

# GOING THE DISTANCE WITH DSL

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TELCOS TAKE  
DATA FURTHER  
WITH HVDL 3.1



The HVDL 3.1 System:  
COT Line Card, Shelf, Remote  
Terminal (RT) and Repeaters

## THE CHALLENGE

The demand for high-speed Internet access is exploding. For Telcos such as yours, the consequences of not meeting customer demand are held orders and lost subscriptions. Customers who desire high-speed access are not patient. As soon as the cable company (or some other provider) offers a high-speed service, your customers will switch providers. **A major challenge for your organization is how to profitably provide DSL services to customers in hard-to-reach and extended-reach areas.**

## THE SOLUTION

Extending the reach of DSL while minimizing investment costs and installation headaches is the specialty of Charles' High-Speed Voice and Data Link (HVDL) 3.1 System. With HVDL 3.1, you are able to generate immediate revenue with a minimal initial investment. **With a reach of up to 56,000 ft., HVDL 3.1 provides high-speed, symmetrical data to greater distances than any other copper-based product on the market** (extending reach by 200% and expanding total coverage area by 850%).

## THE RESULTS

Leaf River Telephone Company in Illinois was one of the first IOCs to see the potential of HVDL 3.1 firsthand. Gene Barney, Vice President of Operations at Leaf River, notes **"With HVDL 3.1, we are providing reliable DSL to customers located 30,000 feet from our CO."**

For the SOHO (Small Office/Home Office) customer, HVDL 3.1 is the ultimate solution to voice and data needs. In addition to its high-speed data capabilities, HVDL 3.1 provides digital pair-gain of 3 POTS lines. This allows the system to fulfill SOHO users' requests for multiple voice and fax lines in addition to high-speed data access. It also increases the total revenue potential of each installation.

HVDL 3.1 offers selectable data rates in 128Kbps increments. This gives you the option of providing a tiered service platform. Mark Stone, Switch Operations Supervisor at Hart Telephone in Georgia, claims, **"The selective bandwidth of the HVDL 3.1 increases data revenue per line and customer satisfaction."**

Many DSL applications require a large initial investment in DSLAMs and other related equipment. The pay-as-you-grow scalability of HVDL 3.1 allows you to add components in step with demand, eliminating inventory and startup investment concerns. Ken Klaas at Farmers Telephone in Wisconsin sees the benefits of this arrangement as a substantial money saver. **"We've seen a real opportunity to roll out DSL services without a large up-front investment through HVDL 3.1,"** Ken notes. **"With the ability to roll out one customer at a time, we can meet immediate needs without investing hundreds of thousands of dollars."**

Another application of HVDL 3.1 is for DAML-based systems. Customers being serviced by DAML products are likely to want upgraded high-speed data access. When they do, the HVDL 3.1 can simply be installed in place of the DAML products on their line to quickly meet their multi-line voice and high-speed data needs.

Getting high-speed data to the masses has been a challenging endeavor. The HVDL 3.1 system overcomes the obstacles associated with the deployment of DSL and effectively meets the high-speed voice and data needs of extended-reach customers.

For more information on how you can go the distance with HVDL 3.1, visit our website at [www.charlesindustries.com/hvdl](http://www.charlesindustries.com/hvdl)