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To sway tech companies to locate in this part of Pennsylvania, let's start speaking in a unified voice. The "one-message, one-voice" strategy should, of course, resonate from top officials at the region's chambers of commerce, but also among elected leaders in our governments, a Frontier Communications executive told the Times Leader's Opinion Board last week. "There needs to be a cohesive focus," said Elena Kilpatrick, a Frontier vice president most recently based at its Dallas office in Luzerne County's Back Mountain region.

She is correct to highlight the need for a well-coordinated effort, the sort of approach luring technology-related jobs to Philadelphia and

Pittsburgh. Pennsylvania ranks 18th among the states in tech industry employment, according to a newly released report by the Computing Technology Industry Association, known as CompTIA. This state added 1,354 net jobs between 2014 and 2015, according to the report, a synopsis of which noted that the number is "expected to continue to rise in 2016."

Locally, Kilpatrick credited business development gurus in Luzerne and Lackawanna counties for improving their cross-border

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communication in recent years and for creating "very good plans," albeit a "bit heavy on the manufacturing side." (Kilpatrick might be guilty of having a one-tech, uh, one-track mind on such matters, having served as Frontier's general manager of Pennsylvania operations, where it's all about the broadband. Only days ago, she was promoted to the Internet-TV-phone firm's GM post in New York state.)

From our perspective, county government leaders appear to have lots of room for

state  
lawmakers  
are  
unopposed

Philadelphia  
Daily News  
Pa. Dems  
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lost

improvement on the tech issue. Frequently they vie for the posts by pledging to spur economic development, then spend their time in office attacking one another (witness, for instance, Lackawanna County) or seemingly preoccupied with unrelated issues (see Luzerne County).

Former Luzerne County Manager Robert Lawton was on the verge of sharpening the county's emphasis on economic development, with a proposal in mid-2015 to restructure a trio of offices, but critics on council succeeded in chasing him out of town. The area's municipal officials, meanwhile, generally don't act as loud cheerleaders, let alone catalysts, for tech growth. Instead, they tend to get mired in day-to-day matters rather than big-picture goals.

Attracting tech firms to this region should be recognized as an imperative for its growth, its people's prosperity, perhaps even its long-term survival. Today the industry represents less than 7 percent of the state's economy, according to CompTIA's analysis. Workers in the field, however, received an annual average salary of \$92,179 – "82 percent higher than the average private sector wage in the entire state," the synopsis noted.

Our region's industrial parks, while valued, probably won't supply the skilled jobs of the future. Tech will. Among the hurdles to bringing it here faster: a transportation network that Patricia Amendola, Frontier's East Region communications manager, described as "a handicap." Two few direct flights from Avoca to East Coast hubs. No passenger rail service. Let's get everyone on board. Let's do what is necessary to pave the way for the arrival of more tech firms, the pay offered for those jobs and the people necessary to fill them. – *Wilkes-Barre Times Leader* editorial

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Comcast Corp. said Monday it has acquired the Philadelphia real-time sports-information service OneTwoSee that tech guys Chris Reynolds and Jason Angelides launched out of a rowhouse at 20th and Brandywine Streets five years ago.

OneTwoSee's insight has been to apply real-time traffic analytics on TV news to sports, tracking game momentum and player stats with easy-to-read graphics. The company, in effect, has converged "big data" with multi-billion-dollar TV sports. "It was applying what we were good at in the visualization of real-time data, and product-izing that for sports," said Reynolds, who previously worked with Angelides at the traffic-information web site Traffic.com in Wayne. "Sports fans had already been conditioned to follow their favorite teams and fans and we thought that we could consolidate that experience into an . . . interface."

Several large public technology companies kicked the tires on OneTwoSee over the last year before Reynolds and Angelides reached a deal last week with Comcast - which is seeking to broaden specialized content on its X1 cable box. Terms were not disclosed. The startup employs 16. OneTwoSee staffers will stay where they are in a 1650 Arch Street high-rise adjacent to the Comcast Center for at least a year. But they eventually are expected to relocate to the new Comcast tower under construction, which will lodge the cable and entertainment company's engineers and product-development teams. The new Comcast tower is expected to open in 2018.

On Tuesday, Comcast human resources personnel were briefing OneTwoSee employees on where they would fit into the cable and entertainment giant, and on benefits and compensation. Reynolds said that he and Angelides expect to stay with OneTwoSee.

Comcast doesn't typically acquire data or media startups in the Philadelphia area because the region hasn't been a hotbed for these types of companies. But OneTwoSee rolled up early successes selling sports-information services for mobile phones, cable-TV and print. Among its clients, in addition to Comcast, are Fox Sports, AOL, Tribune Media and Canada's Rogers Cable.

OneTwoSee's analytics are a major part of the sports app on the X1 cable box - Comcast

has said it's installing 40,000 new X1 boxes a day. As you watch a game or pre-game show with the X1 sports app, OneTwoSee's graphics appear to the right of the actual TV broadcast. OneTwoSee's real-time information for baseball includes where a batter is most likely to hit a ball, and where a pitcher is most likely to pitch for a strikeout.

Comcast has said that its TV subscribers engaged in 95 million X1 sports app sessions in 2015, with 45 percent of those sessions taking place in the fourth quarter as more people learned how to use the app. OneTwoSee supplies graphics and information through the "Extras" tab. "I realized how core their offering was for X1," said Preston Smalley, a Sunnyvale, Calif., Comcast vice president for sports and X1 apps to whom OneTwoSee will report. Smalley added that he wanted to secure a future for OneTwoSee's technology for Comcast and "to see what they could come up with to target the sport demographic."

Over the last four years, the OneTwoSee platform has scaled to extend to multiple sports and platforms, now offering sports information for NASCAR, National Basketball Association, National Football Association, Major League Baseball, and major college basketball and football conferences. Within a couple weeks, OneTwoSee will launch for the National Hockey League and professional soccer and has been preparing for a big splash for this summer's Olympics in Brazil, which will be telecast on Comcast-owned NBC. "We have been heads down on the Olympics for the last three months," Reynolds said.

Reynolds, 41, and Angelides, 48, initially self-funded OneTwoSee and worked out of the ground floor of Angelides's row home in the Art Museum area. The two then raised money from friends and family. In a third financing round, OneTwoSee raised funds from "high-net-worth individuals" in the Philadelphia area and the Mission OG investment firm. In all, the company raised \$2 million to \$4 million. "We are excited," Reynolds said of the deal with Comcast, "to see where we can take this." – *Philadelphia Inquirer*

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**A new election forecast** casts a gloomier outlook for Senate Republicans – including Pennsylvania's Pat Toomey – if Republican Donald Trump becomes that party's presidential nominee.

Analysts at the University of Virginia's Center for Politics have categorized Pennsylvania's U.S. Senate race as "leaning" Republican. That's one step away from being a tossup between the two parties, but still favors Toomey, a first-term incumbent. But under a new projection with Trump at the top of the general election ticket, Pennsylvania's Senate seat is predicted to switch from Republican to Democrat. It's one of four states where the electoral fortunes would appear much more favorable to Democrats under what the center's political scientists dubbed the "Trumpmare" scenario.

For his part, Toomey has sought to distance himself from Trump. **He criticized the billionaire real-estate developer** ahead of his appearance at a December fundraiser for the state Republican Party, and he **has formally endorsed Florida Sen. Marco Rubio** for president. – *Allentown Morning Call*



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