



# Press Release

## **Skitter.TV Joins Occam Networks' Partner Program as a Key Step to Solution Interoperability**

### ***Occam Packet Access Network (OPAN) Alliance Welcomes Emerging Video Solution Provider***

FOR IMMEDIATE RELEASE: June 30, 2010 (Washington, DC) — Skitter, Inc. today announced it has become a member of the Occam Packet Access Network (OPAN) alliance. The partner program outlines customer support, on-going testing, and joint sales and marketing activities that can occur between the two companies. The partnership highlights the need for validated video solutions in the growing over-the-top (OTT) video arena.

"Developing TV service strategies that include OTT is a high priority for many of our telco customers, and Occam Networks is committed to understanding and providing tested solutions that will help our customers succeed," said David Spence, Occam Networks director of business development. "Working together, we can better advise and support customers."

Occam Networks' interoperability certification process involves analyzing video stream bandwidth in both constant bitrate (CBR) and variable bitrate (VBR) scenarios, testing head-end video equipment for network compatibility and performance, and documenting network configuration recommendations.

"With a number of customers in various stages of installation of the Skitter.TV platform, we were committed to evaluating the solution in order to assist them with deployment," said Juan Vela, director of solutions marketing and strategy for Occam Networks. "We look forward to the successful deployment of the Skitter.TV solution in broadband networks powered by the BLC 6000 MSAP."

Robert Saunders, Skitter.TV president and co-founder, said that the partnership with Occam Networks will help service providers accelerate deployment at a critical moment in the telecommunications industry. "Service providers are facing a near-universal need to add value to their broadband offerings in light of increasing competition," Saunders said. "Joining the OPAN partner program is a major step in assuring that Skitter.TV and Occam Networks solutions can help accelerate successful deployment of OTT video while helping telco's improve customer loyalty and add new revenue via TV services."

Skitter.TV is a Silver Sponsor of the [Occam Networks Users' Group Conference](#) (ONUG 2010), being held this week at the Capital Hilton Hotel in Washington, DC. Skitter, Inc. President and Co-founder Robert Saunders will speak during a panel discussion on over-the-top (OTT) video on Thursday, July 1 at 1:00 p.m. The panel discussion will answer questions such as: Who is experimenting with OTT? What benefits are service providers seeing in OTT? How long will the transition take? Also participating on the panel is Skitter.TV customer [Hill Country Telephone](#), who will share details on their TV services strategy and their experiences with Skitter.TV.

(more)

## **About Skitter.TV**

Skitter.TV™ is a hybrid IPTV/over-the-top video platform enabling [telecomm service providers](#) to encode, configure, deliver and monetize converged entertainment services. Skitter.TV provides a broadband media experience on computers, televisions, mobile devices and gaming consoles. The end-to-end video and audio solution includes head-end hardware and software for integrated Web video, live (linear) cable network and broadcast TV, digital audio and video-on-demand content, delivered over IP via DSL, fiber optics or wireless networks. Skitter.TV's [end-user software and program guide](#) offer consumers' premium-quality high definition (HD) or standard definition (SD) multiscreen entertainment service that combines live and on-demand content in a unified, remote-control-driven environment.

## **About Skitter, Inc.**

Skitter is a converged media technology startup based in Atlanta, GA. Its founders have a combined experience base of more than 50 years in computing, telecommunications and Internet technology and more than 30 years in video technology, including numerous patents in video compression. For more information, visit [www.skitter.tv](http://www.skitter.tv).

## **About Occam Networks, Inc. (NASDAQ: OCNW)**

Occam Networks' broadband access solutions empower service providers to offer profitable new voice, data and video services over copper and fiber. Occam systems deliver flexibility and scalability in a Triple Play world. Over 3 million BLC 6000 ports are currently deployed at over 350 service providers worldwide. For more information, please visit [www.occamnetworks.com](http://www.occamnetworks.com).

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