INDEPENDENT TELCOS

Independent Telcos and FTTH

Our monthly summary of news of special interest to independent telephone companies

By Masha Zager ■ *Contributing Editor*

Alma Communications Company
(www.alma-comm.com)

Is moving into the converged communication and broadband access arena with TelStrat's 2.4 Gbps passive optical network solution. The Missouri-based ILEC chose TelStrat's Inteleflex Broadband Loop Carrier Platform for an edge-to-edge rebuild of its entire access network with Fiber to the Premises. Installation of the new access network began in April 2006. The new GPON network will use the Inteleflex platform with integrated GPON Optical Line Terminal (OLT) cards, enabling Alma to provide a full spectrum of new services across Alma's entire customer base. Alma Communications Company worked closely with consultant Finley Engineering Company to choose the access solution provider.

Dumont Telephone Company
(www.dumonttelephone.com)

Selected Hitachi Telecom's AMN1220 Gigabit Passive Optical Networking (GPON) platform to deliver triple-play services in its home town of Dumont, Iowa, and surrounding areas. Part of a seven-year plan by Dumont Telephone to provide fiber-optic connectivity throughout the company's service area, the initial deployment will begin this month, with about 100 subscribers in the city of Dumont. Future deployments will include the delivery of residential and business services to the surrounding rural areas as well.

EMBARQ Logistics

Formerly Sprint North Supply, has announced exclusive deals to distribute IOC-targeted products from Aktino, Entrisphere, Wave7 Optics and World Wide Packets. EMBARQ (www.embarq.com), headquartered in Overland, Kansas, is the company formed when Sprint spun off its local exchange carrier network earlier this year. As part of Embarq Corp., EMBARQ Logistics resells and deploys communications equipment to other carriers. The focus of EMBARQ Logistics' attention and resources over the long term will be FTTX, and any other products supporting high-speed services.

Grand Mound Cooperative Telephone Association
(www.gmcta.coop)

In Grand Mound, Iowa, has replaced its Class 5 switching system with CopperCom's Converged Switching eXchange (CSX) switch. The deployment furthers Grand Mound's CLEC expansion strategy, which includes a major FTTH rollout and the addition of IP services such as VoIP. Grand Mound began implementing the network in sections within its CLEC territory and plans to continue expanding the FTTH area to include a large portion of its customer base.

NTELOS
(www.ntelos.com)

An integrated communications provider based in Waynesboro, Virginia, has selected Alcatel's Triple Play Service Delivery Architecture for a trial in Virginia. NTELOS currently reaches 90 percent of its ILEC footprint with broadband DSL access. It plans to use the Alcatel 7342 Intelligent Services Access Manager Fiber-to-the-User system, Alcatel 7450 Ethernet Service Switch and Alcatel 7750 Service Router to offer voice, data and video services to its residential customers over fiber. End-to-end element, network and service management will be provided by the Alcatel 5526 Access Management System and 5620 Service Aware Manager. In addition to the Alcatel 7342 GPON solution, NTELOS will be testing the Alcatel 7330 ISAM Fiber-to-the-Node product for delivery of high-speed DSL services.

SKT Business Communication Solutions
(www.sktbcs.com)

A subsidiary of Southern Kansas Telephone, is deploying Alloptic's GePON solution at the Wild West World theme park in Park City, Kansas.

SureWest Communications

One of the first and largest FTTH providers, expanded its FTTH network by adding 1,656 marketable homes in two communities in the Sacramento, California, area. This expansion brings the number of homes passed to more than 90,000. Over its fiber network, SureWest offers 17 high-definition TV channels and high-speed Internet access with up to 20 Mbps upstream and downstream, along with digital TV and local and long distance telephone service.

SureWest also added a broadband Web portal that offers subscribers access to weather, news, stock updates, email and online games – all of which can be customized to meet the customer's needs and preferences. Built by Laszlo Studios on the open-source Ajax development platform, OpenLaszlo, the interactive Web portal can be previewed by non-subscribers at www.surewest.net.

T2 Communications
(www.t2comm.net)

A CLEC in Holland, Michigan, that supplies triple-play services over FTTH to a new golf course and planned community, has deployed the Verimatrix Content Authority System (VCAS) on its network. T2 selected Verimatrix when one of its premium broadcast providers required a content protection solution to gain access to premium broadcast channels.

Mapcom Systems and Calix Announce Strategic Alliance for System Management Tool

Mapcom Systems (www.mapcom.com) and Calix (www.calix.com) have agreed to integrate their software solutions so that service providers can track and manage fiber-to-the-premises assets using Geographical Information System software.

Mapcom Systems and Calix have similar target markets, but their products do not compete with each other. With equipment currently serving more than 300 FTTP communities, Calix is the most widely installed FTTP system provider in North America. Mapcom Systems is the developer of M4 Solutions, which includes design and mapping tools, as well as integrated workorder, fiber and central office management, and support applications.

The first integrated client for Mapcom Systems and Calix will be Oxford Networks of Lewiston, Maine, which will integrate M4 Solutions with the Calix Management System. Oxford will also be integrating M4 Solutions with its existing billing, customer service and accounting applications.

Minnesota Towns Consider UTOPIA Model

A group of 14 communities in Minnesota's Iron Range region has commissioned a fiber-to-the-home feasibility study from Dynamic City, the firm that manages the UTOPIA multi-municipal FTTH project in Utah. According to local press reports, the initial feasibility study estimated that the project would require an investment of between $50 million and $77 million, depending on whether existing fiber optic lines could be used.

The project would involve not only the 14 communities but also economic development agencies, other nonprofits and possibly the state government. The system would be leased to service providers, as in the UTOPIA project, rather than being operated by the consortium. Community leaders hope that FTTH will serve as a magnet for economic development in this depressed area.

VENDOR SPOTLIGHT

Aktino: .... www.aktino.com
Alcatel: .... www.alcatel.com
Alloptic: .... www.alloptic.com
Calix .... www.calix.com
CopperCom: .... www.alloptic.com
Dynamic City .... www.dynamiccity.com
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