

# Independent Telcos and FTTH

By Masha Zager ■ Contributing Editor

**ATMC** ([www.atmc.net](http://www.atmc.net)), a membership cooperative reaching 35,000 subscribers in Shallotte, N.C., will deploy Motorola equipment to provide triple-play services.

**Bulloch Telephone Cooperative** ([www.bulloch.net](http://www.bulloch.net)), serving 12,000 subscribers in Statesboro, Georgia, will deploy Motorola equipment to provide triple-play services.

**Comporium Communications** ([www.comporium.com](http://www.comporium.com)) of Rock Hill, South Carolina, will deploy Wave7 Optics' Last Mile Link (LML) system for an expansion of its FTTP network into the 3,500-home "Sun City Carolina Lakes" residential development near Charlotte.

**ComSouth Telecommunications, Inc.** ([www.comsouth.net](http://www.comsouth.net)), a provider of advanced communications services in Hawkinsville, Georgia, will deploy Motorola's FTTP optical access technology to provide triple-play services to its customers.

**Falcon Broadband** ([www.falconbroadband.net](http://www.falconbroadband.net)) of Colorado Springs, Colorado will deploy the Wave7 Optics' Trident7 "universal PON" to build an FTTP network connecting 22,500 homes in the Colorado Springs area. For more complete details, see the October issue, page 57.

**PBT Telecom** ([www.pbtcomm.net](http://www.pbtcomm.net)), serving 20,000 subscribers and headquartered in Gilbert, South Carolina, will deploy Motorola's FTTP optical access technology to provide triple-play services to its customers.

**Pinnacle Communications** ([www.pinncom.com](http://www.pinncom.com)) is deploying the state of Arkansas' first FTTH network in the city of Lavaca. The GPON system from Optical Solutions will serve 1,800 customers.

**Public Service Telephone Company** ([www.pstel.com](http://www.pstel.com)) of Reynolds, Georgia has selected Optical Solutions' GPON system for a greenfield FTTP deployment in a new subdivision of Lizella, near Macon.

**Santa Rosa Telephone Cooperative** ([www.srtc.coop](http://www.srtc.coop)) of Vernon, Texas, has initiated services with Optical Solutions' GPON system in the first of several competitive FTTH deployments planned over the next five years.

**Telepak Networks** ([www.telepaknetworks.com](http://www.telepaknetworks.com)) of Jackson, Mississippi will deploy that state's first FTTH network, using Optical Solutions' GPON system. Residents of Roxie, approximately 80 miles south of Jackson, will receive a triple-play offering of voice, data and IPTV video starting later this year.

## Netcentrex Residential Deployments Exceed 2 Million VoIP Lines

*From BBP Wires*

**Paris** – Netcentrex says it has more than 2 million Class 5 VoIP lines in service worldwide, through multiple telco and data vendors. Netcentrex-equipped telco and data providers are activating 5,000 lines per day, typically as part of a triple play package.

"The 2 million line milestone is an indication that the residential VoIP market is moving beyond the early stages to reach mainstream consumers", said Olivier Hersent, Chairman of Netcentrex. "When we started deploying residential VoIP solutions it was based on the success of our MyCall application server at leading customers such as Fastweb. Now Fastweb represents a third of our total lines, and we are seeing rapid uptake by customers such as AOL Germany, Eircom, Lyse, and deployments in the U.S. such as San Jose State University.

The majority of residential broadband services are delivered by Class 5 Application Servers. In the recent "World VoIP Equipment Update" by Frost & Sullivan, Netcentrex was recognized as the worldwide market share leader for Class 5 Application Servers. For more information: [www.netcentrix.net](http://www.netcentrix.net).

# BanyanTel Selects ECI Telecom to Deploy 100 Mbps Residential Access in the Philippines

From *BBP Wires*

**PETAH TIKVA, ISRAEL** – ECI Telecom says Bayan Telecommunications (BayanTel), one of the first telecommunication companies to deliver residential VoIP in the Philippines, has chosen ECI Telecom's optical solution to upgrade its network to deliver advanced IP-based applications such as IPTV, VoIP, Massive Multiplayer Online Role-Playing Game (MMORPG), video streaming and other bandwidth-demanding services for residential and business customers.

The new network will deliver up to 100 Mbps, with ECI's optical solution serving as the infrastructure for the network upgrade. The project includes the deployment of new generation metro fiber optic nodes within a few hundred meters of a subscriber's home.

Dave Rogers, BayanTel consultant, says "High demand for our DSL services is currently putting a strain on our network." The initial phase of the project will cover the Metro Manila core and street cabinets and is estimated to be completed by the first quarter of 2006.

BayanTel is the first carrier to use ECI's optical solution, which provides scalable architecture for the provisioning of new services, in residential areas. Previously, these services were only available to high-rise buildings in the business districts of Makati and Ortigas.

This new expansion, part of a three-year upgrade project, is a continuation of a relationship between BayanTel and ECI Telecom. BayanTel had partnered with ECI to expand the National Digital Transmission Network (NDTN) to a 10 Gbps network. NDTN is majority-owned by BayanTel.

Said Joevel Rivera, BayanTel Vice President for Product Development and Management, "We expect that in the next three years, broadband penetration will be nearly equal to fixed wire penetration in highly urbanized locations."

BayanTel's existing service areas are in Metro Manila and Bicol with local exchange service areas in the Visayas and Mindanao regions. They cover a population of over 25 million. BayanTel is also a leading provider of data and communications services such as domestic and international leased lines; frame relay; dial up, prepaid and DSL broadband Internet; and managed services like IP VPN. See [www.bayantel.com.ph](http://www.bayantel.com.ph) and [www.ecitele.com](http://www.ecitele.com) for more details.

## This Month's Vendors

ECI:

[www.ecitele.com](http://www.ecitele.com)

Netcentrix:

[www.netcentrix.net](http://www.netcentrix.net)

Optical Solutions:

[www.opticalsolutions.com](http://www.opticalsolutions.com);

[www.calix.com](http://www.calix.com)

Wave7 Optics:

[www.wave7optics.com](http://www.wave7optics.com)

Motorola:

[www.motorola.com](http://www.motorola.com)

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