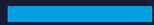


# Accept no substitutes This is the Gamechanger DBT-1800C basket replacement



## Product overview

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# A REVOLUTION IN NETWORK ECONOMICS

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The GainMaker® is a legendary product - fact. Good quality and highly capital efficient over a long lifespan, the GainMaker has formed the backbone of many networks - it is effective at its job and easy for technicians to maintain. Its widespread adoption also fostered a system of standards, skills and related products making it a natural choice for broadband network operators. There is considerable ongoing demand for this product.

It is, therefore, no surprise that when Cisco announced it was discontinuing it, Technetix developed a module to fill the vacuum. If you are looking to extend your network and replace components to ensure ongoing maintenance programmes then continuity is guaranteed. But it is more than filling the vacuum; the DBT-1800C is superior, offering many key advantages such as greater flexibility, modularity, it is Extended Spectrum DOCSIS ready and gives reduced cost of ownership over its lifespan.

## **INTRODUCING THE TECHNETIX GAMECHANGER**

Technetix is launching the DBT-1800C or, as we have dubbed it - the Gamechanger and it is 100% compatible with GainMaker modules. Yet, in every other sense, the Gamechanger is revolutionary.

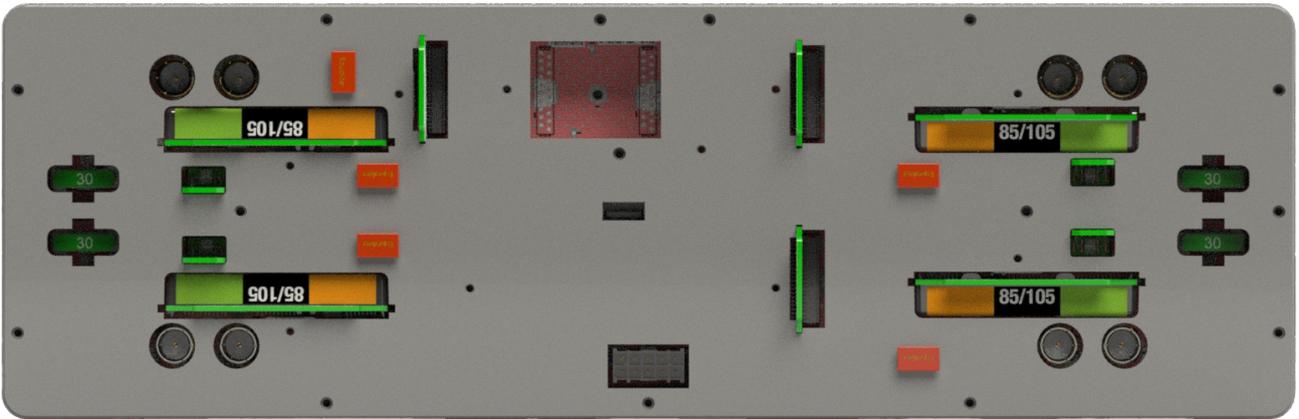
The Technetix Gamechanger offers radically different economics, simultaneously increasing the revenue potential of broadband networks while reducing their operational costs. As the financial benefits are simple for operators to achieve, we expect the financial gains to be realised quickly - the single requirement is the roll-out of the Gamechanger. It is the only GainMaker-compatible distribution amplifier with full remote control and an increased bandwidth to 1800 MHz. All of which is placed inside a completely modular unit.

This progressive change of speed, control and modularisation will make such an impact that we fully expect our leading customers to start increasing their margins and delivering a new wave of broadband innovation to their markets within a few months.

## **SLASHING OPEX COSTS**

As one of the most significant costs in the operation of any broadband network, truck rolls are to be avoided whenever possible. No matter how reliable the components are, engineers need to be hands-on for most upgrade and maintenance tasks. Unless, of course, the network can be controlled remotely.

Automatic Level and Slope Control (ALSC), Automatic Temperature Control (ATC) and Automatic Gain Control (AGC) are all standard features of the Gamechanger, meaning additional components costs - and install times - are also greatly reduced. Then, by remotely monitoring each of these states, as well as temperatures and voltages, potential issues can be identified earlier. This ability to control settings remotely means potential issues can often be dealt with before an actual problem occurs - from any office, home or van. Meanwhile, network-wide changes can also be made remotely, saving many hundreds of truck rolls during every upgrade cycle.



Of course, to achieve these benefits the Gamechanger units need to be installed first. Which is why we have ensured the initial installation protocol is seamless and efficient.

Having inserted the module straight in to an existing housing, the installer connects a smart phone, tablet or laptop to the Gamechanger. The amplifier's full functionality can be controlled instantly via an accompanying application.

All of which explains why the Gamechanger is:

- Faster to install
- Faster to align
- Cheaper to roll-out

In fact, we estimate initial deployment times and associated costs can be reduced by half when compared with original modules.

## A BOOST TO NETWORK REVENUE

Even though the Gamechanger significantly improves network costs, it also increases an operators' ability to generate revenue via new speeds and capacities.

The DBT-1800C has greatly improved RF performance - raising the maximum upstream frequency to 684 MHz and the maximum downstream frequency to 1800 MHz. So not only are higher frequencies achievable, but with the use of the latest state of the art hybrids, it is possible to deliver the ultimate goal of 10 Gbps to the home.

Operators offering a 'premium' service will be able to promote increased bandwidth to end users, either maintaining or improving average revenue per user while decreasing costs. Additionally, it will be possible to offer cheaper rates for 'switchers' and then keep prices lower for longer, improving competitive position, customer retention rates and sales.

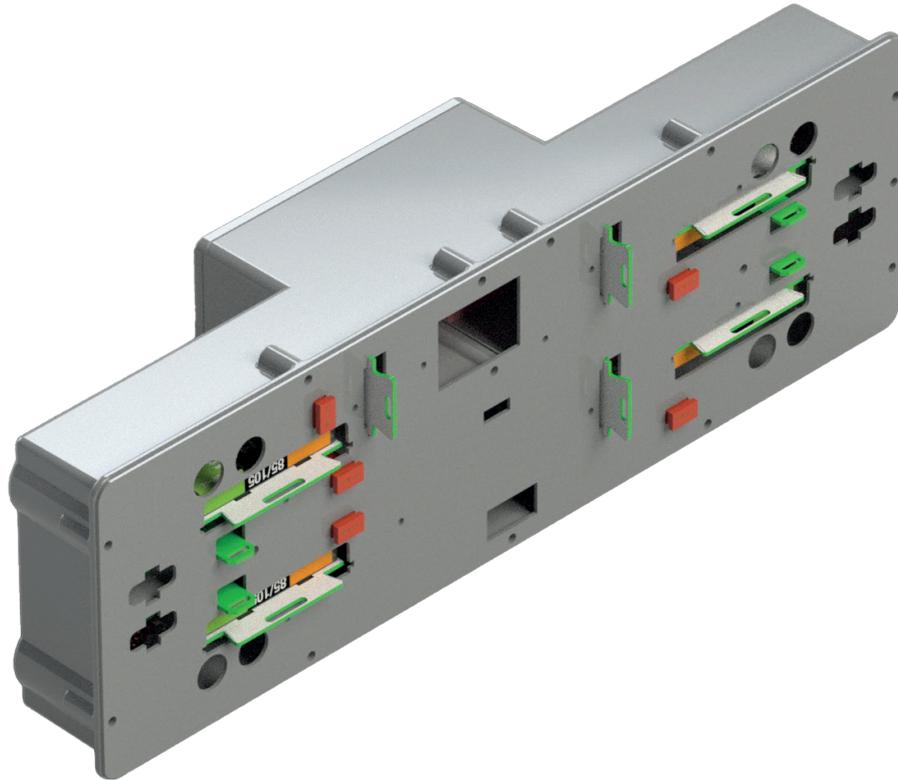
For all operators the new Gamechanger offers many opportunities to maximise yields from existing customers - whether via the marketing of premium upgrades, improving loyalty with shallower price increases or offering free bandwidth upgrades to reduce churn.

## LONG-TERM ECONOMIC GAINS AND CERTAINTIES

The DBT-1800C will not only increase the capacity, speed and quality of the network, it also offers a permanent improvement to network economics.

With its maximum downstream frequency of 1800 MHz, the Gamechanger prepares the network for DOCSIS 4.0. In addition to the downstream upgrade to 1.8 GHz, the upstream is also prepared for future splits up to 684 MHz. The DBT-1800C will recognise the upgrade with a new diplex filter and automatically adjusted hinge points. Again, more OPEX reducing features further decreasing labor time.

As the Gamechanger is modular, almost all subsequent upgrades will be possible without a full 'rip and replace'. The remote digital controls also ensure that



the increases in upgrade speed and decreases in expense are retained as advantages for all subsequent network upgrades and ongoing maintenance throughout the Gamechanger's lengthy product life. In other words, installing the Gamechanger switches costs to a different long-term curve, with ever-increasing savings versus your current network economics.

## PUTTING YOU IN CONTROL

Of course, each customer is different. The entire range of network configurations are covered and the Gamechanger ensures that, whatever your strategy for the future, it will provide optimal amplification. The Gamechanger's

power consumption is far lower than you might expect, taking further expense out of your newly future-proofed network.

## MOVE FAST TO SECURE SUPPLY

As the Technetix Gamechanger DBT-1800C opens up a wide range of new operational and economic opportunities for every broadband operator, our sales teams are anticipating high demand.

Technetix will therefore prioritise existing customers who would like to take advantage of the many benefits of the Gamechanger. A deposit will be required to secure an order.

If you would like to find out more about how we can help revolutionise the performance and economics of your business, please contact:  
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