



For Immediate Release

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Longtime New York IPTV Provider Switches Middleware

Germantown, NY – As G-Tel presses forward with an aggressive fiber expansion into new areas of the Hudson River Valley of New York, the decision was made to switch to the Innovative Systems IPTV Middleware service. According to General Manager Jason Shelton, as the company is in growth mode they wanted a middleware solution that would positively influence the experience for the staff and customers at G-Tel.

Shelton says he is appreciative of the complete turnaround with regards to the amount of support and information that comes from Innovative Systems. He adds, “We went from virtually no contact with our previous vendor to being almost bombarded, in a good way, with information about this service.”

Subscription Model Favors Small Operators

Shelton says, “Paying for a service like this based on subscriber counts really allows us to provide our rural customers a big city, big cable experience that fits our growth plan very well as we will be ramping up to five rural cable franchises.” Shelton went on to say that because of the capital expenses related to their fiber expansion the Innovative Systems subscription program was a great fit for their company.

About G-Tel

G-Tel is a fourth-generation family owned company provides broadband, telephone, and TV services to a 67 square mile area, approximately 120 miles north of New York City along the Hudson River. Since 1905 G-Tel has strived to improve and expand technology in the communities they serve while delivering personal, responsive service to every customer. You can visit their website at: www.2.gtcl.net/

About Innovative Systems

For many years, Innovative Systems has been a leading provider of solutions for the North American Tier 3 market with nearly 1200 systems deployed. eLation™, our OSS solution, includes integrated billing, financials, automated provisioning, ACS, and Staking and Mapping. The InnoStream™ server is our one-platform approach to IPTV solutions such as Middleware, VOD, Cloud DVR, Restart TV, HLS Packaging, Conditional Access, and the new IS-5112W set-top box. The APMAX™ hardware platform provides enhanced voice and hosted business solutions. The Innovative Systems Print Division specializes in full color printing of variable data statements and invoices for industries including telecom, utilities, and sanitation. For more information, visit www.innovsys.com.

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