



For Immediate Release

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Erie PA ISP/Fiber Company Enters Video Game



Erie, PA – Brad Wiertel, Director of Operations at Velocity Network says even though video margins are thin, this Erie PA fiber company had to have a video play to compete. When VNET added video to their high-speed internet they immediately saw their take rates rise.

Innovative Video Solution Was the Right Fit

According to Wiertel, the Innovative Systems subscription-based video model provided an attractive solution for this growing company that offers business IT, fiber products, and now residential services under the VNET Fiber brand.

VNET Needed Video Fast

After a false start with another video solution, VNET needed a linear video solution in a hurry and turned to Innovative Systems. Once the InnoStream™ platform was delivered, VNET was able to activate customers within three weeks. Wiertel says the quality of the customer experience provided by the Innovative Video Solution matches, and in some cases exceeds that of their Erie PA competitor. Wiertel cites Restart TV, cDVR, and VOD as table stakes when going up against big cable operators.

Unified Video Vendor Solution is the Way to Go

VNET is all in with Innovative Systems, using their middleware, VOD, Encryption, and Guide Data. Wiertel says moving forward they will be looking to deploy the live streaming component of MG-TV. For VNET an integrated solution has not been a disadvantage, especially when it comes to single point of contact, which Wiertel says is less expensive and provides faster support resolution.

About Velocity Network

Velocity Network began in 1990 as an IT services provider and later launched Velocity.Net (ISP) in 1996. Velocity continues to expand with local voice, video and data service to homes and businesses throughout Erie County. Visit their website at vnetfiber.com

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-5112W set-top box. The APMAX™ hardware platform provides enhanced voice and hosted business solutions. For more information, visit www.innovsys.com.

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