



# The Network

Challenge

By Sara Waddington, Managing Editor, SCTE

**Ulrich Kiebler, CEO of SCTE corporate member DCT DELTA GmbH, unveils his formula for success in a networked world to *Broadband Journal*.**



**Ulrich Kiebler**  
Chief Executive Officer,  
DCT DELTA GmbH

Based in Bodman (Germany), Ulrich Kiebler has headed DCT DELTA GmbH since 2013. During this time, the company has significantly extended its product portfolio as well as expanding its international customer base.

Before that, he worked and lived in Abu Dhabi (2010-2013) heading SES's Government & Institutions business for Satellite Projects in the Middle East and Central Europe region. From 1996 to 2010, he worked at NDSatCom in different positions and locations (Abu Dhabi and Friedrichshafen) and was responsible for worldwide business at the Corporate Networks Business Unit since 1998.

Ulrich Kiebler has more than 20 years' experience in high-tech marketing and sales for the telecommunications industry, working for companies such as Siemens, Infineon and Nortel Dasa. He holds a Master's degree in Communications Engineering from the University of Ulm and an international marketing and export business degree (MBA) from the Export Academy Baden-Wuerttemberg in Reutlingen.

**BBJ:** Please give a brief background to DCT DELTA GmbH and its activities. Please explain your mission and objectives.

**UK:** With over 100 employees, our company's main location for production, R&D and sales is in Bodman, Germany. DELTA Electronics is a manufacturer and solutions provider in broadband connectivity via cable, satellite and fibre infrastructures. We supply a range of customers worldwide. Many of them are major cable operators, such as the Liberty Global Group together with its international subsidiaries. We ship to network operators and customers in Europe, Asia and overseas and provide network solutions in HFC as well as FTTx technology.

DELTA's mission is to be the innovative technology partner for leading cable operators and to develop, with them, the best possible network performance. The objective is always to combine



**Ulrich Kiebler, CEO of DCT DELTA (DELTA Electronics)**

the latest technology with maximum customer benefit to create solutions that help our customers to become more successful.

**BBJ:** Please outline any recent successes or achievements and the reasons for this?

**UK:** We were nominated as runner-up for the Best CPE Solution category in the SCTE 2018 Technological Innovation Awards for our 'Optical Fibre Twist Node (OFT)'. The Fiber Twist provides the look and feel of a typical GPON CPE, but for RFOG networks. We were delighted to be voted the runner-up in this category – it gives out a very important signal in concert with the product launch of the Optical Fiber Twist platform.

In addition to the successful introduction of the Fiber Twist platform, we have extended our optical product portfolio with the new tuneable RFOG - Mininode (adjustable four wavelengths) and the next release of our optical Headend platform. The new SFP-return path receiver has demonstrated



**The Optical Fiber Twist node**



**Martin Beck, DCT DELTA VP of Key Accounts & International Sales (right), accepts the runner-up award for Best CPE Solution from SCTE President, Chris Bailey**

outstanding small form factor, along with the lowest power consumption available today.

We are therefore able to provide the full product range, from the headend to the end-customer, with the latest FTTx components.

**BBJ:** What are your views on the business climate in 2018?

**UK:** Fundamentally, 2018 has been a good year for the MSOs as their broadband and video offerings are still superior to other network offerings. However, we also see a number of mergers causing some delay and uncertainty in network rollouts.

**BBJ:** Which issues are of prime importance for your customers right now and how are you addressing these issues?

**UK:** Bandwidth, bandwidth, bandwidth .... for the lowest possible cost/bit. Today, this must include CAPEX and OPEX considerations and we work in both areas. Environmental

“ We see still utility in years to come using fibre in RFoG and HFC technology. ”

considerations, as well as a shortage of qualified manpower, are also of concern to our customers. We are developing solutions to reduce power consumption, as well as truck rolls, whilst improving quality of service.

With an eye on the growing complexity of upgraded networks, the requirements for higher reliability in each part of the network are also important for customers. We can help by offering strong European service and support.

**BBJ: Which trends do you see developing in global cable/broadband markets?**

**UK:** *Trend No. 1: Optical transmission via fibre to provide more bandwidth and speed.* Without doubt, fibre is the future cable-based transmission media. For an operator, it is, however, only important to use the most economical technology in the fibre. We still see utility in years to come using fibre in RFoG and HFC technology and we ensure that the products improve in performance to similar levels as GPON or NG GPON.

*Trend No. 2: Remote physical layer.* To ideally use the existing coaxial “last mile infrastructure” and combine it with classical Telco networks, Remote PHY is the best possible solution. DELTA will introduce its inhouse-developed R-PHY product to the market before the end of the year. Interoperability tests with CableLabs are already in progress.

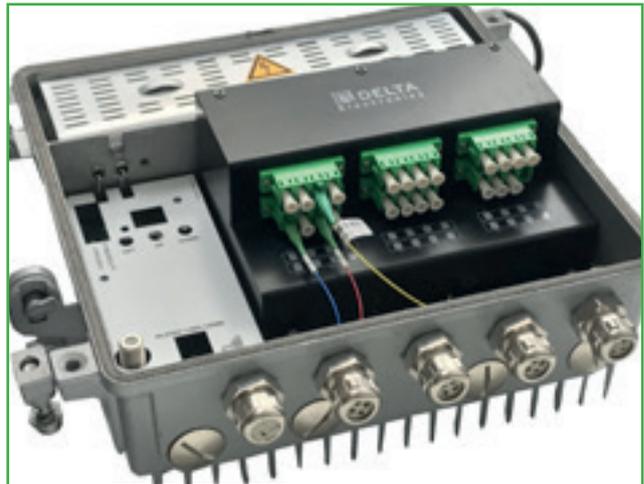
*Trend No. 3: Intelligent products and self-installation products (OPEX reduction).* As previously mentioned, it is not just CAPEX costs and bandwidth that are of concern, but also OPEX, environmental issues and manpower. We therefore ensure that smart products and self-installation is included, wherever possible.

**BBJ: Where do you see the greatest challenges and opportunities?**

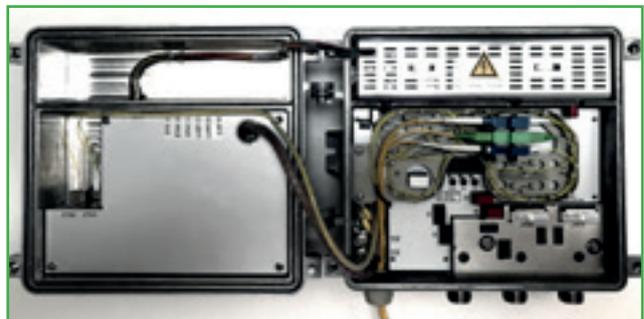
**UK:** We face two main challenges. Product life cycles are getting shorter and shorter and we face increasing price competition from manufacturers in the Far East.



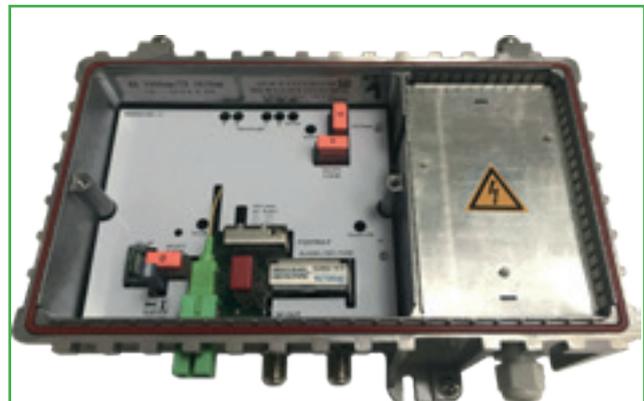
**DCT DELTA's SFP**



**DCT DELTA's hybrid repeater housing**



**DCT DELTA's new REMOTE-PHY NODE**



**The ONB-T tunable optical node can adjust four different wavelengths in one second**

## “ DELTA will introduce its inhouse-developed R-PHY product to the market before the end of the year. ”

However, luckily, we also see opportunities. Due to the modular approach of our products, we can modify and optimise products specifically to our customers' needs. Additionally, due to the close relationship that we have with our customers, we can look at their overall network (and not just the product) which often allows customers to optimise CAPEX and OPEX as well as network performance.

**BBJ: What is your strategic and technical focus/vision over the next few years? Are there any new initiatives that you would like to highlight?**

**UK:** Our vision is to realise excellent transmission technology for the networked world of tomorrow.

These networks will use always the most appropriate transmission media, whether it is wireless, cable, fibre or satellite. We want to use our technical expertise in high frequency and optics to combine the advantages of each transmission path and unify them in one network, so that our customers' networks are ready for the demanding applications of tomorrow.

“A simply perfect network” means, for us, increasing our customers' satisfaction with sophisticated technical network products and helping to solve their challenges.

**BBJ: Have you launched any new products recently? Please give details.**

**UK:** At the moment, we have a bundle of new FTTx products that are ready to launch:

- **OFT platform: Optical Fiber Twist nodes for DOCSIS and satellite transmission.** This is a universal CPE platform where the same fibre “ground plate” can be connected to GPON, PtP, Ethernet, DOCSIS 3.1 and satellite via fibre, all in a “self-install” mode.

- **ONB-T:** The tunable optical node can adjust four different wavelengths in one second and is precise within a few nm wavelength. This allows our customers to run the same product in a PON network 100% OBI-free, reducing logistics efforts on the truck.
- **OHR: Optical Hybrid Repeater:** This is an active optical outdoor repeater which is equivalent to our indoor O-MISO products, providing up to IP67 class protection. The same product can operate as an inverted node connecting a classical coaxial network to a fibred building or to extend a coaxial network with long-distance fibre to connect, for example, estates and farms (the OHR is popular in the U.S. and Canada for this application).
- **SFP Chassis:** Our new 19” platform enables operators to plug-in up to twenty optical receivers in SFP format into a 1 RU housing. This reaches unparalleled density whilst saving power consumption. We are the only company offering SFP modules to be used in a DOCSIS environment. However, we are convinced that it is always best to utilise the standards already established in mass markets and then slightly modify those products.

**BBJ: Thank you for your time.**



### CONTACT

For further details, see [www.dct-delta.de/en/home/](http://www.dct-delta.de/en/home/)

For details of DCT DELTA's hybrid repeater with MDR (multi diode receiver), see page 89.

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