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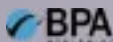
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Summit 2006 Celebrates Turning Point For MDUs

Time For Fiber In Multifamily Market



This year's Summit is going to be a high-energy event like no other, according to all the signs. One big reason to anticipate major excitement when we convene September 11-13 in Irving, Texas, is that we have reached a golden moment for MDUs and fiber deployments, say a host of experts – including our editor-in-chief, Steve Ross.

The long-awaited golden moment has been brought about in part by evolving technologies that are now maturing and integrating in very satisfying ways. We now have an array of ingenious and construction-friendly solutions that include such innovations as pre-connectorized fiber, blown fiber, armored cable, tiny ONTs and remotely configurable ONTs with Ethernet-to-coax converters built in.

Other crucial developments include the RBOCs stimulating contractors to get into the business, the rapidly falling price of fiber and the exploding cost of materials for coax.

And then there are the human factors: Property owners, vendors, and professionals are communicating like never before, with a remarkable degree of consensus about the shape of the future in regard to fiber and MDUs.

In short, we're seeing a once-a-generation occurrence – a new industry taking shape, say Ross and Henry Pye of JPI, chairman of our multifamily segment for the Summit.

Looking at the big picture, two or three new FTTH systems are starting up every day, seven days a week. Verizon and scores of small telcos — joined by dozens of specialized system builders like Connexion Technologies and developer Matrix Fiber Communications Systems – are busy negotiating and building.

Their efforts are enabled by a remarkable group of technology vendors. Among the big new gorillas, the biggest is Fujitsu. At \$40 billion annual revenue, it's bigger than Nortel, Alcatel, and Tellabs combined – and it wants in on what it expects will be a huge GPON market in the US. So does giant Motorola, also new to FTTH GPON. And Alcatel, Entrisphere, Tellabs, Foxcom and more. You'll get the big picture at the Summit.

Right now, there's special interest in the MDU/MTU fiber market. One reason for the intensifying interest is that the proportion of homes that are MDU is growing.

Another factor behind the growing chorus saying "this is the year" is that MDU fiber technology – a bit clunky just 12 months ago – has been tested in Europe and Asia and has truly arrived on our shores.

Finally, the housing market now sees fiber as a key amenity, a phenomenon we'll be treating in depth at the Summit.

At the Summit, our extraordinary lineup of speakers will fill you in, owner to owner, manager to manager.

Keep in mind also that at the Summit, you will be personally encountering many of the 40 Fiber/MDU Champions featured in this month's issue.

These folks are the movers and shakers, the visionaries and the implementers.

For your benefit, we are bringing them together in this issue and then in September in Texas.

Sign up now – before it's too late – on our Website, bbpmag.com

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