



irdeto

CHARTER COMMUNICATIONS / SPECTRUM

Charter  
**Spectrum** ▶

# OVERVIEW

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Charter Communications wanted to be able to bring new services to their cable subscribers more quickly and easily.

With the Keys & Credentials solution from Irdeto, Charter were able to take direct control over their new STB design, building a more competitive and flexible platform that implements standard components and downloadable CAS.

The fully managed Keys & Credentials solution acts as a Trust Authority to underpin the platform design, allowing Charter to leverage new product functionalities and achieve cost savings.

“ Taking control of the design of STBs includes; managing all components, including security, moving away from proprietary technologies and enabling competitive bids to create a price advantage. Ownership of the keys through the Irdeto K&C service is critical to this success.

Stephen Bartlett, Sr. Director, Advanced Engineering,  
Charter Communications

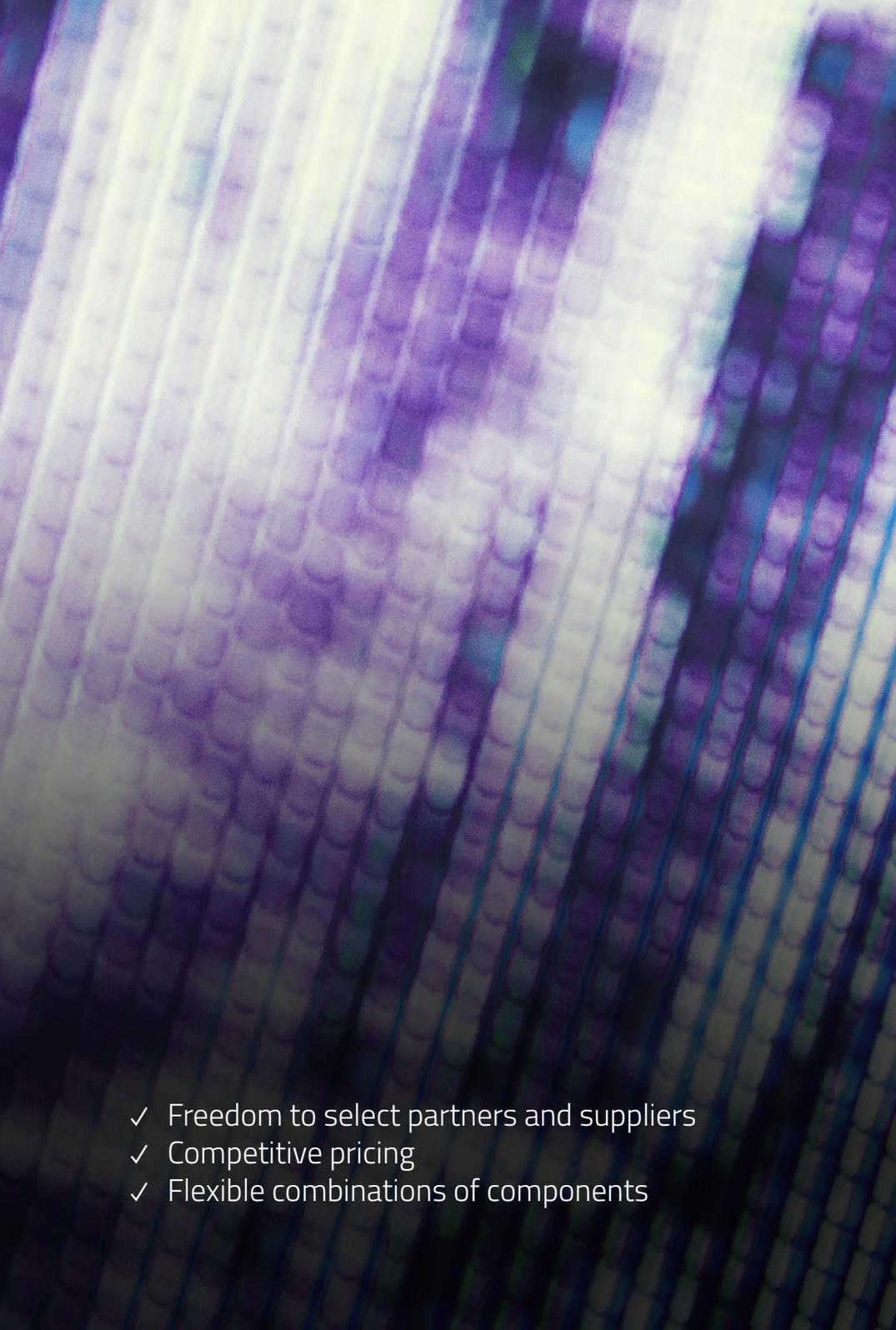


# DRIVER #1 FAST SERVICE LAUNCH

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With the traditional STB build process, Charter felt constrained by the lack of flexibility in the platform design and dependency on the development plans of their long-term STB and conditional access (CA) partners.

They wanted to be able to deploy new services as the market required, not on their vendors' timelines.



## DRIVER #2 FLEXIBLE STB BUILD

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When it came to their new STB platform, Charter leveraged Irdeto expertise to help enable them to take control and specify their own set-top design architecture without requiring a CableCARD.

Not only has this given Charter direct control over the features and functionalities of their box, it has also fostered competition and enabled them to receive bids from a worldwide range of vendors.

- ✓ Freedom to select partners and suppliers
- ✓ Competitive pricing
- ✓ Flexible combinations of components



# DRIVER #3 OFFLOAD OPERATIONS TO TRUST AUTHORITY

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Opening up their platform brought Charter the challenge of managing multiple suppliers and partners, all with different contracts, NDAs, workflows and processes.

Irdeto provides an independent Trust Authority role, managing the provisioning of all security keys and certificates for new service activation and acts – on behalf of Charter – as the security interface with all their suppliers.

The reassurance of deep security expertise and a fully managed service has allowed Charter to focus on their core business.

- ✓ Independent Trust Authority service
- ✓ Full lifecycle management of all security assets
- ✓ Coordination and supervision of all multi-supplier security workflows



# SETTING THE CABLE BOX FREE

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Irdeto's Keys & Credentials solution has given Charter greater control over the timing and conditions for new service launch and allowed for more flexible STB platform design with competitively priced components.

As a fully managed service, Charter is assured of deep security expertise and full end-to-end operation of complex key provisioning processes without requiring to build up large internal teams.

With Irdeto Keys & Credentials, Charter can now facilitate a range of subscriber options and launch new services quickly across both new and legacy STBs.

“ Irdeto was able to demonstrate deep expertise in CA and DVB standards, neutrality in the US conditional access business and experience with similar service deployments for peer cable operators.

Stephen Bartlett, Sr. Director, Advanced Engineering,  
Charter Communications