

November 3, 2023

## **VIA EDGAR SUBMISSION**

Securities and Exchange Commission Division of Corporation Finance Office of Manufacturing 100 F Street, N.E. Washington, D.C. 20549

Attention: Eiko Yaoita Pyles

Andrew Blume

Re: Harmonic Inc.

Form 10-K for the fiscal year ended December 31, 2022

Filed February 28, 2023 File No. 000-25826

Ladies and Gentlemen:

On behalf of Harmonic Inc. (the "Company"), we are responding to the comment of the staff of the Securities and Exchange Commission (the "Staff") contained in its letter dated October 23, 2023, to Walter Jankovic, the Company's Chief Financial Officer, regarding the above referenced Form 10-K (the "Form 10-K") filed on February 28, 2023 (File No. 000-25826).

In this letter, we have recited the comment from the staff in bold and italicized type and have followed each comment with the Company's response. References to "we," "our" or "us" mean the Company or its advisors, as the context may require.

Form 10-K for the fiscal year ended December 31, 2022

Notes to Consolidated Financial Statements
Note 4: Revenue, page 60

1. We note your response to prior comment 5. Your disclosures on page 36 indicate that the "Appliance and integration" revenue category "includes hardware, licenses and professional services" and that the "SaaS and service" revenue category "includes usage fees for our SaaS platform and support services." We further note that management makes several references to hardware, software, and SaaS revenues during the second quarter 2023 earnings call. Please tell us your consideration of separately disclosing revenues related to your hardware, software, and service offerings or similar categories. In doing so, identify all specific revenues categories regularly provided to your chief operating decision maker. In addition to ASC 606-10-50-5 and ASC 606-10-55-89 through 55-91, also see ASC 280-10-50-40.

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The Company respectfully advises the Staff that it has considered the guidance under ASC 606-10-50-5, ASC 606-10-55-89 through 55-91 and ASC 280-10-50-40. Accordingly, the Company will enhance the footnotes to the consolidated financial statements in its future filings, beginning with the Company's quarterly report on Form 10-Q for the three and nine months ending September 29, 2023, to contain additional quantitative disclosure of total revenues disaggregated by type.

Disclosure included in Note 10, "Segment Information" of the Notes to the Consolidated Financial Statements on page 16 of the Company's Form 10-Q for the Quarterly Period Ended September 29, 2023.

## **Disaggregation of Revenues**

The following table provides a summary of total revenues disaggregated by type:

|                                 | Three Months Ended |                    | Nine Months Ended  |                    |
|---------------------------------|--------------------|--------------------|--------------------|--------------------|
| (in thousands)                  | September 29, 2023 | September 30, 2022 | September 29, 2023 | September 30, 2022 |
| Product sales                   | \$ 76,133          | \$ 105,602         | \$ 283,551         | \$ 313,390         |
| Professional services           | 8,627              | 10,839             | 27,130             | 37,903             |
| Total Appliance and integration | 84,760             | 116,441            | 310,681            | 351,293            |
| SaaS                            | 12,540             | 8,862              | 37,707             | 24,168             |
| Support services                | 29,903             | 30,435             | 92,427             | 85,162             |
| Total SaaS and services         | 42,443             | 39,297             | 130,134            | 109,330            |
| Total revenue                   | \$ 127,203         | \$ 155,738         | \$ 440,815         | \$ 460,623         |

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Please direct your any questions or comments with respect to the Company's responses to me at (408) 490-6063. Thank you for your assistance.

Very truly yours,

/s/ Timothy Chu

Timothy Chu General Counsel, SVP HR and Corporate Secretary

cc: Patrick Harshman, Harmonic Inc. Walter Jankovic, Harmonic Inc.

Robert G. Day, Wilson Sonsini Goodrich & Rosati, P.C. Andrew S. Gillman, Wilson Sonsini Goodrich & Rosati, P.C.