



For Immediate Release

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Georgia Cable Provider Converting to IPTV

Hartwell, GA – According to Mark Stone VP of Operations for HTC in Hartwell Georgia, the decision to upgrade their cable system to IPTV became a marathon instead of a sprint, covering a period of several years. Stone says their investment in fiber matched up better with IPTV video than bringing their Cable system up to a level that would provide customers with a quality experience.

A long-term relationship with Innovative Systems motivated the decision to choose their solution for IPTV. Stone says that having existing equipment in place from Innovative that can now be used with video, as well as working with the same support staff is a big plus for HTC.

IPTV Benefits Over Cable

According to Stone, limitations in DVR capacity and limited number of simultaneous recordings were two big reasons for moving into IPTV. He also adds that integrated support tools and data collection from the Innovative Systems solution are very important to their network efficiency. Regarding the cost of converting to an IPTV system, HTC's Network Manager Bobby Williams says the costs were quite a bit less than was projected by many vendors. Williams says the InnoStream™ video platform and engineering support from a trusted integrator who has worked with Innovative Systems on many conversions saved the staff at HTC time and money.

HTC's Position on Live Streaming

Both Williams and Stone agree that live streaming services are not yet up to par with what people expect from their video experience. Stone added that HTC's older customers just want to push a button on their remote controls and watch their programs. Having the InnoStream™ platform allows a quick solution to live streaming when his customers are ready to make the leap.

About HTC Communications

HTC provides communication and entertainment services to the residents and businesses of Hart County and the surrounding area in Northeastern Georgia. The family owned communications company has been in business for over 100 years and currently offers voice, video, internet, home security, and computer services.

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™ video platform is our one-platform approach to IPTV 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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