

# Thomson

Partner to the Media and Entertainment Industries

Partner to the Cable Industry

## Overview

Thomson provides the Media & Entertainment (M&E) industries with the services, systems & equipment, and technologies needed to optimize performance and achieve their commercial objectives.

Thomson's customers include content creators (movie studios, broadcasters, game developers, advertisers, etc.), content distributors (broadcasters, network operators, Internet Service Providers, retailers, etc.) and users of video technology.

With core revenues of €5.867 billion and over 30,000 employees in more than 30 countries worldwide, Thomson distributes its products, services and solutions under the popular THOMSON, RCA, Grass Valley and Technicolor brands.



## Outlook for the future

In order to define its strategic priorities for 2006, Thomson made a comprehensive assessment of how its business environment was likely to evolve up to 2010. The Group foresees significant growth opportunities during this period, as customer needs and technology change against the backdrop of increasingly pervasive digital content creation and distribution. These key assumptions led management to set four strategic priorities: to broaden the Group's offering to clients, increase its technology intensity, and grow in the areas of electronic content and Internet Protocol devices and solutions. Each of these priorities has corresponding roadmaps and targets which, together, constitute the Group's Two-Year Plan.

To achieve this Two-Year Plan, Thomson has implemented a structure based on its core Media & Entertainment activities, with three divisions: Services, Systems & Equipment, and Technology.

## Helping network operators deliver enhanced services to their customers

Within the Systems & Equipment Division, Access Platforms & Gateways activity helps network operators deliver attractive services to their customers.

As networking possibilities expand, network operators need an increasingly broad and sophisticated range of equipment, services, and solutions to gain and hold subscribers and complement their value-added services to expand revenues.

As a worldwide leader in access solutions, Thomson provides more choices to network operators than any other supplier. With expertise in audio, video and broadband Thomson leads the industry for innovative, cost-effective solutions such as IP video, voice, and advanced video compression standards



## Helping Cable Operators Offer the Triple Play Bundle

The evolution of broadband technologies and IP in particular has enabled cable operators to further expand their service offering by adding voice to the mix.

Thomson's expertise in video, voice and data technologies enables cable operators to offer the all-important 'triple play over cable' and so gain new subscribers and increase revenue opportunities.

Thomson offers one of the most complete lines of cable CPE in the

industry that satisfy both the operator's need to cost-effectively deploy new services and the consumer's desire for high-performance, highly functional set-top boxes and residential gateways.

For over 7 years now, Thomson continues to be considered amongst the best world wide quality suppliers of both DOCSIS and EuroDOCSIS CPE products and services. Two years ago, Thomson introduced wireless capabilities to its RCA branded modems, and incorporated a line of E-MTAs to enable MSOs to

quickly, reliably, and cost efficiently deploy voice over IP services. The company's recent acquisition of leading softswitch vendor Cirpack, has led to the incorporation of Class-5 softswitches to its VoIP solutions portfolio.

Thomson has also developed a comprehensive and cutting-edge range of interactive STBs, as well as double and triple play CPE all of which are currently purchased by major MSOs across Europe, the Middle East, Asia, and Latin America:

### Ranging from standard to wireless and Voice over IP-enabled, these solutions include:

- the DCI1000/1100/1200 family, a compact, versatile and affordable platform for rapid deployment and which supports a variety of middleware and conditional access technologies.
- the DCI1500. The ideal platform for multi-room solutions and hybrid broadcast/IP video delivery. US version includes OCAP support.
- the DCI 5000 family, a double or triple play terminal that includes an inbuilt cable modem for fast and easy installation and enables new and exciting interactive services. The DCI5700 derivative includes an E-MTA.
- the DCI 6000 top of the range family, provides a full set of PVR solutions resulting in the ultimate personal TV experience by giving users the freedom to watch what they want, wherever and whenever they want.

The DCI5000/6000/7000/8000 platforms all support dual mode, broadcast/IP delivery of video, and high speed data and VoIP.

Given the ever-increasing take-up of high definition solutions, Thomson has leveraged its expertise in this field and extended its cable set-top-box offering through MPEG 4 HD-enabled products, the DCI 7000 and DCI8000 family (HD versions of the DCI5000 and DCI6000 respectively).

Thomson's ability to bundle combinations of products, such as voice-enabled modems with telephones or cable modems with IP phones, will give cable operators the flexibility and operational efficiencies required to successfully roll out triple play services.

**A partner to the cable industry.**



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