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## **Emery Telcom partners with Latens to Launch IPTV**

*Leading Utah Telco utilizes Latens ECO middleware for IPTV delivery*

**ATLANTA – Nov. 10, 2009 – [Latens](#)**, a developer of middleware and software-based security solutions for subscription cable and IPTV services, today announce that Emery Telcom has launched IPTV services in Utah powered by Latens ECO middleware and pre-integrated conditional access system (CAS).

Emery Telcom is one of Utah's leading providers of telecommunication services. Based in Orangeville, Utah, Emery Telcom was formed as a cooperative in 1950 and has since earned industry-wide recognition for its excellence. Adding IPTV to its high quality service line up, Emery's 'ETV Interactive' service provides almost 200 channels of SD and HD programming and DVR services.

Latens ECO is an industry leading middleware platform, featuring pre-integrated conditional access software, that brings true multimedia networking to the home. Enabling telcos to deliver dynamic video control features that help them increase subscribers and reduce churn, ECO broadens the scope for operators enabling a truly interactive IPTV service capable of supporting a variety of capabilities like DVR, Remote DVR and OTT TV.

At Emery Telcom, Latens ECO has been integrated and deployed with ADB set-top boxes and Avail TVN headend for a truly state-of-the-art IPTV service.

"The deployment of our IPTV service is a significant step forward in our efforts to offer our customers the most advanced services." says Jared Anderson, Chief Business Manager, Emery Telcom. "Latens ECO provides us with a cost effective solution, with great flexibility in customization to match our unique requirements for user experience, while fitting in with our business model and reducing our OPEX in relation to the other middleware systems we evaluated. Latens' extensive knowledge of Pay TV services has also been invaluable to us, helping us to successfully launch our IPTV service in such a difficult market." he concluded.

“We have worked closely with Emery to help them launch their IPTV service customized to the ETV Interactive user experience and business needs, resulting in a truly industry leading IPTV service.” says Phil Cardy, Product Marketing Director, Latens. “We are looking forward to working closely with Emery Telcom as they continue to roll out and evolve their IPTV offerings.”

#### **About Emery Telcom**

Emery Telcom is one of Utah's leading providers of telecommunication services. Based in Orangeville, Utah, Emery Telcom was formed as a cooperative in 1950 and has since earned industry-wide recognition for its excellence. The telecommunications company serves thousands of telephone customers throughout communities in Carbon, Emery, Grand, and Wayne Counties providing local and long distance services, internet access, cable television and advanced telecommunications such as DSL and other high-speed digital internet connections. For more information visit [www.emerytelcom.com](http://www.emerytelcom.com)

#### **About Latens**

Latens is leading the way in standards compliant Conditional Access and Middleware software, enabling operators of broadband and broadcast Pay TV networks around the world to securely deliver next generation entertainment services to set-top boxes, PCs, mobile devices and home networks. With offices in the US, UK and India, Latens' customer base stretches to over 100 installations in more than 20 countries. For more information about Latens please visit [www.latens.com](http://www.latens.com)

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