanced LAN infrastructure adopted by the Pentagon, ESPN, CNN, Starbucks Coffee, Nissan, Johns Hopkins University, Mayo Clinic, and others. Visit us at [www.sumitomoelectric.com](http://www.sumitomoelectric.com) or [www.futureflex.com](http://www.futureflex.com) for more information. Our customer and technical staff are ready to assist you.

### Team Fishel



Team Fishel specializes in designing and building fiber to the home networks for integrated broadband service providers, residential developers, and municipal utilities. With more than 69 years of telecommunications experience and 30 offices nationwide, our 1300 Teammates have the tools, talent, and technical expertise to deliver the best value, on-time solutions for our customers' needs and project specifications. For more information, visit [www.teamfishel.com](http://www.teamfishel.com).

### Telecrafter Products

Telecrafter Products supplies drop installation products for broadband telecommunications delivery services. Ca-

ble identification products include address ID markers, serialized control tags, service id tags, fail-safe tracking tags, customized tags, in-stock special purpose tags, and more. Cable fastening products include Flex Clips™ for single and dual coax attachment, Cat 3 and Cat 5 wires, and ground wire; RB Clip Gun Systems and RB Cable Clips in a variety of sizes and colors; Lock-in™ Vinyl Siding Clips for coax attachment to horizontal and vertical siding; and push-in clips for mortar or drywall applications. Also, SnapGuard™ cable conduit and accessories for residences and MDU applications, house boxes ranging from the economical omni boxes to larger enclosures, fitting savers, sealing devices, feed-through bushings, split bolts, and more. Visit [www.telecrafter.com](http://www.telecrafter.com) for complete product listing.

### TeleGuide



TeleGuide is the most efficient way to deliver two channels critical to the longevity of your private cable system. The Television Listings channel displays hundreds of pro-

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- SNMP & CLI based configuration
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# C9

## C9 Networks, Inc

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Ph. 408-746-0400; Fax: 408-730-9441

gramming services with their channel numbers and two hours of current and upcoming programming. It is easily customizable to your property's channel lineup including basic, premium, and local broadcast networks. The Community Information channel provides a place for you or the property manager to conveniently post property notices, events, news, and items of current interest without the need for a phone line or a character generator. For more information, visit [www.teleguide.tv](http://www.teleguide.tv).

### Telkonet



Telkonet delivers commercial in-building high-speed Internet and data access

through a building's existing electrical wiring using patented powerline communications (PLC) technology. By using a building's electrical wiring, there is no conflict with telephone or cable companies as to who owns the wiring. Also, residents won't have to wait for cable or DSL modem delivery. Telkonet's iWire system installs in the building's electrical room without disrupting a property or residents. Deployment is quick – the system is installed within a few days, providing Internet access at every electrical outlet. Telkonet's system provides the security of a wired system with the convenience and flexibility of a wireless solution. Data is secure and encrypted. The system is scalable, providing the flexibility to add users simply and effortlessly, as needed. The system can provide wireless Internet hot spots and is a platform for other applications, such as surveillance cameras, elevator advertising and VoIP. For more information, visit [www.telkonet.com](http://www.telkonet.com).

### TelPlexus



Designing fiber networks is who we are. TelPlexus, Inc. has provided engineering services to the ILEC and CLEC markets for over seven years. With several thousand miles of fiber design behind us and over twenty-five thousand homes passed with FTTX we are listed in the top 100 telecommunications engineering firms in the country by

Broadband Properties. As the firm that provided the engineering services to the largest RUS funded FTTX over-build in the country, you can be assured you are in good hands when making your loan application. When your needs require professional, courteous engineering services call TelPlexus, Inc. You won't regret it. For more information, visit [www.telplexus.com](http://www.telplexus.com).

### Toner Cable Equipment, Inc.

The tap assembly to suit your needs... The Total Tap is the only fully modular, custom configurable tap designed to serve from 2 to 48 subscribers. By using the Total Tap, you have the ability to configure the tap plates and values the way YOU need to, in order to service your customers based on YOUR system design. No other tap in the industry gives you this flexibility. Each tap cavity can accept one of several types of 2, 4 or 8 tap plates, blank plates, equalizer plates or amplifier plates. With this combination of options available in each of the six tap cavities, an almost unlimited range of configurations is available. The Total Tap housing has a 5/8" entry fitting at each end so the tap can be used in several different configurations. For more information, visit [www.tonercable.com](http://www.tonercable.com).

### Transition Networks



Transition Networks provides networking connectivity solutions that make the conversion between disparate media types possible. The company designs and markets these media conversion technologies across a broad spectrum of networking protocols including Ethernet, Fast Ethernet, ATM, Gigabit Ethernet, T1/E1, DS3, and more. The company works alongside leading networking vendors - Nortel Networks, Hewlett Packard, 3COM, Cisco, Enterasys, Extreme, Foundry, Avaya and others - to provide conversion technology solutions that offer the necessary adaptations without affecting the performance, nature or appearance of the network to the users or the network devices. Transition Networks offers a broad range of media converters from remotely managed 10/100/1000 copper-to-fiber media converters to a complete family of Power over Ethernet (PoE) media converters. The company distributes hardware-based connectivity solutions exclusively through a network of resellers in 50 countries. Its conversion products are known for their ruggedness and reliability. They have a 99.4 percent

customer acceptance rating. For more information, visit [www.transition.com](http://www.transition.com).



### World Wide Packets

World Wide Packets is the pioneering solutions provider for Ethernet broadband Fiber to the Subscriber™ connectivity. The company's LightningEdge® solution is deployed in broadband fiber access networks around the world including North American, Europe, Middle East, and Asia where it enables the delivery of simultaneous telephony, business and entertainment video, broadband data, and Internet access services, to any combination of business and residential subscribers. The LightningEdge solution provides important characteristics such as reliability and service quality with the unmatched cost performance and scalability of Ethernet. This unique, fully standards-based combination makes possible the delivery of a full range of applications and content over a common service delivery infrastructure, accelerating the payback period on its customers' investments while providing extensive choices in services for the residents. The flexible design of the LightningEdge access solution provides its customers with the lowest cost-per-bit infrastructure on the market and an unparalleled ability to scale. For more information, visit [www.worldwidepackets.com](http://www.worldwidepackets.com).



### ZyXEL

# ZyXEL

ZyXEL Communications, equipment manufacturer since 1989 and world's biggest supplier of DSL gateways, specializes in high-speed Internet access solutions for apartment buildings, hotels, corporate campuses and educational institutions. ZyXEL offers a complete line of MxU / COE equipment including ADSL/VDSL/SHDSL IP DSLAMs and CPEs, Ethernet switches, Firewall/VPN, subscriber gateways, secure indoor/outdoor wireless APs, and turnkey HotSpot solution. ZyXEL will showcase its top of line ultra fast 100M/50Mbps VDSL DSLAM – the VES-1616F and Prestige 871 VDSL modem/gateway for high quality voice, video, and data services at Broadband Property Summit in Dallas. Very-High-Speed-DSL (VDSL) technology satisfies the bandwidth requirements of triple-play applications like interactive gaming, HDTV, video conferencing and VoIP. The VES-1616F incorporates latest VDSL 6-band technology based on DMT standard, offering 16 100/50Mbps VDSL ports with two

FE/GE ports and two SFP slots for Fiber uplinks that can be used in MDU environment as well as carriers' Fiber-to-the-Neighborhood (FTTN) projects. Prestige 871H, the IP-based VDSL Modem/gateway has advanced built-in QoS features to allocate bandwidth and prioritize traffic for different real time applications and works with VES-1616F DSLAM enabling end-to-end triple-play services. Also displayed at the show will be world's 1<sup>st</sup> ATM-based VDSL gateway - Prestige 861 ideal for FTTN deployment based on APON/BPON technologies. For more information, visit [www.us.zyxel.com](http://www.us.zyxel.com).



### AT THE SUMMIT

Almost half the companies on our Best Products list will be at the Broadband Summit, Sept. 12-14 in Dallas. Will you be there, too? Companies include:

ADC, AMT, AFL Telecommunications, Alloptic, Blonder Tongue Laboratories, C9 Networks, Capanis Networks, Corning Cable Systems, DF Countryman, Hitachi Telecom, KT Communications, Multicom, NorthStar TeleSolutions, OFS, Pace, SMS, Sofast Communications, Sumitomo Electric Lightwave, Telkonet, Toner Cable Equipment, Transition Networks, World Wide Packets and Zyxel.

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