



## For Immediate Release

### Darien Communications Converting From Cable to IPTV

October 17th, 2019

**Darien, GA** - Darien Communications in Darien Georgia is moving to IPTV subscription video with the Innovative Systems MG-TV solution. According to Chuck Durant, Darien's CO Manager, the majority of their 2,500 video customers fit a demographic make-up that are not yet ready for app-based OTT video products. Durant also stated that their outdated cable plant was not keeping up with the video features offered by their competitors in this coastal area of 10,000 located in southeast Georgia.



#### Dropping Video Not an Option

Durant says the Darien management team did discuss dropping video but concluded that loyalty to a company is not a good argument against competitors who have a bundle of communication and video services. After being in the cable space for many years, Durant has found Innovative's video conversion plan to be efficient and resourceful. Durant says a compelling reason for choosing Innovative Systems as a video vendor is their understanding and commitment to the rural communications market.

#### About Darien Communications

Serving Darien Georgia and surrounding counties, Darien Communications provides broadband, voice, video, and IT networking solutions to residents and businesses in southeastern Georgia. Visit their website: <https://www.darientel.net/>

#### About Innovative Systems

Innovative Systems is a leading vendor of solutions for North American communications providers with over 800 deployed systems. eLation™, our OSS solution, includes integrated billing, financials, staking, and mapping. The InnoStream™ MG-TV is our one-platform approach to video solutions such as Middleware, VOD, Cloud DVR, Restart TV, Live Streaming, Conditional Access, and the new IS-5041W set-top box. The Innovative Systems hardware platforms also provide enhanced voice and hosted business solutions. For more information visit [www.innovsys.com](http://www.innovsys.com).

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