

Evolving Video Product Offerings: Benefits of an App Based Solution

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Our Company at a Glance



Nex-Tech Services

- Voice: Local and Long Distance
- Internet
- Video
- 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



Why Streaming TV?

- Declining TV Customer Numbers
- Declining New Sales
- Looming Large Capex Spends
 - Head End
 - Middleware
 - Set-tops

Why Streaming TV?

- Boost Higher Speed Broadband
- Only 6% of customers disconnect Internet when they disconnect TV

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)

NEXTECHSM

Four Broadband & Technology Control

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
 - Local Caching Options


NEXTECH™

Your Broadband & Technology Company

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™

A top-down view of a person sitting on a light-colored wooden floor. The person is wearing blue jeans and a light-colored shirt. They are holding a black smartphone in their right hand. To their left is an open silver laptop with a black keyboard. Next to the laptop are a pair of red and white headphones. In the upper right corner, there is a red cup filled with dark coffee. The overall scene suggests a person working or studying in a casual, home-like environment.

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!



Premium Wi-Fi

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](#)

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.

[View Channels & Availability](#)[View Premium Channels & Extras](#)



FAQs

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?



PLANS & BUNDLES

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DIRECTORY



It's All About the **FREE**



FREE HD



FREE DVR



FREE REPLAY TV



FREE RESTART TV



FREE PAUSE LIVE TV



FREE TV Everywhere



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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