



TelcoTV Press Release

Farmers Telecom Selects Latens FCAS Solution To Secure Content And Revenues Of IPTV Services

'No compromise' security, time to market and operational flexibility key factors in choice of Latens FCAS solution

TelcoTV, ATLANTA, Ga. – October 23 2007 – At TelcoTV (Georgia World Congress Center, Atlanta, October 23-25, 2007), Latens Systems, the leading provider of software security solutions for Pay-TV & IPTV, today announced that Farmers Telephone Cooperative, Inc. (FTC), a telecommunications company headquartered in Kingstree, South Carolina, has selected Latens' Foundation CA Solution (FCAS) to secure its IPTV services.

FTC has chosen the pre-integrated Latens and Minerva solution, which comprises Latens FCAS and Minerva's iTV Manager middleware. This will run on set-top boxes from Motorola and ADB, to provide FTC with a highly flexible and secure IPTV delivery 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.

FTC provides cutting-edge technology to over 60,000 business and residential customers within a coverage range of over 3,000 miles. The company's IPTV offering is latest service to be launched on its network.

"Latens' FCAS was the most attractive solution for our requirements as it offers a high level of protection and security, as well as allowing flexibility in terms of deployment, which in turn enables us to make savings on our operational costs, both now and in the future," said Richard Haddock, Chief Engineer at Farmer Tel "We are focused on providing our customers with the latest, most innovative technology, and our IPTV offering is the next step in this vision."

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Latens FCAS offers high levels of security for the protection of content and revenues, while providing operators the flexibility to choose just the CA components that are relevant to their business needs. The FCAS software-based solution has been designed to be easily upgradeable in the future, without causing disruption to existing services. The smartcard-less technology eliminates unnecessary running costs and minimizes operational complexity.

“Our FCAS solution has already been widely deployed in partnership with Minerva’s iTV Manager middleware, which gave FTC a lot of confidence in its reliability and capacity to offer a high level of both security and operational functionality,” said Dean Kashlan, GM and VP, Latens Americas. “This deployment is the latest in the growing number of American telcos selecting Latens CA solutions and is further evidence of our high reputation for dependability and ease of operation and deployment.”

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

About Farmers Telecom

Farmers Telephone Cooperative, Inc. (FTC), founded in 1951, is a local, multi-faceted telecommunications company headquartered in Kingstree, SC. Serving over 60,000 customers within a coverage area of 3000 miles, it provides cutting-edge technology to businesses and residents in Williamsburg, Lee, Sumter, Clarendon and Florence counties. A veteran in the telephone industry, FTC is the 3rd largest telephone cooperative in the United States. From a humble beginning utilizing a crank type switchboard to serve 52 homes, FTC has evolved into a state-of-the-art organization offering local, long distance, paging, digital wireless, Internet access, and DSL services. Customers can choose from a wide array of products and services at any of seven conveniently located full-service business offices.

For more information, please visit: www.ftc-i.net.com

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