



CONTOURsm
from Cox

FORDS COLONY COMPUTER & TECHNOLOGY CLUB

Membership Meeting

December 18, 2017

MOCa
Multimedia over Coax Alliance





AGENDA

Announcements

- iOS SIG meeting this Wednesday?
- January Membership Meeting – Monday, January 15 @7pm
 - Cutting the Cord - Home Entertainment Alternatives
 - Part 2 – Program Content Alternatives – DirecTV Now, Hulu Plus, Sling TV
- Tonight's Program
 - Cutting the Cord - Home Entertainment Alternatives
 - Part 1 - Tivo Bolt, Tivo Mini's vs. Cox Cable Boxes
 - Holiday Pizza Party

BREAKING DOWN YOUR COX CABLE BILL

- A significant recurring cost is the monthly rental of your cable TV Set Top Boxes (STB).
- If you've elected to use their Contour offering, the amount adds up quickly!

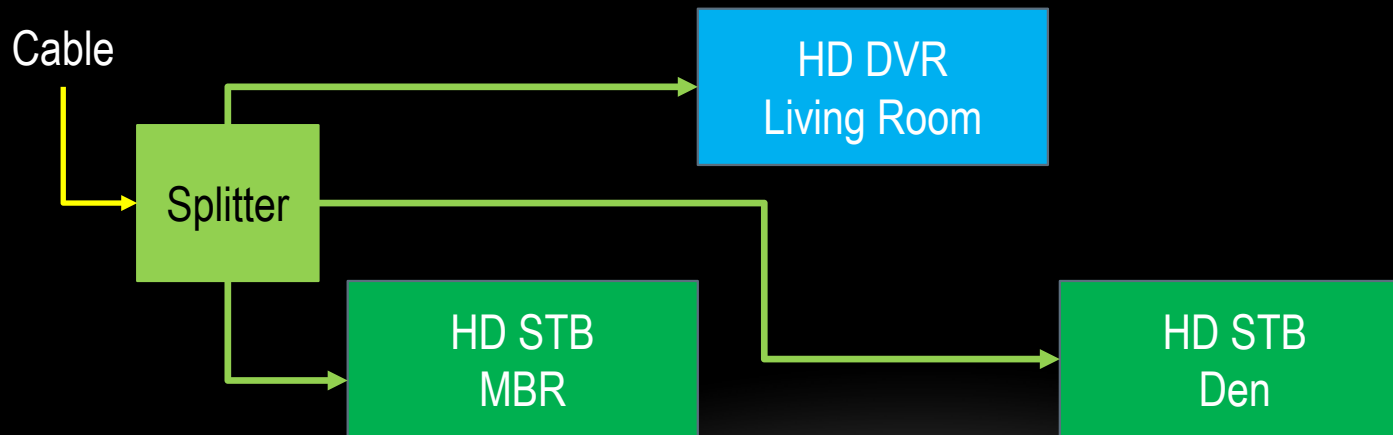
TV EQUIPMENT	PRICING
Digital Receiver (non-HD)	\$8.50/mo.
HD Receiver	\$8.50/mo.
HD-DVR Receiver	\$8.50/mo. + \$12.99/mo. DVR service fee
Contour Record 2 HD-DVR Receiver	\$8.50/mo. + \$12.99/mo. DVR service fee
Contour Record 6 Whole Home HD-DVR Receiver*	\$8.50/mo. + \$19.99/mo. Record 6 DVR service fee
CableCARD™	\$1.99/mo.
mini box™	\$2.99/mo.

Access to HD channels included with Cox Contour TV and higher packages

*Additional Whole Home HD-DVR Receivers cost extra

A TYPICAL HOME CABLE TV SETUP

- At least one (1) HD Digital Video Recorder (DVR)
- At least two (2) or more HD Receiver STB

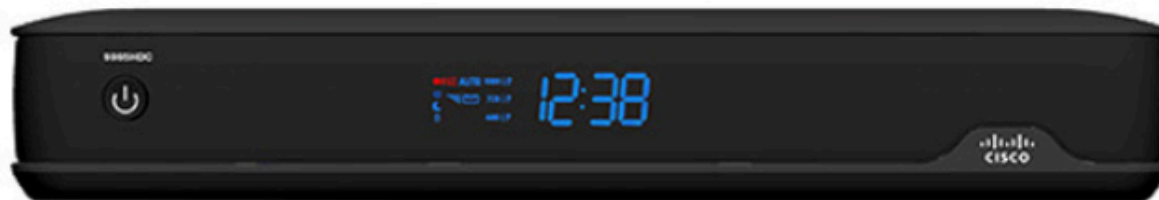


WHAT IS **MoCA**

Multimedia over Coax Alliance

- **MoCA**, which stands for “Multimedia over Coax” delivers the same high-speed **network** connection you get through an Ethernet cable, but delivers it through your existing coaxial cable (the wire you use to receive cable TV) to any room in your home.
 - The Ethernet data is superimposed onto the cable in addition to the regular program content.
 - Requires high quality cable (usually RG6), properly terminated with F connectors, and securely fastened connections.
 - To isolate your home MoCA network from the outside world, a Point of Entry (PoE) filter is installed.
- MoCA provides the command and control of the shared master DVR in Contour, updating program listings, etc..
- On a TIVO it also provides Internet connectivity to other streaming services – more on that later!

COX CONTOUR HD DVR SET TOP BOX



Equipment	Storage capacity	Recording hours	DVR service	Simultaneous recording
Record 6 HD-DVR Receiver	2 TB	340 HD/1000 SD	\$19.99/mo.	6 shows at once
Record 2 HD-DVR	500 GB	120 HD/230 SD	\$12/mo.	2 shows at once

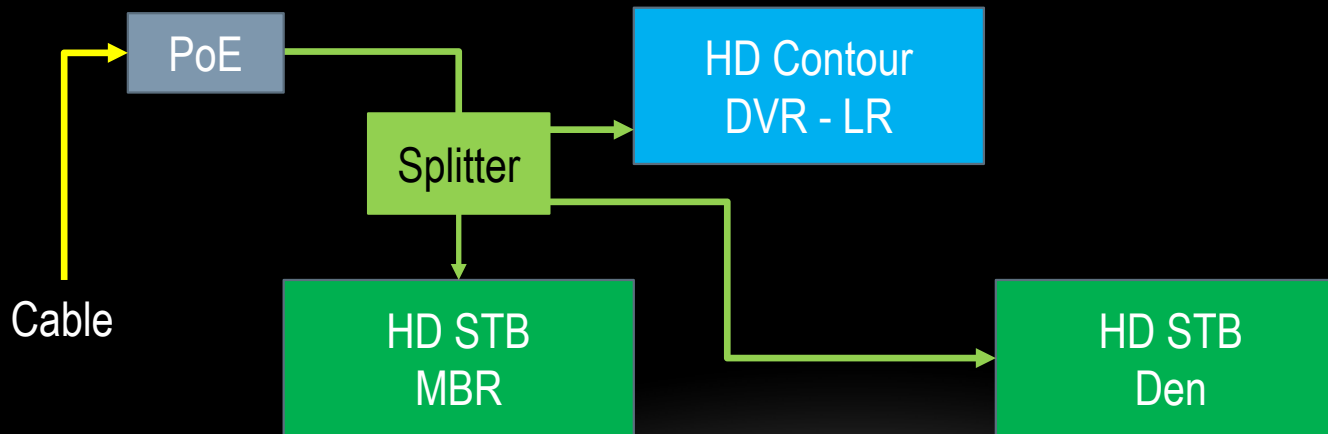
COX CLIENT SET TOP BOX



A TYPICAL HOME CABLE TV SETUP

COX CONTOUR

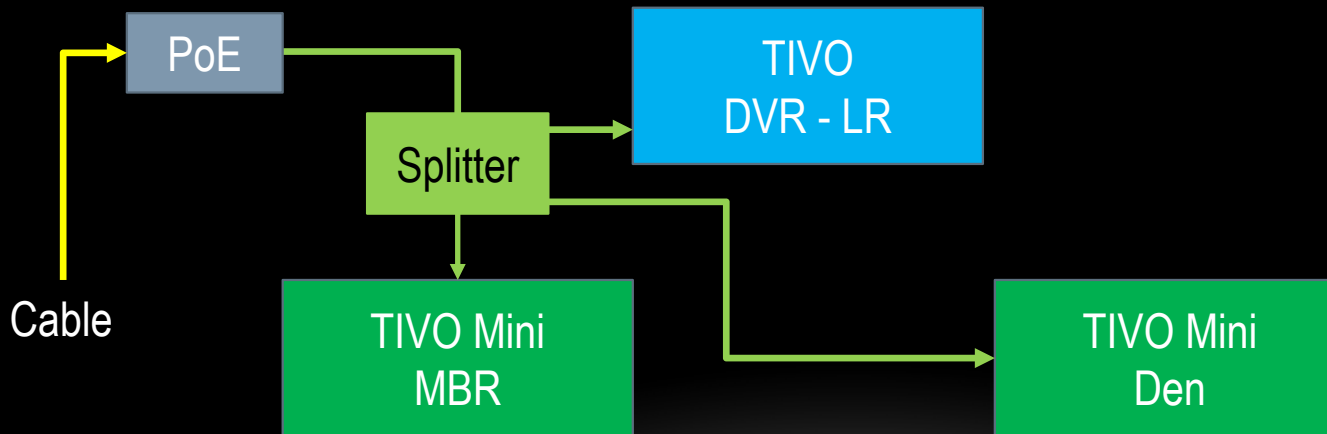
- At least one (1) HD Digital Video Recorder (DVR)
- At least two (2) or more HD Receiver STB
- If Contour service is selected, one can share the capabilities of the HD DVR, however with additional fees
- Contour uses MoCA to coordinate the sharing of the DVR and other functions.



**Rental fees for the Cox Hardware never
end and are often raised**

A TYPICAL HOME CABLE TV SETUP WITH TIVO

- TIVO Digital Video Recorder (DVR) (Roameo, Bolt, Bolt+, etc.) w/ COX Cable Card
- At least two (2) or more TIVO Mini's or VOX Mini's
- TIVO uses MoCA, WiFi, or Ethernet connection to coordinate the sharing of the DVR and other functions.



**You own your TIVO devices and the
recurring costs will be analyzed**

TALE OF THE TAPE COST COMPARISON

Cox Contour	Tivo Bolt+ Configuration 1	Tivo Bolt+ Configuration 2
Whole Home Record 6 HD DVR Receiver (2TB) - \$8.50/mo	New Tivo Bolt+ (3TB) - \$499.99	Renewed Tivo Bolt+ (3TB) - \$399.99
(2) Client HD Receivers - \$8.50/mo/ea	(2) Tivo VOX Mini's - \$169.28/ea	(2) Renewed Tivo Mini's - \$99.00/ea
Contour Service Fee \$19.99/mo	TIVO Service (Various – requires explanation)	TIVO Service (Various – requires explanation)
	COX Cable Card \$1.99/mo	COX Cable Card \$1.99/mo

COX CABLE TV HARDWARE PRICING

TV EQUIPMENT	PRICING
Digital Receiver (non-HD)	\$8.50/mo.
HD Receiver	\$8.50/mo.
HD-DVR Receiver	\$8.50/mo. + \$12.99/mo. DVR service fee
Contour Record 2 HD-DVR Receiver	\$8.50/mo. + \$12.99/mo. DVR service fee
Contour Record 6 Whole Home HD-DVR Receiver*	\$8.50/mo. + \$19.99/mo. Record 6 DVR service fee
CableCARD™	\$1.99/mo.
mini box™	\$2.99/mo.

Access to HD channels included with Cox Contour TV and higher packages

*Additional Whole Home HD-DVR Receivers cost extra

TIVO BOLT+

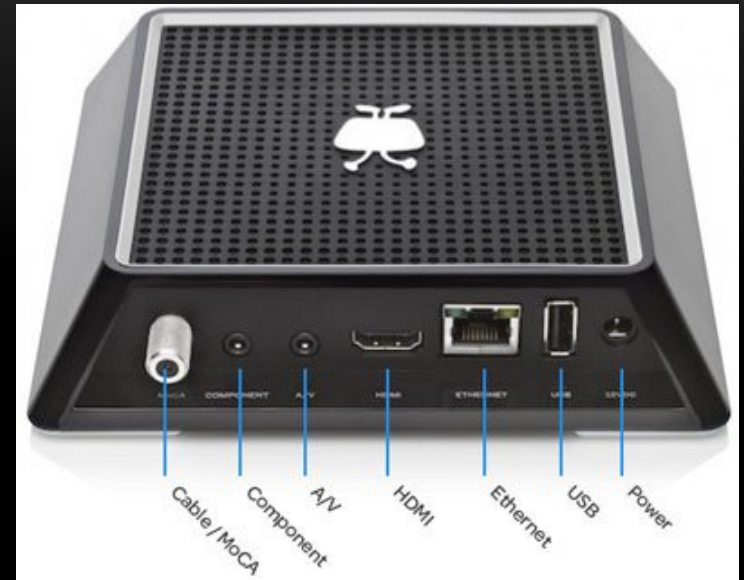


Remote Control Buttons

- 1 The **TIVO** **BUTTON** takes you to the Home screen.
- 2 If programmed, **TV PWR** turns your TV on or off. Go to *Menu > Settings > Remote, CableCARD, & Devices > Remote Control Setup* to program.
- 3 If programmed, use **INPUT** to select the input for your TV.
- 4 **BACK** goes back to the previous screen.
- 5 Use the **ARROW** **BUTTONS** to navigate the Tivo menus. In live TV, press UP for the one-line guide, DOWN to see personalized predictions, LEFT for your favorite channels, and RIGHT to see what's on other tuners.
- 6 Press and hold the **VOICE** button to issue voice commands.
- 7 If programmed, **VOLUME** and **MUTE** control the volume on your TV or AV receiver.
- 8 **REPLAY** repeats the last eight seconds of the show. Press and hold to jump to the beginning of a show. When browsing, press to jump to the first item in a strip.
- 9 Use the **THUMBS UP** and **THUMBS DOWN** buttons to rate shows to influence which shows get recorded as Tivo Suggestions.
- 10 The **A, B, C** buttons set options and sort and filter views, and to turn accessibility features on or off. Press and hold A for the screen reader, B for closed captioning, or C for video description.
- 11 **CLEAR** dismisses items appearing over live TV and deletes titles from My Shows and the To Do List.



TIVO MINI'S

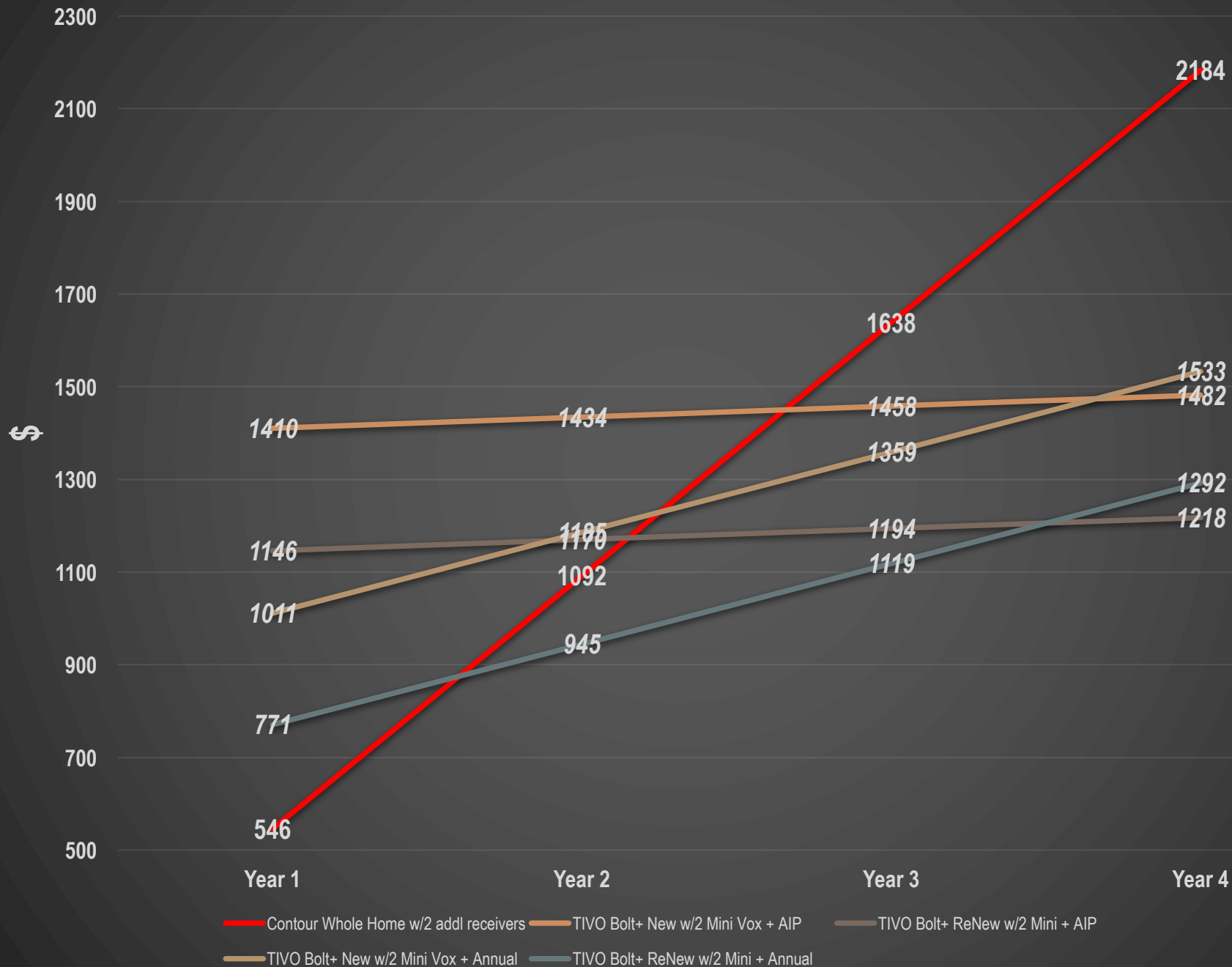


TIVO PRICING

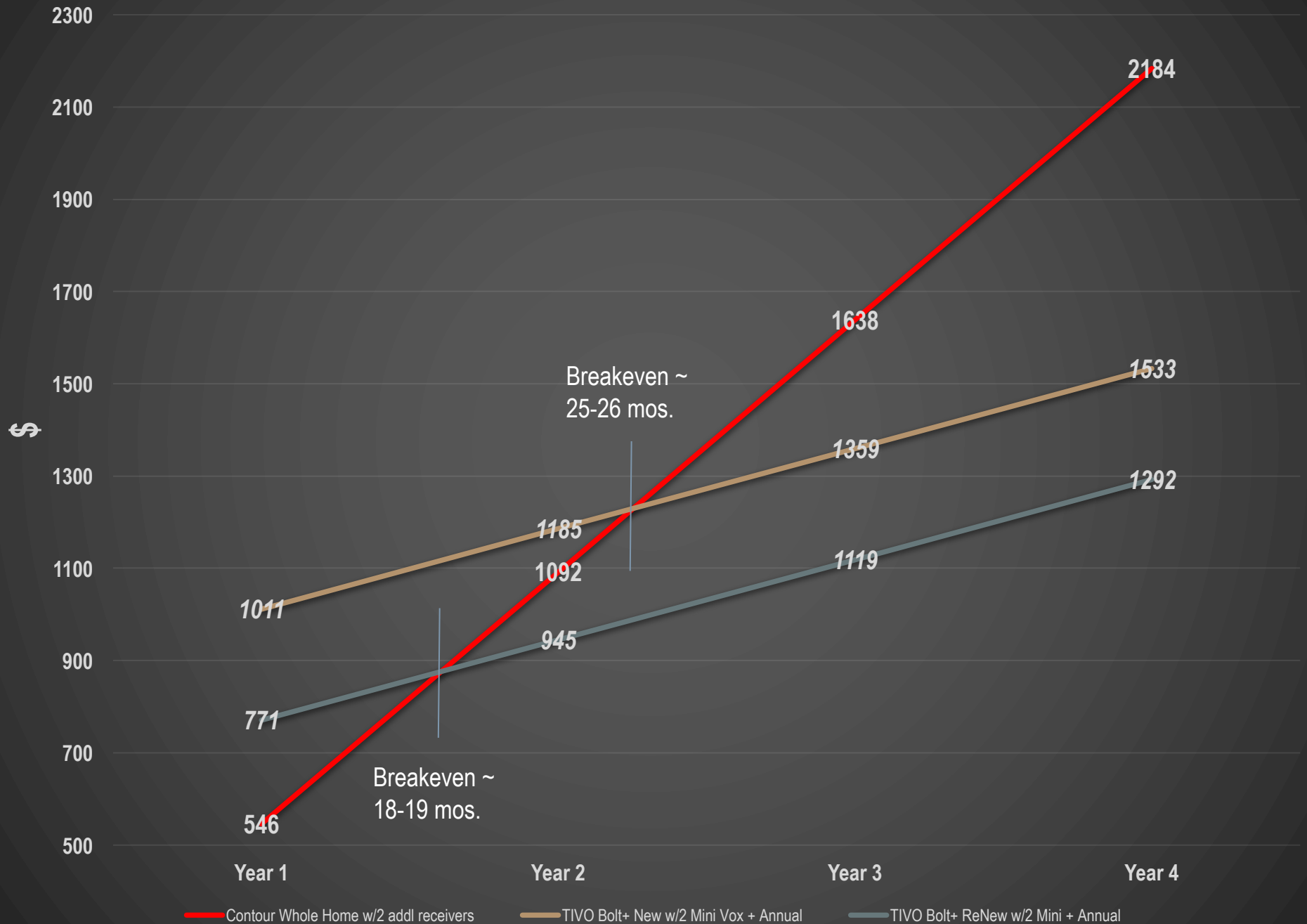
New devices		Retail Hardware	Retail Service	Service Offering
Roamio Products	Roamio OTA 1TB	\$399.99 (AIP Service Included)		AIP
	Roamio Pro	\$449.99	\$14.99	Monthly 1-year commit
			\$149.99	Annual
			\$549.99	AIP
BOLT Products	BOLT 500 GB	\$199.99	\$14.99	Monthly 1-year commit
			\$149.99	Annual
			\$549.99	AIP
	BOLT 1000 GB	\$299.99	\$14.99	Monthly 1-year commit
			\$149.99	Annual
			\$549.99	AIP
	BOLT+	\$499.99	\$14.99	Monthly 1-year commit
			\$149.99	Annual
			\$549.99	AIP

TiVo-renewed		Retail Hardware	Retail Service	Service Offering
Roamio Products	Roamio OTA 1TB (TiVo-renewed)	\$349.99 (AIP Service Included)		AIP
	Roamio Pro (TiVo-renewed)	\$299.99	\$14.99	Monthly 1-year commit
			\$149.99	Annual
			\$549.99	AIP
BOLT Products	BOLT 500 GB (TiVo-renewed)	\$149.99	\$14.99	Monthly 1-year commit
			\$149.99	Annual
			\$549.99	AIP
	BOLT 1000 GB (TiVo-renewed)	\$224.99	\$14.99	Monthly 1-year commit
			\$149.99	Annual
			\$549.99	AIP
	BOLT+ (TiVo-renewed)	\$399.99	\$14.99	Monthly 1-year commit
			\$149.99	Annual
			\$549.99	AIP

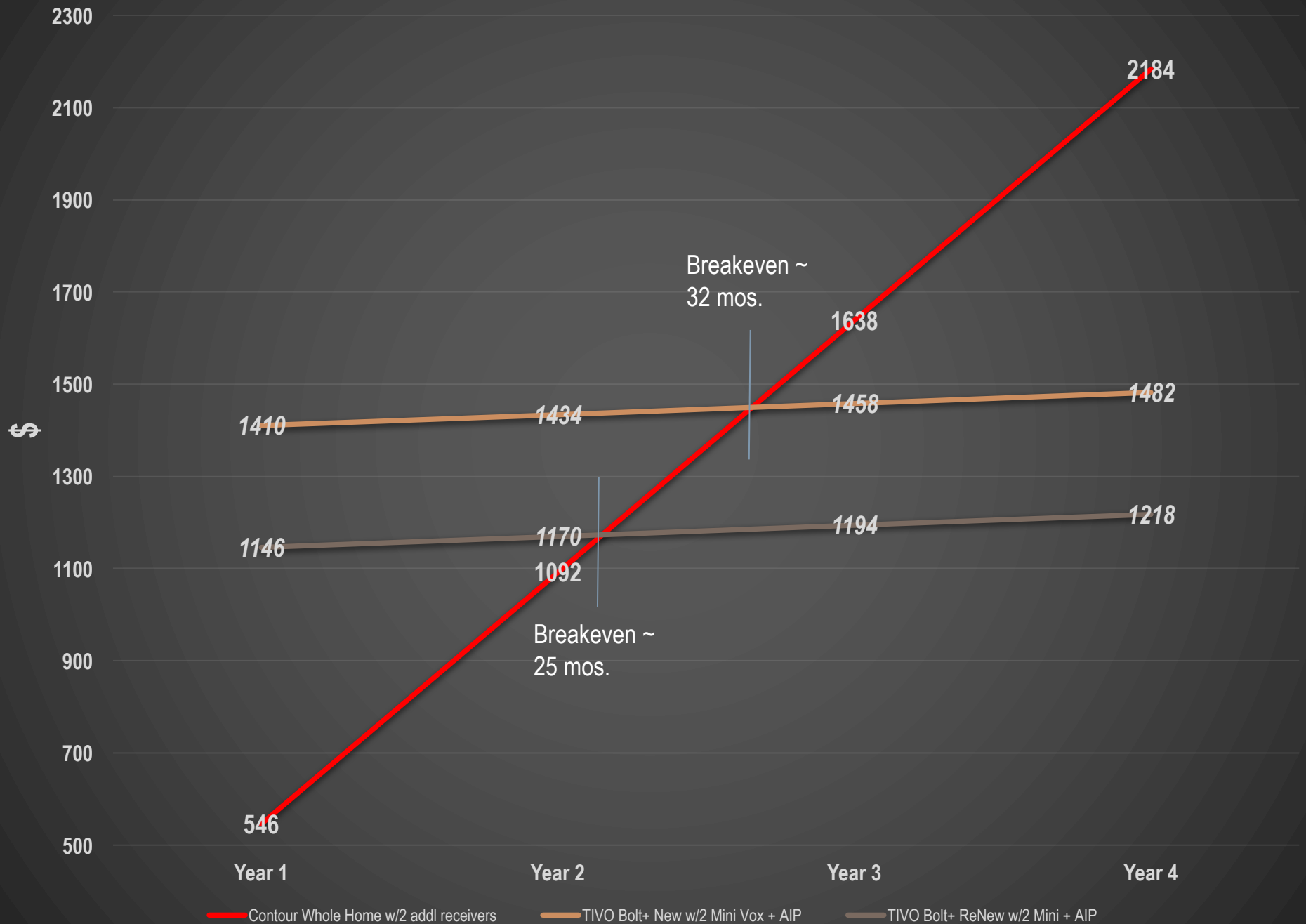
Ownership Cost Comparison



Ownership Cost Comparison



Ownership Cost Comparison



CONCLUSIONS

- In this analysis, your program content is still provided by COX. So the financial comparisons are based solely on hardware rental (COX) vs owning the equipment (TIVO).
- Switching to TIVO requires an upfront investment. However, owning wins out (reaches breakeven) in as little time as ~ 18 months (best case) scenario but by ~ 32 months in worst case scenario.
- Buying renewed (refurbished) TIVO helps accelerate the breakeven point.
- When newer models/technologies become available, TIVO usually offers compelling trade-in/upgrade deals.
- Other less expensive TIVO models were not part of this analysis since we wanted to provide a comparison based on comparable specifications.
- A bonus in using a TIVO box is the built in streaming capabilities although not as extensive as Roku, Apple TV, etc.



**WISHING YOU ALL
A MERRY CHRISTMAS, HAPPY
HOLIDAYS,
AND A TECHNO GADGET FILLED
AND PROSPEROUS 2018!**