



Visitors and yacht owners to a new marina on the Greek island of Rhodes can enjoy access to high speed broadband services thanks to a new solution delivered by Optronics Technologies using Occam Networks BLC 6000 multi-service access platform (MSAP).

Yachting's link to AV is well-established as many owners prefer to fit out their boats with the latest AV equipment. As that equipment goes digital and requires internet access, new opportunities present themselves. Providing broadband access to marinas is a first step but that very act also creates more yacht owners who will want to upgrade their AV to digital to take advantage of both broadband internet and the fibre optic capabilities.

Optronics Technologies signed a contract with Ionios SA to supply an advanced, open-access, fibre optic system throughout the new marina that is currently under construction. This will not only bring high speed communications to the marina buildings, but will also create a fibre-to-the-bollard network to bring broadband onto the yachts in the harbour.

The new Marina of Rhodes is a 5-star tourist attraction with the ability to host more than 400 craft including the largest new mega yachts. The marina complex will also offer VIP suites, a shopping mall and shipyard maintenance services. The GPON-based, 100 Mbps broadband network will allow visitors to access triple play services including internet, IP telephony and IPTV.

Broadband to the Quayside

Written by Bob Snyder
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Russ Sharer, VP of Marketing at Occam Networks, says "This is an exciting example of how open access networks can provide real benefit for end users even in unusual and often hard-to-reach locations. The new marina will be at the leading edge in terms of the facilities it offers and I am sure that Optronics' solution will make the marina a successful new tourist attraction amongst the sailing fraternity."

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