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# Who is Alcatel

- Worldwide leader in broadband deployment with DSL, fiber, and wireless platforms.
- Global partnership with Microsoft in deploying IPTV.
- More than 30 IPTV projects globally, including U.S.
- Partnership with AT&T Project Lightspeed to deliver IPTV services to more than 18 million homes by year end 2008.
- Recently named vendor for Verizon's GPON upgrade to the FTTH deployment.

# Alcatel Advocacy in §621

- Finalize Order by the end of 2006.
- Recognize strong link between video services and broadband deployment.
- Streamline entry for competitive providers:
  1. Establish a **strict time line** for application review,
  2. Eliminate adverse **level playing field** laws, and
  3. exempt competitive entrants from **burdensome build out** requirements.

# Benefits of Streamlined Entry

- Three factors to video competition: (1) technology, (2) business, and (3) regulation. The regulatory environment remains uncertain and a disincentive.
- Regulatory certainty and streamlined entry will:
  1. Provide much needed **price competition** to incumbent cable & satellite services,
  2. Increase **consumer choice** for video services and content,
  3. Strengthen the business case for next generation **broadband deployment**, and
  4. Create a **healthy investment cycle** in triple play over multiple, competing broadband and video platforms.

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