



BroadcastAsia2017

www.Broadcast-Asia.com

Spain

CommunicAsia2017

- SPAIN -

Disrupting technology



BROADCASTASIA/COMMUNICASIA



Check our catalogue:



Major global trends in broadcast value chain such as migration to IP in production environments or UHD (Ultra High Definition) are not foreign to the Spanish Broadcast Industry. I

In fact, this sector has a strong export tradition and cutting-edge products able to compete at the highest level in the world.

Good examples of this are the solutions that will be presented at BroadcastAsia/Communicasia by 14 participating Spanish companies. UHD professional recording, advanced 3D graphics, AR, IP routing, switching matrix, automatic metadata, latest-generation MAMs, postproduction equipment or automation and playout solutions will be part of the Spanish technological offer, which will be complemented by a wide range of radio and TV transmitters (suitable for all standards and power requirements) and a great variety of reception, distribution, monitoring and measurement equipment for Digital TV networks.

At Communicasia you will find Manufacturer of appliances / testers for PTP, GbE, LTE, E1, C37.94, Synchronization; PmP System exceeding 20Gbit performance and advanced solutions for Satellite Communications and Satellite carrier monitoring systems.



AMETIC is the ICT association.

It includes Electronics, Information and Communications Technologies, Telecommunications and Digital Content Companies.

AMETIC champions the interests of Spanish businesses in a hyper-sector that is varied, dynamic and, with 30% of private R&D investment, the Spanish economy's most innovative sector with the highest growth capacity. Our constantly-evolving member companies are the key driving force for convergence towards the Digital Economy. AMETIC represents a key sector for employment and competitiveness, with a major impact on Spain's GDP and excellent outsourcing possibilities for other production sectors. Its cross-cutting approach enables digitization of business processes for both product generation and offer of services. We represent a group of companies that leverage sustainable economic development, improve the competitiveness of other sectors, generate quality employment, raise Spain's export ratio and enhance the value of our country and its industry.

www.ametic.es | internacionalizacion@ametic.es



AEQ..... 4

Alcad..... 5

Brainstorm..... 6

BTESA..... 7

Egatel..... 8

Itelsis..... 9

Permanyer Griño Conexions..... 10

Quales..... 11

Rymisa..... 12

TRedess..... 13

TRYD Communications..... 14

VSN..... 15

Albedo..... 16

Inster Tecnología Comunicac. 17

Integrasys..... 18



<http://www.aeq.eu/>

Stand number: 4P3-03

Design and manufacturing of Audio, Video and Communication equipment for Broadcasting



STRATEGY IN SOUTHEAST ASIA

AEQ-KROMA has been present on the Asian market during the last 20 years through the most important Distributors and Dealers for Broadcast products. AEQ's office also provides technical support for the Asian Markets.

OUR SOLUTION

AEQ has been providing solutions, Audio, Video and Communication equipment, automation and production systems and solutions for the Broadcast industry during more than 35 years. With a firm commitment to quality service, AEQ –KROMA has served an array of customers world-wide with its advanced audio technology, video monitors for TV, intercom systems, telephone communications expertise, audio storage applications and automation of multimedia production and broadcasting. Further, AEQ has been present at the major international sporting events such as the Vancouver , Sochi , Beijing 2008, London 2012 and Rio 2016 Summer Olympics, having played a key role in providing the equipment producing the broadcast signals for the world-wide audience.

SUCCESS STORIES

All Indian Radio trusts us again after being supplied with more that 250 PHOENIX audiocodexs over the last 7 years.

SLBC Sri Lanka trusted AEQ again choosing AEQ FORUM IP as their on-air digital consoles.

Radio Republic Indonesia –RRI– chose AEQ IP Phoenix Mercury codexs to establish their Audio over IP network and AEQ ARENA console and BC2000D matrix System for their studios.

CCTV China trusted in AEQ for their IP codexs to used at Central Control Room from remote OB.

MORE INFORMATION IN THIS VIDEO

What we look for

- **Customers:** Any TV or radio station as well as distributors and system integrators are AEQ-KROMA potential clients.
- **Contact persons:** Technical directors, audio, video and production engineers.

CONTACTS



Gustavo Robles
Director of Sales
grobles@aeq.es

Gustavo Robles has the difficult task to coordinate and direct all the company's sales activities so that we push forward together commercially.



Antonio Pérez
ASIA Sales Manager
aperez@aeq.es

Based in Madrid, Antonio Pérez oversees the operations at Asian countries and travels frequently to coordinate activities onsite.



KEY FACTS

- Presence in 96 countries
- 5400 Radio Stations are clients
- 1700 Televisions are clients
- Worldwide network of 145 Distributors and Dealers
- Offices and technical service in Madrid, Barcelona, Portugal, USA and Mexico.
- 82% of AEQ's total revenues are coming from the Export markets

PRESENCE

AEQ has a wide network of Distributors and Dealers through which it's present in in almost every country in the world.



www.alcad.net Stand number: 4N2-04

Design, manufacturing and marketing of innovative products and solutions for telecommunications

STRATEGY IN SOUTHEAST ASIA

Promoting our advanced IP nurse-call communication systems to engineering companies in ASIA. Our goal is to gain clients through projects of hospitals, elderly homes, assisted living residence, retirement communities, etc.

OUR SOLUTION

ALCAD nurse-call system is a nursing communication management system using IP technology. It has been designed to fulfill of the special needs and requirements unique to senior citizens and help healthcare staff improve efficiency, increasing quality care and patient satisfaction. Our room-post terminals act as a means of communication between nursing, healthcare staff and patients or residents within the healthcare facility. These room terminals control push-buttons, pull-cords, sensors or actuators in a room allowing sending call and alarms and establishing communication between patients and nursing staff by means of its hands-free voice system. ALCAD also offers a wide range of peripherals devices that can be connected to the room terminal. Moreover, calls, alarms and information generated in the rooms could be received in IP phones, pagers, GSM phones and PC control stations.

SUCCESS STORIES

ALCAD has tailored its advanced nurse-call communication system to meet Asian specifications as specific dimensions, color codes, paging and fire-alarm system integration and other requirements of the market and has already carried out several projects in retirement villages in Australia. Retirement villages provide people with independent accommodation which include shared facilities. They also provide lifestyle services and social activities and usually staff have healthcare backgrounds.

MORE INFORMATION IN THIS VIDEO

What we look for

- **Customers:** Engineering, consultancies companies and integrators that are dealing and prescribing these systems in the health sector and more specifically in hospitals and elderly homes.
- **Contact persons:** Technical managers and development engineers.

CONTACTS



José Gómez Méndez

Export manager

josegomez@alcad.net

Sales engineer with over 25 years' experience in the Telecommunications industry. Has been working in the International Sales department of ALCAD since 2006 and is responsible of effective sales in Australasia, Balkans and other areas.



KEY FACTS

ALCAD Electronics S.L. has been present in the Asia-Pacific area more than 20 years and continues its unparalleled international journey. Today it is a technological HF benchmark in several countries of the area. Nowadays our aim is to become a market leaders in the most innovative Nurse-call communication systems in Asia.

PRESENCE

The company has its own subsidiaries in core markets such as France, United Arab Emirates, Czech Republic and Turkey. Otherwise it is represented around the globe with independent sales partners in more than 40 countries.





Brainstorm Multimedia:
pushing the boundaries
of 3D Graphics and
virtual studios

<http://www.brainstorm3d.com>

Stand number: 4P3-01



STRATEGY IN SOUTHEAST ASIA

Customers with very interesting profiles have joined the Brainstorm family during last months: VTC Vietnam, EBS Korea, CH5 Thailand, Hakka TV Taiwan and TDM Macao. Stanlly Loke has been appointed as VP of sales in order to continuing to grow our presence in Asia, expanding Brainstorm's reach within existing markets as well as into new ones.

OUR SOLUTION

Brainstorm's star product is **Infinity Set**, the most advanced virtual studio solution available today. Infinity Set's patented TrackFree technology opens a previously uncharted middle ground between the traditional trackless and tracking environments, providing broadcasters with the flexibility and visual impact of advanced tracked solutions at the cost and easiness of use of a trackless virtual studio. Equally impressive is Aston 3D, Brainstorm's CG and real-time 3D graphics solution with over 40 years in the market and fully compatible with Infinity Set. These two products combined provide users with a complete solution for both virtual reality and augmented reality in broadcast.

SUCCESS STORIES

Brainstorm's list of clients is wide and varied, with primer broadcasters such as NHK, MBC, Al-Jazeera, CNBC, BBC or TVE being just some of many examples within the broadcast sector. Other customers include PokerStars and Accuweather for real-time 3D graphics, as well as ESPN, NASDAQ and Thomson Reuters. Brainstorm's products have been featured in game shows such as Wheel of Fortune and Jeopardy, and are also employed in the education sector by Universities such as Santiago de Compostela in Spain and the California State University in the United States.

MORE INFORMATION IN THIS VIDEO



What we look for

- **Customers:** Broadcast resellers, TV stations, independent producers, Education companies and any company with requirements involving virtual sets and real-time 3D graphics.
- **Contact persons:** Commercial directors, CEOs, CTOs, Technical Managers.

CONTACTS



David Alexander



Commercial Director

dalexander@brainstorm3d.com

With more than 30 years in the broadcast sector, David has been the Commercial Director at Brainstorm since 2010



Stanlly Loke

VP of Sales of South East Asia, Hong Kong, Taiwan and Korea

slokem@brainstorm3d.com

Stanlly has a broad and long expertise in the broadcast sector as well in graphic and virtual set environments throughout South East Asia, being fluent in Malay, Mandarin/Cantonese Chinese.



KEY FACTS

Brainstorm is a specialist company dedicated to provide industry-leading real-time 3D graphics and virtual set solutions for broadcast, feature film production and corporate presentations. Brainstorm has more than 2,500 installations worldwide since its foundations in 1993, including many of the world's leading broadcaster plus numerous smaller and regional stations.

PRESENCE

Japan, China, Taiwan, Vietnam, Thailand, Korea, USA, Canada, Mexico, Colombia, UAE, South Africa, Mozambique, Lebanon, Iran, Egypt, Spain, Germany, Switzerland, Italy, Poland, Netherlands, Australia.





<http://www.btesa.com/>

Stand number: 4P3-6



STRATEGY IN SOUTHEAST ASIA

BTESA Transmitters are already working in many countries of the area, where in most cases, together with the transmitters BTESA provided as well the design, planning, execution and maintenance of **full Turn-Key Projects**. Our aim is to consolidate our presence, improving our services, and broadening and strengthening our agents' and distributors' network.

OUR SOLUTION

BTESA unveils its **new NMS** (Network Management System), specially customized for TV & Radio Networks, giving broadcasters remote control over all their multiple-brands equipment.

BTESA, with over 30 years' experience in the broadcast industry, designs and manufactures Analog & Digital (DVB-T/T2, ATSC, ISDB-T/Tb) High efficiency TV transmitters, repeaters and Gap-Fillers both air and liquid cooled, including the latest wideband Doherty technology.

SUCCESS STORIES

Btesa also holds a huge supply record of Turn-key TV projects all around the world, including countries with the harshest weather conditions.

Indonesia: Turn-key project for the Supply, installation and commissioning of 30 TV stations including TV transmitters (2kW, 5kW, 10kW, 20kW and 30kW), NICAM encoders, antenna systems, towers, TVSS, diesel generators, AVR, UPS and microwave links.

Vietnam: Supply and commissioning of 23 TV stations, including transmitters (2kW, 5kW and 10kW) and antenna systems, and three O.B. Vans.

Taiwan: Supply of 82 DVB-T Gap-Fillers from 5W to 100Wrms, including Remote Control Supervision.

Sri Lanka: Supply of dual-cast PAL/DVB-T transmitters for 3 different broadcasters, up to 10kW.

Nepal: Supply of 8 TV transmitters and antenna systems.

What we look for

- **Customers:** We seek potential customers/broadcasters and distributors/Systems integrators with high professional standards to consolidate and improve our presence.
- **Contact persons:** CEO, CTO, Project Managers, Directors...

TV Transmitters manufacturer.
Broadcast Turn-key projects provider

CONTACTS



Carlos Rosa Pérez

Sales Manager

c.rosa@btesa.com

Telecom Engineer, has been working in the International Sales department of BTESA since 2001, becoming the Manager of the department in 2008.



José Sabater Alepuz

Area Manager

j.sabater@btesa.com

MSc in Telecommunications Engineering and Master on Strategic Management. 8 years of experience in broadcast and project management, helping customers to get efficient



KEY FACTS

Broadcast solutions & products to cover any need in the broadcast sector. Powerful R&D. We design and manufacture all modules inside our equipments. Spare modules and technical support life-time guaranteed.

PRESENCE

China, Philippines, Indonesia, Nepal, Sri Lanka, Taiwan, Vietnam. **Europe:** Bulgaria, Croatia, Denmark, Spain, Greece, Portugal. **America:** Bolivia, Chile, Colombia, Costa Rica, Cuba, Dominican Republic, Mexico, Panama, Peru, Surinam, Trinidad and Tobago, U.S.A, Venezuela. **Africa:** Angola, Algeria, Cape Verde, Burkina Faso, Egypt, Ethiopia, Guinea Bissau, Equatorial Guinea, Mali, Morocco, Mozambique.





The most efficient solution for digital TV transmitters

<http://www.egatel.es/> Stand number: 4P3-08



STRATEGY IN SOUTHEAST ASIA

According to the requirements of each country or each particular customer, Egatel bases its strategy on a professional and friendly relationship directly with the end customers or through its distributor's network.

OUR SOLUTION

Egatel is a company dedicated to the design and manufacture of television transmitters for more than 25 years, which has recently diversified its activity towards the SatCom sector with its SmartLNB© Terminal. This year, Egatel presents its new series, **TLWH7900, using the cutting edge virtual reality technology, of high power TV transmitters**, the evolution of the first Liquid Cooling Wideband High Efficiency Transmitters, which introduces as the main novelty a new 2U 19" capable to supply equipment of up to 8.8KWrms for COFDM modulations, with the refrigeration system integrated in the same rack. In addition, a new version of **SmartLNB©** is presented, which stands out for its simplified design, much more compact and lightweight (1/3 of the initial weight) and optimized to offer satellite connected TV services and M2M applications.

SUCCESS STORIES

The **Fijian** Government was committed to ensuring that all Fijians have access to quality digital television. For this phase of the project, Egatel is supplying low and mid power transmitters, a solution based in its high efficiency wideband Doherty transmitter TUWH. Egatel footprint will be delivered and installed across the length and the breadth of Fiji. New analogue and digital projects have turned up in Indonesia and a stunning interest about **SmartLNB©**, to provide services M2M and IoT all over the country. Egatel continues with its presence in Australia providing with mid power transmitters to some regional broadcasters to deliver a reliable Tv signal coverage.

What we look for

- **Customers:** Interested in broadcasters, distributors and other related companies.
- **Contact persons:** All people belonging to the abovementioned companies of interest.

CONTACTS



José M. M. Mariño
Sales and marketing director
jmmarinho@egatel.es
 Joined Egatel in 1999 as Project Manager for the first DTT deployment in Spain. In 2003 he became Sales and Marketing Director.



Gerardo González
International Sales Engineer
ggonzalez@egatel.es
 Joined Egatel in 2010 as presales engineer for Ecuador & Peru. In 2012 became Sales Manager for APAC countries.



KEY FACTS

In 2001 Egatel starts its international expansion.

Since 2006 it has allocated dedicated resources for the international sales with local branches in Argentina, Chile, Finland y México.

85% of annual turnover in 2015 came from international markets.

PRESENCE

Indonesia, Australia, Fiji, Taiwan, Vietnam, Thailand, Malaysia, South Korea.



<http://www.itelsis.com/>

Stand number: 4N2-06

TV Transmitter and gapfiller manufacturer focused in medium and low power



STRATEGY IN SOUTHEAST ASIA

We are looking for distributors/agents to cover Asian countries, offering an optimum product in the medium and low power TV broadcast range with new and modern designs with the most advanced technology with innovative features, covering DVB-T2 and ATSC standards.

OUR SOLUTION

ITELSYS is a manufacturer of TV transmitters and gapfillers. Our main strategy in this area is to offer competitive devices in the medium and low power range mainly.

We are launching to the market a new series: ICE SERIES. We would like to share this new products, where we have make a lot of effort to offer a modern design, with high performance in their range, trying to give something else to end customer.

The new ICE series, has a lot of advantages compare to actual ITELsis series:

- Doherty wide band transistors. More efficiency.
- More compactness. 350W in 2RU, 150W in 2RU; 60W in 1RU.
- Available as gapfiller with double window cancellation to improve multipath reception.
- WIFI and Bluetooth connection.

SUCCESS STORIES

Spain: Deployed more than 4,000 transmitters and gapfillers in field in the local market.

Australia: Delivery of more than 600 devices with output power between 400W to 10W.

Taiwan: Delivery of more than 70 devices with output power between 100W to 25W.

Peru: Delivery of 100W gapfillers for public channel IRTP Peru.

What we look for

- **Customers:** TV stations, TV broadcasters and System Integrator Enterprises.
- **Contact persons:** Sales manager, CEO of system integrators enterprises to represent our brand.

CONTACTS



Julio Lorenzo



Broadcast Manager

jlorenzo@itelsis.com

During the last 10 years has been developing the broadcast sales area at ITELsis.



KEY FACTS

We offer the most advanced product in medium and low power TV transmission, using the latest technologies and innovating in communications with a modern, compact and efficient design, being the first manufacturer to include WIFI or Bluetooth technologies for remote control in this kind of devices.

PRESENCE

Australia, Indonesia, Malaysia, Thailand, Taiwan.



Designers, manufacturers and sellers of high quality cables for Broadcast.



www.percon.es
Stand number: 4N2-03

STRATEGY IN SOUTHEAST ASIA

PERCON's strategy in Southeast Asia is to enhance its presence in the region as a key supplier of professional cable and all type of related products and accessories for broadcast installations.

OUR SOLUTION

PERCON designs, manufactures and supplies top quality cable made in Europe. In the cabling solutions domain, in which some big cable corporations have compromised on the quality of their products outsourcing their production in order to reduce costs, PERCON has chosen to offer cables with special features such as the new range of Silver+ HD video cables that stand out clearly from any other models in the market in terms of performance and distance or its unique Cygnus Pro FO tester. Flexibility, personal service, constant innovation and technical advice are also important assets appreciated by system integrators and installers.

SUCCESS STORIES

Percon products have been installed in countless broadcast installations all over the world, including TV studios, football stadiums, theatres, museums, congress centres, etc. The switch to digital of the Malaysian TV was carried out using Percon cables, to name just one of the outstanding projects in SEA in which we have been involved. Unique products such as the aforementioned Silver + series, the Cygnus tester and the easy-strip system of the audio cables are also some major achievements which have had an important impact in the broadcast industry.

What we look for

- **Customers:** Broadcasters, system integrators
- **Contact persons:** Project managers, technical directors

CONTACTS



Domenech Permanyer

CEO

dom@percon.es

Co-founder of Percon, Domenech is responsible of the operations of the company as well as the decision-maker of the development of new products.



Jordi Paredes

International Sales Executive

jordi.paredes@percon.es

With more than 15 years in export sales, Jordi coordinates and oversees Percon's international operations always trying to offer the best service and to open new markets.



KEY FACTS

WE ARE A GLOBAL SUPPLIER

Our range of products includes a wide variety of professional top-quality cables, connectors, assemblies, tools and accessories to cover the installation needs of any multimedia and broadcast project.

We also distribute selected products of highly regarded International brands.

[You may find Peron's product](#)

PRESENCE

Percon products are delivered to the 5 continents. It has local branches in Poland, Hungary, India and Dubai.



http://quales.tv/

Stand number: 6H4-01



QUALES Automated Quality Check

is available both as standalone or integrated at **EditShare's PAM**

STRATEGY IN SOUTHEAST ASIA

QUALES strategy in Southeast Asia aims to convert APAC market in the referent benchmark for the Automated QC. New clients with very interesting profiles have joined QUALES family during last months. QUALES expects to increase the number of customers due to EditShare's distribution channel.

OUR SOLUTION

QUALES Automated Quality Check is now available through EditShare's international distribution channel. QUALES is a fully featured, comprehensive Video Quality Check system with the best cost-effective value proposition intended for small, medium, or large environments. Suitable for online or broadcast content; it provides a straight-forward web-based and visual health check system for media, ensuring content readiness in all phases of your workflow. QUALES is available both as standalone version and integrated at EditShare's PAM.

SUCCESS STORIES

QUALES is now present in more than 50 countries: from Japan to Israel, from the US to Australia, due to its extant resellers Network. Now that QUALES forms part of EditShare's family, the representation is becoming wider than ever. Additionally, QUALES has become one of first cloud based Quality Checks and has been integrated in several MAM/PAM systems already, such as VSN, ETERE, ORFAST and, of course, EditShare's FLOW.

MORE INFORMATION IN THESE VIDEOS



What we look for

- Customers, resellers and integrators
- Contact persons: Commercial directors, CEOs, CTOs, Technical Managers,
- Worldwide company's visibility

CONTACTS



Luis Rodriguez



Business Development Director

Co-founder of QUALES taking care of the Business Development Area and being member of the steering board.

lrodriguez@quales.tv



Daniel Roqués



COO

Co-founder of QUALES sharing steering responsibilities and as Chief Operations Officer.

dorques@quales.tv



KEY FACTS

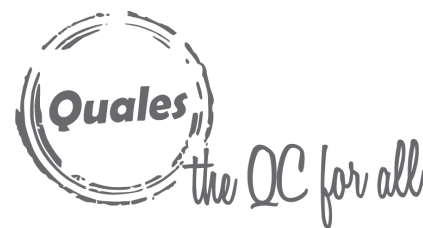
After 2 years in the Market, QUALES is now one of the TOP-4 QC systems worldwide. The brand name is now considered as belonging to an excellent Quality product. QUALES has recently been acquired by EditShare's, the technology leader in intelligent shared storage and media management.

PRESENCE:

Worldwide QUALES presence:



+ EditShare's channel





RYMSA RF supplies antenna systems, combiners and coaxial accessories for broadcast

<http://www.rymsarf.com/> Stand number: 4N2-01

STRATEGY IN SOUTHEAST ASIA

To strengthen the commercial relationship with our Asian clients, in addition to present at the BROADCAST ASIA the new line of coaxial accessories and a new range of filters developed for DTV in any kind of standard at the show.

OUR SOLUTION

RYMSA RF designs and manufactures a wide range of antenna systems and channels combiners for all DTV, ATV and Radio standards for signals transmission, covering different needs to provide a wide range of solutions for broadcast radio and television signals, which have been supplied to broadcasters around the world, providing reliable service in extreme environmental conditions such as high elevations, strong winds, heavy icing, intense solar radiation and high levels of humidity and salinity.

SUCCESS STORIES

RYMSA RF is a pioneer in the supply of DTV antenna systems in **America**, supplying antennas (horizontal, circular and elliptical polarization) and coaxial combiners operating in the different DTV standards (DVB-T, ISDB-T, DTMB).

The **Asia Pacific** customers of RYMSA RF entrusted their most representative modernization projects and new FM band radio cover to the company, which in the second half of 2015, was responsible for the supply of twenty-five FM antenna systems for the expansion of the cover of MRTV in **Indonesia**, and six FM antenna systems for the expansion of the coverage of RRI, including the system of patch panels and coaxial accessories.

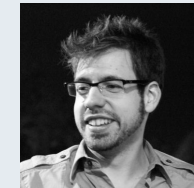
What we look for

- **Customers:** Integrators and dealers related to radio FM and TV technical Directors; Integrators / Agents to supply DAB/FM Radio; and TV transmitters and antennas, DTV / ATV Networks Clients
- **Contact persons:** Technical directors, agents, integrators and dealers.

CONTACTS



Kok Seng Tan
Singapore office Manager
Director
k.tan@rymsarf.com



Polo Martín
Area sales manager
polo.martin@rymsarf.com



KEY FACTS

RYMSA RF-Spain
Headquarters (Manufacturing & sales office)
info@rymsarf.com

RYMSA RF-Mexico
Mexico DF (Mexico)
carlos.lira@rymsarf.com

RYMSA RF- Singapore
Sales office
k.tan@rymsarf.com

PRESENCE

Has offices in Spain, Mexico and Singapore.



<http://www.tredess.com/>

Stand number: 4N2-10



Specialized in the design, development and manufacturing of Transmitters & Gap-fillers for DVB-T/T2, ISDB-T networks

STRATEGY IN SOUTHEAST ASIA

After winning several reference projects in Southeast Asia as ThaiPBS' DVB-T2 rollout in Thailand, our objective is to strengthen our presence and consolidate TRedess as the SPECIALIST partner for LOW and MEDIUM Power Transmitters in the region.

OUR SOLUTION

TRedess equipment is ready for operation in DVB-T/T2 and ISDB-T networks (for both MFN and SFN), combining high efficiency (Ultra Wide Band Doherty technology), top performance, flexible configuration, and great simplicity of installation and operation, providing network operators with a wide range of DTT signal transmission solutions from 400mW up to 2,4 kW.

Due to our specialization, TRedess counts on an optimum solution for in Low and Medium power scenarios. We count also with the best echo canceller available in the market for SFN repeater scenarios, allowing the installation of a TRedess Gapfiller in scenarios where other manufacturers need to install a transmitter.

SUCCESS STORIES

TRedess has participated in the network implementation of major DTT Network operators worldwide, amongst them: ThaiPBA in Thailand, Teracom in Sweden, TDF in France, Abertis Telecom in Spain, Emitel in Poland, Antenna Hungaria in Hungary, SNRT in Morocco, alongside many projects where TRedess solutions have selected to extend DTT coverage, like Hong Kong or Taiwan.

This year at BroadcastAsia we present the newest and state-of-the-art features of Fourth Series, our DTT Transmitters up to 2,4 kW, and Gap-fillers with the best-performance in the market.

[MORE INFORMATION IN THIS VIDEO](#)

What we look for

- **Customers:** DVB-T/T2 and ISDB-T networks operators, broadcasters, TV channels, Pay-TV over DTT service providers. Agents, representatives and distributors specialized in TV broadcasting.
- **Contact persons:** CEO, CFO, CTO, Head of Purchasing department, Head of Equipment/Transmitters department, Technical Director.

CONTACTS



Luis Miguel Grela
International Sales Manager
lgrela@tredess.com

Head of the International Sales Department: Responsible of the international expansion of the Company. In charge of the Company's main customers in Europe and Southeast Asia markets.



Carolina Llanes
International Sales Engineer
cllanes@tredess.com

Responsible of expanding business in Africa and Western Asia. In charge of the Company's customers in these mar-



KEY FACTS

TRedess count with more than 15.000 devices on the field, in more than 30 countries. TRedess portfolio counts on very compact, highly efficient, modular and flexible solutions, with very easy installation and maintenance. TRedess Gap-fillers incorporate the very best Echo Canceller in the market.

PRESENCE

Thailand, Vietnam, Hong-Kong, Taiwan, Spain, France, Hungary, Poland, Sweden, Georgia, Morocco...



Design, development, manufacturing & installation of Digital TV & Radio broadcast equipment

www.tryocomm.com

Stand number: 4N2-05

STRATEGY IN SOUTHEAST ASIA

The business strategy in Southeast Asia for the next years is focused in becoming a key provider of major Digital TV & Digital Radio broadcast operators by providing the solutions with the best Total Cost of Ownership in the market.

OUR SOLUTION

Tryo Communications (formerly Mier Comunicaiones) is a privately owned company, headquartered in La Garriga (Barcelona, Spain), continuing an industrial tradition of more than 60 years.

The main activity of Tryo Communications is the design, development, production and installation of professional TV broadcasting and Digital Radio broadcasting equipment, as well as other purpose RF & high-technology electronic products.

In addition, our company has the knowledge, experience and suitable resources in engineering and installation, for the supply of complete turn-key solutions.

SUCCESS STORIES

Tryo Communications provides the best solutions for broadcast operators, widely proven with over 30.000 sets of equipment operating in more than 40 countries, featuring very high efficiency, ultra-compactness, flexibility, ease of installation, and impressive reliability, reducing operation and maintenance costs.

Tryo Communications has been one of the first companies worldwide in supplying High Efficiency Transmitters in UHF band based on Doherty technology in 2012. Similarly Tryo Communications was first company worldwide in supplying High Efficiency Transmitters in VHF band in 2013.

With the contract awarded by the main broadcasting operator in UK to Tryo Communications for the supply of DVB-T/T2 and DAB transmitters, our company has become the reference leader in supplying High Efficiency Transmitters, since the project involves the supply of more than 600 Transmitter systems with output power levels up to 6.000Wrms, including several redundancy levels.

What we look for

- **Customers:** Broadcast operators, TV channels, Radio channels, Integrators, Partners, Agents, Representatives and Distributors.
- **Contact persons:** Broadcasters, operators, integrators, distributors...

CONTACTS



Adrià Dasquens
Area Sales Manager

adria.dasquens@tryocomm.com
Master's degree in telecommunications with more than 8 years of experience in RF equipment and telecommunication networks.



Arnau Torrent
Sales Director

arnau.torrent@tryocomm.com
Telecommunications engineer with more than 10 years of experience in sales and marketing of high tech electronic products.



KEY FACTS

Products:

- High Efficiency TV Transmitters and Repeaters for Digital TV.
- High Efficiency Radio Transmitters and Repeaters for Digital Radio.
- Mobile Repeaters.
- Radiating and Receiving Systems.
- Filters, Signal Splitters, Power Splitters and Multiplexers.
- Network planning and coverage studies.
- Turn-key supply of terrestrial

PRESENCE

Iran, Lebanon, Philippines, Singapore, Taiwan, Uzbekistan, New Zealand, UK, Norway, Denmark, Spain.



STRATEGY IN SOUTHEAST ASIA

VSN looks forward to keep expanding its services and number of clients all along Southeast Asia, specifically in the Broadcast and Media & Entertainment sectors. Moreover, it expects to gain further brand awareness in this region.

OUR SOLUTION

VSN offers solutions based on standard IT infrastructure to solve the needs of creation, distribution and management of content in a wide variety of media and broadcast companies. With more than 25 years of experience, VSN's software tools are able to manage all the media life cycle, while increasing productivity and reducing costs. The product portfolio is divided into three different areas: Media & Process Management, News & Live Production and MCR Automation & Distribution. All solutions can independently be adapted to any audiovisual company or even they can be put together to create a complete, modular, scalable and easy-to-integrate End-to-End system ready to work in Cloud environments and even to incorporate third parties' solutions.

SUCCESS STORIES

VSN has helped during its 25 years of experience to more than 1000 clients located in 100 countries to correctly manage its media assets while improving their efficiency and productivity. VSN's solutions have obtained great results around the world, such as with BarçaTV, Barcelona's Football Club official TV channel, whose operations are managed by VSN's MCR solution. TVB in Hong Kong, the main broadcaster in the city, is also another satisfied customer that relies on VSN's media management technology. Other important case studies from VSN can be consulted [by clicking here](#).

[MORE INFORMATION IN THIS VIDEO](#)

What we look for

- **Customers:** TV channels, broadcasters, public institutions, IPTV, content distributors, news agencies or any private company that works with Media.
- **Contact persons:** CEO, COO, CTO, Engineering Manager, Sales Director or Sales Manager.

Media and process management for the Broadcast and M&E

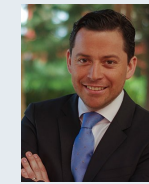
CONTACTS



Mariano L. Monteverde

Sales Director Asia Pacific
mmonteverde@vsn.es

Mr. Monteverde has focused his career in the private IT and M&E sectors after a successful experience in the Spanish Foreign Trade Office in Hong Kong. He is now in charge of improving South Asian companies' internal workflows.



Mario Díaz

Global Sales Director
sales@vsn-tv.com

Mr. Díaz has a long-term experience in consultative direct sales, channel sales development and new business development, with proven success in introducing new technologies in emerging and mature markets.



KEY FACTS

More than 1,000 clients in 100 countries worldwide.

Solutions that cover the whole media life cycle, from ingest to broadcast and archive.

Support and technical team available 24 hours a day.

Easy to integrate with existing technologies and systems.

PRESENCE

With offices in Barcelona (HQ), Dubai, Montevideo, Miami, Hong Kong, a center of technological excellence in Alicante, and a widespread network of partners, VSN offers worldwide coverage. Currently, the company has more than a 1.000 clients in over 100 countries along the 5 continents.



www.albedotelecom.com



Manufacturer of appliances / testers for PTP, GbE, LTE, E1, C37.94, Synchronization

Stand number: 1A3-02

STRATEGY IN SOUTHEAST ASIA

Since its foundation, ALBEDO Telecom has always been innovating in the fields of synchronization, networking and testing. Our high precision instruments are used in more than 82 countries including 14 in Asia. ALBEDO has thousands of customers in the five continent including operators, manufacturers, r+d centers, universities, military forces and police. For instance: Vodafone, Vivo, China Telecom, FT, MT, NATO, Telefonica, Orange, Claro, Wind, Bosch, Man, Australia and India Power grid, Bahrat, BSNL, Tata (India), Synchronization in CHT Telecom (Taiwan), Ethernet testing CAT (Thailand), WHTC Telecom Vietnam E1 tester.

OUR SOLUTION

ALBEDO's core expertise range from Synchronization, Test & Measurement, Transmission, WAN emulation, SIP trunking and Lawful interception. Our customers are Manufacturers, R&D labs, Universities, Military, Power Utilities, Railways, Mobile and Telecom operators willing to install, analyze or maintain telecom infrastructures supporting critical voice, video and data applications. ALBEDO products and services integrate with your business ever since the beginning, and we will work with you to get solutions (a) PTP testers with built-in Rubidium clock; (b) PTP Grand Master / Slave clocks; (c) transmission testers for SyncE, GbE, E1 and C37.94; (d) the world smallest 10GbE tester with double port; (e) hand-held field taps; (f) WAN emulators; (g) our famous stream-to-disk capture tool.

SUCCESS STORIES

ALBEDO has thousands of customers in the five continent including operators, manufacturers, r+d centers, universities, military forces and police. For instance: Vodafone, Vivo, China Telecom, FT, MT, NATO, Telefonica, Orange, Claro, Wind, Bosch, Man, Australia and India Power grid, Bahrat, BSNL, Tata (India), Synchronization in CHT Telecom (Taiwan), Ethernet testers CAT (Thailand), WHTC Telecom Vietnam E1 tester.

What we look for

- **Customers:** Telecom operators, Power utilities, LTE Synchronization networks, Railways, Airports, Army, Universities.
- **Partner:** Distributors and sales agents.

CONTACTS



Jose Caballero

General Director

pca@albedotelecom.com

JC has assumed technical, management and direction roles in international high-tech and telecom companies in UK, US and Spain.



Ramón Boncompte

Sales Director

rbt@albedotelecom.com

Sales engineer with 20 years' experience in International business and technical support across the global marketplace.



KEY FACTS

Portfolio includes PTP testers with built-in Rubidium clock. PTP Grand Master / Slave clocks. Transmission testers for SyncE, GbE, E1 and C37.94. World smallest 10GbE tester with double port. Hand-held field taps. WAN emulators.

PRESENCE

We have customers in 84 world countries and direct operations in US, Canada, Spain, Switzerland, India and UK.



<http://www.inster.es/>



PmP System exceeding 20Gbit performance and advanced solutions for Satellite Communications

Stand number: 1U4-008

STRATEGY IN SOUTHEAST ASIA

Promoting our advanced solutions for Satellite Communications (SistemGoSat & SistemGoPack) and 20Gbit Wireless Last Mile Connectivity (SistemGoAir).

OUR SOLUTION

INSTER provides SistemGoAir last mile solution for new generation triple-play services (voice, data and OTT), corporate and governmental services (VPN) and backhauling for WiFi and IoT micro-cells. Pre-5G system is the first open standard architecture operating at 28 GHz and offering 20 Gbps wireless capacity, serving more than 10,000 subscribers statistically multiplexed. Quality of Service (QoS) and guaranteed data rate are similar to FTTH (Fiber To The Home) and latest generation CATV networks, allowing new internet services based in multimedia real time contents.

SistemGoSat has been designed for Mobility Satellite Communications in military and rail markets, operating in X, Ku and Ka frequency bands. Low profile SOTM (Sat On The Move) and compact Manpack Terminals offering high performance, based on passive phase array antennas, with efficiency higher than 80% (important operative savings are obtained due to the reduction of satellite transmitted power). INSTER solutions offer satellite connectivity anywhere based on a versatile and small form factor design, and robust and reliable construction meeting military and rail environmental and electromagnetic compatibility requirements.

SUCCESS STORIES

Delivery of SOTM and Manpack satellite Terminals to the Spanish MoD, for operating in the Emergency Response Unit and Military Critical Missions.

Wireless Last Mile deployments in European, Middle East and African countries.

What we look for

- **Customers:** Telecommunication Operators, Satellite Operators, Rail Operators, Governmental and International Institutions interested in decreasing the digital divide, and Defense, Home Land Security and Recovery Disaster Groups in charge of Satellite Communications .

CONTACTS



Miguel Diaz
Chief Technical Officer
mdiaz@inster.es

Miguel Diaz is coordinating all Overseas Business Development Strategy for Satellite and Wireless Last Mile Communications.



Neil Berriman
Business Development Consultant
nberriman@inster.es

Neil Berriman is supporting the international expansion of Wireless Last Mile Solution in Caribbean, African, Middle East and Southeast Asian areas.



KEY FACTS

Presence in 10 countries

Field proven satellite technology tested in the most demanding environments around the world.

Open standard Last Mile technology improved by millions of subscribers during more than 20 years.

Offices and technical support in Peru, Mexico, Dominican Republic, Angola, Turkey and Spain.

PRESENCE

INSTER has a wide network of partners in Latin-American, MEA and Southeast Asian areas.





Satellite carrier monitoring systems

www.integrasys-sa.com



Booth 1U2-10

STRATEGY IN SOUTHEAST ASIA

INTEGRASYS is the Carrier Monitoring and VSAT installation tools Leader globally including Southeast Asia. We have been focusing in this region for four years since we attended CommunicAsia for first time. During this time Integrasys has been working very successfully with local resellers and global partners who distribute Integrasys' products.

We look forward meeting new customers and partners.

OUR SOLUTION

Integrasys has a wide range of Satellite Signal Monitoring technology which allows our customers to save time and resources for the typical daily and time consuming tasks.

Satmotion Pocket: Auto Commissioning of VSAT networks from a smartphone app. This technology allows satellite service providers to install and commission in short time frame, ensuring not having to come back to the site, increasing the pointing accuracy, and allowing the hub operators to focus in other work.

Controlsat: Automated Carrier Monitoring system, allowing Satellite Operators and service provider to monitor their capacity in a simple and automated manner and receive alarms or notification if an interference is detected or the service is being degraded.

Alusat: It is the latest product in the family allowing hub operators to self-maintain the overall network without the need to travel to the site for revalidation or analyzing the VSAT RF Health.

SUCCESS STORIES

One example of our work in Asia is iDirect; who commercializes Satmotion Pocket in the region from its office in Singapore; this partnership allows us to have a very good market penetration in the area.

[MORE INFORMATION IN THIS VIDEO](#)

What we look for

- **Customers:** Integrasys is looking for Satellite TV service providers, VSAT service providers and Satellite Operators and Satcom equipment integrators.
- **Contact persons:** As Integrasys products are technical, we look forward to meeting Technical teams of any mentioned type of organization.

CONTACTS



Álvaro Sánchez



Sales Director

alvaro.sanchez@integrasys-sa.com

Alvaro is the Global Sales Director responsible of the Asia accounts, prior to this position; he was Manager and engineer at Integrasys as well as engineer at CERN (Switzerland).



KEY FACTS

Integrasys was founded in 1990 by HP engineers. Since then Integrasys has developed the most innovative products for Spectrum and Carrier Monitoring. Integrasys has been awarded with the Most Innovative Product at Satcon Conference and Most Innovative Technology at Global VSAT show.

PRESENCE

Australia, Singapore, Malaysia, Japan.

Upcoming events

<u>IBC</u>	September 15-19 Amsterdam	An unrivalled destination for discussing challenges facing the electronic media and entertainment industry. 25 Spanish companies will exhibit there.
<u>Tecno Tv Colombia</u>	November 14-16 Bogota	An excellent trade show of high level on production, post-production and for the digital television supply chain.



Spain

Check our catalogue:



More information here: www.ametic.es/broadcastasia



Unión Europea

Fondo Europeo
de Desarrollo Regional

More information here:



