

Cablefax Daily™

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What the Industry Reads First

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Business Expansion: Cox Ready to Bring HomeLife to SMB Customers

After a successful trial in the Northeast in the second half of last year, **Cox Communications** is preparing to roll out its home security/automation service HomeLife to commercial customers across other markets later this year. Video monitoring, security, thermostat controls, lighting and lock controls should all be part of the offer. Details on the when and which markets will see it first are still being determined, but as is typical with Cox, it will move market-by-market or region-by-region with deployments. “We’re seeing very good results with our HomeLife product both at the residential standpoint and these initial forays of the business environment,” Cox evp, product development & management *Steve Necessary* said. “That marketplace has a lot of interesting progressions yet to come. I think we’re barely scratching the surface.” From the trial, Cox learned that the service is just as much about helping owners connect with their businesses from afar as it is about physical security, a Cox spokesman said, offering up examples such as knowing when peak hours have slowed so extra staff can be sent home, etc. Cox continues to boost its HomeLife offering, with plans to integrate with home automation provider **Nest** and **Vinli**, a smart car device that creates an instant WiFi hotspot with onboard diagnostics and preferences such as opening a garage door when the owner’s car pulls on to the street. **Cox Automotive** participated in a \$6.5m In Series A financing round for Vinli last year. In recent weeks, Cox HomeLife added light bulbs to its list of supported incremental devices. “We laughed a little bit internally. One might say, ‘yeah really, you launched light bulbs?’” Necessary said. “But these are smart light bulbs that have a very long life, but more specifically are controllable through the app and home environment. Even light bulbs can get intelligent. There are integrations planned with other devices not provided by us.” The business services HomeLife offering will focus on small and mid-size business, but Cox will look at ways to meet the needs of any customer who is interested. “Even very large enterprises may have smaller branch offices where it would be a good fit initially, for example, but there may be opportunities to move up market more broadly in the future,” a Cox rep said.

Charter’s NY Inheritance: Charter got an earful from the **NY AG’s Office** on its acquisition of **Time Warner Cable**, with the office declaring that a preliminary investigation of TWC seems to show that it fell short of the promises it made about reliable and fast Internet. “Yet it appears that the company has been failing to take adequate or necessary steps to keep pace with the demand of Time Warner Cable customers—at times letting connections with key Internet content providers become so congested that large volumes of Internet data were regularly lost or discarded,” *Timothy Wu*, Senior Enforcement Counsel and Special Advisor for the NY AG Office, [wrote in a letter](#) to Charter CEO *Tom Rutledge* Wed. “This translates into degraded performance for customers, including those using popular on-demand video services, like **Netflix**—despite specific promises from Time Warner Cable that they could stream video content reliably and with ‘no buffering.’” Wu, the former **Columbia Univ** prof leading the probe, penned the letter after Charter announced the rebranding of “Spectrum,” saying he hopes this is more than a new name but signals intent to substantially improve performance. “Charter has made significant investments in our core infrastructure which has enabled us to offer high-value products backed by a high-



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- Family Friendly
- Food
- Music
- News
- Public Affairs
- Reality
- Reality Competition/Game Show
- Regional Program
- Sci Fi
- Sports
- Talk Shows
- Other: enter your best in a genre (not mentioned above)

By Genre: Best Actor/Actress/Host In The Following Genres:

- Comedy
- Drama
- Family Friendly
- Food
- Music
- News/Public Affairs
- Reality Competition/Game Show
- Regional Program
- Sports
- Talk Shows
- Other: enter your best in a genre (not mentioned above)

Special Categories

- Best Branded Content
- Best International Content
- Best Mini-Series
- Best Opening Sequence
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- Best Online-Only/ Mobile-Only Show
- Best Video on Demand Program/Special

The winners and honorable mentions will be honored Sept. 22, 2016 in New York City.

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Questions: Contact Mary-Lou French at mfrench@accessintel.com or (301) 354-1851.
Enter online at www.cablefaxprogramawards.com

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quality service organization throughout our footprint. As we progress with the integration of Time Warner Cable and **Bright House Networks**, we will continue to do the same, bringing all TWC and BHN systems all-digital so that Charter can provide its advanced Spectrum products and services, bringing greater value and more consumer friendly policies, such as minimum speeds of 60 mbps, no data caps, no usage based billing, and no modem lease fees to all our customers,” Charter said in a statement. “In addition, Charter’s interconnection policies have been lauded by companies such as Netflix as a real benefit of these transactions for consumers. We look forward to bringing all these enhancements to customers in NY and redefining what a cable company can be.” Wu’s list of complaints include allegations that TWC advertised WiFi in ways that defy technical capabilities. The AG’s Office said that TWC results were “abysmal” when it requested NY broadband customers use opensource tools to test Internet speeds (TWC blamed problems on the testing method, the letter said).

What’s the Frequency: **Liberty Global, YOU On Demand and Oakmont Corp** helped close a \$11mln equity financing round for **Frequency**, which provides end-to-end internet video services to more than 100mln subs for TV, mobile and OTT operators around the world. Frequency also provides distribution services for more than 120 content providers.

WOW! Goes After Competition in FL: **WOW!** said it has invested some \$20mln in Pinellas County and Tampa, FL, to expand and upgrade its broadband network and offer new residential and commercial services. The overbuilder said it’s seeking greater market share amid the **Charter-Bright House** merger and the recent **Frontier-Verizon** transaction. “What sets us apart in Pinellas County, Tampa and the other markets we serve is the exceptional customer experience and value we provide. Mergers and other industry transactions often can be disruptive and present **WOW!** with opportunities to create even more value and serve new residential and commercial customers,” said area vp, gm **Steve Pozil**. **WOW!** said it has delivered double-digit YOY rev growth for the past 2 years in the area, which it began serving in 2012 through its acquisition of **Knology**. Most recently, it introduced 300Mbps Internet service throughout the company’s Pinellas County footprint.

DISH Notes: **DISH** plans to offer approx \$750mln aggregate principal amount of its senior notes, with net proceeds intended for strategic transactions. Those could include wireless and spectrum-related deals. **Moody’s** assigned a Ba3 rating to the proposed bond offering through wholly owned subsidiary **DISH DBS**. “The Dish DBS bonds possess only minimal protections against leverage and up-streaming cash to DISH to finance spectrum purchases. However, we do not believe the company will raise additional debt at Dish DBS to acquire spectrum licenses in the upcoming auction,” **Moody’s** said.

E&M Forecast: **PwC’s** annual Global Entertainment and Media Outlook for 2016-2020 predicts US E&M spending will reach \$720bln by 2020, up from \$603bln in 2015. On a global scale, the report said E&M revenues will rise at a CAGR of 4.4% over the next 5 years to \$2.1 trillion in 2200, up from \$1.7 trillion in 2015. More on the report at **Cablefax.com**.

Interactive Play: **GSN** partnered with participation TV tech company **iPowow** on its new series “Winsanity” so that viewers can play along at home in real-time on their mobile devices against other viewers. The series debuts on Thurs at 9pm ET, and each half-hour episode features a contestant ranking 10 facts in numerical order.

Programming: **Oxygen Media** greenlit 4 new original series, including “Unprotected,” a docu-comedy about a family raising teens in and out of the witness protection program, and competition series “The Battle of the Ex Besties.” -- Several networks are paying tribute to boxing icon **Muhammad Ali** this week. **Sony Movie Channel** will air his 1977 biopic “The Greatest,” Sun at 7pm ET and 8:45pm ET. **Smithsonian Channel** will show encore presentations of “Lives that Changed

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the World: Muhammad Ali," Thurs at 8pm (repeats Fri-Sun at various times) and "Sports Detectives: Ali's Gold Medal" dissecting his story that he tossed his medal into the Ohio River (Fri, 4pm, 6pm and 10pm). **TV One** will pre-empt its regular programming Fri to carry Ali's Memorial Service live at 3pm ET, with *Roland Martin* reporting from its DC studios. The net also will air an encore of 1-hour doc "Muhammad Ali: Fighting Spirit" at 7pm ET. **Bounce TV** will air Muhammad Ali's farewell procession through Louisville and his memorial service live on Fri, beginning at 9am ET. Bounce is partnering with **Raycom Media's WAVE** for the coverage. -- **Cinémoi**, the international film net, will provide original and exclusive coverage of this year's Cannes Film Festival, including the Red Carpet and the Awards Ceremony. Three shows, "Cinémoi Goes to Cannes," "Cannes 2016 Red Carpet," and "Cannes 2016 Awards Ceremony" will be available throughout the summer on Cinémoi, **Verizon FiOS** and **Frontier**, and on CinemoiUS.com.

People: Crown Media Family Nets evp, business affairs & gen counsel *Charlie Stanford* is retiring after 17 years with the company. *Deanne Stedem*, a former member of Crown's board, will succeed him, taking responsibility for all aspects of Crown's legal and biz affairs along with distribution. In other news, *Mark Kern* will rejoin the programmer in the newly created role of svp, corp com and media relations.

Cablefax Daily Stockwatch

Company	06/08 Close	1-Day Ch	Company	06/08 Close	1-Day Ch			
BROADCASTERS/DBS/MMDS								
DISH:	55.80	(0.26)	HARMONIC:	3.00	UNCH			
ENTRAVISION:	7.21	0.05	INTEL:	31.89	0.01			
GRAY TELEVISION:	11.62	UNCH	INTERACTIVE CORP:	54.27	(0.54)			
MEDIA GENERAL:	17.97	0.06	LEVEL 3:	53.33	UNCH			
NEXSTAR:	53.35	0.89	MICROSOFT:	52.04	(0.06)			
SINCLAIR:	32.37	0.07	NETFLIX:	97.86	(2.03)			
TEGNA:	22.56	(0.09)	NIELSEN:	54.69	0.79			
MSOS								
CABLE ONE:	504.37	(4.61)	SEACHANGE:	3.48	(0.04)			
CABLEVISION:	34.66	0.03	SONY:	29.18	0.29			
CHARTER:	223.08	2.28	SPRINT NEXTEL:	3.82	(0.09)			
COMCAST:	63.22	(0.03)	SYNACOR:	3.29	(0.18)			
GCI:	14.75	(0.12)	TIVO:	9.85	0.08			
LIBERTY BROADBAND:	59.84	0.28	UNIVERSAL ELEC:	66.69	1.61			
LIBERTY GLOBAL:	38.84	(0.64)	VONAGE:	4.79	UNCH			
SHAW COMM:	19.56	(0.01)	YAHOO:	36.97	0.24			
SHENTEL:	36.19	0.60	TELCOS					
PROGRAMMING								
21ST CENTURY FOX:	29.44	0.14	AT&T:	39.86	0.07			
AMC NETWORKS:	61.69	(1.61)	CENTURYLINK:	27.04	(0.25)			
CBS:	53.53	0.17	FRONTIER :	5.20	(0.01)			
DISCOVERY:	28.04	0.19	TDS:	28.90	(0.05)			
DISNEY:	98.04	(0.31)	VERIZON:	51.52	(0.23)			
GRUPO TELEVISIA:	26.40	0.20	MARKET INDICES					
HSN:	53.45	0.06	DOW:	18005.05	66.77			
LIONSGATE:	22.43	(0.67)	NASDAQ:	4974.64	12.89			
MSG NETWORKS:	17.42	(0.21)	S&P 500:	2119.12	6.99			
SCRIPPS INT:	64.88	0.04						
STARZ:	27.86	(0.03)						
TIME WARNER:	75.46	0.27						
VIACOM:	48.50	(0.33)						
WWE:	18.04	0.08						
TECHNOLOGY								
ADVANTAGE:	1.85	0.06						
AMDOCS:	57.66	0.16						
AMPHENOL:	60.11	0.43						
APPLE:	98.94	(0.09)						
ARRIS GROUP:	24.20	(0.02)						
AVID TECH:	6.18	0.02						
BLNDER TONGUE:	0.40	0.04						
CISCO:	29.14	0.07						
COMMSCOPE:	32.50	0.34						
CONCURRENT:	6.23	(0.01)						
CONVERGYS:	28.39	0.08						
CSG SYSTEMS:	43.25	0.32						
EHOSTAR:	41.76	0.67						
GOOGLE:	728.28	11.63						

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Think about that for a minute...

In His Own Words...

Commentary by Steve Effros

I distinctly remember Tom Wheeler, a lover of history, repeating the Lord Acton axiom: "Power tends to corrupt, and absolute power corrupts absolutely." He's apparently forgotten that.



The most recent comments uttered defending his set top box initiative seem to prove that point. In a letter to Members of Congress who questioned the wisdom of the proposal, its potential unanticipated (or maybe anticipated) consequences, and the need for more in-depth consideration, Wheeler demurred.

The Chairman proclaimed the proceeding was prefaced by extensive study and has received almost countless comments. But here's what he left out: receiving them and actually taking them into account are very different things! The detailed technical study, for instance, was done by a group hand-picked and vetted for their positions prior to being appointed. Even so, the final DSTAC report reached two, opposite conclusions. The Commission just ignored one of them.

Which leads to the more glaring reality that the Chairman has steadfastly ignored listening to just about anyone who disagreed with the position the Wheeler Office took and articulated prior to the entire inquiry charade, even accusing some of "making stuff up" while at the same time constantly citing alleged studies decrying the price of set top boxes that have been thoroughly debunked by actual economic analysis.

It gets worse. In his response to the folks from Congress, Tom defends his proposal with the fascinating statement that "... (as) the video ecosystem evolves it should be creating more opportunities for independent and minority-owned programming. By using the set top box as a way to limit program carriage, however, MVPDs constrict opportunities." He then goes on to note that so far as he's concerned

there aren't enough minority programmers represented in cable lineups, and that they aren't paid as much as ESPN!

Now one has to wonder how that entire line of reasoning is in any way appropriate to a proceeding considering the retail sale of set top boxes, which is, after all, technically what the rulemaking is about. How did the FCC suddenly veer into being a decider of what content private parties should place on private networks? He could, of course, have said the same thing about most broadcast networks. Does he think the Commission has the authority to change the broadcast ecosystem on the grounds he does not like their editorial decisions on what they are selecting to show?

This is not to say that increased minority or other specialized, targeted programming isn't important, or that I don't want to see minority programmers succeed. But to suggest that the cable set top box is the root cause of a limitation on diversity in programming is just plain absurd. It was cable that introduced and promoted program diversity. We went from essentially three or four networks to hundreds! Indeed, I can easily argue that the Chairman's proposal will result in a diminution of diverse programming rather than an increase. Just look at the econometric studies of the probable impact of "a la carte" program delivery on that point.

But that's water over the dam. Programming is now surging on the internet. Programmers all have equal access to multiple boxes in people's homes that are increasingly being used to watch video. Access or set top boxes are not the issues. Marketing, quality and awareness are. The Chairman's own words betray that he actually knows that, but he claims the power to change it all through the set top box. He should heed Lord Acton's warning.

Steve

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(Steve Effros was President of CATA for 23 years and is now an advisor and consultant to the cable industry. His views do not necessarily reflect the views of Cablefax.)

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