

Buying for Ultra-Broadband Builds and Services

The best sources of equipment, software and services for delivering voice, video, data and more

If you're looking for help coordinating a complex network project, differentiating a multifamily property, delivering broadband to unserved or underserved communities, upgrading existing networks with state-of-the-art equipment, meeting customers' soaring demand for bandwidth, or attracting new businesses to your community, this is the place to start.

The products and services in this guide make deploying networks and services faster, easier and less expensive than ever before. These vendors can help you plan and execute your project.

The 2023 Buyers Guide is for

- Property owners and developers
- Telecommunications service providers of all kinds
- Companies in related industries,

such as electric utilities, looking to build broadband networks

- Municipal officials and advisers
- Contractors, consultants, integrators and installers
- Banks and other capital sources

Staff members participating in the production of this section included Irene Prescott and Dennise Argil.

Adtran, Inc.

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Customers: MDU/PCO; Telcos; Municipalities; Electric Co-ops

Products/Services: Wireless Broadband Equipment; Wireline Broadband Equipment; Design/Engineering/Construction

Adtran, Inc. is a leading global provider of open, disaggregated networking and communications equipment that enable voice, data, video and internet communications across any network infrastructure. From the cloud edge to the subscriber edge, we empower communications service providers around the world to manage and scale services that connect people, places and things. Our solutions are currently in use by service providers, private enterprises, government organizations and millions of individual users worldwide.



AT&T Connected Communities

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Customers: MDU/PCO

Products/Services: Voice/Video/Internet Services; Fiber and Cable Connectivity



AT&T Connected Communities works with multifamily property owners and managers to provide high-quality internet service to residents via fiber or managed Wi-Fi for both new and existing communities.

Charles Industries, LLC

1450 American Lane, Floor 20
Schaumburg, IL 60173

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Customers: Telcos; Cable TV

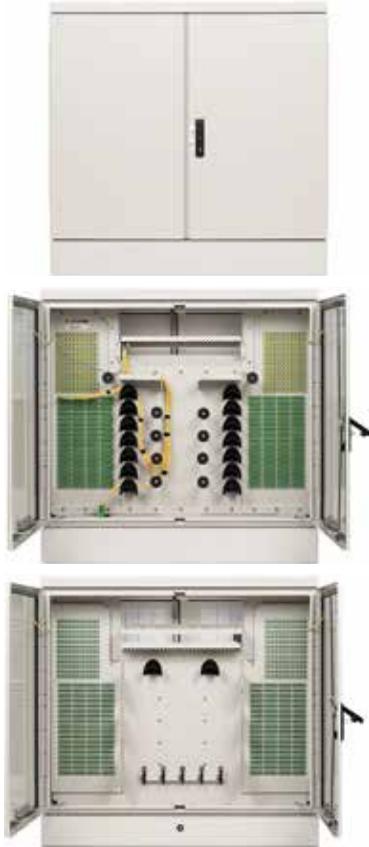
Products/Services: Fiber and Cable Connectivity; Wireless Broadband Equipment; Wireline Broadband Equipment; Optical Fiber and Cable; Design/Engineering/Construction



OPTICAL HUB CABINETS (OHC)

High-Capacity Fiber Distribution Hub / Primary Flex Point for Passive Optical Networks (GPON/EPON)

Optical Hub Cabinets (OHC) provide fiber distribution to subscribers from a compact, environmentally protected outdoor terminal. The OHC series has been designed with flexibility in mind and supports fusion, pre-terminated and field terminated feed and drop fibers. These PON terminals have space for multiple splitters for incremental growth. They may be pad, pole or wall mounted for placement flexibility and are well suited for multiple-dwelling-unit (MDU) distribution in centralized or distributed optical network terminals (ONTs).



Everything about the interior of the OHC is designed with the technician in mind. Multiple cable entry locations are positioned at the bottom of the enclosure, allowing flexible placement of feed and distribution cables. Fiber bend radius controls and routing guides ensure cable management and proper slack storage. A splice tray basket secures hinged splice trays that are individually accessible without disturbing previously spliced trays. Charles Fiber Splitter Modules (CFSM) are available with optimized pigtail lengths.

OHC are constructed from powder-coated aluminum that is both durable and lightweight. The unit can be quickly installed by a single technician.

CHR Solutions

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Customers: Telcos; Cable TV; Municipalities; Electric Co-ops
Products/Services: Design/Engineering/Construction

Building the future of broadband. CHR Solutions specializes in products and services that enable better broadband. We specialize in broadband engineering services (including outside plant and network design), B/OSS software business solutions, and Managed IT, NOC, and cybersecurity services that address the operational and marketplace challenges faced by today's broadband providers. Our approach ensures our clients improve operations and grow revenue, and our legacy was built by providing comprehensive services to design, build, operate, and manage a communications network. For more information, visit chrsolutions.com.

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Clearfield, Inc.

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Customers: MDU/PCO; Telcos;
Cable TV; Hospitality;
Municipalities; Electric Co-ops
Products/Services: Fiber and Cable Connectivity;
Wireless Broadband Equipment; In-Home Cabling and
Networking; Wireline Broadband Equipment; Optical
Fiber and Cable

With Clearfield's *FastPass™* approach utilizing spooling technology, operators can reap the benefits of labor and cost savings – but the measurable benefit is TIME. Clearfield's *FastPass connect* method utilizing the FieldShield Deploy Reel minimizes pre-engineering because there is no need to specify the exact length of cable needed. The reel makes it easy for the technician to pull off the exact amount of premises cable required for the connection and any remaining slack is neatly stored on the reel with no further slack management required.



The FieldShield Deploy Reel lives up to Clearfield's promise to create fiber network product designs that are easier to install, use less-skilled labor and take less time – enabling service providers to see up to 50 percent time savings at the customer premises and to get to revenue twice as fast.

Crowntech Photonics

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Customers: MDU/PCO; Telcos; Cable TV; Municipalities
Products/Services: Fiber and Cable Connectivity; Wireless
Broadband Equipment; Test Equipment; Optical Fiber
and Cable



Founded in 2011, Crowntech Photonics is a designer, manufacturer, and OEM of passive fiber optics components

and integrated modules serving global telecom and datacom markets. Founded on western ideals of quality (ISO 9001/14001; GR-1209-CORE; GR-1221-CORE and ROHS 10), short lead times (even on custom products), and full solutions, Crowntech is your premier supplier of passive optical devices. Contact us now to relieve your lead time constraints: Compact DWDM/CWDM, EDFA, transceivers, splitter/isolator/circulator/couplers, integrated solutions and fiber jumpers/fiber distribution/fiber management components. www.crowntechphotonics.com

Fiber Instrument Sales, Inc.

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Customers: MDU/PCO; Telcos; Cable TV; Hospitality;
Municipalities; Electric Co-ops
Products/Services: Fiber and Cable Connectivity; Test
Equipment; Wireline Broadband Equipment; Optical
Fiber and Cable



Fiber Instrument Sales Inc. (FIS) is a supplier to fiber-to-the-home providers and contractors with products including tools, fusion splicers, pre-terminated drop cables, fiber optic test equipment, multiport service terminals (MSTs) and consumables to service fiber connectors prior to installation. FIS is a manufacturer of fiber optic enclosures and has a large selection of network interface device (NID) boxes for installation in inside or outside environments. FIS is a stocking distributor for several recognized fiber brands shipping immediately to avoid project delays. There are no additional charges for drop ships to support large contractors. Rental inventory of OTDRs, optical loss test sets and fusion splicers allows quicker addition of crews. FIS has one of the most affordable splice-on connector solutions in the market, giving users the ability to reduce waste in cable by accurately measuring length of cable needed and installing field connectors. Call FIS and talk to a salesperson about your fiber needs today!

LightBox

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LIGHTBOX

Customers: Telcos

Products/Services: Back-Office Software

LightBox Data Platform is the go-to source for unmatched location intelligence data using a single, consistent data model that's easily accessed.

- Gain better customer insights to enhance their experience, decrease churn, and acquire new ones. Upgrade and plan new community services with the right local intelligence.
- Improve response times with smarter insights into usage



and equipment estimates.

- Get the one data solution you need to service your network and support design, forecasting demands, compliance reporting, and more.

BUYERS GUIDE

COMPANY	CUSTOMERS					PRODUCTS/SERVICES										
	MDU/PCO	Telcos	Cable TV	Hospitality	Municipalities	Electric Co-ops	Voice/Video/Internet Services	Fiber and Cable Connectivity	Wireless Broadband Equipment	In-Home Cabling and Networking	Test Equipment	Wireline Broadband Equipment	Back-Office Software	Optical Fiber and Cable	Design/Engineering/Construction	Video Headends
Adtran	✓	✓			✓	✓			✓			✓			✓	
AT&T Connected Communities	✓						✓	✓								
Charles Industries, LLC		✓	✓					✓	✓			✓		✓	✓	
CHR Solutions		✓	✓		✓	✓									✓	
Clearfield, Inc.	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓		✓		
Crowntech Photonics	✓	✓	✓		✓			✓	✓		✓			✓		
Fiber Instrument Sales, Inc.	✓	✓	✓	✓	✓	✓		✓			✓	✓		✓		
LightBox		✓											✓			
MaxCell	✓	✓	✓	✓	✓	✓		✓						✓		
OFS	✓	✓	✓	✓	✓	✓								✓		
Positron Access Solutions Corp.	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓				
Quantum Fiber	✓						✓	✓		✓				✓		
Sandy Beaches Software	✓	✓											✓			
Spectrum Community Solutions	✓				✓		✓	✓		✓				✓	✓	
TVC Communications	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Wesco	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

MaxCell

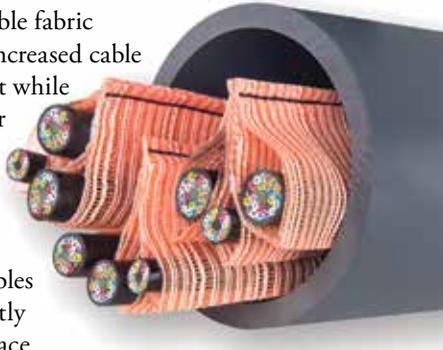
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Future Network Flexibility

Customers: MDU/PCO; Telcos; Cable TV; Hospitality; Municipalities; Electric Co-ops
Products/Services: Fiber and Cable Connectivity; Optical Fiber and Cable

MaxCell®, the flexible fabric innerduct, allows increased cable density in a conduit while preserving space for future bandwidth expansion. MaxCell's unique fabric construction conforms to the cables placed within, greatly reducing wasted space compared with rigid innerduct.



Greenfield or congested conduits, curb to building or ISP, MaxCell flexible fabric innerduct excels in all applications. Available in sizes to fit all conduits, MaxCell adds pathways quickly and is installed easily and cost effectively.

The bottom line: MaxCell helps you expand capacity today, preserves space for future bandwidth requirements, and reduces total project costs.

OFS

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Customers: MDU/PCO; Telcos; Cable TV; Hospitality; Municipalities; Electric Co-ops
Products/Services: Optical Fiber and Cable



ofs

A Furukawa Company

OFS InvisiLight® Solutions enable fiber in apartments and homes that blend into the décor, with fast and easy installation. Proven with more than 1 million living units served, versions are available to install in risers and down hallways, on outdoor facades, and in living units.

OFS has InvisiLight® Solutions for fiber in apartments and homes that blend into the environment and are



nearly invisible, solving aesthetic issues with fast and easy installation.

Positron Access Solutions Corp.

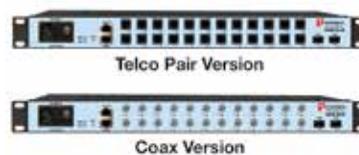
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W: www.positronaccess.com

Customers: MDU/PCO; Telcos; Cable TV; Hospitality; Municipalities; Electric Co-ops
Products/Services: Voice/Video/Internet Services; Fiber and Cable Connectivity; In-Home Cabling and Networking; Wireline Broadband Equipment



Extending Gigabit Services in Brownfield Buildings by Transforming the Legacy Wiring into Virtual Fiber
Positron's G.hn Access Multiplexer (GAM) extends XGSPON symmetrical gigabit services and subscriber profiles' "as is" to

Indoor GAM



Outdoor GAM



each door over the existing in-building wiring. Works over telco pairs or coax (with splitters). No need for construction disruption to rewire with fiber. It transforms the legacy wiring into virtual fiber, providing the same ARPU as fiber at 25 percent of the cost.

Installs in hours. Indoor and outdoor (IP68) units. Local or RPF powered. Fully featured. In service at major and smaller U.S. service providers. Free trials.

Quantum Fiber

100 CenturyLink Ave.

Monroe, LA 71203

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W: www.q.com/connectedcommunities

Customers: MDU/PCO

Products/Services: Voice/Video/Internet Services; Fiber and Cable Connectivity; In-Home Cabling and Networking; Optical Fiber and Cable



Quantum Fiber is the smart broadband investment that delivers tomorrow-speed internet and fully digital solutions tailored to any property. For future-focused builders, developers, and property owners, Quantum Fiber is a launchpad for modernizing developments and giving both existing communities and future builds a competitive edge.

The Connected Communities team draws on years of expertise and is committed to forging lasting partnerships while delivering the whole connected world to communities and residents. Backed by our Tier-1 fiber backbone, infrastructure, and global cyber monitoring, Quantum Fiber means solutions for today and service and support for the long haul.



Sandy Beaches Software

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Customers: MDU/PCO; Telcos

Products/Services: Back-Office Software

Since 1989, Sandy Beaches Software has provided billing solutions along with an expert understanding of best practices for telecom taxing and compliance. Our billing and customer care platform, IntegriBill, is a full-featured online telecom customer care and billing program perfect for those who sell VoIP, ISP, UCAAS, and/or any combination of monthly recurring and one-time services. The program includes, but is not limited to: invoice creation; customized backers and marketing messages; user defined service bundles; end user credit card management (tokenization); end user portal, management dashboard; call rating; electronic invoice delivery; split taxes on MRCs, user defined security roles; tax calculation; integrated compliance; prorating of MRCs, commissioning (one-time, percent of gross or percent of net); Flexible (user defined) Free Minute Plans. Our No. 1 goal is to provide the tools to enable customers to grow and remain profitable.



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Spectrum Community Solutions

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Customers: MDU/PCO; Municipalities
Products/Services: Voice/Video/Internet Services; Fiber and Cable Connectivity; In-Home Cabling and Networking; Optical Fiber and Cable; Design/Engineering/Construction



Charter Communications, Inc. is a leading broadband connectivity company and cable operator serving more than 32 million customers in 41 states through its Spectrum brand. Over an advanced communications network, the company offers a full range of state-of-the-art residential and business services including Spectrum Internet®, TV, Mobile and Voice. Through its rural broadband deployment initiative, Charter is investing more than \$5 billion to bring reliable, gigabit-speed

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- Name
- Brief description of relevant experience
- Affiliation
- Brief description of proposed subject matter.

Please attach or link to any documents that would help conference organizers decide whether your presentation would be relevant to the program.

internet access to more than 1 million currently unserved families and small businesses.

Spectrum Community Solutions, Charter’s brand dedicated to multifamily properties, delivers industry-leading broadband connectivity solutions to apartments, single-family gated communities, off-campus student housing, senior residences, RV parks and marinas. Services offered by Spectrum Community Solutions include internet speeds up to 1 Gbps, propertywide Wi-Fi coverage with Wi-Fi 6 technology, and traditional and streaming video packages, as well as customized fiber and coaxial solutions for new construction and established communities.

To assist customers, Spectrum Community Solutions provides dedicated phone support for property managers and 24/7 customer service from four U.S.-based call centers, and customers can manage their Spectrum accounts and services from anywhere with Charter’s top-rated support app, the My Spectrum App.

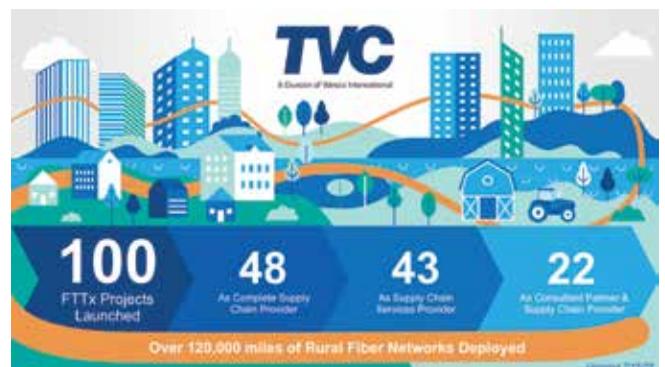
TVC Communications

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Customers: MDU/PCO; Telcos; Cable TV; Hospitality; Municipalities; Electric Co-ops
Products/Services: Voice/Video/Internet Services; Fiber and Cable Connectivity; Wireless Broadband Equipment; In-Home Cabling and Networking; Test Equipment; Wireline Broadband Equipment; Back-Office Software; Optical Fiber and Cable; Design/Engineering/Construction; Video Headends

TVC has the project deployment expertise and the resources in a variety of products and technologies to deploy broadband infrastructure in rural communities. TVC can manage every aspect of your network deployment project including analysis, design, deployment and ongoing support; and we can ensure you deploy on-time and cost-effectively with flexible, future-proof technology and design. Put our comprehensive supply chain services and experience to work to help you build your fiber network. To learn more, visit: www.tvcinc.com



Wesco

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Customers: MDU/PCO; Telcos; Cable TV; Hospitality; Municipalities; Electric Co-ops
Products/Services: Voice/Video/Internet Services; Fiber and Cable Connectivity; Wireless Broadband Equipment; In-Home Cabling and Networking; Test Equipment; Wireline Broadband Equipment; Back-Office Software; Optical Fiber and Cable; Design/Engineering/Construction; Video Headends

Choosing the right partner for the project is crucial. At Wesco, we understand the process, products, solutions, and support needed to help our customers streamline and successfully deploy fiber networks. Wesco provides best-in-class utility products from leading industry manufacturers, helping you navigate designing, building and deploying fiber optic networks. To stay competitive and capitalize on additional revenue streams, utilities launching fiber networks

Streamline Your Fiber Deployment

Partner with the fiber experts!



will provide subscribers with the required bandwidth. We are committed to providing the products, services and expertise needed for successful FTTH deployments. Learn more: <https://wescodi.st/broadband>. ❖



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