



**Track Sessions**  
**Tuesday, September 29, 2009**  
**3:15 pm to 4:00 pm**

**T-701-G – Advanced Network Design, Construction and Management**

**T-701-G – Building Rural America with FTTH – Donald Gall, Pulse Broadband**

**Level:** General Audience

This paper will talk about the fundamentals of the distributed tap FTTH architecture and its benefit to initial capital dollars and longer term maintenance concerns. We will share some of the design strategies we use, as well as some success stories and a comparison to other potential network solutions.

*Has 38 years experience in the Cable Industry, the last ten with Pangrac & Associates, a well respected consulting firm. Among other efforts he has had leadership rolls in the SCTE, and awarded the prestigious Polaris award for innovation in fiber optics. He holds two patents related to FTTH architectures.*

**T-702-G – Advanced Network Design, Construction and Management**

**T-702-G – 10 Steps to FTTH Savings – Steve Klein, Allied Telesis**

**Level:** General Audience

illustrates design, feature and technologies which together contribute to a substantial reduction in OPEX and makes FTTH easier to deploy. It also shows how improved OPEX and QoE, as well as the all-important enablement of new services and revenues are attained.

*Joined Allied Telesis in 2009, bringing 25 years experience in fiber and broadband access. Previously was at Zhone as Director Marketing, VP Business Development for Tut Systems and Next Level Communications. Steve also worked for NEC and Pacific Telephone.*

**T-703-G – Building FTTH Revenues**

**T-703-G – Broadband in Indian Country: Bringing Telecommunications to the Reservation**  
**Marsha Spellman & Adam Haas, Converge Communications**

**Level:** General Audience

Indian Reservations lack many telecommunications services that the rest of America takes for granted. With the advent of broadband, the Tribes want to take part of the new telecommunications opportunities including broadband for economic development, healthcare and distance learning. Reaching out to Indian tribes to provide fiber is a great opportunity and a difficult challenge but ultimately worth it.

*Marsha Spellman, President of Converge Communications. Responsible for strategic planning with a speciality on telecom regulatory work and grant writing. Previous positions include Telecommunications Specialist for the Oregon Cable Telecommunications Association and Asst Director, Regulatory for CHR Solutions.*

*Adam Haas has managed telephony, cable and data systems from Portland, OR to the UK. He specializes in convergent telecom with an emphasis in apartment communities. Recently, he has focused on bringing broadband to rural communities, including: rural public utility districts; economic development groups and Indian tribes*

**T-704-G – Success Stories**

**T-704-G – Improving FTTH Efficiency: Happier Customers at a Lower Cost –**  
**Ryan Elswick, Sunset Digital Communications**

**Level:** General Audience

Success can be found in deploying and managing FTTH efficiently. It can lower the amount of time it takes to connect customers, improve customer satisfaction, provide significant cost savings in man-hours, equipment and fuel, and reduce your company's carbon footprint.

*Mr. Elswick is Vice President of Sunset Digital, a FTTH provider in Virginia. Mr. Elswick has helped manage Sunset's growth from an idea to a network of over 500 miles and 600 customers. Today he focuses on customer service while improving efficiency and increased speed of FTTH build-outs.*