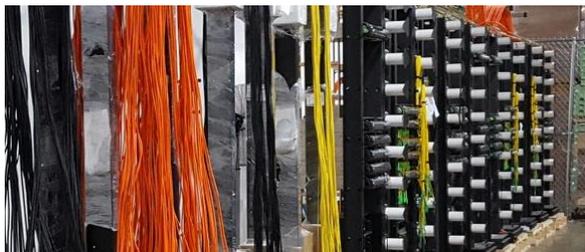


POD Methodology

For network migration and implementation

Global Services



- Time To Market
- Reduced Disruption
- Reduced Cost
- Improved Quality

SERVICES OVERVIEW

With pressures to add capacity and increase quality of service – while maintaining business as usual (BAU) – cable operators need innovative solutions. ARRIS's POD Methodology offers operators a way to implement new architectures and new equipment in their networks with reduced costs, improved standardization and quality, reduced lead times, reduced waste and minimal disruption to ongoing operations.

The keys to a successful POD engagement are careful planning and design up front (**P**), offsite construction where “production-line” techniques can be efficiently applied to each module, rack or system built (**O**) and timely delivery to the site where the new elements can be integrated into the operator's site by a special crew dedicated to getting the system up and running quickly (**D**).



Operator Challenges

Increasing bandwidth demands and competitive markets are driving cable operators to continue to innovate their broadband service delivery networks – to add capacity and improve quality. The end game is retaining and gaining satisfied customers. This requires new equipment and often, entirely new architectures.

For most operators, headend and hub space is limited – if not already over-capacity. Internal staff is fully utilized on BAU activities. But, new solutions need to be installed and operational as quickly as possible – to reap the efficiencies and improved service benefits they offer.

POD Methodology

ARRIS’s POD services embrace a methodology in which a solution is **Planned**, built **Off-site** and then **Delivered** and integrated into the operator’s existing system. It calls on a wide array of professional services disciplines and leverages ARRIS experience implementing over 15,000 critical network elements into cable operator networks.

PLANNING

- Technology consulting
- Survey and audit
- Engineering and design
- Detailed designs
- Material planning

OFFSITE BUILD

- Rack, stack and wire
- Cable management
- Material logistics
- Testing
- Quality control
- Custom packing

DELIVERY & INTEGRATION

- Insured and protected shipment
- Move-in
- Intra-bay and site connections
- Testing
- Quality control
- Commissioning and migration

The value of the POD Methodology comes from the concept of prefabrication. Prefabrication is the process of assembling racks, hardware, and wiring to a nearly-complete state offsite to deliver later to the project site for installation and integration into the operator’s site. Designing which components go into each rack requires attention to not only the ease of construction but also the lifetime serviceability of the system and the power consumption and heat dissipation requirements of each element and rack.

The POD Methodology can be applied to any technology or deployment scenario (headend, hub, outside plant).



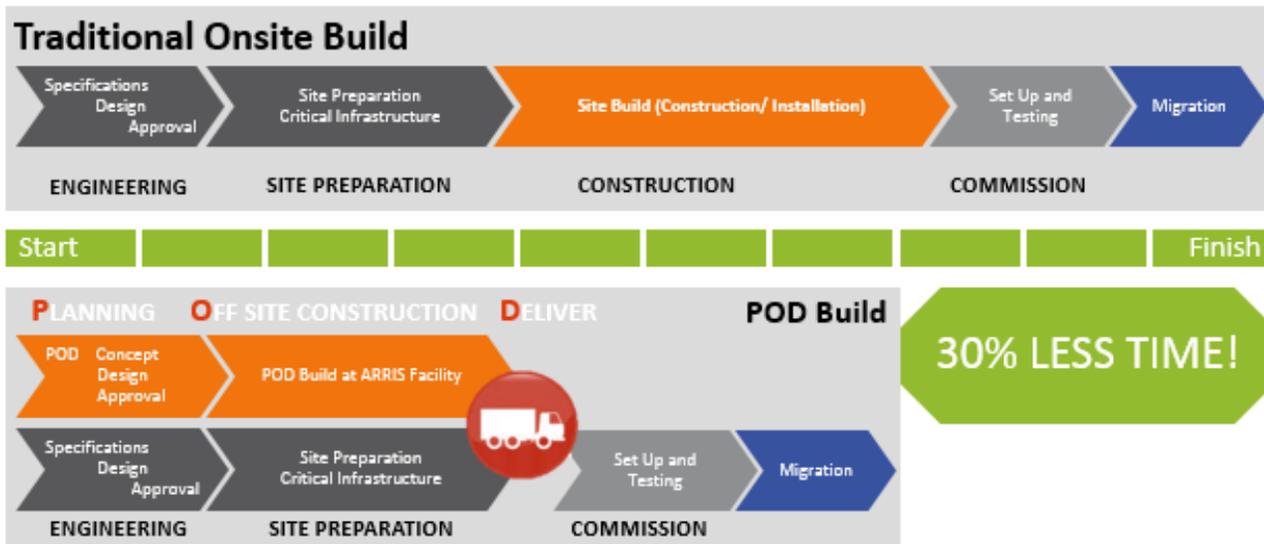


POD Methodology Benefits

The primary advantage of the POD approach is increased productivity, especially when project schedules are tight, and skilled labor is scarce. Other advantages include enhanced simplified onsite logistics, less risk of theft and vandalism (from multiple people in and out of the site). Prefabrication helps decrease material waste, reduces costs due to change orders and creates less disruption to ongoing operations. The bottom line is time savings and, as shown in the figure below, the typical POD build can result in a 30% time savings, compared to traditional onsite build techniques.

BENEFITS:

- Reduced construction cycle time
- Standard and consistent quality
- Predictive costs and predictive schedule
- Factory commissioning reduces punch list items
- Less skilled labor required at work site
- Reduced safety risk at site
- Reduction of material waste at site
- Reduced overall construction costs



Typical Time Savings of Prefabricated ARRIS POD vs. Conventional Onsite Builds

CUSTOMER CARE

Contact Customer Care for product information and sales:

- United States: 866-36-ARRIS
- International: +1-678-473-5656