Turning Copper into Glass
Extending Fiber Services over MDU Wiring

May 2022
IMPACT of February 2022 FCC RULING on MDU Broadband

- Eliminates exclusive service provider access to all in-building wiring
- All wiring (fiber, coax, copper) is open access to any provider
- Erects a barrier to carriers who rely on installing fiber as they require a minimum ‘take rate’ which can no longer be guaranteed to earn an adequate ROI
- Removes incentive from providers to install fiber in brownfield buildings
- Property owners will have the investment burden to enable high speed broadband
- The winners are the carriers that bring Fiber to the Economical Point (FTTep) with the Positron GAM:
  - Eliminates the disruption & cost to rewire
  - Is profitable even at low initial take rates
  - Has the lowest CAPEX, the highest ROI
  - Has the fastest time (hours) to revenues
  - Has the same ARPU as fiber
FTTep: Fiber to the Economical Point

- FTTep enables service providers to offer very fast broadband services by **leveraging existing infrastructure**. It also allows them to implement an **optimal allocation of resources** between lines given the users’ **real-time traffic needs**.

- FTTep is typically deployed near the end-user either outside or inside the building.

- G.hn delivers Gigabit speeds (Downstream / Upstream) over telephone wiring and coaxial cabling.

**Figure 2-1: Typical Multi Dwelling Unit FTTep deployment scenarios**
Introducing the Positron Access GAM Portfolio

Indoor GAM

GAM-12-M
GAM-24-M
GAM-12-C
GAM-24-C

Outdoor GAM

GAM-4-MX
GAM-4-MRX
GAM-8-MX
GAM-8-MRX

GAM-4-CX
GAM-4-CRX
GAM-8-MVX
GAM-8-MDVX

G1000’s

G1001-M
G1002-M★
G2002-M+★
G1001-MR
G1001-C
G1002-C★
G1002-C+★
G1001-CR

M indicates MIMO support (Copper)
C indicates Coaxial support
D indicates DM Mode for +/- 190 VDC
★ New!
R indicates Reverse Power Feed
X indicates Outdoor (IP68) Enclosure
V indicates support for +/- 190V Feed
Extend Gigabit Broadband to MDU/MTU Subscribers using the existing Copper or Coax Wiring

May 2-5 at Marriott Marquis in Houston, Texas

Our President & CTO Pierre Trudeau will be a presenter on session

How Do I Upgrade My Existing Brownfield Community’s Broadband?

Attend this Mutilfamily Track / Room # 1 on May 4 at 3:20pm