

Orion Cable Eyes Subscriber Boom with Vecima Innovation

Aging legacy equipment, increased repair costs, and subscriber expectations prompted Orion Cable to seek a solution that would allow the company to deliver gigabit data rates cost-effectively. Vecima's high-performing Entra® Remote MACPHY portfolio was the perfect choice.

Orion Cable anticipates more than doubling its San Diego, Calif., subscribers after the company upgraded its infrastructure with Vecima Networks' Entra Remote MACPHY solution. The operator increased bandwidth to 1 Gbps from 200 Mbps while improving subscriber experience.

"In today's competitive environment, Orion's access network needs to grow and evolve to meet the needs of our broadband subscribers. Vecima delivers a unique solution that not only paves the way to our future, but also helps us turn up our broadband services quickly. With Vecima, we're putting our network in the hands of industry experts we can rely on."

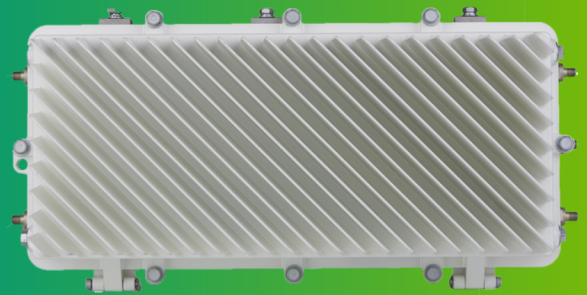
John Santhoff
Orion Cable CEO

Benefits

- Remote MACPHY bundled solution provides a cost-effective, and future-proof path to DOCSIS® 4.0 at any scale.
- Bundle enables smaller cable operators that require 10 or fewer nodes to access the broad advantages of DAA.
- Faster time to deployment, service, and revenue.

Solutions

- The Entra SC-2D Remote MACPHY node with high downstream and upstream bandwidth, resilient and flexible design, and increased capacity enables higher service tiers, including gigabit services.
- Centrally managed and controlled by the Entra Access Controller (EAC), providing simple and intuitive configuration and management of both DOCSIS and Fiber Access nodes.
- The Entra DV-12 legacy QAM adapter enables existing MPEG video QAMs to seamlessly migrate to DAA.
- Includes expert planning and deployment from Vecima's Professional Services team.



Vecima developed the Remote MACPHY bundle to enable smaller cable operators that require 10 or fewer nodes to access the broad advantages of Distributed Access Architecture (DAA). Also included in the bundle is the Entra DV-12 legacy QAM adapter, which enables existing MPEG video QAMs to seamlessly migrate to the DAA environment, and expert planning and deployment from Vecima's Professional Services team. The solution is turnkey and scalable, based on each operator's unique needs and provides an efficient, cost-effective path to 10G.

With "Vecima's Remote MACPHY solution, Orion has been able to increase our data rates from 200 Mbps to 1 Gbps+, as well as our overall system capacity to deliver more consistent internet bandwidth to our customers. The solution met all our goals and requirements at a price that enabled us to remain competitive in our pricing for our subscribers. Additionally, the ability to remotely monitor and configure our fiber nodes means fewer truck rolls to support our infrastructure.

With the increase in data rates and overall system capacity gained by upgrading with Vecima's Remote MACPHY solution, Orion can more than double the number of subscribers on our system."

John Santhoff
Orion Cable CEO

Vecima's DAA portfolio, recognized by the Dell'Oro Group as the global market share leader in Remote MACPHY and Remote OLT solutions, is deployed by operators around the world. With broad support for all next-generation cable access technologies, high-value legacy services, and proven industry-leading interoperability, the networks of tomorrow are deployable today.

Learn more at vecima.com/network-access

About Orion

Orion Cable has been serving San Diego's North County communities of Rancho Santa Fe, Escondido, and Vista since 1987. A family-owned business, Orion prides itself on delivering its neighbor customers with the best cable, internet, and phone service. Orion provides high-speed broadband and more than 170 channels of digital TV programming, including local channels in high-definition, sports, movies, music, and entertainment. They offer a personal touch, with no contracts and live customer service and are often on a first-name basis with their customers.

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