



// DOCSIS & FIBER PLAYBOOK

Petrus Saves on Power, Space & Cooling Costs with Next-Gen Broadband Architecture

Greener Solution from Harmonic enables faster broadband speeds & a reliable path to Fiber

WHAT CUSTOMERS WANT



HIGH-SPEED BROADBAND



RELIABLE SERVICES



GREENER SOLUTIONS



EXCELLENT SERVICE QUALITY



ENHANCED CONNECTIVITY

Envisioning a Flexible Broadband Architecture

Petrus is an independent telecommunications operator in Poland providing fixed and mobile, telephony and broadband access, digital cable television services, and a range of dedicated services for B2B customers. Today, tens of thousands of recipients from the Pomeranian and Kujawsko-Pomorskie voivodeships in Poland use its services.

Being ranked as one of the top cable operators in Poland, by Polish chamber of Electronic Communications, Petrus aims to deliver faster, more reliable internet services and chose to upgrade its plant to DOCSIS 3.1. Network agility was a key business objective for Petrus to more easily adapt to evolving network requirements and bandwidth demands.

Transitioning to Modern Infrastructure

Petrus chose to deploy Harmonic's CableOS® Cloud-Native Core Platform in a distributed access architecture (DAA), with Harmonic's market leading virtualized CMTS, its Shell Remote PHY (R-PHY) nodes and Reef R-PHY shelves.

Supported by Harmonic's local verified authorized reseller and system integrator Klonex, Petrus was able to deploy the CableOS Platform and network edge devices to unify its legacy and next generation services. Klonex worked hand-in-hand with Petrus from comprehensive evaluation of the CableOS Platform and virtualized CMTS software in its lab, to integration and roll out.

Delivering Next-Gen Broadband

Harmonic's CableOS Platform provided the upgrade to DOCSIS 3.1. It also enabled Petrus to leverage virtualized CMTS and DAA to sustainably deliver high-speed broadband to its subscribers and set the framework to provide even more advanced broadband services going forward.

Key wins include:

Significant power savings: Power savings are critical for Petrus as Poland is expecting an 180% increase in electricity prices in 2023. By moving to R-PHY, Petrus lowered power consumption by 40%, reduced monthly electricity usage by over 6,000 kWh, and reduced yearly usage by over 80,000 kWh. Further migration to R-PHY could offer up to 70% savings, as we've seen with other Harmonic customers.

Faster speeds: Upgrading to DOCSIS 3.1 enabled Petrus to increase its bandwidth capacity to offer a new gigabit service tier to its subscribers that demand ever faster broadband speeds.

Reduced hardware costs: Harmonic's virtualized CMTS leverages a software-based approach to simplify DOCSIS upgrades and scale capacity with less hardware investment. The CableOS Platform has reduced the operator's headend footprint from 55RU to 17RU across their three locations.

Centralized operations: The CableOS Platform allows Petrus to increase operational efficiency. It can manage, operate and configure its access network from a single physical location, versus having CMTS solutions in multiple locations.

Enhanced reliability: The CableOS Platform places headend functions closer to the edge, resulting in superior quality of service for Petrus subscribers. The platform simplified the upgrade to DOCSIS 3.1 which also improved the overall robustness and reliability of Petrus' broadband service.

Increased agility: Harmonic's CableOS Platform is the only virtualized solution on the market with a common, converged multi-access provider edge and multi-vendor interoperability.

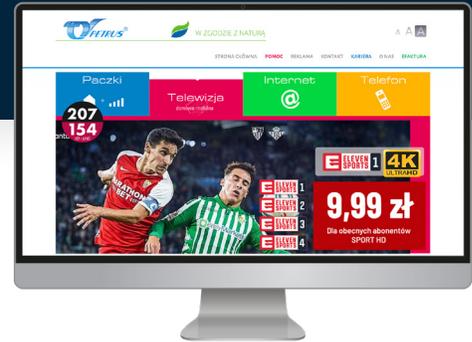
A Sustainable Solution for Future Growth

With the CableOS Platform Petrus has more options for network evolution today, and a greener, more agile foundation for future growth. Petrus chose the CableOS Platform to modernize its network, with a greener way to converge DOCSIS and fiber networks, and a create a seamless path to 10G PON and future DOCSIS 4.0 capabilities.

Migrating to a greener access architecture with Harmonic resulted in unexpected, but welcome power savings. We now have a sustainable and agile foundation for delivering next-gen broadband."

Marcin Granowski

CEO at Petrus



The Power of CableOS Platform

70%

Potential power savings



Streamline operations



Enhance network performance



Converge DOCSIS & Fiber



Roll out new services fast