



**An Overview
for
Select Committee on Efficiency in Government**

Interim Committee

Kallispell Montana

8-22-2011



About Cablevision

- Publicly Traded Fortune 500 Company (NYSE: CVC)
- Founded in 1973 – Charles Dolan
- Today is one of the nation’s leading media and telecommunications companies
- Operating state-of-the-art network that passes 6 million households and businesses in NY Metro Area and four western states of MT, WY, CO, and UT (acquired Bresnan in 2010)
- In May 2011 started offering households and businesses Award Winning Products & Services under the “Optimum” Brand Name
 - Internet (OOL) Voice (OV) and Video (OTV)
 - Existing customers and New customers
- A rich history that also includes programming, print media, theatres, sports arenas and professional sports teams



Cablevision in Montana

- Completed Bresnan acquisition in December 2010
- Continue with Bresnan's strong history of investing in MT, with tens of millions of dollars into network infrastructure in 2011 alone
- Expanding existing offices and opening up new offices, hiring new employees in all departments



THE WORLD IS MOVING FAST.
OPTIMUM ONLINE IS FASTER.



IT'S MORE THAN A PHONE.
IT'S OPTIMUM VOICE.



YOUR TV CAN DO A LOT.
iO TV CAN DO A LOT MORE.

 **CABLEVISION**



Cablevision in Montana

- Residential Offerings & SMB Offerings
 - Better TV
 - Faster Internet
 - Smarter Phone
 - Low Cost - No Contract
- Enterprise Businesses
 - Large Businesses
 - Vertical Markets
 - Government
 - Education
 - Medical



- Triple Play
- Digital TV
- High Speed Internet
- Digital Phone

Welcome to Optimum.

Bresnan Communications is now Optimum.

[Learn More](#)

- Welcome to Optimum
- Optimum Triple Play
- Optimum TV
- Optimum Online
- Optimum Voice

Better Television

Hundreds of channels available. And HD is always free with Optimum TV.

[Visit Optimum TV](#)

Faster Internet

Up to 10x faster than phone company DSL.

[Visit Optimum Online](#)

Smarter Phone

Unlimited local and long distance calling with no extra fees.

[Visit Optimum Voice](#)

Optimum Business

Put the power of Optimum to work for your business.

[Visit Optimum Business](#)

Enter ZIP [Check Availability](#)


Quick Jump

- [Current Bresnan Customers](#)
- [Channel Lineups](#)
- [Sign in to webmail](#)
- [View & pay your bill online](#)
- [Pricing and Packages](#)
- [Optimum Rewards](#)

To order, call **1.866.230.9575**.

Residential Offerings





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Residential Services Business Services My Account Customer Support Search



Triple Play



Digital TV



High Speed Internet



Digital Phone



now
IS THE TIME FOR THE  **TRIPLE PLAY.**

Three great services just **\$89.85*** a month for a year when combined.

Welcome to Optimum **Optimum Triple Play** Optimum TV Optimum Online Optimum Voice

Better Television



Hundreds of channels available. And HD is always free with Optimum TV.

▶ Visit Optimum TV

Faster Internet



Up to 10x faster than phone company DSL.

▶ Visit Optimum Online

Smarter Phone



Unlimited local and long distance calling with no extra fees.

▶ Visit Optimum Voice

Optimum Business



Put the power of Optimum to work for your business.

▶ Visit Optimum Business

Enter ZIP

Quick Jump

- ▶ Current Bresnan Customers
- ▶ Channel Lineups
- ▶ Sign in to webmail
- ▶ View & pay your bill online
- ▶ Pricing and Packages
- ▶ Optimum Rewards

To order, call **1.866.230.9575**.

Residential Offerings



Optimum TV® - Better TV

- » Enjoy all your favorite channels in HD, for FREE, including local channels
- » Access to thousands of movies and shows every month On Demand
- » There's no expensive equipment to buy or long-term contracts to sign.

► [Learn more about Optimum TV](#)



Optimum Online® - Faster Internet

- » Up to 15.0 Mbps download speeds -- that's up to 10X faster than phone company DSL
- » CA's Internet Security Suite Plus is FREE for all Optimum Online customers.
- » Optimum Online is ranked "Highest in Customer Satisfaction among High-Speed Internet Service Providers in the Eastern Region," according to J.D. Power and Associates.

► [Learn more about Optimum Online](#)



Optimum Voice® - Smarter Phone

- » Unlimited local and long distance calling anywhere in the U.S., Canada, Puerto Rico and the U.S. Virgin Islands
- » There's no hidden fees or extra charges, and 411 directory assistance calls are free!
- » Plus, you can keep your current phone number.
- » Optimum Voice is ranked "Highest in Residential Telephone Customer Satisfaction in the Eastern Region," according to J.D. Power and Associates.

► [Learn more about Optimum Voice](#)



SMB Offerings



Home > Business Solutions > Small Business Solutions

Small Business Solutions

Small Business Solutions

High Speed Internet

Digital Phone

Special Offers

Digital TV

Support

Pricing

Enterprise Solutions



Optimum Phone & Internet Services for Your Business
\$29⁹⁵
each a month for 12 mo. when combined*



The Business Your Business Can Rely On

Honest, straightforward pricing you can depend on for all your communications needs, high-speed Internet, phone and TV. With Optimum Business, there are no annual contracts, no hidden fees - unlike the phone company.

- » **30 Day Money Back Guarantee** — Our commitment to our customers is only enhanced by our 30 day money back guarantee. Try it, and if after 30 days you're not completely satisfied with your Optimum Business products, we'll give you your money back.
- » **24/7/365 local Tech and customer Support** — As an Optimum Business customer, you can access a dedicated technical support team to answer any questions, day or night.
- » **4 Hours to Repair/Resolve** — Optimum Business will repair any service issues within 4 hours of a customer calling.
- » **Local Network Monitoring 24/7/365** — We proactively watch the network to make sure it performs for your business.

JD Power

Optimum Business has been awarded "Highest Customer Satisfaction Among Telephone Service Providers For Small/Midsize Businesses Two Years in a Row."

[*See Special Offer details](#)

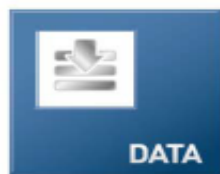
Chat Open 7am to 10pm



Need Help?
Chat with an Agent

Order Now!
Call 1.877.747.3669

Enterprise Offerings



Metro Ethernet Services	Solutions Based & Cost Effective
<ul style="list-style-type: none"> E-Line V-Line E-LAN Virtual Private Ring Service 	Gain the benefits of our 100% fiber-optic network and Metro Ethernet connections
Optical Transport Services	Flexible & Scalable
<ul style="list-style-type: none"> Point to Point Low Latency 10Gb OTS Bundle 	Count on greater capacity and control of your network
Optimum Lightpath Internet	High Speed & High Performance
<ul style="list-style-type: none"> Dedicated Internet Access 	Give your business peace of mind with reliable Internet access
Optimum Lightpath Voice	Robust & Feature-Rich
<ul style="list-style-type: none"> Internet Voice Bundle Hosted Voice Premise Voice Toll Free Audio Conference 	Enhance productivity with an IP-based or traditional voice solution
Optimum Lightpath Video	Reliable & Resilient
<ul style="list-style-type: none"> Video Transport Managed Video 	Experience the performance and reliability of broadcast-quality video services
Optimum Lightpath Managed Services	Complete & Fully-Managed
<ul style="list-style-type: none"> Hosted Voice Premise Voice Managed Video 	Rely on leading-edge technology and on-going maintenance with this complete solution



Cablevision in Montana

- The State Of Montana – Our Customers
 - Today we have hundreds of thousands of household customers, and thousands of business customers, in the four state western region. Many of them in the State Of Montana.
 - We started marketing and selling the Optimum Products and Services in May of this year.
 - Interest and overall demand for these Products and Services from both existing customers and new customers has been extremely high.



Cablevision in Montana

- The State Of Montana – The Account
 - In 2008 Bresnan was selected to be the data services provider for the State Of Montana
 - More than half of the eligible locations have been converted to Optimum
 - Orders to convert more locations to Optimum are currently underway
 - Converting locations to Optimum
 - Saves The State Of Montana in telecom costs
 - Dramatically increases the bandwidth to the location
 - Reliable and secure network providing scalability for future demands



State Of Montana – Efficiencies For Tomorrow

1. Convert more locations to Optimum Data Services
2. Consider Optimum for Voice Services
3. Consider Optimum for Internet Access
4. Consider Optimum Managed Services
 1. Hosted Voice, Premise Voice, Video Conferencing
5. Explore Remote Worker Opportunities
6. Explore Emerging Market Applications
 1. Enhanced Traffic Enforcement & Technology
 2. Energy System monitoring and management
 3. Video Surveillance
7. Explore Partnerships concerning Data Center Development & Management
8. Prepare for Cloud Computing – Software-As-A-Service Trends
9. The more households and businesses on Optimum, the easier it will be for them interact with government



State Of Montana Account – Efficiencies For Tomorrow

- **Benefits Must Include**
 - Cost Savings To State Account & Constituents
 - Faster Service
 - More Reliable Service
 - Scalable For Future Demand