

Cablefax Daily™

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What the Industry Reads First

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Turning Around: beIN Scores Renewal Agreement With DISH, Sling

beIN Sports is finally seeing some positive news on the distribution side of its business, as it came to a long term renewal agreement with **DISH** and **Sling TV**. The deal guarantees residential and commercial access across the US via satellite and OTT streaming. beIN Sports deputy managing director *Antonio Briceño* expressed his excitement over the timing of the deal, coming as the international soccer leagues LaLiga and Ligue 1 get underway and the Conference USA football season kicks off. Said vp of Sling and DishLATINO *Alfredo Rodriguez Diaz-Mart*: “Our goal is to deliver great content at a great value, connecting our viewers to the news, sports and entertainment they want in both Spanish and English.” Distribution battles had been the story of the summer for beIN, starting with its drop by **Comcast** at the end of July, followed quickly by **Verizon**. The FCC Media Bureau dropped beIN’s carriage complaint against Comcast, which alleged that Comcast was treating the programmer differently than the “similarly situated” **NBCSN** and **Universo**. The close of August wasn’t much better for the company, with **AT&T** and **DirecTV** dropping beIN after negotiations failed as beIN was attempting to move its channels to lower-priced packages. The company was in danger of becoming a niche broadcaster, but by early September, Briceño still hadn’t given up on finding wider distribution. He said the good news is that some of the other negotiations had already concluded with positive results. Now, that optimism is paying off. “In the market, beIN Sports’ value proposition is validated by our exclusive live sports content and highly engaged audience,” Briceño said in a statement to **CFX**. “Major MSOs like our long-term partner DISH/Sling TV continue to recognize the value of beIN Sports by renewing, confirming that our market renewal terms are fair and acceptable to major operators.” He noted that those same terms remain available to Comcast and DirecTV/AT&T U-verse. As of now, beIN remains dark on both distributors, but stepping off of the battlefield for the first time in months may give it a chance to take another look at those stalled partnerships while capitalizing on its other priorities, including its deal with Major League Wrestling and securing local sports properties in the US.

Fired Up: Amazon announced Fire TV Recast, a DVR service compatible with Fire TV, Echo Show, the Fire tablet, and iOS or Android devices. The service lets users watch, record and replay free over-the-air TV programming with

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no monthly fees. The Fire TV Recast can be placed anywhere in the home, and all compatible devices will automatically connect over WiFi. It is available for pre-order and will begin shipping on Nov 14. The 2-tuner model is priced at \$229.99, and the 4-tuner at \$279.99.

MobiTV Expands: **MobiTV** announced it secured streaming rights for 90 nets including **Bloomberg Television**, **Discovery** and **Univision**. This brings its total to more than 350 nets. Mobi has had quite the summer, announcing in June it was the first multi-tenant video delivery solutions provider to secure hosted streaming delivery rights from networks including **A+E Networks**, **AMC Networks**, **Viacom**, **Disney** and **ESPN**. The service is an app-based pay TV video streaming platform.

Awesome Moves: **AwesomenessTV** promoted execs *Rebecca Glashow* and *Shelly Zimmerman* to co-heads following the company's acquisition by **Viacom**. They will replace CEO *Jordan Levin*, who left the company after the purchase in July. Glashow was most recently chief strategy and distribution officer, and Zimmerman previously was head of AwesomenessTV's television studio.

Wisconsin Grants: Wisconsin Governor *Scott Walker* and the **Public Service Commission** have given \$7mln in new Broadband Expansion Grant Awards. The 37 grants will give high-speed internet access to 1,100 local businesses and 13,000 residential locations. Since he became Governor, Walker has awarded a total of \$20mln in Broadband Expansion Grants.

Cup o' Coffee: **AT&T** is looking to change how consumers purchase wireless products with the launch of The Lounge in Seattle. The company will open a part retail store, part coffeehouse and part hangout space on Sept 29. AT&T will collaborate with a small local business and focus on localized customer experience, tech innovation and a "relaxed vibe."

Comcast Wins: **TMC** awarded **Comcast Business SD-AWAN** its 2018 Internet Telephony SD-WAN Product of the Year Award. Comcast Business SD-WAN is a solution designed to combine networking fundamentals like secure-IP VPN, application-aware routing and a "stateful" network firewall, meaning it tracks connections traversing it.

The Future of Fiber: **Cox Communication's** *Jeff Finkelstein*, **Comcast's** *Rob Howald* and **Buckeye Broadband's** *Richard Walker* will serve as featured speakers at **SCTE-ISBE Cable-Tec Expo's** "Evolution of Access Networks: Deployment Strategies and Use Cases" panel. Held on Oct 25, the panel will dive into the evolution of the network with fiber and data-center techniques as well as strategies to address the MDU/MTU market opportunities.

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For rates and more information about other advertising opportunities contact:
Olivia Murray at omurray@accessintel.com or 301-354-2010

Keeping it Local: AirTV introduced its “Local Channels DVR” feature, allowing users to watch live and recorded local channels in- and out-of-the-home. Other new features include allowing users to record up to two shows at once, or watch one live while recording another; an integrated DVR menu; and up to 2TB of storage. The feature is available to all AirTV customers at no additional charge, and no **Sling TV** subscription is required.

Programming: **Nat Geo** will premiere the two-hour special “United States Secret Service: On the Front Line” on Oct 14 at 9pm. Over the course of a year, Nat Geo got access to four Secret Service special missions to tell the stories of the high-stakes agency. -- Season 6 of “90 Day Fiancé” will return on Oct 21 at 8pm. -- A new unscripted series “Chad Loves Michelle” featuring singer *Michelle Williams* and her fiancé *Chad Johnson* will premiere on **OWN** Nov 3 at 9pm. The net also announced a two-night premiere of “Ready To Love” on Oct 23 at 10pm and Oct 27 at 10pm. The dating series examines relationships between African American men and women in their 30s and 40s. -- **Disney Channel** renewed “DuckTales” for Season 3 before the second season premiere. Viewers can catch the Emmy-nominated show on Oct 20 at 7:30am. -- Season 3 of “Mysteries of the Abandoned” premieres Oct 2 AT 9pm on **Science Channel**.

Cablefax Dashboard

Tweet Tweet

Bill Abbott @billabbottHC

Sending Warm Birthday Wishes to Executive Vice President, Programming and Network Publicity, @MichelleVicary! Happy Birthday, Michelle!! Thanks for being the best coworker one could ask for! @hallmarkchannel @hallmarkmovie @HallmarkDrama @HMNow



Chris Messina @chrismessina Following

While it's easy to declare #FacebookPortal DOA, I'm very curious to see how the battle over this holiday season will play out. What will be the gadget that wins Christmas? Which voice assistant(s) will it support natively?

Research

- > Global online TV episode and movie revenues will reach \$129bln in 2023, more than double the \$53bln recorded in 2017.
- > OTT revenues will exceed \$1bln in 17 countries by 2023 compared to 10 countries in 2017.
- > AVOD revenues still have room to grow, increasing by \$27bln between 2017 and 2023 to take its total to \$47bln.

(Source: Digital TV Research's "Global OTT TV & Video Forecasts")

Up Ahead

- September 15-18:** CableLabs Innovation [Boot Camp](#); Louisville, Colorado
- October 4:** WICT DC/Baltimore PowerBrokers Breakfast, DC
- October 15-16:** [WICT Leadership Conference](#); New York
- October 16-17:** [NAMIC Annual Conference](#); New York
- November 8:** [Cablefax Program and Trailer Awards](#); LA

Quotable

“5G promises exponential growth in the Internet of Things—a world in which everything is connected, from refrigerators to cars. It could enable cars to sense and avoid crashing into each other. It could enable remote robotic surgery. It could allow virtual reality gaming. It could enable consumers to download 4K movies in seconds. And those are just a few of the things we can already foresee. History tells us that there will be transformative 5G applications that we can't yet conceive.”

- FCC chmn Ajit Pai's remarks at Hillsdale College on the technology of the future.

Cablefax Industry Jobs

3 Tips to Finding and Hiring the Perfect Candidate

TIP 1 : Target Candidates!

Post your openings on Cablefax's job board to reach top talent and filter applicants that lack industry experience. Ask about bundles to fit your needs and budget.

TIP 2 : Be Selective!

Don't waste time reading pointless resumes. You can search Cablefax's resume database for free, while utilizing the demographic filters.

TIP 3 : Stand Out!

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