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**Motorola NAS-to-DAC  
Conversion Services  
Advantages**

**Minimum downtime**

Low-risk, efficient implementation enables operators to quickly attain the benefits of converting from national authorization to addressable access

**Proven experience**

In addition to 75 years of video leadership, Motorola's expert knowledge, experience, and proven methodology and track record in managing digital video networks provide peace of mind

# Motorola Service Solutions

## NAS-to-DAC Conversion Services

Motorola's National Authorization Service to Digital Addressable Controller Conversion Services give broadband services operators more local control to save money, provide services suited to their key market segments, and increase revenue.

The National Authorization Service (NAS) provides some benefits to broadband services operators who deliver protected content to their subscribers. However, centralized access control over the programming digital set-top boxes (STBs) can receive, and the limitations it imposes on channel maps, video-on-demand (VOD), and related services, inhibit operators from meeting the needs of key market segments.

Motorola NAS-to-DAC Conversion Services provide tremendous value to operators who wish to take advantage of the benefits of local control over access to digital video content. Motorola's highly skilled and experienced network technicians provide a seamless transition to DAC access control, ensuring optimal network security and providing the peace of mind that accompanies Motorola's reputation for excellence in digital video networking.

Digital Addressable Controllers (DACs) offer broadband services operators significant advantages over NAS:

- Lower costs through the elimination of NAS fees
- Opportunities to expand services such as channel maps, VOD, and pay-per-view (PPV) to key market segments
- Increased revenue by offering more localized services

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### Benefits of Converting from NAS to DAC Access Control

#### Local control

Authorizing individual set-tops to access protected programming provides operators greater control over the content they deliver

#### Targeted servicing

Local control over access to protected programming enables operators to increase and customize services delivered to key market segments

#### Increased revenue

Addressing local needs locally can improve an operator's capability to increase revenue

#### Lower costs

Local, addressable control eliminates NAS fees

## Motorola NAS-to-DAC Conversion Services Deliverables

Converting from national to local access control with minimal system downtime and greatest cost efficiencies requires the coordinated support of Motorola personnel and customer headend and network personnel. Based on the assumptions and prerequisites noted below, Motorola NAS-to-DAC Conversion Services customers can expect:

### Comprehensive Project Management

A Motorola Project Manager will coordinate planning and integration activities from project kick-off through post-launch support:

- Together with the customer's project management team, create and maintain a project plan
- Create a detailed cutover procedure in accordance with the customer's requirements, identifying roles and responsibilities, expectations, and exit criteria
- Track and report weekly on status and action items
- Identify risk items and mitigation strategies

### Pre-Conversion Readiness

Motorola personnel will perform all pre-conversion planning and configuration:

- Complete a site survey to confirm that the network, network interfaces and connectivity, and all necessary components are operational and meet minimum system requirements, and to identify potential issues
- Assess the site configuration and network topology
- Update the Headend Configuration Tool (HCT) or SmartStream Device Manager (SDM) with the new configurations

### Conversion Execution

The Motorola team will execute all tasks associated with the transition:

- Configure and complete code downloads for all necessary equipment
- Configure the DAC to mirror current channel maps, services, sources, and devices
- Monitor the billing system for downloads of VOD and PPV events to digital STBs
- Perform end-to-end testing to verify that all digital STBs served by headends converted to digital access control can receive Out-of-Band Modulator (OM) signals and messages, including initializations and code downloads, from the DAC
- Verify that all services are operating normally

### Acceptance Testing and Follow-Up

Motorola personnel will conduct acceptance testing and review the results with the customer.

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## Assumptions and Prerequisites

The following list is not intended to be exhaustive. Motorola will inform the customer of any additional customer responsibilities necessary for the performance of the service.

### Assumptions

- Motorola NAS-to-DAC Conversion Services do not include conversion of existing interactive applications running on the NAS site, revisions to the existing suite of service providers, or the installation of additional pre-packed headend equipment. This service is a conversion of like services from national control to DAC control only.
- Motorola and the customer will provide a single point of contact for the project.
- Issues that are outside the scope of the deliverables described above will be handled through normal escalation methods.

### Customer Prerequisites

- Provide a list of contacts, including the technical leads, for each critical department
- Ensure that DAC software and hardware upgrades and changes to other related equipment are complete
- Ensure that the site is ready and that all DAC, billing, and headend systems are fully operational
- Provide access to and support for all networks, systems, and components to Motorola personnel as required
- Provide all project-related documentation, including IP addresses, channel maps, network diagrams, and a sources and services report
- Ensure that the billing system and associated vendor support are available for digital STB download, PPV download, and any additional setup or troubleshooting required during the conversion
- Notify subscribers of any interruptions of service that will occur during the conversion
- Provide enough configured digital STBs to meet installation needs from the initial code download to the cutover
- Ensure that no new digital STBs are added to the NAS system at the site being converted to DAC control
- Provide a spare OM and a queuing device, such as an Integrated Receiver Transcoder (IRT), Modular Processing System (MPS), or SmartStream Encryptor Modulator (SEM), for testing
- Download the NAS digital STBs and PPV events to the DAC
- Ensure that no activity other than normal operations, including software or hardware upgrades, channel lineup changes, etc., is scheduled during the conversion

**MOTOROLA NAS-TO-DAC CONVERSION SERVICES**

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SEG476666-042 NAS-to-DAC Conversion Services

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