



## **Press Release**

### **Consolidated Telcom Chooses Latens FCAS to Increase Security and Operational Flexibility for IPTV Services**

*Flexible and cost-effective smartcard-less CA solution offers protection of services while reducing costs and simplifying customer care*

**ATLANTA, Ga. – October 22 2007** – Latens Systems, the leading provider of software security solutions for Pay-TV & IPTV, today announced that Consolidated Telcom, southwestern North Dakota's communications leader, has chosen the Latens Foundation CA solution (FCAS) to secure its IPTV services.

Consolidated Telcom has chosen the pre-integrated Latens and Minerva solution - which combines FCAS with Minerva's iTV Manager middleware - and ADB set-top boxes to obtain a flexible and cost-effective IPTV infrastructure system.

Visitors to the TelcoTV conference and exhibition (Atlanta, Georgia, October 23-25, 2007) will be able to see the full range of Latens' IPTV security solutions at its booth, #144.

Consolidated Telcom, based in Dickinson, North Dakota, serves more than 20,000 customers with voice, data and television services, offering over 200 channels including premium content and movie channels.

"Latens FCAS allows us to secure content and programming across our platform in a way that reduces operational costs, is fully flexible and upgradeable, and ensures that we can provide our customers with a highly reliable, exciting IPTV service," said Paul Schuetzler, CEO, Consolidated Telcom. "We continually strive to offer our customers innovative and high quality services, and Latens' FCAS will help us to achieve this."

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FCAS offers a high level of flexibility, allowing the operator to choose the CA components that are relevant to its business, which eliminates unnecessary running costs and operational complexity. FCAS also offers 'no compromise' security; is fully upgradeable and is easy to install and support.

"The fact that the pre-integrated Latens and Minerva solution is already live with ADB set-top boxes gave Consolidated Telcom a lot of confidence in our solution," says Dean Kashlan, GM and VP, Latens Americas. "This combined with the high flexibility, high security and ease of installation led Consolidated to join the growing ranks of US telcos relying upon Latens CA."

#### **About Latens Systems**

Latens designs, creates and deploys industry-leading software solutions to enable Pay-TV and IPTV operators to secure content, protect revenues and operate more efficiently. Latens' pioneering design of downloadable, software based Conditional Access Systems is based on the company's patented Secure Software Module technology and management systems, which ensure that all Pay-TV and IPTV operators can now cost-effectively maximize security. Latens also designs software components that interoperate with Latens Conditional Access Systems to increase an operator's flexibility and efficiency while simplifying the launch of new revenue generating services, such as VOD, PVR and network PVR. Founded in 2002, Latens is the world's fastest growing CA supplier. The company is based in Belfast, Northern Ireland with offices in Atlanta, London and Singapore.

For more information, please visit: [www.latens.com](http://www.latens.com)

#### **About Consolidated**

Consolidated is Southwestern North Dakota's communications leader, serving more than 20,000 customers with voice services, data services and cable television. Consolidated Telcom (originally Consolidated Telephone Cooperative) was formed in 1961. It was born of a commitment to serve communities that were not being served by for-profit telephone companies. Over the years, Consolidated has grown into a full-service telecommunications company and currently employs about 100 people.

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