Evolving Video Product Offerings:

Benefits of an App Based Solution

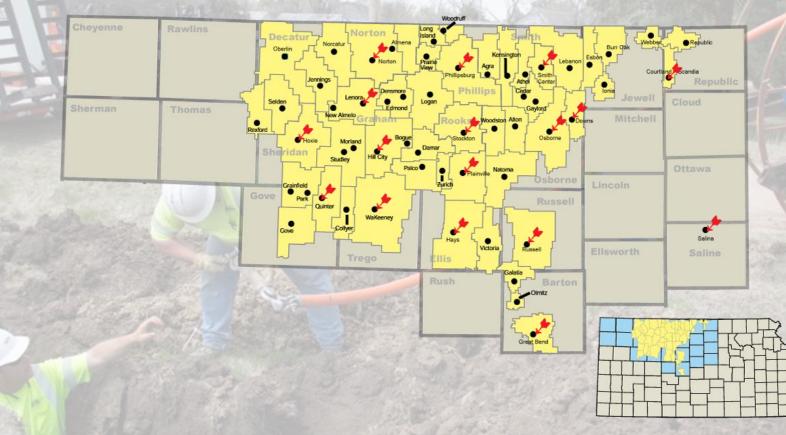
- Scott Roe
- Product & Services Manager
- Nex-Tech



Our Company at a Glance



Service Area



Nex-Tech Services

- Voice: Local and Long Distance
- □ Internet
- □ Vid<u>eo</u>
- Wireless
- Security
- Advertising Solutions

Business Technology

- Business Telephone Systems
- Video Surveillance
- Security Systems
 - Network Infrastructure and Monitoring
- Cable/Wireless Networks
- Data Security Services
- Online Data Back-up
- Cloud Services

Carrier Services

NOC
CALEA





Panasonic



Our Plan

- Launched TV Now to employees on August 20, 2018 and customers on September 11, 2018
- Cap and Grow Model
- Must have Nex-Tech Internet (Minimum of 10 Mbps but Recommend 20)

NEX-TECH

Oadhar

Our Plan

- Hosted Model Deployment
 - Minimal Head End on our Part
 - Pay for Subs we Actually Have
 - Connectivity to Regional POP and National Head End
 - Partnerships with Neighbors to Help with Expense

NEX-TECH

Local Caching Options

Our Plan

- API for Self Provisioning
 - Developing Self Provisioning for all Services
- Self Installation
- Bring Your Own Device
- Retail Boxes Amazon, Apple, Android TV
 - We are out of the Set-top Box Business (With a Few Exceptions)

NEXTECH

roadbar

Optimizing your home Wi-Fi network to get the best coverage and performance



Support for TV Now

Almost half of our Customers have Calix GigaCenter

- This is bundled into Protection Plus (\$9.99/mo)
- Wi-Fi troubles with TV Now
 - Step one is to transition to Protection Plus with 844E
 - Step two is to upgrade customer to Premium Wi-Fi
 - Calix 804 Mesh \$6.00/mo





Premium Wi-Fi Experience whole-home coverage in every corner of your home – **and beyond.**

Support for TV Now

- Free Access to Help Desk 7:00 am to 11 pm
 - Support Cloud
 - Marketing Cloud
- Truck Rolls if Needed
 - 2 Per Year
 - Normal Hourly Rate if Not on Protection Plus
 - Linear Live video will find issues in the home network!





Experience whole-home coverage in every corner of your home – **and beyond.**



Nex-Tech TV Now Packages

Deluxe

\$76/mo

The Deluxe package includes more than 100 of your favorite channels including local broadcast stations, music, sports, movies, entertainment, news, and more! You'll get all the great free features too including DVR, HD, Restart TV, Replay TV and pause and rewind live TV.

View Channels & Availability

View Channels & Availability

Q

Standard \$30/mo

Enjoy a slim version of your must-have channels. The Standard package includes your local broadcast channels so you can see your local news, weather and sports and a few extras. You'll get all the great free features too including DVR, HD, Restart TV, Replay TV and pause and rewind live TV.







Type to search within FAQ

ABOUT TV NOW

How does Nex-Tech TV Now work?

Nex-Tech TV Now is a full featured, streaming TV app that you download and install your favorite streaming media devices including Apple TV, Amazon Fire TV and Android. You can access your subscription through the Nex-Tech TV Now app that runs on your streaming device.

Does Nex-Tech TV Now have my local channels?

Yes. We carry all major national broadcast channels in all the areas we service.

How many Streams and hours of DVR recording do I get?



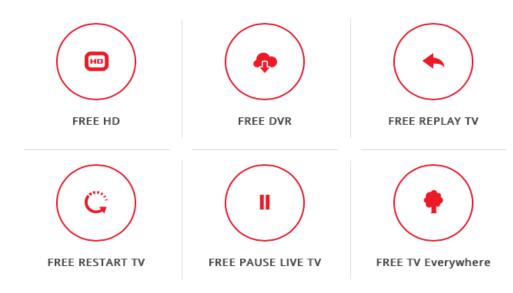
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PLANS & BUNDLES BUSINESS ABOUT CONTACT HELP DESK CLASSIFIEDS DIRECT



It's All About the FREE





Positive Customer Reaction So Far . . .

Many subs already had some type of streaming device.

Some push back on remote control without numbers, but customers do seem to figure it out quickly

Reaction is Similar to What we Saw when we Switched from NASRAC to IPTV.

Very Happy with Feature Set

Customers Do Expect Same Level of Reliability They are Used to Today.



Thank You!

Questions?

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