

Topic: The OTT Video Experience

Panelist: Gary Enloe – Director of Product Development, MTA

Gary will be providing an overview of MTA’s video strategy as it’s morphed over the past four years; from capping enrollment on our IPTV platform; shifting our Retrans negotiation tactics; launching a streaming ROKU app; partnering with popular streaming platforms like SlingTV; and finally, plotting our final exit from the video business on 12/31/2020.



Gary has 35 years of varied experience in the communications industry. He is currently the Director of Product Development, but has also held positions in both engineering and operations over the course of his 23 year career at MTA.

Panelist: Mich Glass, Consultant – Product Management, Windstream

Over the last two years, Windstream has been targeting Consumer Broadband growth. With this effort, the legacy video services were identified as a product that could be discontinued. The additional bandwidth provides the ability to offer higher internet speeds to our customer base. This in turn, enables popular streaming TV services as an affordable option for many of our customers.



Mich Glass has worked in the telecommunications industry for 20 years and has held positions in sales, operations, channel support and product management. Joining Windstream in 2019, he currently serves as Consultant of Kinetic Product Management, responsible for development and management of Windstream’s entertainment products.

Mich is a father of 2 teenage boys. Living near Little Rock , AR and is very active in his local community. In his spare time, he’s the club director of a travel soccer club and participates in the development youth soccer in the state of Arkansas.

Panelist: Dustin Schlaefli - Director of Customer Engagement, Nex-Tech

Nex-Tech has been in the OTT business for two years. Dustin will talk about their path to launching the new planform and give you an overview of what Nex-Tech has seen in the past two years.



Dustin Schlaefli is the Director of Customer Engagement for Nex-Tech. In Dustin's twenty-two years, he has led the Marketing team through Nex-Tech's growth and expansion to be a full-service telecommunications and wholesale provider. In his current role Dustin directs the strategic marketing, retail sales and customer service activities for Nex-Tech. Most recently, he led the creative and advertising teams to expand into offering marketing services for various business customers, including communications providers.

Dustin holds a B.B.A. in Marketing and a M.S. in General Communications from Fort Hays State University.

Dustin currently serves on the NTCA Marketing Committee. He is active in the Hays community and serves as an Ambassador for the Hays Area Chamber of Commerce, Hays High School Athletic Booster Club and board member for Big Brothers & Big Sisters of Ellis County.