

## Cablenet Case Study

Cablenet, the leading cable operator in Cyprus, delivers fixed and mobile telephony, broadband and video services to over 76,000 customers.

### The Challenge:

With business goals to increase customer acquisition and retention, Cablenet faced legacy cable network architecture problems and a lack of interactive network services.

Cablenet had migrated to IP delivery and wished to offer the service to cable and fibre customers; their previous STB solution supported basic interactivity through RTSP and no OTT/DRM technologies. This required a set-top-box capable of supporting DVB-C. Amino's Amigo 7XC and Android TV device fulfilled that requirement perfectly.

### The Outcome:

Amino's abilities to identify and resolve challenges related to features not addressed by a basic Android TV set-top box, resulted in the launch of a modern Android TV -based cable services that enables interactive service and IP delivery for Cablenet's customers.

### The Solution:

Experience in both IP delivery and Android TV, supported by the power of AminoOS device platform software, allowed Amino to address a variety of challenges facing Cablenet:

- integration with Seachange middleware and Verimatrix DRM to protect DVB-C content
- support legacy audio variants present in DVB streams
- resolve subtitling challenges not addressed within Android TV or Verimatrix

Amino also managed the end-to-end Android TV Operator Tier certification process incorporating the Seachange launcher.

### Customer quote:

“Being able to deploy a single set-top box that allows us to manage our two networks and upsell customers from DTT to cable, will have a really positive impact on our performance and efficiency,” said Charalambos Moysesos, Chief Commercial Officer, Cablenet.