

A Decade of Fiber to the Home “Key Learnings”

Barry Walton





Low Count Fiber Designs
“I thought we had capacity for 30 years!”

A photograph of a network patch panel or drop closet. The panel is open, revealing a chaotic mess of tangled network cables in various colors (red, blue, green, yellow, white). Some cables are bundled together with red and green tape. There are also some white labels on the cables. The panel is mounted on a black metal rack. The background shows some green foliage and a black metal fence.

Spliced In Drops
“I Need To Re-Hab My Network”



Revenues
“They Are Decreasing”



Equipment is Expensive
“Boom Utilization 8% of the Day”

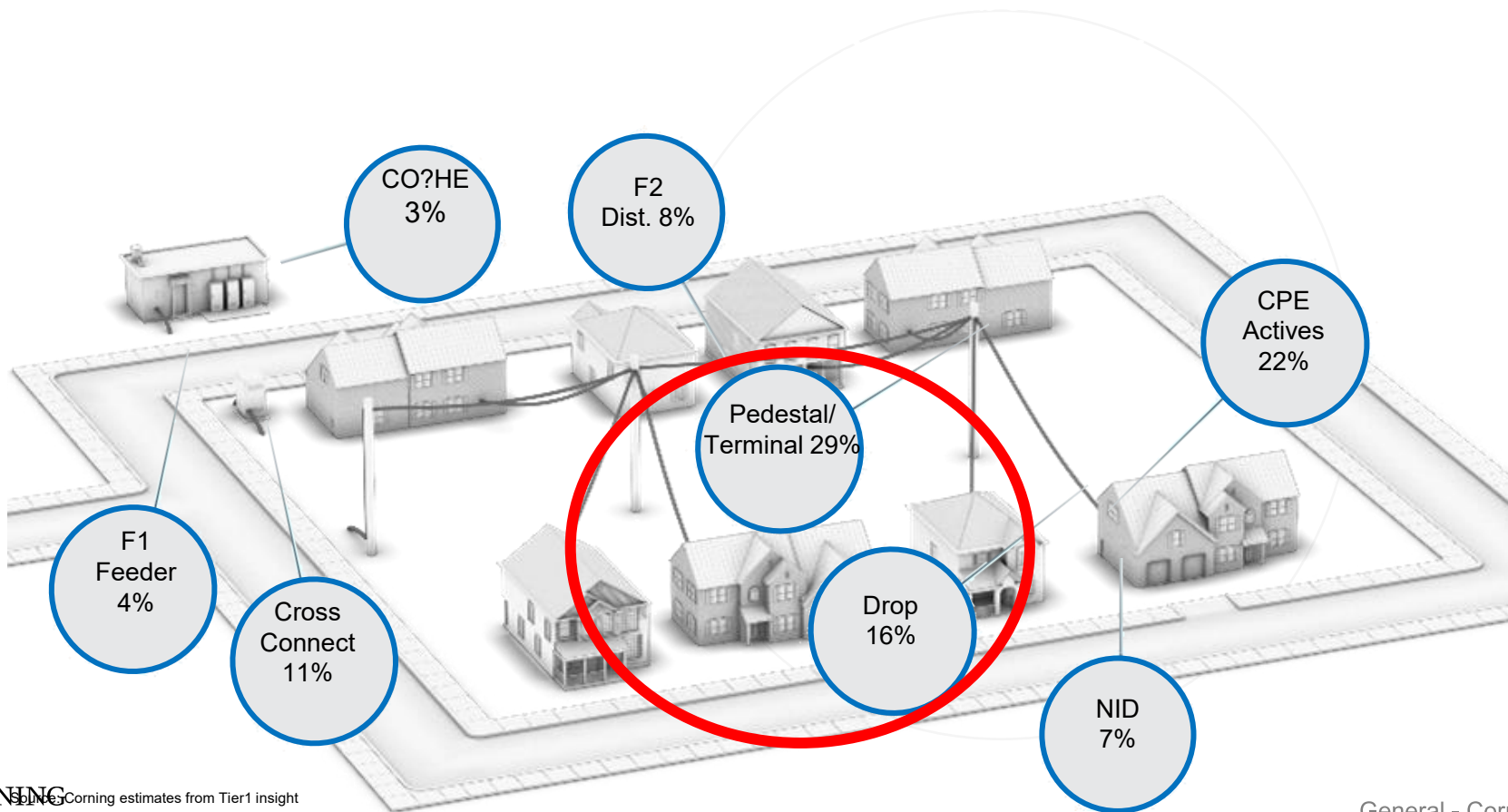


Home Installation Truck Rolls 3-5 Visits

A photograph of a wooden utility pole with multiple cross-arms and insulators, supporting power lines. A modern street light is attached to the pole. The background is a clear blue sky with some light clouds. In the bottom left corner, there are green and brown trees. In the bottom right corner, a small portion of a white building is visible.

**The More Closures You Have ..
“Potential Future Troubles”**

Trouble Spots Copper Networks ?



Are we repeating history ?

More finger access = troubles



Copper Splice Closure



Fiber Splice Closure

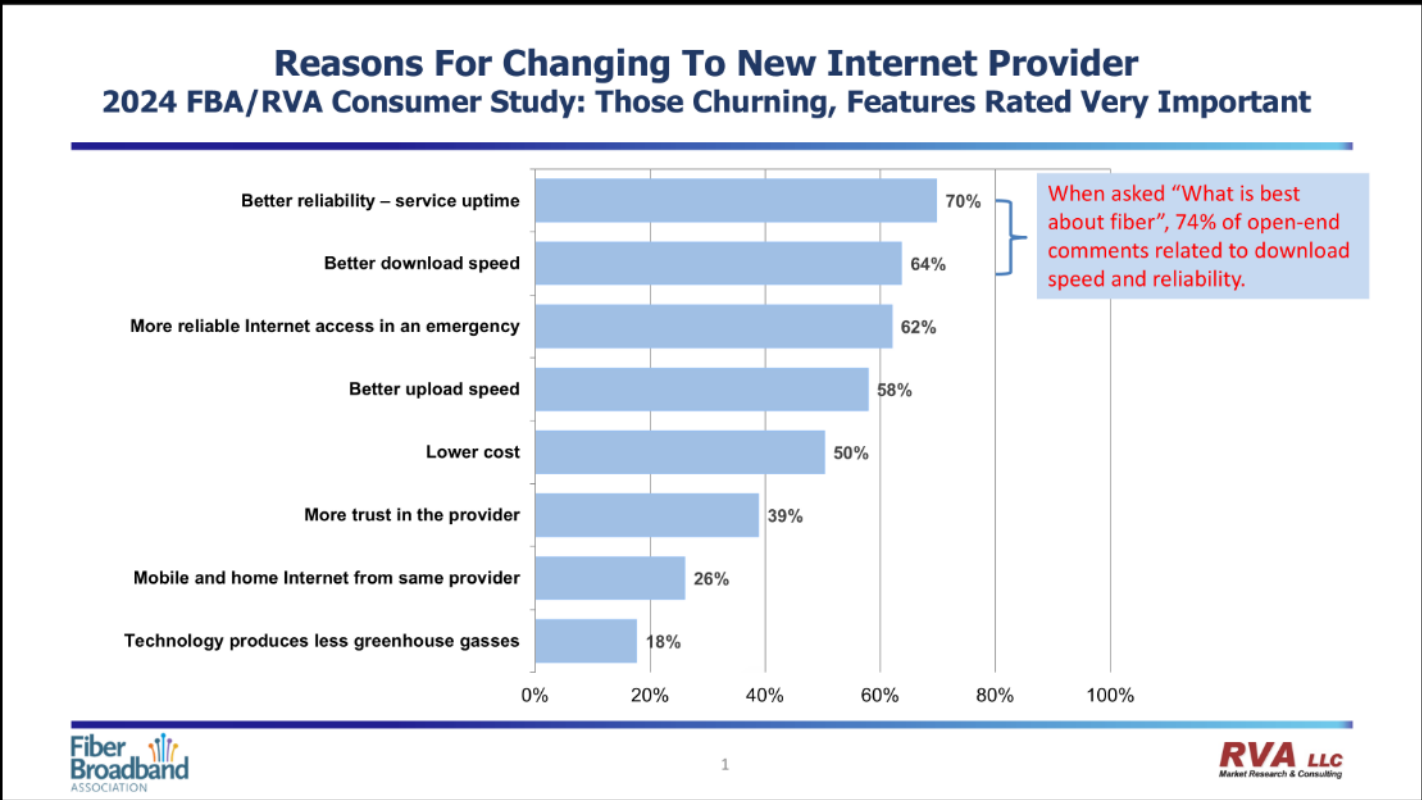


Copper Ready Access Terminal



Fiber Ready Access Terminal

Network Reliability: it is the #1 in importance to a customer



A photograph showing a winter weather event. A road is covered in snow. On the left side of the road, a wooden utility pole has snapped and is leaning precariously over the road. Several power lines are visible, some sagging across the road. Two cars are driving away from the viewer on the snow-covered road. The sky is overcast and grey.

**Weather Events
“They Are Increasing “**



**Rural Builds Are Challenging
“Suburban Solutions Do Not Fit
The Cost Model”**

Demographic Challenges “Beyond The Burbs “

- Longer travel time
- More poles to attach to
- More pipe to place
- More meters of cable
- More labor
- More splice locations and fibers to fuse
- Longer drops into homes
- Sourcing local skilled resources





Corning
We Are Focused On Solving Pain Points

SLCP Strand Mounted Splitter Housing



Installed in 8 hours, 1 tech

Strand Mount Local Convergence Point (SLCP)

Application: Strand or Pole Mount

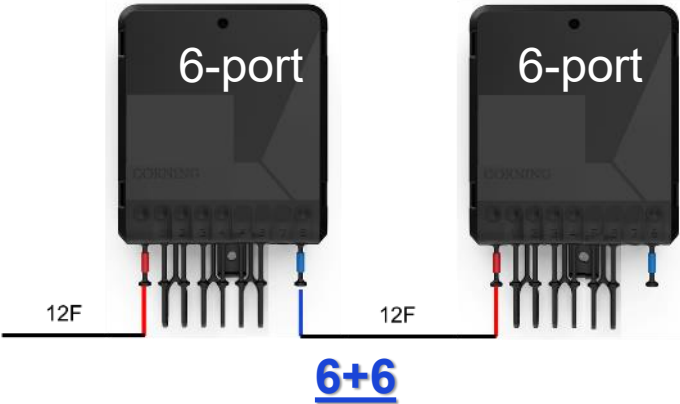
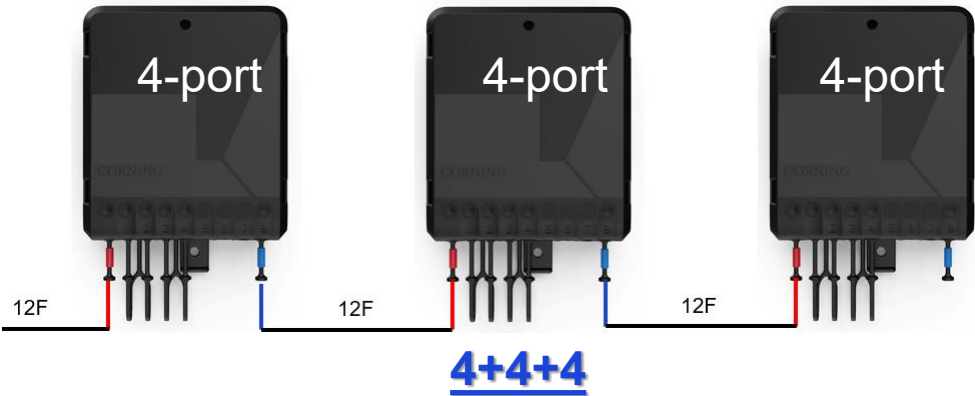
- ***Configurations/Features:***

- Distribution: 72f, 96f, and 144f
- Feeder: 12f and 24f
- Up to 6 splitters, 2 parking spots for unused legs
- Stubbed with 100 ft tails
- Free breathing closure design
- 24" x 12" x 9.5" & under 35 lbs
- Robust metal shell and metal interior panel
- Available to order with splitters pre-assigned

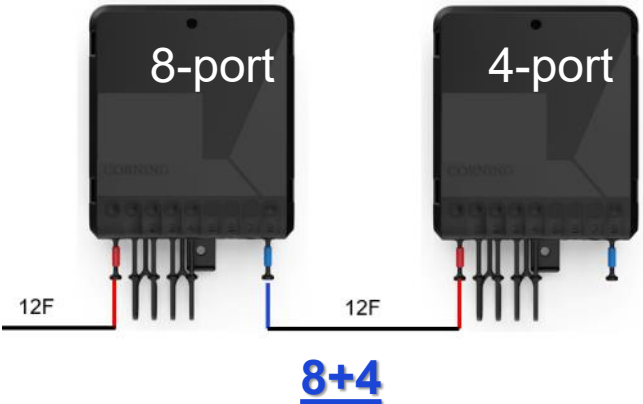


Any terminal can be placed in any order up to 12F total (Simple and easy)

Evolv Express Terminal Solution



12F Multifiber Pushlok
Male to Male
Jumpers



Strands, poles, handholes, flowerpots, pedestals, façades

Evolv™ Terminal Solutions

Can save up to \$500 per terminal location (baed on permit/civil cost avoidance when reusing existing assets)



64 Homes Passed ... 1 ½ Days



Material For 64 Homes Past Delivered.....SUV

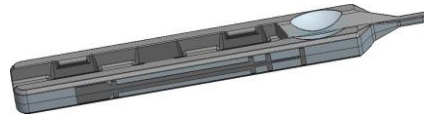


Field Installable Drop PushLok Connectors & Tools

Male Pushlok Connector (Assembled and Bag of Parts)



Fiber Insertion Guide



Custom Cleaving Handler



FBC Cleaver



Long Span GRP Removal Tool



Questions?

Tom Nyman, Sr. Territory Sales Mgr.

- **Currently covers MT, WY, CO, ND, SD and MN.**

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- **Drop by our booth**





Reach out to us on
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