



# Connected Devices & Home Solutions Cable Gateways Roadmap

# Agenda

- Market Trends
- Home Solution Update
- Strategy, Differentiation, Resources
- ANGA Demos

# Market Trends

## Ultra Fast BB Gateways

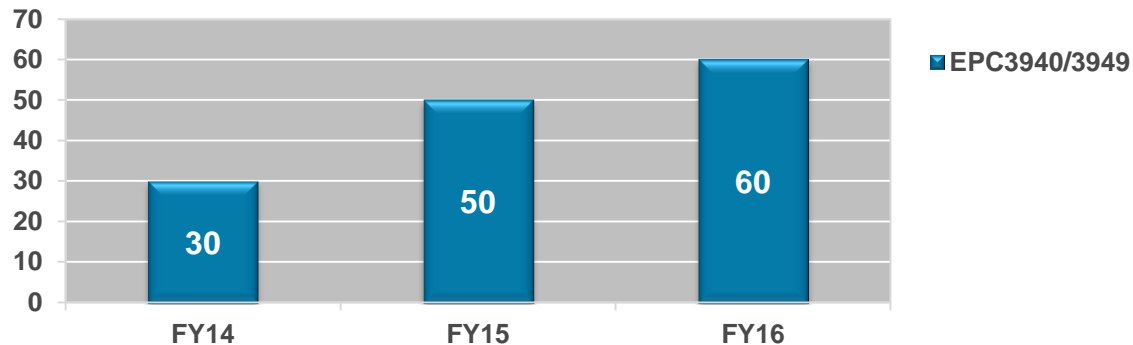


# Target Markets & Targeted Customers

## Ultra Fast BB Gateways

- **Market shift towards Ultra High Speed Broadband** allowing Service Providers to enable additional services for customers
- Demand for **better WiFi coverage with 3x3 MiMo & 802.11ac** allowing Service Providers reduce churn & service costs
- **Transition step** to a Unified Gateway allowing SP's to **enable services** now and **retain market share** for the future

## EMEAR Market Potential



## Targeted Customers

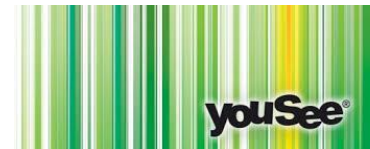
blizoo  
fiber power



Get



Magyar Telekom



Ziggo

# Product Roadmap & Specifications



# DOCSIS CPE Product Portfolio

## Cable Modems



DOCSIS 2.0



4X4 DOCSIS 3.0



8X4 DOCSIS 3.0

## Cable Modem with Digital Voice



D2.0 EMTA



D3.0 EMTA



D3.0 EMTA with battery

## Residential Gateways



D2.0 Voice and Data



D3.0 Data Only



D3.0 Data with  
Digital Voice

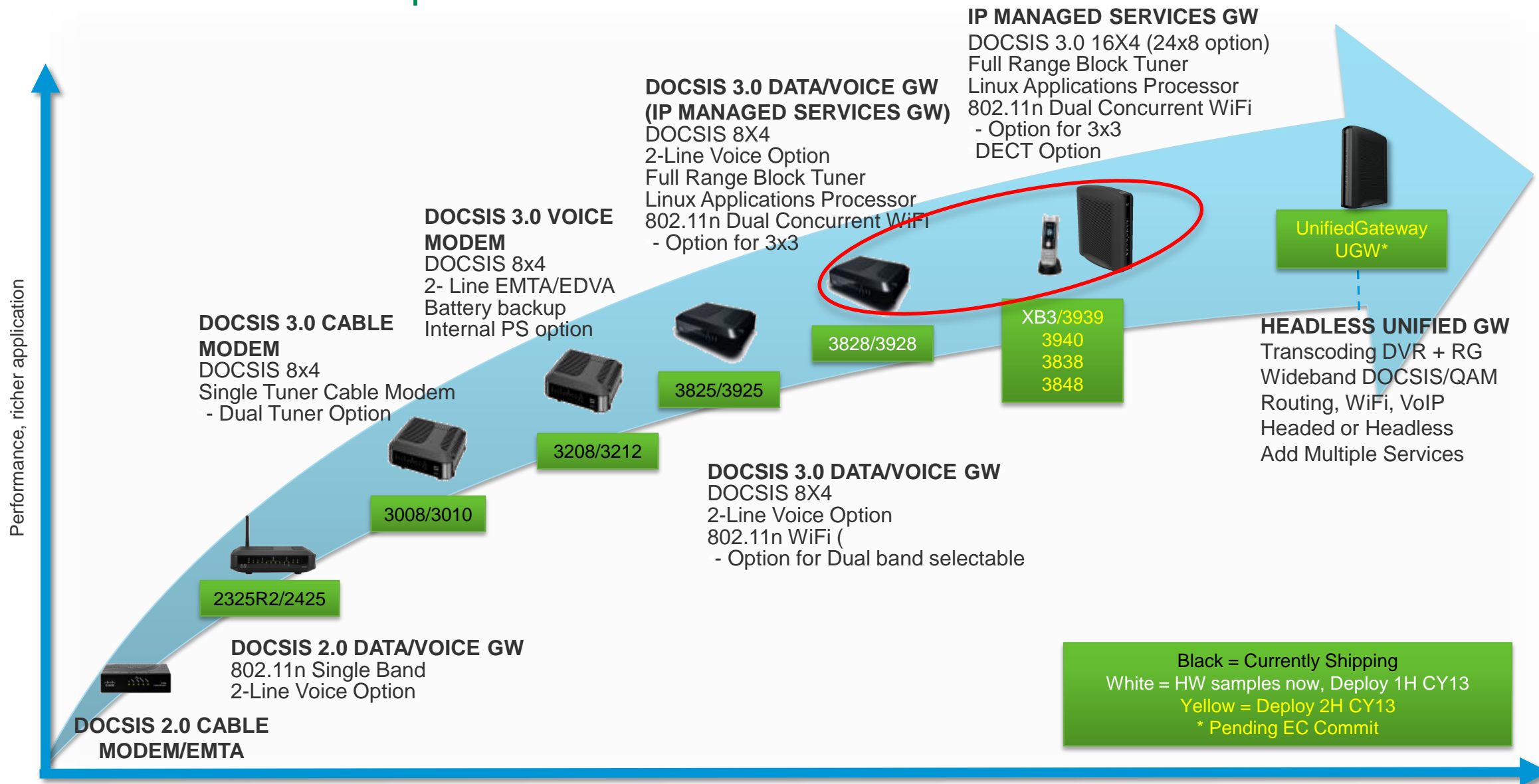
## Advanced Gateways



Integrate Data, Voice and  
Wireless with Hosted  
Applications  
802.11ac, 16x4, 24x8  
Channel Bonding  
NEW PRODUCT

# Connected Devices Global DOCSIS Platforms

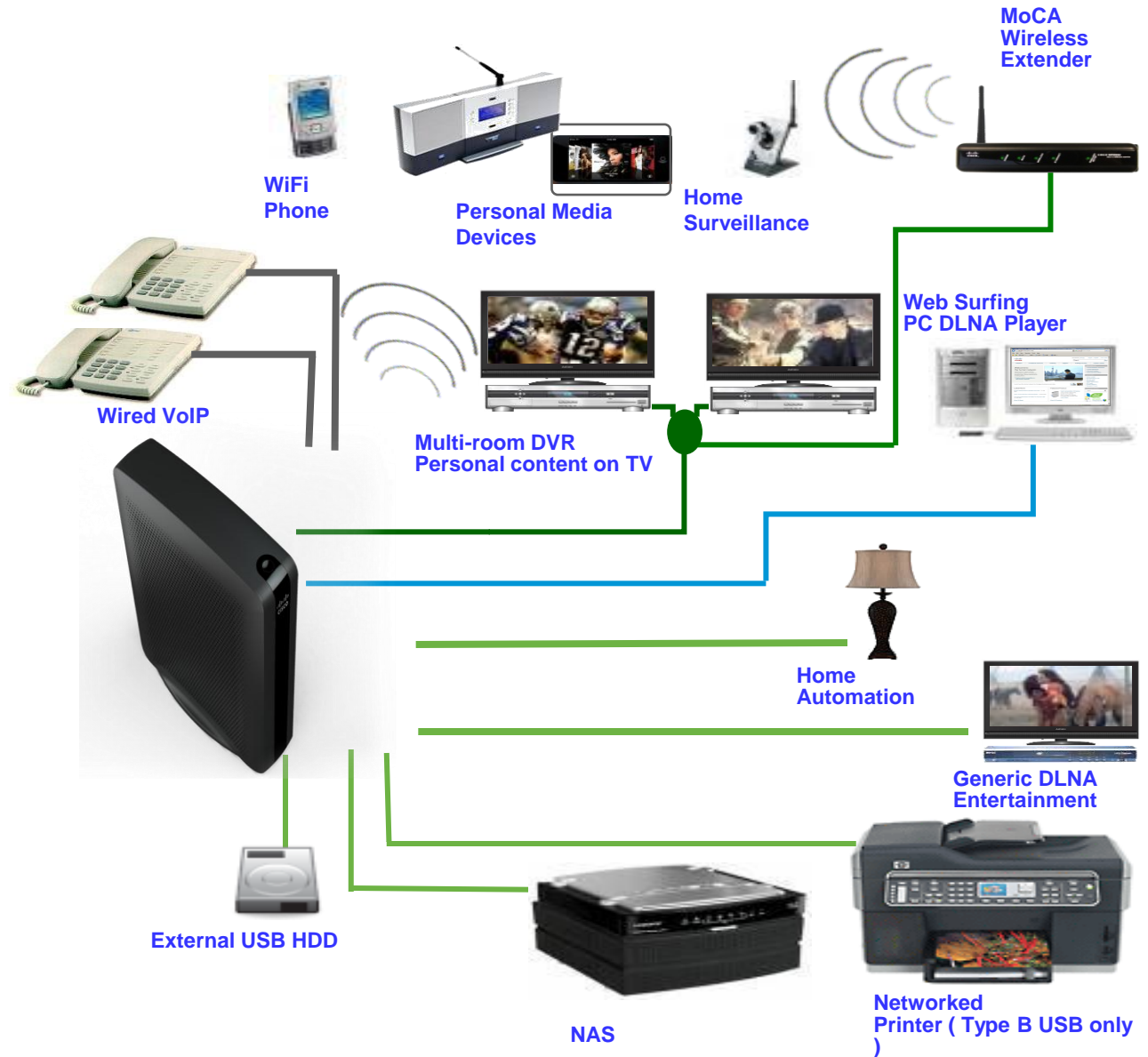
## Committed Roadmap



# EPC 3838/3848/3940

## Cable IP Managed Services Gateways

- **DOCSIS 3.0 High Speed Data and EMTA**
  - 16x4/24x8 configuration, Full spectrum tuner
  - 2-voice ports for wired voice
- **Router for Home Networking**
  - Share Internet Access
    - DHCP, NAT and Firewall
    - **Browser base file management (Samba)**
    - Router features provisionable by XML or SNMP
  - Wired networking
    - Ethernet
    - **USB Host**
- **Wireless MultiMedia (WMM)**
  - Option for various radio configurations
    - **2x2, 3x3 dual-band**
    - **Concurrent or non-concurrent dual-band**
    - **802.11 AC Options**
  - 8 SSIDs total per radio
    - 1 Consumer managed for Home Networking
    - 7 Enterprise Managed
      - “Hot Spot” data services
  - QoS, Power Save and Setup
- **Digital Media Server DMS**
  - DLNA/UPnP media server**
    - Personal in-home content sharing
- **Applications**
  - Content backup
  - Linux application processor for applications**
    - NAS, DLNA Server, etc..





# D/EPC3928 and D/EPC3828 Overview



- Next Generation 8x4 capable Data and Voice Gateway products.
- Dual-Band WiFi with multiple antennae arrays and power options.
- Uses latest SOC technology for optimal performance.
- Integrated Full-Spectrum Tuner Design
- Integrated Linux-OS for application functionality.

## D/EPC3828 (Data Gateway)

- WiFi: Dual Band (2.4GHz and 5GHz) and single band (2.4GHz) designs
- WiFi: 2x2 and 3x3 antennae arrays with standard power options
- Router: N=4 10/100/1000 ports
- Other: USB
- WAN Port option ( Select configuration only )
- Availability
  - Samples: Q1CY2013
  - Production ( Orderability Ready ) : Q2CY2013

## D/EPC3928 (Voice Gateway)

- WiFi: Dual Band (2.4GHz and 5GHz) and single band (2.4GHz) designs
- WiFi: 2x2 and 3x3 antennae arrays with standard power options
- Router: N=4 10/100/1000 ports
- Other: USB
- WAN Port option ( Select configuration only )
- **Voice: N=2 FXS Ports, Supports PC1.5**
- **Availability:**
  - **Sample : Q1/Q2 CY 2013**
  - **Production ( Orderability Ready ) : Q2CY2013**

# D/EPC3838 and D/EPC3848 Overview



- Next Generation 16x4 /24x8 capable Data Gateway products.
- Dual-Band WiFi with multiple antennae arrays and power options.
- Uses latest SOC technology for optimal performance.
- Integrated Full-Spectrum Tuner Design
- Integrated Linux-OS for application functionality.
- Primarily Intel Puma 6 /MG based designs

## D/EPC3838 (Data Gateway)

- WiFi: Dual Band (2.4GHz and 5GHz)
- WiFi: 3x3 antennae arrays with High power options
- WiFi : 802.11n and AC
- Router: N=4 10/100/1000 ports
- Other: USB, MoCA 2.0
- 16x4 Channel Bonding
- Availability
  - Sample : Q3CY2013
  - Production ( Orderability Ready ) : Q42013

## D/EPC3848 (Data Gateway)

- WiFi: Dual Band (2.4GHz and 5GHz)
- WiFi: 3x3 antennae High power options
- WiFi :802.11n and AC
- Router: N=4 10/100/1000 ports
- 802.11 AC Option
- Other: USB, MoCA 2.0
- 24x8 Channel Bonding
- Availability
  - Sample : Q3CY2013
  - Production ( Orderability Ready ) : Q4CY 2013

# D/EPC 3940/3949 – Voice Gateway Overview



- Next Generation 16x4 capable Voice Gateway products.
- Dual-Band WiFi with multiple antennae arrays and power options.
- Uses latest SOC technology for optimal performance.
- Integrated Full-Spectrum Tuner Design
- Integrated Linux-OS for application functionality.
- BRCM Based 33843 (16x4) SoC,

## D/EPC3940 (Voice Gateway)

- WiFi: Dual Band (2.4GHz and 5GHz)
- WiFi: 3x3 antennae arrays with standard and High transmit power (26dBmV) options
- 802.11AC Option
- Router for Home Networking
- N=4 10/100/1000 ports, USB host port
- 16x4 Channel Bonding
- Availability:
  - Sample: Q3 2013
  - Production (Orderability Ready): Q4 2013

## D/EPC3949 (Voice Gateway)

- WiFi: Dual Band (2.4GHz and 5GHz)
- WiFi: 3x3 antennae arrays with standard and High transmit power (26dBmV) options
- 802.11AC option
- Router for Home Networking
- N=4 10/100/1000 ports, USB host port
- 24x8 Channel Bonding
- Availability:
  - Sample: TBD
  - Production: TBD

Planning

# Strategy, Differentiation, Resources



# Portfolio, Solution Strategy & Differentiation

## Ultra Fast BB Gateways

## What Do We Sell / How Do We Differentiate



- **CPE hardware** (16\*4 greater down streaming, 802,11ac hardware)
- **Prime Home** remote management
- **OpenRG** Residential Gateway Software

## When and How Do We Engage

- **Now → Promote Ultra Fast BB Gateways value proposition**, including the EPC3940/3949 platform + roadmap
- **Summer 2013 → EPC3940 samples available** for trials and customer testing

## Selling Resources / Main Contacts

- EMEAR Video Solutions Business development team

## Call To Actions For Sales

- **Highlight new opportunity and support qualification** (scope, business, technical)
- **Drive early engagement** at selected accounts

# Cisco @ ANGA

- Cisco Booth : Level 10.2/ Booth J13

- Demos :

## **EPC3940 & EPC3949 : Next Generation Docsis 3.0 16\*4 & 24\*8 Voice Gateway with Linux**

This demo will feature the Dual Band (2.4GHz and 5GHz) with 2x2 MIMO (optional 3x3 & 802.11ac). It will showcase the spectrum analyzer & throughput features.

## **EPC3928 8\*4 Gateway with Jungo SW**

This demo will show the EPC3928 8\*4 product with use of Jungo SW (Panorama, Rainbow). Panorama is a platform based on the TR-069 standard that allows SPs to control gateways, set-top boxes and other CPE as well as broadband voice, data & video. Rainbow is an application framework for broadband gateways that allows SPs to develop and support unified applications across different CPEs and the install base.

Thank you.

