

SpanPro Teams with Amperion for Cheap BPL-WiFi Combo

From BBP Wires

Lowell, MA – SpanPro, a turnkey services company and Amperion, a leading provider of Broadband over Power Line (BPL) equipment, today announced they have entered into a strategic relationship for the engineering and deployment of Amperion BPL systems, using WiFi 802.11x wireless for the first mile.

The two firms see this as an interim international solution where wire line coverage by multiple vendors is not nearly as ubiquitous as in the US markets. SpanPro, based in Burlington, KY, has successfully engineered and built thousands of miles of outdoor utility plant. It was founded in 1994. Its software development arm, SpanPro Solutions, will help Amperion remotely monitor deployment progress through web-enabled reporting tools SpanPro routinely uses on all of its projects. Additionally, SpanPro's development team is creating new products and methodologies for improving time to market and bandwidth performance.

Established in June 2001, Amperion develops networking hardware and software that enables the delivery of high-speed broadband data over medium-voltage power lines. Amperion's headquarters are in Lowell, Massachusetts with an international base of operations in Manchester, England. Over the past three years, Amperion has established itself as a leader in BPL broadband solutions with product deployed on four continents. See www.amperion.com and www.spanpro.com for more details.

Winegard Signs to Market Multilet Solution for Combining High Speed Internet and Video on Old Coax

From BBP Wires

Burlington, Iowa – Winegard Company has signed with Macab AB, Trelleborg, Sweden for Macab's Multilet Internet Protocol (IP) on coax technology. This agreement provides Winegard with IP-based technology for distribution of triple play services to multi-dwelling unit (MDU) installers across the US. Bob Howell, Director Signal Distribution/Off-Air Antenna Business Group, said "Winegard now has the ability to offer these MDU unit installers, the enormous advantage to network or retrofit an entire MDU project onto a single or existing RG-6 coaxial run, eliminating the necessity to pull additional coax or CAT-5 wire-runs.

Winegard is also offering the technology for home networking as well. Stefan Johansson, Managing Director of Macab said "Although we're currently selling some Multilet product into the US cable industry market, Multilet US sees this exclusive agreement with Winegard as an opportunity to create a new and highly targeted product line." For details, see www.multilet.us and www.winegard.com.

Brazil-based CSM Telecom to Use Amedia's FTTP Solution

From BBP Wires

EATONTOWN, NJ – CSM Telecom, a Brazilian cable and telecommunications Service provider, and Amedia Networks say CSM has placed an initial order with Amedia for QoStream PG1000 Premises Gateways, AS5000 Aggregation Switches, and the QoStream Director Network Management System, to be deployed in 100 buildings in Florianopolis, Brazil.

CSM is deploying a fiber backbone throughout the area to support future services to its existing 2,650 data subscribers there. Roberto Alexandre Costa, President and CEO of CSM Telecom, says "It is the intent of CSM to be the first carrier in South America to make available a full triple play offering to subscribers. ...I see the potential for us to easily grow to 15,000 subscribers over the next three years."

The initial application for the QoStream deployment will be for data services. In addition, in order to provide a concrete demonstration of the triple play service platform that CSM will offer, Amedia and CSM are working with other video and VoIP partners to begin deploying voice, data, and IPTV services in a separate installation by the end of 2005.

The products for CSM deliver up to 100 Mbps both upstream and downstream and allow provisioning of multiple levels of bandwidth quality as appropriate for each service. See www.csmtelcom.com (in Portuguese) and www.amedia.com for details.



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TIA Urges House Passage of DTV Legislation

From BBP Wires

Arlington, VA – The Telecommunications Industry Association (TIA) is urging passage of the Digital Television Transition Act of 2005, which among other things would make current analog TV spectrum available for other purposes. The bill was reported out of the House Committee on Energy and Commerce in mid-November. The DTV legislation has also been included in the proposed Deficit Reduction Act, as spectrum would be auctioned.

Once the transition to digital television is completed, the availability of additional spectrum should allow for the emergence of innovative products and services and improve wireless communications for public safety agencies.

TIA represents the communications sector of the Electronic Industries Alliance (EIA). See www.tiaonline.org.

Corporate Voice over Wireless LANs to Triple by 2007, Says Infonetics Study

BBP Staff Report

London – VoIP is starting to supplement traditional cell technologies such as CDMA and GSM for mobile phones. A new study by Infonetics Research predicts that the number of organizations deploying voice over wireless LANs (WLAN) will triple over the next two years, from 10 percent now to 31 percent in 2007. The increase will be due to the synergism of growing availability of wireless VoIP handsets and voice-enabling wireless infrastructure, due in part to the expected growth in metro-area networks using WiFi and WiMAX.

The study, *User Plans for Wireless LANs: North America 2005*, is based on in-depth interviews with 240 small, medium, and large organizations that use WLANs now or plan to by 2006, as well as surveys of 450 organizations for WLAN adoption rates.

“Whilst increasing employee mobility and productivity are currently the top reasons for deploying WLANs, voice over WLAN is a growing driver and is potentially disruptive,” said Infonetics Research analyst Richard Webb, who is based in London. “The traditional model of time- and distance-based pricing for voice calls is being eroded by VoIP, and as VoIP goes wireless, it presents an opportunity for enterprise users and a challenge for operators.”

Some study predictions:

- WLAN adoption will grow over the next three years; Infonetics projects 57 percent of small, 62 percent of medium, and 72 percent of large organizations in North America will use them by 2009.
- Concerns about security and privacy are the leading barriers to WLAN adoption.
- Intranet or VPN access and Internet access for guests/visitors top the list of applications implemented over WLANs.

- Wired LAN backup and Asset and RF ID tracking are already seen as promising applications.
- Some 42 percent of respondents have a wireless policy that defines how employees can use the WLAN and other wireless technologies.
- Some 44 percent deploy and manage their access points separately, without the use of WLAN switches; Infonetics expects this approach to decline by 2007, as centralized control architectures gain traction and the number of WLAN switch ports deployed grows significantly.

Study excerpts can be downloaded at www.info.infonetics.com.

BellSouth to Service MDU Market with Voice, Data, and DirecTV; Signs with MDU Communications

Atlanta – BellSouth MDU Communications International say they have signed a non-exclusive, three-year sales teaming agreement to jointly market and deploy services to the residential multi-dwelling unit (MDU) market in the BellSouth service area. They will offer bundles of voice, data and DirecTV programming specifically designed for the MDU market. Joint BellSouth and MDU Communications proposals and coordinated deployment of services should provide multi-family property owners and condominium boards with a full menu of premium residential technology services that will result in time and cost savings to residents.

In MDUs, of course, voice, video and data services require wiring and equipment installed in common areas, so multi-family property owners and condominium boards prefer to contract with a single team.

MDU Communications says it passes 26 million East Coast residences. See www.mduc.com. “Teaming with BellSouth to capture a large percentage of the multi-family market in the Southeast United States makes sense for



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- Vacancy rates are a hard reality that many building owners must address on a monthly basis in a market where churn rates average 60% per year, occupancy rates are always on the mind of building owners.
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- In an MDU environment where the chief source of income is rent, quickly deploying desirable amenities can be tough.

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MDU Communications,” says Sheldon Nelson, Chief Executive Officer of MDU Communications. “MDU Communications has previously concentrated its efforts, and has had success, in the Northeast, mid-Atlantic and Florida markets and teaming with BellSouth fills in the geographic gap, the remainder of the East Coast.”

Optical Entertainment Network Announces IPTV Carriage Agreements with Univision, AZN Television and International Networks

From BBP Wires

Houston, TX – Optical Entertainment Network says it has signed long-term digital IP carriage commitment with Univision, AZN Television and International Networks. The Univision agreement makes OEN the largest provider of Hispanic content in the US. AZN gives OEN the largest selection of Asian and foreign language programming in the US market.

AZN TELEVISION is a cable television channel for Asian America. Programming includes Asian and Bollywood films, dramas, anime, Asian pop music, sports, originals produced in the U.S. and news from Asia. The programming appeals to a wide multigenerational Asian American audience. Programs are in various Asian languages, with many of them subtitled in English to accommodate more acculturated Asian American and non-Asian viewers.

AZN is owned by Comcast. All of its channels will be launched over OEN’s FISION fiber-to-the-home (FTTH) service in Houston, starting in December. FISION will deploy digital IP Video, Internet and Voice service to 1.6 million households there, the 10th largest television market in the US. OEN has signed the largest number of IPTV carriage agreements to date direct with the programming networks.

OEN says it will deliver over 400 television channels, including more than 50 channels of High Definition Television (HDTV) to subscribers. In addition, OEN will offer subscription video-on-demand, pay-per-view specials and events and original programming created by OEN Studios.

The FISION service will deliver 10 to 100 Mbps of symmetrical Internet services to subscribers’ homes and will offer innovative applications such as telemedicine and home security, along with VoIP. (ViewNow is providing OEN with video on demand and subscription video on demand programming, including extensive holdings from all the major studios, special interest programming and advanced user profiling capabilities.)

Jo-lynn Foo, Vice-President for Programming of Optical Entertainment Network says “Houston is an ethnically diverse city and we believe these networks will serve the needs of the community.”

The carriage agreement includes AZN Television, AIT, ART, CCTV-4, CTI, MBC, CIR, RTN, RAI, RAR, SBTN, TFC, TV5, TV Asia, TV Japan, TVP and TVK24. Bill Georges, AZN’s Senior Vice President of Affiliate and Advertising Sales, AZN Television and International Networks, says “OEN is the only provider to date with the capacity to broadcast all of our channels.”

OEN is at www.4fiber.tv. AZN’s Website is at www.azntv.com. AZN is part of Comcast’s International Networks, www.internationalnetworks.com.