



Butler-Bremer Communications Launches Cable IPTV Service With Harmonic and Falcon IP/Complete Solutions

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Harmonic's Direct-2-Edge™ Cable IPTV and Falcon's Bird to Box Video Solutions Deployed by Iowa Telecommunications Service Provider

ORLANDO, Fla.--(BUSINESS WIRE)--Nov. 10, 2009-- [Harmonic Inc.](#) (NASDAQ:HLIT) and Falcon IP/Complete today announced that Butler-Bremer Communications, a cable and telecommunications service provider based in Iowa, has selected the IP/Complete "bird to box" video solution and Harmonic's [Direct-2-Edge™ \(D2E\) solution](#) for Butler-Bremer's new cable IPTV service. The new Harmonic/Falcon cable IPTV solution enables Butler-Bremer to offer a comprehensive and high quality service lineup to all of its customers. Butler-Bremer also operates an IPTV service over its existing telephone network infrastructure and a fiber-to-the-home (FTTH) network.

"Our overall goal is to provide a unique IPTV service via multiple distribution networks—cable TV, Twisted Pair Copper and FTTH. The Falcon IP/Complete total IPTV system and Harmonic's Direct-2-Edge solution provide the best option in terms of value, quality and reliability, as well as ease of implementation and operation," stated Richard McBurney, Chief Executive Officer/General Manager of Butler-Bremer.

The Falcon IP/Complete IPTV delivery system encompasses content aggregation from satellites and routers, integration with middleware, and delivery over copper, fiber, and coax to the set top box. The Falcon solution will allow Butler-Bremer to deliver video service to a newly acquired exchange of Shell Rock, using FTTH and Copper networks. In addition, the system enables video service delivery to their cable TV exchanges over the coaxial plant—all from one total system.

Harmonic's D2E cable IPTV solution, incorporating the industry-leading [NSG™ 9000 universal edgeQAM](#) and D2E management software, enables cable operators to leverage their existing DOCSIS® and digital video investments to deliver broadband video to multiple screens, including traditional TV and the PC. D2E addresses the significant challenges associated with delivering DOCSIS-based video content over traditional CMTS-based architectures, and provides a substantial infrastructure cost savings.

"High quality IPTV solutions are important to offer independent telcos in North America the opportunity to provide competitive video services to their subscribers, and we are proud to add Butler-Bremer to our list of customers," said Donald R. Cook, President/CEO of Falcon IP/Complete.

"Harmonic's D2E solution offers the versatility and scalability for any size cable IPTV deployment, from a regional service provider up to a national operator with dozens of headends," said Yoav Derazon, Senior Manager, Cable Solutions and Strategy for Harmonic Inc. "Butler-Bremer can now offer a high quality cable IPTV service without large increases in operating or capital expenditures. Harmonic is committed to enabling a comprehensive range of video delivery solutions for operators like Butler-Bremer, who need a robust, simple and cost-effective solution for delivering a compelling cable IPTV service to subscribers."

Harmonic will showcase its telco video delivery solutions at TelcoTV booth #539 in Orlando, Florida, November 10-12.

About Butler-Bremer

Butler-Bremer Communications provides telephone and advanced data services to customers in an area of 175 square miles in Northeast Iowa, and have been a CATV service provider since 1984.

Their telephone service runs over a fiber optic network with a state-of-the-art telephone switch and is among the most advanced customers will find anywhere in the country.

Their philosophy is simple: offer top quality products and services, exceptional customer service, employ local people, support the communities they serve, and charge the lowest rates possible for latest telecommunications technology.

Butler-Bremer customers in the areas of Plainfield, Clarksville, Frederika, Shell Rock, and Nashua have the option to select economical packages of telecommunications and entertainment services, all on one bill from one local company. And, coming with their new Cable IPTV will be HDTV; DVRs; more movies, sports, and news; Interactive on-screen guide; and digital music.

For more information visit www.butler-bremer.com.

About Falcon IP/Complete

Falcon IP/Complete is a provider of an MPEG-4, end-to-end IPTV solution for the nation's telecommunications industry, including government agencies, developer and business communities, and healthcare and education institutions. Privately held, with its headquarters in Malden, Missouri, Falcon IP/Complete blends the customer's enterprise needs with its own ongoing communications training and research, to develop proven, exclusive, and cost-effective IPTV architectures and installations. Backed by 42 years of communications industry expertise, the company guarantees unprecedented, timely service and support, as well as the latest in content and interactive system options. For more information visit www.falconipcomplete.com and www.falconcommunications.com.

About Harmonic Inc.

Harmonic Inc. is redefining video delivery with the industry's most powerful solutions for delivering live and on-demand video to TVs, PCs and mobile devices. Harmonic's 20 years of technical innovation and market leadership enable the company to offer a unique and comprehensive solution portfolio—including encoding, transcoding, content preparation, stream processing, asset management, edge processing, and delivery. Broadcast,

cable, Internet, mobile, satellite and telecom service providers around the world choose Harmonic's IP-based digital video, software, and broadband edge and access solutions. Using these award-winning and industry-leading solutions, operators can reduce costs and differentiate their services by offering consumers a higher quality, personalized multi-screen experience.

Harmonic (NASDAQ:HLIT) is headquartered in Sunnyvale, California with R&D, sales and system integration centers worldwide. The company's customers, including many of the world's largest communications providers, deliver services in virtually every country. Visit www.harmonicinc.com for more information.

This press release may contain forward-looking statements within the meaning of Section 27(A) of the Securities Act of 1933 and Section 21(E) of the Securities Exchange Act of 1934, including statements related to: allowing Butler-Bremer to deliver video service to a newly acquired exchange.

Our expectations and beliefs regarding the capabilities of Harmonic's Direct-2 Edge™ (D2E) solution and the anticipated benefits for Butler-Bremer may not materialize, and actual results could differ materially from those projected. The forward-looking statements contained in this press release are also subject to other risks and uncertainties, including those more fully described in Harmonic's filings with the Securities and Exchange Commission including its recent Reports filed on Form 10-K and Form 10-Q. Harmonic does not undertake to update any forward-looking statements.

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