

Spain: Transforming the Audiovisual Universe



NAB Show Las Vegas
April 18th-21st, 2016





NAB Show is the world's greatest fair of the Broadcast sector with 1.800 exhibitors and more than 100.000 visitors.

The Spanish broadcast industry sector has great export capacity companies (most of them, with exports over 60% of production) and has enjoyed international recognition and implementation of its products for several decades. This industry is no stranger transformation and offers cutting-edge solutions able to compete in this scenario. An example of this is the steady increase of national companies attending NAB each edition.



www.nab.ametic.es

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

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ÍNDICE

<u>AEQ.....</u>	<u>4</u>	<u>NTI.....</u>	<u>15</u>
<u>Brainstorm.....</u>	<u>5</u>	<u>Qvide.....</u>	<u>17</u>
<u>BTESA.....</u>	<u>6</u>	<u>Promax Electrónica.....</u>	<u>18</u>
<u>Egatel.....</u>	<u>7</u>	<u>Quales.....</u>	<u>19</u>
<u>Estructure Media Systems.....</u>	<u>8</u>	<u>Rymasa.....</u>	<u>20</u>
<u>Hispasat.....</u>	<u>9</u>	<u>Saptec.....</u>	<u>21</u>
<u>ISID.....</u>	<u>10</u>	<u>SGO.....</u>	<u>22</u>
<u>Itelsis.....</u>	<u>11</u>	<u>Tedial.....</u>	<u>23</u>
<u>Knoxmedia Hub.....</u>	<u>12</u>	<u>Televes.....</u>	<u>24</u>
<u>Mier Comunicaciones.....</u>	<u>13</u>	<u>TRedess.....</u>	<u>25</u>
<u>Next Limit.....</u>	<u>14</u>	<u>VSN.....</u>	<u>27</u>



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



STRATEGY IN THE US

AEQ holds offices in the USA since 1993 and is available on the North American market through the most important Distributors and Dealers for Broadcast products. AEQ's office also provides technical support for the American 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 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 Vancouver2010 and Sochi2014 Winter and the Beijing and London 2012 Summer Olympics and has played an instrumental role in providing the equipment producing the broadcast signals for the world-wide audience.

SUCCESS STORIES

AEQ has accomplished the installation and supply of very important Radio station facilities in the region as for example the 8 completely new studios for Radio Verdes Mares in Fortaleza, Brazil, equipped with FORUM and CAPITOL digital Consoles and Intercom Systems in an AoIP networked solution. Also, the expansion of Radio Agricultura in Chile equipped with ARENA and FORUM consoles and the SYSTEL IP 12 VoIP Talk-Show System should be mentioned. In Television, AEQ has recently supplied a complete Mixing, Routing and AoIP Intercom system built around the BC2000D Routing Matrix platform to be used by Claro Sports in Rio 2016 and the complete Video Monitoring System for ChileFilms' latest HD Mobile Unit.

MORE INFORMATION IN THIS VIDEO

What we look for

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

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

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 and that we push forward together commercially.



Peter Howarth

US Sales Office, Management and Business coordination

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Even if based in Madrid, Peter Howarth oversees the operations at our US office in Miami and travels frequently to coordinate activities onsite.



KEY FACTS

- Presence in 93 countries
- 5400 Radio Stations are clients
- 1700 Televisions are clients
- Worldwide network of 140 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 is present in all countries in North and South America through its Distributor and Dealer network as well as offices in USA and Mexico.



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



STRATEGY IN THE US

New clients with very interesting profiles have joined the Brainstorm America family since January: Triode Media Group, V Channel, Pasadena Media and the California State University. Future developments include 4K compatibility, which is already providing excellent results.

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 CNBC, BBC, NHK, Al-Jazeera and 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, any requirement involving real-time 3D graphics.
- **Contact persons:** Commercial directors, CEOs, CTOs, Technical Managers.

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

CONTACTS



Amaya González
Marketing Executive

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Over 5 years of experience in marketing and communication. Specialist in boosting the positive energy of online business.



Guillermo García
Sales and Marketing Executive

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Film Studies graduate and MBA at CECO. Business Development Specialist at the Spanish Trade Commission in Mexico City.



KEY FACTS

Established in 1993, Brainstorm provides industry-leading virtual sets and real-time 3D interactive graphics solutions for all broadcast graphics types and workflows. Brainstorm's customer list includes many of the world's leading broadcasters plus a large number of small and regional stations.

PRESENCE

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



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



STRATEGY IN THE AMERICAS

BTESA Transmitters are already working in most countries of America, where in most cases BTESA provided as well 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, with more than 30 years' experience in the broadcast industry, designs and manufactures Analog & Digital (DVB-T/H, DVB-T2, ATSC, ISDB-T/Tb) High efficiency TV transmitters, repeaters and Gap-Fillers both air and liquid cooled, including the latest wideband Doherty technology. Btesa also holds a huge supply record of Turn-key TV projects all around the world, including countries with the harshest weather conditions. BTESA announces its new NMS Solution allowing Total Control of TV&Radio Networks.

SUCCESS STORIES

Colombia: Procurement, Installation and Commissioning of the 2nd Phase of the National DVB-T2 network, for 7 stations including high efficiency transmitters electrical systems and civil works. All managed by BTESA new SNMP Network Management system.

Colombia: Management, Operation and maintenance of the Radio and Television network of RTVC, composed of 236 FM&TV stations, 7 AM stations, 6 radio studios and the central headquarters (satellite uplink, headend, teleport, TV studios and Radio studios).

Panama: 2 projects for Supply and installation of High Power DVB-T/T2 Broadcasting Centers (Santa Rita and Cerro Oscuro) including 4kWrms High Efficiency Liquid Cooled transmitter and antenna system.

Mexico: Supply of 399 low power transmitter amplifiers (200Wrms and 450Wrms in ATSC).

Peru: Supply of 9,3kWrms ISDB-Tb high efficiency liquid cooled transmitter and antenna system.

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

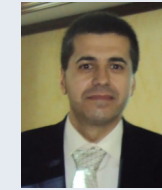


Carlos Rosa Pérez

Sales Manager

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



David Muñoz Serrano

LATAM Area Manager

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MBA in International Business, RF and Satellite Communications Specialist, has been working in BTESA since 2008, becoming LATAM Area Manager in 2013.



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

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



Egatel

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



STRATEGY IN THE US

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 focused on developing and manufacturing cutting edge technology for television broadcasting.

The portfolio of products covers from TV transmitters and transposers of any RF power in the main digital terrestrial TV standards.

This year Egatel is bringing to NAB Show 2016 the new low power high efficiency compact products of 100w and 300 Wrms, these products complete WHET Series, presented some years ago, for mid and high power.

On top of abovementioned latest trends, Egatel, in collaboration with Eutelsat, has developed the "Smart LNB", a cutting edge satellite device that includes a totally novel transceiver connected to the parabolic antenna allowing low cost interactive services and M2M applications.

SUCCESS STORIES

Mexico: Tv Azteca. In 2015 Egatel supplied a hundred plus ATSC transmitters in the range from 200Wrms to 1KWrms, including ancillary, and two 7Kwrms liquid cooled transmitters, most of them belonging to Broadband High Efficiency WHET Series.

Argentina: INVAP. In 2015 Egatel supplied WHET Series transmitters for the DTT network expansion exploited by ARSAT. The challenge was to use a unique liquid cooling system to refrigerate a multitransmitter integration in one rack solution for a total amount of 17 ISDB-T transmitters of 1,7Kwrms.

What we look for

- **Customers:** In addition to unveil our brand-new designs, we consider NAB as a great opportunity to meet our distributors and LATAM customers, as well as to introduce our products to more Broadcasters.

The most efficient solution
for digital TV
transmitters

CONTACTS



Javier Taibo
General Manager

jtaibo@egatel.es/skype: jtaibo
Joined the group in 1999 as International sales manager. Since 2004 conducts commercial work exclusively for Egatel and since 2012 is company CEO.



José M. M. Mariño
Sales and marketing director

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Joined Egatel in 1999 as Project Manager for the first DTT deployment in Spain. In 2003 he became Sales and Marketing Director.



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

Argentina, Chile, Colombia, Mexico, Panama, Paraguay, Peru, Uruguay.

No matter what your task may be... IT IS NOW EASY

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

STRATEGY IN THE US

We will show the Estructure solutions and the state of the art latest innovations. We are currently looking for Representatives/Distributors in America, offering interesting conditions. Come and see us.

OUR SOLUTION

Estructure designs solutions that not only fit your specific workflow, but they make it significantly easier by improving the user's experience, ergonomics and system efficiency, no matter what your task may be. This concept is called EasyFlow.

Estructure has developed, according to this philosophy, a comprehensive platform for collaborative Production and advanced Content Management, with unique solutions for Acquisition, Contribution, Distribution, MAM, Archive, Master Control, Payout and Social Media.

Check out our proposals. They are probably your solution.

SUCCESS STORIES

EFE. The leading Spanish language News Agency and the fourth largest News Agency in the world. ESTRUTURE HD News Production Platform in Madrid headquarters, national and international bureaus, standing out Bangkok and Bogota, all them interconnected for real time production and contents exchange.

It is worth mentioning the ESTRUTURE XYRUS Platform in **EUROPEAN PRESSPHOTO AGENCY** for worldwide bureaus and ENG Contribution, the ESTRUTURE MAM and Digital Archive in GLOBOVISION, CABLENOTICIAS, CINESA, UNINORTE and some other Production companies, Institutions, News agencies and broadcasters.

What we look for

- **Customers:** Sector distributors and companies from the Broadcast sector and Media sector as Tv Channels, Media producer and Press Agencies.
- **Contact persons:** Our aim is to know your needs and concerns to propose, if possible, the solution you're looking for. If you are a Distributor/Representative and you want to get it right, we are also looking to you.

CONTACTS



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Founder of Estructure.



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Cofounder of Estructure.



KEY FACTS

The adaptability to your particular needs, its unique ergonomics and the Estructure development team able to get the most innovative technical capabilities before others.

We are already 100% compatible with IP workflows and new protocols!

We include H.265/HEVC !

PRESENCE

Spain, Germany, Argentina, Bolivia, Colombia, Mexico, Portugal, Thailand, Venezuela



Distributes and broadcasts Spanish and Portuguese content

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



STRATEGY IN THE US

The commercial effort over the last several years has allowed HISPASAT to strengthen its client base in the region and broaden its market by extending to new countries, leading to significant growth for the company in the Americas.

OUR SOLUTION

HISPASAT is the Spanish satellite communications operator, leader in the distribution of content in Spanish and Portuguese. With more than 25 years of experience, the HISPASAT Group maintains an important presence on the Iberian Peninsula and in Latin America, where it is now the fourth satellite operator. HISPASAT has solidly positioned itself in high growth markets and has a stable strategic client base. HISPASAT distributes more than 1,250 television and radio channels through its powerful fleet of satellites and is a key driver for the Spanish aerospace industry.

SUCCESS STORIES

Many important agreements have been reached in the last few months. One that is particularly noteworthy is the deal signed with the Mexican telecommunications company **GlobalSat to extend satellite broadband to more than 8,700 public spaces in rural areas of the country**. The goal of this network is to provide Internet access to more than 10,000 schools, health centers, libraries, and other public facilities in Mexico located in towns and villages that do not have high-capacity connectivity.

MORE INFORMATION IN THIS VIDEO

CONTACTS



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Ester Fernández
Marketing Manager



KEY FACTS

HISPASAT Group is comprised of companies that have a presence in Spain as well as in Latin America, where its Brazilian affiliate HISPAMAR is based.

The Group is a world leader in the distribution and broadcasting of Spanish and Portuguese content.

PRESENCE

America, Europe and north Africa.



Intelligent Technology for Media Content Management

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

STRATEGY IN THE US

Specialized in development of software solutions for analysis and management of multimedia content. Our goal is to improve the management of video, audio and images, to increase private companies' and public entities' performance. We have a wide network of partners specialized in the integration and deployment of IT & media solutions in Spain, Eastern Europe and Latin America.

OUR SOLUTION

Our solutions are customized according to the needs of every market: corporations, security, health, education and public administrations.

We offer products for media management, archive, media monitoring, recording and management of live events.

VIDEOMA allows for the automatic recording, cataloguing and indexation of content from radio, TV or camera signals. We combine recording capabilities with an automatic indexation and cataloguing of the content, using the most advanced analysis techniques available in the market.

AGORA records and monitors justice trials, plenary meetings and conferences. It manages the audiovisual elements of the room and integrates information sources from external systems.

SUCCESS STORIES

Government: Historical archives, media monitoring. Political analysis. Some references: Spanish Ministry of Presidency. Madrid city hall.

Education: Information dissemination for students as well as the rest of the educational world. Common users are business schools and foundations, such as Escuela Oficial de Idiomas and the Albeniz Foundation.

Film libraries, production houses and broadcast: Search and edition of media content for the promotion and sales. Reference users are Globomedia, La Fábrica de la Tele or Canal Capital.

Security: Advanced analysis for intelligence and security agencies in Europe and Latin America.

Corporations: Managing and publishing multimedia content, for marketing and communication or for knowledge management departments.

What we look for

- **Customers:** We work in multiple markets, from broadcast to audiovisual, government, and public administration, corporations, security agencies, educational societies, and hospitals.

CONTACTS



Salvador Villa

President

svilla@isid.com

Engineer ETSIN Madrid. MBA by Instituto de Empresa. More than 8 years leading the company. With large experience at Media and Telecommunication Sectors .



Noelia Vicens

Director General

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Telecommunications engineer. With a large experience in Consultancy, Media, Telecommunications, Security and Public Administration.



KEY FACTS

At ISID we offer intelligent solutions to manage and analyze multimedia content. They can be tailored to clients' needs and requirements. We use state of the art technologies and offer the best quality service to the client. We are within Everis Group, an International consultancy group of NTT Data, with presence in more than 13 countries.

PRESENCE

Spain, Colombia, Ecuador, Argentina, Mexico, Peru, Chile, Eastern Europe and Middle East.



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



STRATEGY IN THE US

We are looking for a distributors/agents network to cover USA, offering an optimum product in the medium and low power TV broadcast range, covering ATSC, ISDB-Tb and DVB standards.

OUR SOLUTION

ITELISIS is a Spanish 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 now a new device: The ICE SERIES. We have made 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:

Higher efficiency, including Doherty UWB technology.

More compactness. 300W in 2RU, 150W in 2RU; 60W in 1RU.

More connectivity: IP, WIFI, Bluetooth

Also adds other features like redundant power supply, available as gapfiller with echo canceller including double window cancellation to improve multipath reception...

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:** System integrators/agents to represent our brand offering the most advanced medium and low power TV transmitter and gapfillers in the market, whose final customer would be TV channels or network operators.
- **Contact persons:** Sales manager, CEO of system integrators enterprises to represent our brand.

Manufacturer of TV transmitters and gapfillers

CONTACTS



Julio Lorenzo



Broadcast Manager

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



KEY FACTS

We want to offer the most advanced product in medium and low power TV transmission, using the latest technologies and innovating in communications. We were the first manufacturer to include WIFI or Bluetooth technologies for remote control in this kind of devices.

PRESENCE

Chile, Mexico, Peru.



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

Media Experts with Digital Mindsets

STRATEGY IN THE US

Business development through producers, post-production companies and distributors of audiovisual content, with the aim to let them know our cloud platform, and the added value to our clients.

OUR SOLUTION

We leverage the cloud to deliver the best services to content owners, post-production companies and exhibitors so they can achieve more digital sales, lower costs, better quality of service, and the leanest and fastest delivery and supply chains with literally any format, 24/7, worldwide. KMH services are 100% cloud based. No limits in terms of scalability: Keep your delivery times short no matter the volume. No more local hardware, software, storage or operational resources required. Browser accessible or API integrated. Pay as you go.

SUCCESS STORIES

Dorna Sports is the exclusive commercial and television rights holder for the FIM Road Racing World Championship Grand Prix (MotoGP™) since 1992. DORNA delivers content to broadcasters in 5 continents through KnoxMediaHub. ALTV brings users an authentic comprehensive lineup of exclusive, immersive and engaging content, cultivated from its own social media audience, where loyalty is rewarded with originality through its destination platforms. KnoxMediaHub provides its cloud platform that supports the video & audio workflows necessary for ALTV operations.

MORE INFORMATION IN THIS VIDEO

What we look for

- **Customers:** Producers, post-production studios and distributors of the audiovisual industry.
- **Contact persons:** Both business managers and technical managers in the mentioned companies, with a clear interest in being one step ahead of the current audiovisual market trends.

CONTACTS



Santiago Miralles
Founder&CEO

25 years in Broadcasting & digital media Professor in IESE Business School.
Telecom Engineer / MBA / PDG.



Josep Grífol
Sales & Marketing Director

25 years in sales, marketing and product, B2C, B2B, in global companies.
Telecom engineer / MBA.



KEY FACTS

All services are provided from the platform 100% Cloud-based.

Friendly User Interface.

Edge technology: 4K processing time in less than file duration.

Fully automated workflow: ingestion, transcoding and delivery tasks.

PRESENCE

Services provided from anywhere in the world to anywhere in the world from the Cloud. Headquarters are based in Barcelona, Spain.

STRATEGY IN AMERICA

The business strategy in America for the next years is focused in becoming a key provider of major digital TV broadcast operators by providing the solutions with the best total cost of ownership in the market.

OUR SOLUTION

MIER COMUNICACIONES is a privately owned company, headquartered in La Garriga (Barcelona, Spain), continuing an industrial tradition of more than 60 years.

MIER COMUNICACIONES is part of TRYO Technologies Group, an industrial group manufacturer of equipment and systems with its own technology, which operates in the field of professional telecommunications and offers solutions adapted to the needs of operators and system integrators in the areas of Security, Space, Broadcasting and Air Traffic Control.

Our main activity is the design, development, production and installation of professional digital TV and digital radio broadcasting equipment (such as transmitters, transposers & gap-fillers), as well as repeaters for mobile phone networks.

SUCCESS STORIES

MIER COMUNICACIONES 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, easy installation and impressive reliability, reducing operation and maintenance costs.

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

With the recent contract awarded by the main broadcasting operator in UK 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...

Going Beyond

CONTACTS



Josep Gener

Transmission Unit Managing
Director

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Telecommunications engineering MsC with 20 years of experience in broadcast market.



Arnau Torrent

Sales Manager Transmission B.U.

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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 Digital Radio and TV networks.

PRESENCE

Argentina, Peru, Mexico, Colombia, USA, Philippines, UK, Norway, Denmark, Spain.



<http://www.nextlimit.com>



Researches and develops technologies in fields of digital simulation and visualization such as digital content and engineering.

STRATEGY IN THE US

Next Limit maintains a close relationship with the production sector in the USA, since many of the most important companies in the visual effects and computer graphics industry are headquartered there.

OUR SOLUTION

Next Limit has gained a worldwide reputation for the quality and power of its simulation tools. Its products include RealFlow (fluid and dynamics simulation for 3D visual effects), Maxwell Render (physically accurate light simulation and render engine), XFlow (CFD software for engineering and scientific applications), and most recently CaronteFX (high fidelity physics for videogames).

SUCCESS STORIES

Next Limit has multiple case studies from different sectors ranging from visual effects or videogames to engineering, architecture, or product design. Some from the entertainment sector include:

- [Visual effects](#)
- [TV production](#)
- [Advertising](#)

MORE INFORMATION IN THIS VIDEO

What we look for

- **Customers:** Small or medium-sized studios that are looking for key tools to integrate directly into their production pipeline.
- **Contact persons:** 3D product distributors.

CONTACTS



Almudena Castellanos

COO&CFO

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She is responsible for the supervision of operations and the financial management of the company. She also handles Next Limit's strategy and investor relations.



Gustavo Liévano

Business Development

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He takes an active role in the conceptualization, financing, release and management of projects backed by innovative business models.



KEY FACTS

Industry: Software

Specialty: Simulation technology.

Founded: February 14th, 1998 in Madrid, Spain.

Founders: Victor Gonzalez and Ignacio Vargas.

Headquarters: Madrid, Spain.

Products: RealFlow, Maxwell Render, XFlow CFD, CaronteFX.

PRESENCE

USA, Canada, Mexico, Brazil, Spain, Germany, Italy, United Kingdom, France, Japan, India, Russia, among others.



<http://www.nti-soluciones.com/>

STRATEGY IN THE US

NTi's international development inevitably involves Latin America, with a common language and culture and where sustainable growth of the region's main economies allows for the telecommunication networks development.

OUR SOLUTION

Design engineering and integration of the video, audio and data signal transport, as well as broadband internet over satellite and microwave systems in the broadcast, cellular, telco, military, private and consumer sectors.

Highest quality Satcom Systems Integration (Earth Stations, Fly Aways, DSNGs, on board helicopters and airplanes systems), anywhere in the world and optimizing our customers CAPEX and OPEX costs by providing creative, flexible, scalable and highly reliable solutions.

Whatever the customer needs are, providing a new system or updating an existing one, NTi's target is to provide a high quality solution, with maximum flexibility and scalability and always focused to minimize operational costs thereof.

SUCCESS STORIES

Tchad: VSAT Teleport in N'Djamena for communications and radar data transport among the airports of that area, for the airports operator ASECNA.

Spain: Integration of all the stations for the digital television and radio signal distribution over satellite for CELLNEX (ABERTIS TELECOM).

Spain: Up to twenty video transmission systems from the Police, Traffic, Military and Telemadrid helicopters, with ground reception, both fixed and mobile solutions.

Cyprus: Two Direct to Home (DTH) earth stations in Larnaca for Hellasat (Arabsat's subsidiary) with up to 70 TV channels with 10% of them in High Definition (HD).

Colombia: Teleport for the Digital Kiosks project in Bogota.

What we look for

- **Customers:** TV and radio stations, security forces, telecommunications operators, TV production companies.
- **Contact persons:** Engineering, development, purchase and general managers.

Future Technology

CONTACTS



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Jaime Arturo Gaviria

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KEY FACTS

Spanish company in international expansion with subsidiary offices in Colombia and Peru, and Chile, Ecuador, Chad, Venezuela and Morocco local offices.

PRESENCE

Spain, Portugal, Italy, Belgium, Bulgaria, Cyprus, Colombia, Ecuador, Brazil, Peru, Venezuela, Argentina, Sri Lanka, Chad, Morocco, Guinea and Mozambique.



Services and equipment rental company that also develops their own equipment such as Ovide Smart Assist

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



STRATEGY IN THE US

Ovide has designed its Smart Assist based on their more than 20 years of experience and customer feedback.

OUR SOLUTION

In 2013, Ovide manufactured its first video assist system, the Ovide Smart Assist HD2: a tough "all in one" equipment powered by QTake. It records 2 HD cameras, has a touchscreen, internal SSD, connect accessories such as external hard drives, quad splits, monitors, etc. It can be moved from location to location easily, which is very useful outdoors.

The new version, Ovide Smart Assist 4, is also an "all in one" system with all the necessary technology inside and its extremely powerful and can work with 4 HD cameras or 4K resolution.

SUCCESS STORIES

Ovide Smart Assist has been used for great blockbusters, TV shows, videoclips and advertisements such as "Ben Hur", "Fear the walking dead" spin-off, "Zoolander 2", "Spectre - 007", "Mission: Impossible - Rough Nation", Almodóvar's "Julieta", J.A. Bayona's "A monster calls", "Sleepy hollow" (TV show), "Penny dreadful" (TV show)...

What we look for

- **Customers:** Cinema rental equipment companies and professional video assist.

CONTACTS



Sergi Maudet

Technical director

sergi.maudet@ovide.com

He has 20 years of experience and develops projects such as 3D, 4K and 8K broadcasting and digital cinema. Likewise, since 2013 also directs the Ovide Smart Assist area.



Flappi Jiménez

Smart Assist Product Manager

flappi.jimenez@ovide.com

Product Manager of audio and video professional equipment with huge international business experience gained over twenty years.



KEY FACTS

- Works with 4 HD cameras or 4K resolution.
- Touchscreen.
- WiFi & Bluetooth.
- Powered by AC and camera batteries.
- Hot swap and UPS.
- Stream video to it to iDevices.
- Process outputs on the set: chroma key, CDLs, LUTs, etc.
- Gather metadata.

PRESENCE

Spain, USA, Japan, China, France, UK, Sweden, Australia, Brazil, Thailand, Singapore, Belgium, Italy, Mexico...



ISDB-T, ATSC, DVB-T2 HD Television Spectrum Analyzers

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



STRATEGY IN THE US

We are present in Americas' market for more than 30 years now. During these years we have build up a network of distributors and representatives with whom we have a stable relationship not based on short term results.

OUR SOLUTION

Our range of worldwide renowned TV Spectrum Analyzers continues to grow in functionality and performance, but not in size! We can offer test solutions for ISDB-T, DVB-T2 and ATSC High Definition TV network deployment and maintenance.

HD RANGER products, for example, include tough instruments designed for use in rugged conditions, truly multifunctional, exceptional in performance, with many advanced features such as IPTV testing, fiber optics or Transport Stream analysis.

SUCCESS STORIES

Promax's constant dedication and hard work in research, engineering and development have been the key to the design and production of equipment and solutions for the industry professionals that achieved the maximum level of satisfaction possible. This has allowed us to offer reliable products and deserve the loyalty of our customers on five continents.

Promax's products have been the choice of CNN, DirecTV, EBU, Arqiva, RAI, etc. Our technology has also been used in the London Olympics and Africa Cup of Nations.

MORE INFORMATION IN THIS VIDEO

What we look for

- **Customers:** Cable TV and Aerial installers, TV broadcasting station engineers, Satellite installation companies. We have customers through out America but we certainly wish to expand our customer base.
- **Contact persons:** Installation and maintenance technicians, sales managers.

CONTACTS



Xavier Ventura

International Sales

xventura@promax.es

Sales engineer with 30 years experience in sales and technical support in the global marketplace.



Santiago Mosquera

International Sales

smosquera@promax.es

Sales engineer with a special focus on sales and technical support in North American market.



KEY FACTS

PROMAX ELECTRONICA, S.L. is a leading manufacturer of **test and measurement solutions**, broadcast and TV signal distribution equipment. Our product portfolio includes instruments for installation, certification, maintenance and monitoring of cable TV, satellite TV, broadcast, wireless and optical networks.

PRESENCE

Presence in all countries in Americas, United States, Canada, Mexico, Colombia, Argentina, Chile, Brazil...



<http://quales.tv/>



STRATEGY IN THE US

Strategy is driven by two different actions, spread our resellers' network and increase our market share through our QUALES ON the GO.

OUR SOLUTION

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; 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 as Standalone version or ON THE GO, cloud-based service certified and running at Microsoft Azure Marketplace.

SUCCESS STORIES

QUALES is now present in more than 50 countries, with worldwide sales from Japan to Israel. With its 32 resellers Network, QUALES is the biggest QC Network for sales in the world. QUALES has become one of first CLOUD based Quality Check and has expanded its boundaries, promoting unique Pay Per Use QC offers. QUALES ON the GO -QC solution certified to run directly on Microsoft Azure Marketplace- and Click2QC -easy and accessible QC online service. QUALES has been integrated already in several MAM systems, like ETERE and ORFAST.

[QUALES, The QC for All, General Solution](#)

MORE INFORMATION IN THESE VIDEOS [QUALES Standalone Automated Video Quality Check](#)

[QUALES ON the GO Automated Video Quality Check](#)

What we look for

- **Customers:** Production/post-production companies, Workflow Systems suppliers, Digital Archive suppliers, Broadcasting companies, Digital cinema, Cloud providers ISP, SaaS, Content Management companies, DVD/BD authoring companies.

QUALES is a Video Quality Check system available as standalone version or ON the GO, a cloud based service

CONTACTS



Luis Rodríguez



Business Development Director

lrodriguez@quales.tv

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



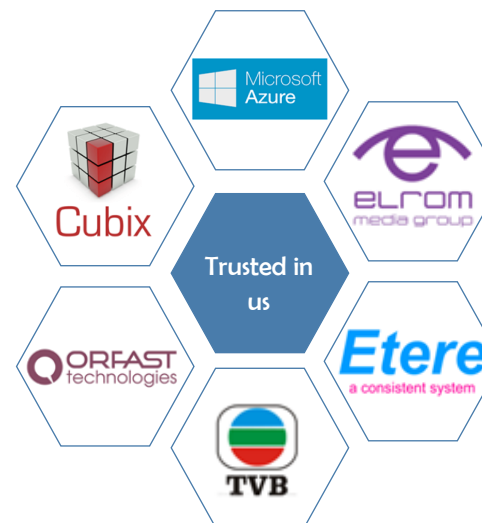
Daniel Roqués



Co-founder and Chief Operations Officer

droques@quales.tv

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



KEY FACTS

After one year in the Market, QUALES is one of the TOP-4 QC systems worldwide.

Our Brand name is now considered as belonging to a high quality product, our resellers network is the biggest one in the QC world, and the product is fully compliant with Market needs.

PRESENCE

Worldwide presence thanks to QUALES ON the GO (running at Microsoft Azure Marketplace) and +50 countries reseller network representation.

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

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

STRATEGY IN THE US

To strengthen the commercial relationship with our Latin American and North American clients, in addition to exhibit at the NABSHOW 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 three DTV standards currently in this continent.

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



Óscar Mata
Latam Sales Manager
Oscar.mata@rymsarf.com



Carlos Lara
Sales Manager APAC & south cone of Latam
Carlos.lara@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://sapec.es/>

Video compression products Spanish manufacturer

STRATEGY IN THE US

SAPEC has as target market the main telco operators, Broadcasters and service providers. At the present time, we have office in Mexico and some partners in USA.

OUR SOLUTION

In SAPEC we develop video compression devices with our own technology and solutions for high quality signal transport in professional environments and real time through satellite, optic fiber, IP networks, radio-links,...

Our families, Altum II, Avantos, Gredos and Sivac are composed by encoders and decoders, encoders/modulators and IRD's for contribution and distribution. Supported by our partners Nevion, Sencore and APT, we provide our customers complete solutions for signal compression, multiplexing and transport so that they achieve their objectives at the best cost and with the appropriate technology.

SUCCESS STORIES

SAPEC is involved in Spanish projects around HEVC, 4K and DVB-T2 collaborating with companies and organisms as Cellnex, UPM and RTVE.

SAPEC provides encoders and decoders for contribution and distribution to Broadcasters and service providers in Spain and Latin-America such us Tigo, Televisa, RTVC, Telefonica, RTVE and more. Since six months ago, SAPEC is in the process of delivering to Televisa more than 400 encoders with ATSC modulator integrated and ATSC transmitter for the distribution of their channel to small and mid towns.

What we look for

- **Customers:** Broadcasters, TV and radio stations, service providers, operators, system integrators...
- **Contact persons:** Technicians, engineers, network managers...

CONTACTS

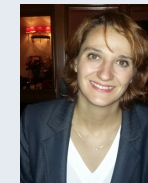


José Manuel López Roldán

Sales Manager

jmlopez@sapec.es

Closely linked to the audio-visual market since he started at Pesa Electrónica. He was sales manager at Kroma Telekom for 12 years, a company he co-founded.



Carmen Piña Vélez

Mexico and Middle-America Office Director

cpina@sapec.es

Telecommunications Engineer, with more than 9 years in the Broadcast market and, since January 2014, managing Mexico SAPEC's office.



KEY FACTS

Spanish company placed in Madrid video compression equipment manufacturer. Office in Mexico.

NAB2016

We will show our latest novelties implemented in the products developed by SAPEC as HEVC 4:2:2 10-bit in Avantos family. MPEG-2, H.264, HEVC, 4K.

PRESENCE

Bolivia, Brazil, Colombia, Chile, Ecuador, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama, Peru.



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

Beautifully Creative
Technology



STRATEGY IN THE US

SGO has focused efforts in LA delivering high end solutions to the film market but we have also have momentum in New York and San Francisco, with incredible references with proven credibility. Working closely with some of the major studios on future technologies and workflow development. We will certainly attract more broadcasters with UHD which will come from other parts of the US. VR could also attract prospects from anywhere!

OUR SOLUTION

SGO is an established leading developer of high-end solutions including its flagship DI and Stereo 3D system Mistika, and on-set application Mistika Live, for post production in the broadcast and film industries. A global company, SGO continues to expand with offices and reseller partners across the world. The company prides itself in establishing close and long term relationships with its customers, providing an effective personal service by a dedicated team.

SUCCESS STORIES

Star Wars: Episode VII – The Force Awakens, San Andreas, El rey de la habana, Mad Max: Fury Road, Deep Burial, Joe Dirt 2, Teachers, Pourquoi j'al pas mangé mon père, Baba Joon, The Hobbit: The battle of five armies, Ocho apellidos vascos, Transformers: Age of Extinction, Edge of Tomorrow (All you need is kill), Cody the Robosapiens, Stalingrad, Blue Lips, Barcelona 3D, A Night in Old Mexico, The Great Gatsby, Ko Ante Koti, Blancanieves, Tres60, Holmes & Watson. Madrid days, Sin palabras, Bypass, Justin and the Kinghts of Valour, Con el culo al aire, Carmina o revienta, The Amazing Spiderman, Asterix, Prometheus, Ali, 12 + 1, Aravt, The Hobbit: An Unexpected Journey, Neeku Naaku Dash Dash, Eega, The Adventures of Tintin: The Secret of the Unicorn, El muerto y ser feliz, Toledo, Los Protegidos, Rocío Y Junior, Madrid 1987, El perfecto desconocido, La chispa de la vida [You can find more about our success stories here.](#)

MORE INFORMATION IN THIS VIDEO

What we look for

- **Customers:** Production and Postproduction companies for Film, Commercials and TV. TV Stations.
- **Contact persons:** Graders, Technical Managers, Postproduction managers, Finishers.

CONTACTS



José Luis Acha
Regional Sales Manager

jlacha@sgo.es / **Skype: jlacha.sgo**

More the 20 years of experience in the audiovisual sector. Has worked for film laboratories and is the AITE manager.

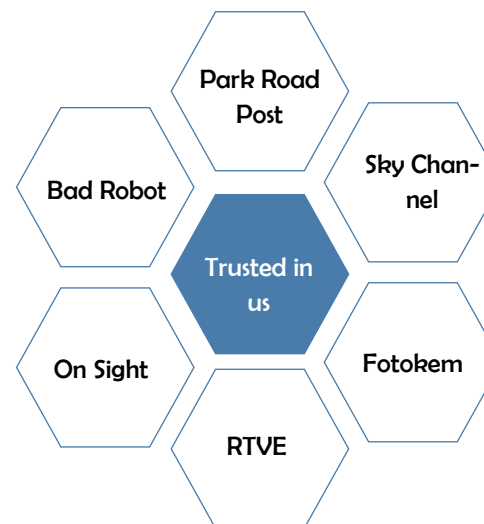


José Luis Montero
Regional Sales Manager

jlmontero@sgo.es

Skype: joseluismontero65

Expert in the European and Latin American market with 18 years of experiences in IT development projects.



KEY FACTS

Mistika Powerfully Different Finishing – Grading – VFX – Stereo 3D – HFR – HDR – UHD – 8K – VR Real-Time and Non- Destructive Workflows in 2D and 3D No Compromise Across All Dimension Perfect Results.

Mamba VFX Compositing Redefined Open, Node Based VFX Creativity Innovative Software Compositing Solution Unparalleled Real-Tim Technology Window, Linux, Mac.

PRESENCE

+ 27 countries around the world; Europe, Africa, Asia, America and Oceania.



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

Leading provider of Media and Content Management solutions designed to maximized business efficiency and profitability



STRATEGY IN THE US

Product innovation, flexibility and market leadership worldwide.

OUR SOLUTION

The multi award-winning Media IT platform, Tedral Evolution, provides international broadcasters and global media companies with the next-generation in MAM and business driven media workflow. It enables an end-to-end business media platform marrying media preparation and logistics into a complete supply chain. This provides customers with scalable tools that cost-effectively allow them to increase their media throughput in-line with the unprecedented speed at which media consumption is increasing year on year. Tedral Evolution is designed to reinforce a collaborative working environment and drive workflows for linear, VOD and OTT services.

SUCCESS STORIES

Tedral's Media IT solutions are used by leading international broadcasters and Media companies to better organize their staff, improve media workflow, access content archives and to streamline their third-party technology integration. Some of them: Chello Multicanal, TyC Sports, Media Pro GoIT, TRT, Nordvision Nordif 3, Televisa, RTVE, Oman TV, FORTA, ESPN Sur, RTVCM, RTVA Canal Sur...

MORE INFORMATION IN THIS VIDEO

CONTACTS



Esther Mesas

Chief Sales and Marketing Officer

contact@tedral.com

Degree in Physical Sciences and MBA. She has been working in the Broadcast and IT sector for more than 15 years, participating through the different R&D lines of the company, in the production and launch of the different products. As Sales & marketing Officer, she has opened up new markets in USA, Australia, Asia, etc.



KEY FACTS

Tedral introduces the world's first true media factory workflow, a single efficient and cost effective workflow that supports millions of file input to output configurations and can be managed from a single operator screen.

Another new is Evolution BPM, the industry's fastest and most flexible Business Process Management (BPMN 2.0 compliant) Workflow engine.



PRESENCE

Europe; USA; Middle East; Asia; LATAM; Pacific.

Televes®

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

TITLE: Televes, a global leader in digital TV and data solutions



STRATEGY IN THE US

Televes has been present in the US market since the late nineties and is an approved vendor for satellite operators and cable MSO's on product lines such as headend equipment, fiber distribution solutions, and test equipment.

OUR SOLUTION

Televes is the leading brand of a Corporation of technological companies dedicated to the telecommunications and information technologies sectors.

Televes is a worldwide renowned leader in solutions for distributing television and data signals throughout residential and commercial infrastructure, and is now evolving into a turnkey provider of entertainment, data, health and well-being solutions and services for the Digital Home.

Founded in Spain over 50 years ago, Televes is one of the main European manufacturers of solutions for the reception, processing, distribution and measurement of satellite, over the air, and cable digital television signals, as well as GPON and EoC data solutions, test equipment, and broadcast products.

SUCCESS STORIES

Televes has been a worldwide reference in the sector for over than fifty years, with total integration from the conception of the product to its manufacturing on its state-of-the-art fully automated manufacturing facilities. Televes has factories/offices in Spain, Portugal, France, United Kingdom, Germany, Poland, Italy, Russia, UAE, China and USA.

Since the late nineties Televes has been an approved vendor for the American satellite operator DISH with commercial solutions for the distribution of multi-satellite content packages in MDU and hospitality environments. Televes' systems can be found in landmarks all over the country.

Other renowned customers include CANAL+ (Spain, France), TDF (France), ABERTIS TELECOM (Spain), FRANSAT (France), CLARO (Colombia), TIVÙ SAT (Italy), TV CABO (Portugal), GALAXY (Hong -Kong), SKYLIFE (Korea), etc.

What we look for

- **Customers:** Cable MSO's, Satellite Operators, Broadcasters, Distributors, Private Cable Operators, etc.
- **Contact persons:** Integrators, Contractors, Installers, Engineers, etc.

CONTACTS



Javier Ruano
General Manager Televes USA
jruano@televes.com



Juan Molezún
International Division Director
molezun@televes.com



KEY FACTS

- Founded:** 1958
- Workforce:** 720
- Corporate Office:** Santiago de Compostela (Spain)
- International Subsidiaries:** 10
- Patents:** over 50
- International presence:** more than 50 countries

PRESENCE

USA, Colombia, Chile, Venezuela, Peru, Ecuador, Argentina, Dominican Republic, Mexico.



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



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

WORLDWIDE STRATEGY

After the accumulated experience in network deployments of digital terrestrial television in Europe, TRedess' objective is to strengthen its presence in Latin America by expanding its distribution network.

OUR SOLUTION

The different product series of TRedess equipment, ready for operation in DVB-T/T2 and ISDB-T networks, combine high efficiency (Ultra Wide Band Doherty technology), flexibility, compactness and great simplicity of installation and operation, making available to the network operators a wide range of transmitters, gapfiller and regenerative transposers solutions from 400mW up to 2kW.

TRedess counts with an optimum solution for each scenario, with devices able to operate both in MFN and SFN networks, and counting 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.

MORE INFORMATION IN THIS VIDEO

SUCCESS STORIES

TRedess has participated in the network implementation of major DTT network operators worldwide (with over 15,000 transmitting devices installed in the field), among which are included the projects with TDF operator in France, Abertis Telecom in Spain, Emitel in Poland, Faroya Tele in Faroe Islands, Go in Malta, Antenna Hungaria in Hungary, Teracom in Sweden, SNRT in Morocco, alongside other projects in Asia where solutions TRedess have been selected to extend DTT coverage in their respective countries.

What we look for

- **Customers:** The main customers demanding Tredess solutions are broadcasters, TV channels and DTT network operators.
- **Contact persons:** Agents, representatives and distributors specialized in TV broadcast TV.

CONTACTS



Luis Miguel Grela
International Sales Manager

Email

Head of the International Department and responsible of the international expansion of the Company.



Javier Martínez
Spain & LATAM Sales

Email

Responsible of the LATAM market establishment of the company.



KEY FACTS

TRedess is a very specialized company in Low and Medium power DVB-T/T2 and ISDB-T Transmitters and Gap Fillers with more than 15.000 devices up and running on the field.

TRedess portfolio counts with very compact, high efficiency, modular and flexible solutions, facilitating the easy installation and maintenance.

TRedess provide the best Echo Canceller in the market for SFN Gap Fillers.

PRESENCE

USA, Germany, Poland, Russia, Italy, France, UK, Spain, Portugal, United Arab Emirates, China.



STRATEGY IN THE US

We offer advanced media management solutions and complete End-to-End workflows that cover the whole media lifecycle of companies operating in the Broadcast and Media & Entertainment industries.

OUR SOLUTION

VSN offers a complete portfolio of solutions that cover the whole media life cycle:

Media Management: VSNEXPLORER's family of products -with [PAM](#), [MAM](#), [BPM](#) and [BI](#) modules- enhances media management and fully automates repetitive tasks

News & Live Production: Solution that deploys a complete automation system for [news](#), [sports](#) and [live events production](#) that eases journalists job.

MCR Automation, Distribution & Second Screens: Solution that guarantees 24/7 seamless broadcast in single channel environments and big playout centers alike.

SUCCESS STORIES

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, audiovisual companies, universities, producing companies, content aggregators, IPTV, news agencies, public institutions.
- **Contact persons:** Technological dealers, IT system integrators, Broadcast manufacturers & players.

Media and process management for the Broadcast and M&E

CONTACTS



Roberto Duif

VSN Sales Director for North America

sales@vsn-tv.com

Telecommunications Engineer with a huge experience in IT projects for the Broadcast and Media & Entertainment.



Mario Díaz

Global Sales Director

sales@vsn-tv.com

Sales executive with more than 10 years of experience developing projects for the Broadcast and M&E.



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

VSN has offices in Barcelona and Alicante (Spain), Dubai (UAE), Montevideo (Uruguay), Miami (USA) and Hong Kong (China).

Our next events

BROADCASTASIA / COMMUNICASIA	May 31– June 3 Singapore	Main contact platform in south-east Asia for the Broadcast industry. Shall count with the presence of 15 Spanish companies.
IBC	September 8-12 Amsterdam	An unrivalled destination for discussing challenges facing the electronic media and entertainment industry. 25 Spanish companies will exhibit there.
Tecno Tv Colombia	October 11-13 Bogota	An excellent trade show of high level on production, post-production and for the digital television supply chain.

