

Cablefax Daily™

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What the Industry Reads First

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Cable One's Pres/COO: 5 Questions with Julie Laulis

Last month, Cable One promoted COO Julie Laulis to COO, with CEO Tom Might praising her ability to execute difficult changes with "exceptional results." We asked Laulis, a Cablefax: Magazine Most Powerful Woman honoree, what's ahead for the company with its planned spinoff and about the roles on the operator side for women execs.

Congrats on the promotion. What are your top priorities for 2015? Top priorities are to keep the company at large focused on the tactical projects associated with our strategic initiatives. This includes completing all-digital launches in 13 systems, SingleView Billing conversions in the majority of our systems, continued enhancement of our HSD products, migration to a new customer facing email platform, movement of our Technical Care Center to our corporate office, establishment of Virtual Tech Support in our local offices, and continued work from an operations strategy (continuous improvement) perspective across the company. Basically, it breaks out into getting complex projects that are important to our strategy completed, while also continuing to prepare our workforce to handle the increasingly dynamic environment we find ourselves in. **How does the planned spinoff effect things this year and what opportunities do you think it will give the company?** The impact of the spin-off this year will be huge, but almost entirely behind the scenes. There is an enormous amount of legal, financial, governance and HR work to be accomplished before the spin happens. Customers and associates will see virtually no change. But, it is very hard work and lots of it. A major priority is to keep all the spin work from distracting us from our strategy and operations, which will not change. Longer term, the capitalization of Cable One will change significantly as we finance the business like a cable company and we retain the large annual cash flows that have been sent back to GHC for the past 29 years. How we use the new debt capacity and retained cash flows will play out in the years ahead and all options are open. **Cable One has been without Viacom networks for close to year now. Is it something you still find yourself as president, COO revisiting or discussing?** We replaced Viacom channels last April with channels that were highly requested by our customers (BBC America, Investigation Discovery, The Blaze etc). Based on feedback from our customers, they continue to be very happy with those new channels, reinforcing our position that our customers simply did not want to pay more for channels they were watching less or not at all. **It still**

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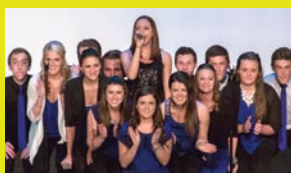
COMING UP



BIG BROTHER AFTER DARK



UNUSUALLY THICKE



SING IT ON



QUEENS OF DRAMA

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seems like there are few women in top jobs on the operations side. Why do you think that is? It may be that in the past, the path to the operation's top jobs have been more technical in nature, which led to more male candidates. Now there seems to be a shift—many COOs have marketing/customer service backgrounds [WOW's Cathy Kuo, Cox's Jill Campbell, Laulis]. It would be nice to think that WICT's initiatives are building the confidence and skill sets of operationally-minded woman as well. I have been to several industry events, and I feel like I am meeting and interacting with more and more women in roles of increasing responsibility and visibility. We all know that diversity creates stronger, better decision making. Maybe more cable MSO's are putting this theory into practice. **We're told you're an avid triathlete. How do you make sure to find the needed time to train with all of your professional and personal demands?** I truly believe that those that do, do more. This can relate to athletic pursuits, volunteer opportunities or any time invested in hobbies. I feel the need for a competitive release, which I pursue through athletics. I do admit I have cut way back as of late though.

Zombies & Saul Are Back: Fans of **AMC's** "The Walking Dead" came back in hordes Sun night, with the mid-season premiere delivering 15.6mln total viewers/10.1mln 18-49s. That's an uptick from the mid-season finale's average of 14.8mln viewers, proving even the Grammys can't slow the juggernaut. "Breaking Bad" spinoff "Better Call Saul" benefited from a TWD lead-in, with its premiere averaging 6.9mln viewers. AMC said it was the most-watched series premiere in cable history for 18-49s, averaging 4.4mln. Part 2 of Saul's premiere was to debut Mon night. To help build excitement, the net has teamed with Cinnabon (which was featured in the premiere ep) to give away free Minibon's from 5-9pm Mon night (so there's time to get home and eat your pastry while watching the show at 10pm). Participating **Cinnabon** bakeries will feature "Better Call Saul" promotional materials, and both companies will promote a **Twitter** sweepstakes giving one fan a chance to win free Cinnabon for a year.

DISH is Slinging: DISH's \$20/month OTT service Sling TV is now taking orders at sling.com. The service has inked an agreement to add channels from **AMC Networks**. **AMC**, home to "The Walking Dead," will be added to the \$20 "Best of Live TV" package in the coming weeks. Additional info will come regarding package availability of other AMC Nets, including **BBC America** and **SundanceTV**. Sling is offering three \$5/month add-on packages: Sports Extra (includes **SEC Network**, **ESPNU**, **Universal Sports** and **Bein Sport**); News & Info Extra (**HLN**, **Cooking, DIY** and **Bloomberg**) and Kids Extra (**Disney Junior**, **Disney XD**, **Boomerang**, **BabyTV** and **Ducktv**).

Today in Net Neutrality News... FCC chmn *Tom Wheeler* continues to tout his Title II proposal, which will be voted on at the Commission's Feb 26 meeting. At a speech at the **Silicon Flatirons** conference Mon, he said net neutrality overshadows the reality that the Internet is not something that stands on its own, but is a product of broadband connectivity. He outlined 3 keys to the broadband future: broadband networks must be fast (hence the FCC's recent change of the definition of broadband to 25Mbps/3), broadband networks must be fair (he related this to the FCC's vote later this month on petitions to provide muni broadband in Chattanooga, TN, and Wilson, NC) and broadband networks must be open (here's the proposed net neutrality order). In addition to Title II, "my proposal will also use the significant powers in Section 706, not as a substitute but as a second tool," Wheeler said in his prepared remarks. "This one-two punch is not the so-called 'hybrid' approach; it applies Title II, as well as Section 706, to protect broadband Internet access. It is the FCC using all of the tools in its toolbox to protect innovators and consumers." Meanwhile, House Committee Oversight and Govt Reform chmn *Jason Chaffetz* wrote Wheeler on Fri regarding press reports that indicate President Obama's views on net neutrality "potentially had an improper influence" on the draft order. He's asking for documents related to the proceeding, including any communications between FCC staff and the White House.

Programming: **SundanceTV** will work with **FremantleMedia Intl** to co-produce 8-part drama "Deutschland 83" with **UFA Fiction**. It will become the 1st-ever German-language drama to be aired on a major US net. It's a thriller set against the political backdrop of 1980s East and West Germany.

NAMIC Exec Moves: **NAMIC** has appointed *Daija Arias* as vp, marketing development. She most recently served as svp, **RCN Intl Distribution**. She's also held sr mgmt posts at **Fox Networks** and **MGM Networks Latin America**. She was a member of **Telemundo's** launch team and the 1st female business leader to hold the post of vp at **Univi-**

BUSINESS & FINANCE

sion Network, according to NAMIC. Additionally, the association promoted *S. Monique Wells* to dir, finance and admin.

NAACP Image Awards: ABC dominated the **NAACP Image Awards** with wins for "Black-ish," "How to Get Away with Murder" and "Scandal." But cable did pick up some victories. **Lifetime's** "The Trip to Bountiful" was honored in the outstanding TV movie, miniseries or dramatic special. *Cicely Tyson* and *Blair Underwood* were recognized for their acting in the film. **TV One's** "Unsung" was recognized as the winner in outstanding news/info series or special, marking the series' 4th win in the category. **OWN's** "Iyanla, Fix My Life" and "Oprah's Master Class" scored wins in the reality and variety categories, respectively. **Disney Junior's** "Doc McStuffins" won outstanding children's program.

People: **Viacom** named *Tom Gorke* to the new role of evp, sales and biz dev for **Viacom Media Nets** and **BET Nets**. Gorke, most recently Viacom Media Nets' svp, content distribution and marketing, will continue to report to *Denise Denson*, evp of content distribution. -- **Saban Brands** tapped **AMC Nets' Shannon Smith** as vp, business & legal affairs; she will handle content distribution agreements. Saban promoted *Tim Quinlan* to the same title, with Quinlan focusing on global consumer products licensing.

Cablefax Daily Stockwatch

| Company | 02/09 Close | 1-Day Ch | Company | 02/09 Close | 1-Day Ch |
|------------------------------|----------------|-------------|-----------------------|----------------|-------------|
| BROADCASTERS/DBS/MMDS | | | | | |
| DIRECTV: | 87.25 | (0.68) | COMMScope: | 25.86 | 0.06 |
| DISH: | 75.99 | 0.36 | CONCURRENT: | 5.96 | 0.03 |
| ENTRAVISION: | 6.81 | 0.13 | CONVERGYS: | 20.56 | (0.08) |
| GRAY TELEVISION: | 10.04 | (0.17) | CSG SYSTEMS: | 29.70 | 0.19 |
| MEDIA GENERAL: | 15.17 | (0.12) | ECHOSTAR: | 53.58 | 0.17 |
| NEXSTAR: | 51.97 | (0.02) | GOOGLE: | 527.83 | (3.17) |
| SINCLAIR: | 25.27 | 0.22 | HARMONIC: | 7.76 | 0.02 |
| MSOS | | | INTEL: | 32.93 | (0.36) |
| CABLEVISION: | 20.00 | 0.23 | INTERACTIVE CORP: | 59.98 | (0.04) |
| CHARTER: | 172.14 | (1.29) | JDSU: | 12.83 | 0.25 |
| COMCAST: | 57.09 | 0.17 | LEVEL 3: | 52.83 | 0.41 |
| COMCAST SPCL: | 56.67 | 0.24 | MICROSOFT: | 42.36 | (0.05) |
| GCI: | 14.54 | (0.02) | NETFLIX: | 443.06 | (1.29) |
| GRAHAM HOLDING: | 956.15 | (2.62) | NIELSEN: | 43.43 | (0.05) |
| LIBERTY BROADBAND: | 49.59 | (0.46) | RENTRAK: | 55.23 | (1.39) |
| LIBERTY GLOBAL: | 48.55 | (0.51) | SEACHANGE: | 7.18 | (0.17) |
| SHAW COMM: | 23.62 | (0.07) | SONY: | 25.69 | (0.88) |
| SHENTEL: | 29.41 | (0.35) | SPRINT NEXTEL: | 4.87 | (0.05) |
| SHENTEL: | 29.41 | (0.35) | TIVO: | 10.66 | (0.1) |
| TIME WARNER CABLE: | 145.87 | (0.73) | UNIVERSAL ELEC: | 63.95 | (0.99) |
| PROGRAMMING | | | VONAGE: | 4.31 | 0.02 |
| 21ST CENTURY FOX: | 34.05 | 0.47 | YAHOO: | 42.57 | (0.37) |
| AMC NETWORKS: | 68.00 | 1.24 | TELCOS | | |
| CBS: | 56.76 | 0.02 | AT&T: | 34.64 | (0.23) |
| CROWN: | 3.35 | 0.09 | CENTURYLINK: | 39.67 | 1.11 |
| DISCOVERY: | 30.05 | 0.14 | TDS: | 26.10 | 0.12 |
| DISNEY: | 101.73 | (0.29) | VERIZON: | 49.09 | (0.24) |
| GRUPO TELEVISA: | 33.23 | 0.30 | MARKET INDICES | | |
| HSN: | 65.01 | (0.24) | DOW: | 17729.21 | (95.08) |
| LIONSGATE: | 29.76 | 0.66 | NASDAQ: | 4726.01 | (18.39) |
| MSG: | 77.08 | (1.03) | S&P 500: | 2046.74 | (8.73) |
| SCRIPPS INT: | 73.37 | 0.38 | | | |
| STARZ: | 30.14 | 0.09 | | | |
| TIME WARNER: | 80.54 | 0.16 | | | |
| VIACOM: | 68.41 | 1.27 | | | |
| WWE: | 13.09 | (0.14) | | | |
| TECHNOLOGY | | | | | |
| ADDVANTAGE: | 2.38 | 0.08 | | | |
| AMDOCS: | 49.53 | (0.36) | | | |
| AMPHENOL: | 54.80 | (0.25) | | | |
| AOL: | 44.24 | 0.05 | | | |
| APPLE: | 119.72 | 0.79 | | | |
| ARRIS GROUP: | 27.10 | 0.17 | | | |
| AVID TECH: | 13.33 | (0.06) | | | |
| BLNDER TONGUE: | 1.88 | 0.05 | | | |
| BROADCOM: | 43.37 | (0.41) | | | |
| CISCO: | 27.12 | (0.12) | | | |



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CFX TECH by Joyce Wang

The Present & Future of the Internet of Things

If the consumer electronics industry had its own version of the *GQ* magazine, Internet of Things (IoT) would be on the cover as the sexiest topic of the year. The concept of connecting everyday objects was a big theme at the 2015 **CES**, featuring everything from pet trackers and Bluetooth diapers to smart appliances and whole-home systems. Among the vendors, **Samsung** seemed especially bullish, with CEO *BK Yoon* pledging that the majority of the company's products would be connected to the Internet in 5 years. But despite the proliferation of devices, the IoT landscape is very much fragmented with differentiation and various exclusive applications. That means devices aren't interoperable or they use competing standards. Citing IoT as "the Wild West," principal architect at **CableLabs** *Clarke Stevens* said in a recent blog post that standards can help in the long run. For now, an application provider with extensive support resources and the ability to integrate in a rapidly evolving environment will be required. This is an opportunity for cable as it's well positioned to create a common environment for its own subscribers and impact the development of IoT, according to CableLabs. Both the **Open Interconnect Consortium** (OIC) and the **AllSeen Alliance** are working to standardize the space and make devices interoperable. However, having two separate groups might create a potential battle between some of the industry's biggest players. OIC members include companies like **Dell**, **Intel**, **Samsung** and **Cisco**, while AllSeen has **LG**, **Microsoft**, **Sharp**, **Sony**, **Panasonic** and **Qualcomm** as members. IoT has triggered a slew of startups, such as the Chicago-based **Oomi**. Looking to redefine the smart home, the company's devices rely on self-learning instead of programming, which is what most smart home devices are focused on. The company's home automation system, dubbed the **Oomi Cube**, features a security camera, sensor,

as well as controls for lighting, heating, TV and other home appliances. Through its adaptive intelligence system, the device learns the customer's behavior as he/she uses it and deploys new actions accordingly. And don't worry, the device won't take over the home, as permission from the user is needed. The company is targeting the first half of 2015 for an official launch. Smart home is a natural fit for cable, the primary broadband provider to the home. Major MSOs have already entered the market. But how about connected cars? Some may see them as an opportunity beyond cable. CableLabs disagrees. Cable can be an aggregator and service provider to bring the connected car services to its subscriber base, according to the group. Meanwhile, much like the development of 4K/UltraHD, there's a chicken-and-egg problem for manufacturers. Prices will remain high unless volume goes up. But until vendors lower the prices, it's hard to achieve volume. (This article first appeared at **Cablefax.com**. Read the entire article [here](#)).

Netflix Speed Rankers: **Verizon** just barely beat out **Cablevision** to hold on to first place in **Netflix's** ISP Speed Index for Jan, with both ISPs averaging 3.43Mbps when rounded. Rounding out the top for the month were **Bright House** (3.38), **Cox** (3.32) and **Comcast** (3.28). If you look at Netflix's expanded rankers, **Google Fiber** is at the top (3.74), followed by **Grande** (3.61), **Midcontinent** (3.51) and **RCN** (3.48).

AT&T U-verse 75Mbps: **AT&T U-verse** is now offering its 75Mbps HSD offering in 7 new markets: Augusta, GA; Charleston, SC; Cleveland, OH; Columbus, OH; Fort Lauderdale, FL; Miami, FL and St Louis, MO. Introductory prices start at \$39.95 for a bundled package and \$74.95 as a standalone service.

Got tech news? Reach out to Cablefax Tech editor Joyce Wang at jwang@accessintel.com

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