Spanish technology: Designed to help you grow

AMETIC

Amsterdam

September 9th– 13rd, 2016

The IBC Exhibition covers fifteen halls hosts over 1,600 exhibitors spanning the creation, management and delivery of electronic and media entertainment.

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. Change is imbedded in the industry's essence and offers cutting-edge solutions able to compete in ever-shifting scenarios.

www.ibc.ametic.es

AMETIC is the ICT association. It includes Electronics, Information and Communications Technologies, Telecommunications and Digital Content Companies.

AMETIC defends 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

ÍNDICE

![ACORDE logo]

Our Mission: A solution for Every Challenge

STRATEGY IN EUROPE

ACORDE designs, develops and manufactures RF front-ends for satellite communications systems from S band up to Ka band, in which the company is a world reference, or even Q-band, providing robust and field proven solutions to customers in Telecommunications, Space, Military and Energy markets.

OUR SOLUTION

ACORDE's RF equipment features the latest control technology, ranging from a simple hand-held system up to remote control systems via IP (offering a wide number of possible protocols, such as Telnet, SNMP, SSH, etc.). The experience and skills of ACORDE staff has led to the adaptation of designs to on-board environments, such as submarines or UAVs where this RF equipment operates at full performance.

The use of advanced thermal and circuit simulators, combined with the experience of ACORDE designers in circuit modelling, provides control over the design stage, based on simulations, which increases the reliability and accuracy of the products under development. Equipment is also certified, at customers' request, in accordance with the MIL-STD-810G (environmental testing) and MIL-STD-461E (electromagnetic compatibility) U.S. military standards.

SUCCESS STORIES

Aiming at providing full customer satisfaction, ACORDE adapts the company portfolio to the client requests, or directly built-to spec for the most specific applications. This has led to provide full compliant solutions for airborne platforms or submarines to several international space agencies, DoDs from several continents and large system integrators.

ACORDE, being a high-tech company, supports and contributes to the technology evolution by actively participating in ESA (European Space Agency) and EU (European Union) collaborative projects in the fields of satellite communications, Galileo-GNSS or Smart Wireless Sensors Networks. Performing the reliable RF partner role in these projects has become a tradition over the last 15 years.

What we look for

- **Customers:** Tier 1 System Integrators, Aerospace Agencies, DoDs, Broadcasters, Teleport Owners, directly or through local Agents in new markets.

- **Contact persons:** Technical/Product/Purchase Managers, Business Developers.

CONTACTS

Jairo Alonso
Technical Director

jairo.alonso@acorde.com

PMP and M.Sc. in Electrical Engineering with 15+ years of international experience within the space industry in the telecommunications and defense sectors.

David Presmanes
Manufacturing Director

david.presmanes@acorde.com

M.Sc. in Electrical Engineering with 12+ years of international experience within the space industry in the telecommunications and defense sectors.

![Hexagon diagram with logos: indra, esa European Space Agency, Newtec, Telefónica, SES, EU flag — "Trusted in us"]

KEY FACTS

ACORDE designs, develops and manufactures RF front-ends for satellite communications systems from S band up to Ka band, in which the company is a world reference, or even Q-band, providing robust and field proven solutions to customers in Telecommunications, Space, Military and Energy markets.

PRESENCE

Worldwide.

![AEQ logo]

www.aeq.eu/

Stand number: 8.C55

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

STRATEGY IN EUROPE

AEQ has been present on the European market for more than 35 years through the most important Distributors and Dealers for Broadcast products. AEQ's headquarters also provides technical support for the European 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 Vancouver 2010, Sochi 2014 Winter and the Beijing and London 2012 Summer Olympics. It has played an instrumental role in providing the equipment producing the broadcast signals for the worldwide audience.

SUCCESS STORIES

AEQ has accomplished the installation and supply of very important Radio station and now TV facilities in the region as for example the recent acquisition of our automation system AudioPlus for Radio Univox, broadcast monitors for the **European Parliament** and intercom systems for Republika TV in **Poland**.

One of our success projects in the area, has been the equipment of the whole national **Russian** radio (VGTRK) with headquarters in Moscow and with more than 65 Regions along the whole country. All these radio studios have been equipped with more than 200 AEQ broadcast consoles (ARENA, FORUM and CAPITOL), a main matrix BC2000D of 256 x 256 crosspoints located in Moscow, a CONEXIA intercom system from KROMA by AEQ, and dozens of IP and ISDN Audiocodecs along the last years.

MORE INFORMATION IN THIS VIDEO ![YouTube]

What we look for

- **Customers:** Any TV or radio station as well as integrating companies are amongst AEQ 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 and that we push forward together commercially.

David Lois
Eastern Europe Sales Manager

lois@aeq.es

David Lois oversees the operations at European countries and travels frequently to coordinate activities onsite.

Trusted in us

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 almost every country through its Distributors' and Dealers' networks.

BRAINSTORM

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

STRATEGY IN EUROPE

Being an European company, Brainstorm has always placed significant interest in this market. Since 1993, Brainstorm has provided many of the most important European broadcasters and many more smaller stations with state-of-the-art technology for real-time 3D graphics and virtual studios. Recently, Audi TV in Germany has started using Infinity Set for educational purposes, and RTVE (Spain's national broadcaster) used our patented TeleTransporter during the latest general elections. Furthermore, our software has been recently used in the creation of the latest "The Voice" TV by RAI, Italy's state broadcaster, who also set up two Brainstorm based virtual studios to enhance the sports content coverage at Rio 2016. Future developments include 4K compatibility, which is already providing excellent results

OUR SOLUTION

Brainstorm's Infinity Set is the most advanced virtual studio solution available today. Based on the renowned eStudio, Infinity Set displays a number of advanced features such as the patented Track-Free technology, which opens 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, 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-Jazheera 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.

CONTACTS

David Alexander
Commercial Director

dalexander@brainstorm3d.com

Over 25 years of experience in the broadcast sector. Has occupied Brainstorm's Commercial Director position since 2010.

Guillermo García
Sales and Marketing Executive

ggarcia@brainstorm3d.com

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

Trusted in us

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

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

BTESA
BROAD TELECOM

Stand number: 8.C19

TV Transmitters manufacturer. Broadcast Turn-key projects provider

STRATEGY IN EUROPE

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 more than 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.

Denmark: Supply of 600W DVB-T2 UHF Tx for HDTV and one DVB-T2 lite BIII Tx for radio (1.7MHz).
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
Algeria: Supply of 100 DVB-T/T2 Transmitters, re-transmitters and Gap-Fillers, 50W to 250Wrms.
Mexico: Supply of 399 low power transmitter amplifiers (200Wrms and 450Wrms in ATSC)
Panamá: 2 projects for Supply and installation of High Power DVB-T/T2 Broadcasting Centers including 4.000Wrms High Efficiency Liquid Cooled transmitter and antenna system.
Colombia: Management, Operation and maintenance of RTVC network, composed of 236 FM&TV stations, 7 AM stations, 6 radio studios and the central satellite uplink and studios.

What we look for

- **Customers:** We seek customers/broadcasters and distributors/Systems integrators with high professional standards to consolidate and improve our presence.

- **Contact persons:** CEO, CTO, Project Managers, Directors...

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
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 operations.

Trusted in us

CCNP
CONSORCIO CANALES NACIONALES PRIVADOS

Sertv

TDA

TVRI

Televisa

TeleCom·clm

KEY FACTS

Broadcast solutions & products to cover any need in the broadcast sector.

Powerful R&D. We design and manufacture all modules inside our equipment. Spare modules and technical support life-time guaranteed.

PRESENCE

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

cinfo

www.cinfo.es   Stand number: 5.B19

Cinfo´s cloud encoder Synthetrick framework serves as a foundation for all types of cloud tv services

STRATEGY IN EUROPE

To reach commercial agreements with distributors that can offer our video cloud and EPG products to new European clients. We're trying to reach specially HbbTV, mobile and PC browser operators.

OUR SOLUTION

Cinfo's Synthetrick(™) is a distributed, real-time video engine that receives stored or real-time video, data feeds and 3D models; creates a live, video-based interface for each user; encodes it into a compressed audio/video stream, and delivers it to the user's final device.
User feedback (by pressing the key on the remote control; touch events on tablet) is sent from the terminal to the servers and processed as input from and for the interface; there is no need for the client to run local software except for a video player and a simple agent for user feedback.

SUCCESS STORIES

On the night of 6 February 2016, during the Spanish Academy of Motion Picture Arts Awards Ceremony (the "Goyas"), CINFO made a multicamera broadcast of the event for TVE. It had a massive following, and marked a series of firsts in HbbTV broadcasts for the country. CINFO proposed broadcasting this gala live with six simultaneous video streams in real time. As we expected a sudden burst of connections en bloc, more than 300 cloud servers were activated. **Over 70,000 streams were served**.

MORE INFORMATION IN THIS VIDEO

What we look for

- **Customers:** Channels, pay TV operators, producers, OTT content broadcasters.

- **Contact persons:** CDO, business development, marketing, CTO.

CONTACTS

Darío Janeiro
Content Director
dario.janeiro@cinfo.es

Over 15 years experience on interactive projects coordinating multi-disciplinary teams: audiovisual content, marketing, ads, design and usability for TV, Internet and mobile phone technologies.

Xabier Ferreiro
Sales Director
xabier.ferreiro@cinfo.es

Over 10 years of experience on interactive technologies for Internet and audiovisual markets. Has been involved for more than 7 years in the development of new profitable business with customers and partners in the global audiovisual world.

Trusted in us

KEY FACTS

CINFO is a young and dynamic company, with a fifteen years experience in digital TV. Strongly involved in R+D, it keeps agreements with universities in projects of smart video and content discovery. It has patented technology for multicam video and remote TV editing. It offers a complete service of advanced metadata.

PRESENCE

Spain, Andorra, Mexico.

CiRES21
LIVE STREAMING SOLUTIONS

Cires21 provides high quality Live Streaming Solutions

www.cires21.com

Stand number: 14K06

[in] [Twitter] [f]

STRATEGY IN EUROPE

Cires21 started operations in the European market 3 years ago with important customer references such as BBC or NRK. Our focus is to provide new European customers high quality and flexible streaming solutions though the virtualization.

OUR SOLUTION

C21 Live Cloud is a cloud computing service that offers to our users the availability of the Cires21 streaming video platform at any time in any place. C21 Live Cloud services bring all the advantages of the cloud computing applied to the streaming technology:

Encoder resources optimization, activating in real time only the services & resources needed.
CAPEX/OPEX optimization integrating a mix encoding platform (appliance, SaaS & Cloud).
Cost reduction in logistics with remote management and regional monitoring.
Global reach, activating the encoding resources worldwide by regions.

SUCCESS STORIES

Cires21 technology is used at the most important media groups in Spain. As leader in high quality solutions for multiscreen environments, Cires21 platform has been deployed in RTVE, Atresmedia, Mediaset or Cellnex Telecom.

Among others projects, the company provides also live streaming in world class events such as the Worldwide Motorcycling Racing or the Olympic Games, providing the user with a high quality multiscreen experience.

What we look for

- **Customers:** Broadcasters, OTT Providers, Internet Video platform providers, Cable companies, Video producers, content owners, Sport event producers, live entertainment event producers.

- **Contact persons:** CTOs & media, online video technology & project managers.

CONTACTS

Jose Loro de Dios [in]

Key Account Manager

jloro@cires21.com

World range international telecommunications sales professional. With an extensive set of technical and communication skills, built from experience with tier-1 customers and different technologies. Positioning value at executive levels.

Manuel Cardeñas Cano [in]

Product Director

mcardenas@cires21.com

Focus on business strategies and product development but high technical skills in video and streaming technologies .

ATRESMEDIA · BBC · hispasat · Trusted in us · cellnex driving telecom connectivity · Telefónica · rtve

KEY FACTS

Cires21 products are deployed in European media leaders

Cires21 process the content for more of 70 TV channels

Every day, Cires21 manages and process more than 26Tbs of live content

PRESENCE

Cires21 has presence in many European countries through business partners with appliances/cloud based solutions.

Egatel

www.egatel.es   Stand number: 8.D40

The most efficient solutions for digital TV transmitters

STRATEGY IN EUROPE

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

OUR SOLUTION

Egatel is a highly specialized and skilled company on the development and manufacturing of Digital and RF products devoted to Terrestrial Broadcasting and Satellite Connectivity.

On the Terrestrial Broadcasting, the portfolio includes transmitters, re-transmitters and gap fillers, as well as engineering works combined with turnkey projects and the supply of ancillary equipment, when required.

On the satellite field, the product lines focuses on the development of high performance satellite terminals to provide the market with low cost solutions for the delivery of high value satellite services, like IoT, M2M or Connected TV.

This year Egatel is bringing to IBC the new low power high efficiency compact solutions which complete WHET Series, presented some years ago, for mid and high power.

SUCCESS STORIES

Kenya: Egatel, through APD (company awarded of the project), has supplied 10 new high power sites to extend coverage of KBC in this country, in configuration 1 + 1 with transmitters TUWH4000 DVB-T2 Serie 2.3 kWrms.

Algeria: Egatel consolidates its presence in this country being the TDA leading supplier. After the supply in 2015 of 42 new stations 600 and 300W, has supplied this year 16 new stations 600, 200 and 50W and continue now with the last contract awarded, Nº506, running to date.

What we look for

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

CONTACTS

Javier Taibo
CEO
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
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.

Trusted in us

KEY FACTS

EGATEL supplies solutions for Radio/TV Broadcasting that meet the professional market needs globally.

The company invests most of its annual revenues in R&D resources to ever offer high-tech equipment to the market.

In 2001 it starts its international expansion and now has local branches in Argentina, Chile, Finland and México. 85% of annual turnover comes from international markets.

PRESENCE

Turkey, Finland, Spain, Morocco, Algeria, Faroe Islands, Greece, Portugal, Tunisia.

GSERTEL

Professional Measurement and Monitoring Equipment for Digital TV and Radio

STRATEGY IN EUROPE

Bring to the broadcasters and network operators professional measurement and monitoring solutions with unique features providing easier, faster and more valuable measuring tasks and digital network supervision.

OUR SOLUTION

RCS 100/400

Intuitive advanced monitoring devices for digital TV networks (DVB-T/T2, ISDB-T, DVB-C).
RCS is a 1RU platform aimed to 24x7 signal supervision with accurate RF measures, deep TS analysis and proactive alarming features.
Through a web browser RCS offers the most advanced and easy way to detect and diagnose any potential issue in digital television network.

HEXYLON

New portable measurement device with multi-touch navigation on a 8" screen
Hexylon offers in a hand-held device, accurate and fast RF measures, spectrum and TS analysis oriented to network operators, broadcasters and field engineers who need professional performance in an easy and intuitive tool.

SUCCESS STORIES

During the last 15 years Gsertel has designed and developed measurement devices oriented to DTT, DTH and Cable installers on one hand, and broadcasters and digital TV network operators on the other hand.
With more than 12.000 devices delivered worldwide Gsertel has supplied devices to important customers including Abertis Telecom, Rai, Emitel, Retegal, ONO...

What we look for

- **Customers:** Broadcasters, digital TV network operators, spectrum regulator agencies.

Contact persons: Engineering Managers, Digital TV Network Engineers.

CONTACTS

José Manuel Maseda
Technical Sales Manager
jmaseda@gsertel.com

Telecommunications Engineer. MBA. 14 years professional experience working in Marketing and Sales areas in Telco, System Integrators and Broadcasting companies.

Gabriel Loyácono
Director
gloyacono@gsertel.com

Telecommunications Engineer. 15 years of working experience with test and measurement telecom products. 2 years of working experience with cable operators and MSOs (R Cable y Telecomunicaciones)

GSERTEL

KEY FACTS

Own development of all stages of the product.

Industry recognition and promoter of market trends.

High precision devices.

One step ahead of market trends.

Own patents with relevant functionalities.

Continuous analysis of customer needs.

Close and expert technical support.

PRESENCE

Worldwide through distributors and system integrators

itelsis

Stand number: 8.E19

www.itelsis.com

STRATEGY IN EUROPE

We are looking for a distributors/agents network, offering an optimum product in the medium and low power TV broadcast range, allowing an easy migration from DVB-T to T2.

OUR SOLUTION

ITELSIS 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.

Now we are launching to the market a new series: ICE SERIES. We would like to share with you this new product, 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. 300W in 2RU, 150W in 2RU; 60W in 1RU.

Dualcast DVB-T/T2

Available as gapfiller with echo canceller, 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.

We have also delivered devices in **Austria**, **Azerbaijan**, **France**, **Hungary**, **Poland**, ...

MORE INFORMATION IN THIS VIDEO You Tube

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.

CONTACTS

Julio Lorenzo

Broadcast Manager

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

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.

Trusted in us

cellnex
driving telecom connectivity

NEC

tdf

TELERADIO

emitel

TV

PRESENCE

France, Poland, Hungary

![NICE PEOPLE AT WORK logo]

http://nicepeopleatwork.com/   Stand number: 14.D01

[LinkedIn] [Twitter] [Facebook] [YouTube]

The business intelligence solution for the online video industry

STRATEGY IN EUROPE

We will continue to work relentlessly at investing in ideas and developing solutions to keep pace with the latest technologies and provide high quality service, at a competitive price, to the European market.

OUR SOLUTION

YOUBORA is the leading big data, business intelligence solution for broadcasters, telcos, OTTs and media companies, which provides an end-to-end view of their online video delivery ecosystem. It facilitates effective business decision making based on real-time data to ensure a superior quality of experience (QoE) for end users.

YOUBORA Analytics provides complete, holistic package of data collection, metric formation, insight generation and reporting. These capabilities empower our customers in making informed, strategic, business decisions, among many other innovative uses.

Together with a line of SmartModules, YOUBORA offers the most advanced and informative platform to assist video distributors in accomplishing their business, operational, and technical goals.

SUCCESS STORIES

Altresmedia - QoE monitoring and improvement has reduced churn and increased loyalty, sustained advertising investments and supported new paid services.

Fubo.tv - Consistently reducing viewing interruptions and increasing HD video usage and reduced churn rates.

Vonetize - Consistent cost reduction in customer support; Optimized CDN strategy in new markets.

To learn more about how our customers benefit from our solutions to succeed click here

MORE INFORMATION IN THESE VIDEOS   [YouTube]   [YouTube]

What we look for

- **Customers:** Broadcasters, OTTs, media groups, Telcos, and similar companies.

- **Contact persons:** CTOs, COOs, CMOs, Directors, Managers & decision makers.

CONTACTS

Luis López [in]
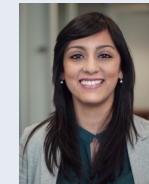VP Business Development
EMEA & LATAM

luis@nicepeopleatwork.com

Luis has more than 15 years of experience in IT and Telecom and held several positions at Telefonica and IBM prior to joining NPAW.

Diana Navas [in]
Marketing & Communication Manager

marketing@nicepeopleatwork.com

Diana is responsible for developing, implementing and executing strategic marketing & communication plans for NPAW.

Trusted in us

(wuaki.tv, 5, DORNA, FOX INTERNATIONAL CHANNELS, vodafone, ATRESMEDIA)

KEY FACTS

NPAW is a global Company headquartered in Barcelona, with offices in New York.

In January 2016, NPAW expanded its market focus to cover the United States, but aims to continue its global expansion. The company is privately held with VC backing, and was founded in 2008.

PRESENCE

Services provided worldwide. Offices in Barcelona, Spain and New York, USA.

OVIDE

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

STRATEGY IN EUROPE

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, it 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 outdoor.

The new version, Ovide Smart Assist 4, is also an "all in one" system with all the necessary technology inside. It is 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 assists (VAO).

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.
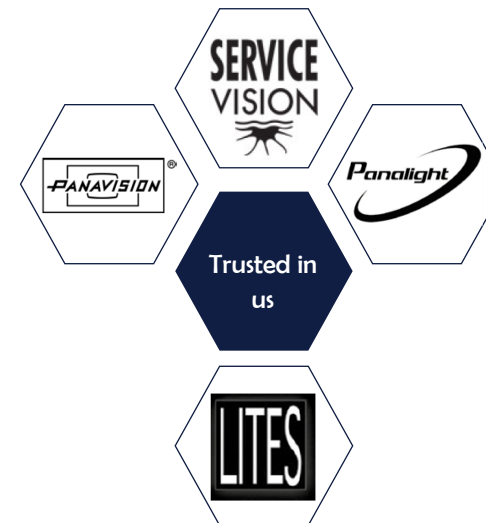
Flappi Jiménez
Smart Assist Product Manager
flappi.jimenez@ovide.com

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

SERVICE VISION

PANAVISION

Panalight

Trusted in us

LITES

KEY FACTS

Works with 4 HD cameras or 4K resolution.

Touchscreen.

WiFi & Bluetooth.

Powered by AC and camera batteries.

Hot swap and UPS.

Video Streaming 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...

percon

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

www.percon.es

Stand number: 10.E51

STRATEGY IN EUROPE

After decades being a key player in the supply of all types of professional cables for the broadcast and multimedia industries, Percon's strategy is currently focused in expanding its range of products to become a one-stop shop in the broadcast field.

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 top quality products are successfully installed in the most important TV stations, OB vans or football stadiums, far too many to mention.

MORE INFORMATION IN THIS VIDEO   You Tube

What we look for

- **Customers:** Broadcasters, System Integrators.

- **Contact persons:** Project Managers, Technical Directors.

CONTACTS

Domenec Permanyer

General Manager

dom@percon.es

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

Jennifer Teixido

Export Manager

Jennifer.teixido@percon.es

Jennifer is the long-time head of Percon's Export Department and has played a decisive role in the position and expansion of the brand in the international market.

Trusted in us

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 catalogue here.

PRESENCE

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

Quales — the QC for all

www.quales.tv

Stand number: 8.A26

The QC for all Automated Video Quality Check

STRATEGY IN EUROPE

QUALES, founded early in 2015 and present in more than 50 countries, has consolidated as the **global reference for QC system for Audiovisual Content.** QUALES focuses on the **audiovisual industry professionals**, offering QC options adjusted to each of the market needs.

OUR SOLUTION

QUALES is a fully featured, comprehensive Video Quality Check system with the best cost-effective value proposition. The QC for All, detects and reports all kind of audiovisual unwanted artefacts such as: blackframes, digital dropouts, gamut errors, blockiness, dead pixels, etc. QUALES is intended for the whole audiovisual guild: small, medium, or large environments. Suitable for online or broadcast content; QUALES provides a straight-forward web-based and visual health QC system for media, ensuring content readiness in all phases of your workflow. QUALES is The QC for All: it is fully available Standalone and as a Cloud service (pay per use) with QUALES ON the GO adjusting itself to all market needs and budgets.

SUCCESS STORIES

QUALES is present in more than 50 countries, and already considered among TOP 4 worldwide QC Systems. Recently, QUALES has expanded its distribution network thanks to global partners and integrators. Agreements with VSN, direct sales to Endemol or Boomerang are just a few examples of QUALES growing figures. The QC for All is also the first Quality Check to be pure cloud service with QUALES ON the GO, available from Azure Marketplace, and in development processes with ALIBABA's EUROPEAN CLOUD and AMAZON WEB SERVICES.

MORE INFORMATION IN THESE VIDEOS

What we look for

- **Customers:** Audiovisual-media market professionals, producers, content management companies, broadcasters... no matter the size nor budget (QUALES is The QC for All).

- **Partners:** Companies interested in distributing or integrating QUALES QUALITY CHECK.

CONTACTS

Daniel Roqués
COO
droques@quales.tv

QUALES Co-founder, Chief Operations Officer and Board of Directors' member.

Luis Rodríguez
Business Development Director
lrodriguez@quales.tv

QUALES Co-founder, Business Development Director and Board of Directors' member.

KEY FACTS

QUALEs is one of the world' TOP 4 QC. After 2 years in the market, QUALES is considered as the market's BEST QUALITY QC. Its worldwide distribution network made of partners and integrators satisfies the needs of an increasingly demanding market. QUALES is the first QC available fully standalone and as cloud service.

PRESENCE

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

RYMSA
TRYO Group

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

Stand number: 8.C65   www.rymsarf.com

STRATEGY IN EUROPE

To strengthen the commercial relationship with our EMEA clients, in addition to present at the IBC 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 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:

1. Radio FM and TV technical Directors

2. Integrators / Agents to supply DAB/FM Radio and TV transmitters and antennas

3. DTV / ATV Networks Clients

CONTACTS

Alberto Martínez
EMEA Sales Manager
alberto.martinez@rymsarf.cm

Polo Martín
Sales Manager
polo.martin@rymsarf.com

RYMSA
TRYO Group

KEY FACTS

RYMSA RF-Spain

Headquarters (Manufacturing & sales office)

info@rymsarf.com

RYMSA RF-Mexico

Mexico DF (Mexico)

carlos.lira@rymsarf.com

PRESENCE

Offices in Spain, Mexico and Singapore.

Video compression manufacturer

Stand number: 1.F27

STRATEGY IN EUROPE

SAPEC has as target market the main telco operators, Broadcasters and service providers in Spain. Although we have some presence in Europe, we pretend to increase our European distributors and customers.

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 fibre, IP networks, radio-links,...

Developing HEVC and 4K solutions starting by our real-time 4K HEVC decoder

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 with 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 some other 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, technical managers, engineers, network managers...
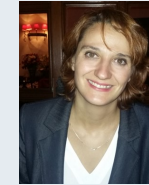
CONTACTS

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 Central America Office Director

pina@sapec.es

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

EBU
OPERATING EUROVISION AND EURORADIO

Telefónica

cellnex
driving telecom connectivity

Trusted in us

Televisa

rtve

KEY FACTS

Spanish video compression equipment manufacturer placed in Madrid. Sapec also has an office in Mexico.

IBC2016

We will present a real-time 4K HEVC decoder and our latest novelties implemented in products such as HEVC 4:2:2 10–bit in Avantos family. MPEG-2, H.264, HEVC, 4K.

PRESENCE

Spain, Portugal, France.

SGO

in f 🐦 v

http://www.sgo.es/

Stand number: 6.A11

Beautifully Creative Technology

STRATEGY IN EUROPE

SGO has focused efforts all around Europe delivering high end solutions for the audiovisual market. UK, France, Germany, Belgium and Spain are the main countries were Mistika is established.

Companies such as e Arri, On Sight, Free Your Mind, El Colorado have complete confidence in our solutions.

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 pére, 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
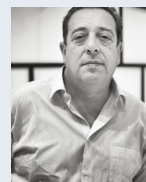
You can find more about our success stories here.

MORE INFORMATION IN THIS VIDEO You Tube

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
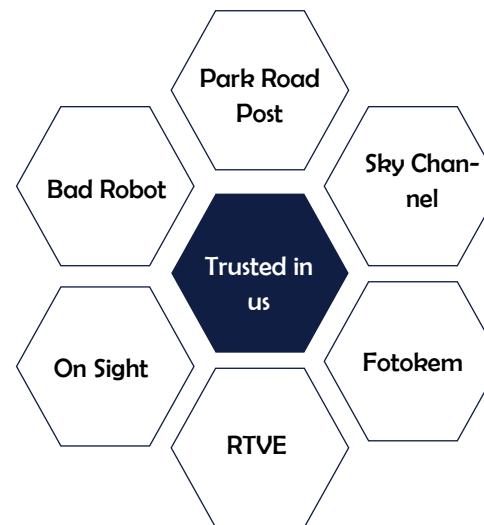
jlacha@sgo.es / Skype: jlacha.sgo

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

🇪🇸 🇬🇧

Sergio Ochoa
Regional Sales Manager

sochoa@sgo.es

Expert in production and post-production. Has over 20 years experience in the field.

🇪🇸 🇬🇧 🇫🇷

Trusted in us

- Park Road Post
- Sky Channel
- Bad Robot
- Fotokem
- On Sight
- RTVE

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.

Stand number: 8.B41

Media and content management solutions designed to maximize business efficiency and profitability

STRATEGY IN EUROPE

Product innovation, flexibility and market leadership worldwide.

OUR SOLUTION

Tedial™ Evolution provides broadcasters' and content owners with advanced Media IT tools for multi-site Enterprise MAM and Business Process Workflow.

WHAT´S NEW AT IBC 2016

Tedial Version Factory

Based on 15 years of innovation, Tedial's Version Factory, the world's first true media factory workflow, is 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. Designed to interface to content management/rights management/traffic/work order systems for automated operations, the Version Factory stacks chosen media engines (transcoders, quality control, DRM, CDN, etc.), employs SMPTE standardized designs for future proof "N-input to N-output" operations and provides the maximum flexibility and scalability for OTT/VOD Platforms, Network Operations and media companies focused on managing their Brand across all distribution formats.

Evolution BPM

Recognizing the need for a media-centric truly scalable workflow engine, Tedial's Evolution BPM is the industry's fastest and most flexible Business Process Management (BPMN 2.0 compliant) Workflow engine. Evolution BPM has driven media management to a new level by presenting a suite of scalable and flexible Media IT software modules that automate the preparation, movement and distribution of media internally and externally. Tedial's strong research and development and support structure means that the company is always two years ahead of the market. This cycle enables customers to increase their business efficiency with the most advanced technologies and allows a continuous evolution of software solutions to adapt to future customer needs.

MORE INFORMATION IN THIS VIDEO You Tube

What we look for

- **Customers:** Global broadcasters and Media companies.

CONTACTS

Esther Mesas

Chief Sales and Marketing Officer

contact@tedial.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.

FOX NETWORKS GROUP

NEP

NRK

Trusted in us

rtve

WIN CORPORATION

KEY FACTS

Tedial Showcases its Multi-Award-Winning Version Factory and Evolution BPM at IBC 2016.

Tedial celebrates 15th anniversary bringing the most technologically advanced MAM and IT solutions to global broadcasters and media companies.

PRESENCE

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

TRedess

Stand number: 8.D23

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

STRATEGY IN EUROPE

After a consolidated experience as the European Specialist in DTT coverage extension, participating in major rollout projects worldwide, we take a STEP UP enlarging our portfolio with FOURTH SERIES MEDIUM POWER, to provide customers with top-quality and cost-efficient DTT medium power equipment.

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 2,4 kW. 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.

SUCCESS STORIES

TRedess has participated in the network implementation of major DTT network operators worldwide, amongst them, the projects with TDF (France), Cellnex (Spain), Emitel (Poland), Faroya Tele (Faroe Islands), Go (Malta), Antenna Hungaria (Hungary), Teracom (Sweden), SNRT (Morocco), AVG (Vietnam), alongside other projects in Asia where solutions TRedess have been selected to extend DTT coverage.

Our success in DTT low-power deployments leads us to increase our portfolio and this year in IBC we present our new high-efficiency DTT Transmitters from 600W to 2,4kW: Fourth Series Medium Power.

MORE INFORMATION IN THIS VIDEO

What we look for

- **Customers:** DTT (DVB-T/T2 and ISDB-T) networks operators. Broadcasters, TV channels, PayTV 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 business development in Africa and Western Asia. In charge of key Company's customers in Europe and Africa.

Trusted in us

TERACOM · tdf · cellnex driving telecom connectivity · SOCIÉTÉ NATIONALE DE RADIODIFFUSION ET DE TÉLÉVISION · antenna HUNGÁRIA · emitel

KEY FACTS

TRedess has **nowadays more than 15.000 devices** up and running on the field.

TRedess compact, highly efficient, modular and flexible solutions, make installation and maintenance tasks as easy as possible for our customers.

TRedess Gap-fillers incorporate the very best Echo Canceller in the market.

PRESENCE

Spain, France, Hungary, Poland, Faeroe, Sweden, Georgia, Morocco, Vietnam...

TRYO Communications

www.tryocomm.com   Stand number: 8.E40

Broadcasting equipment for Digital TV & Digital Radio networks

STRATEGY IN EUROPE

The business strategy in Europe is focused on continuing being a key provider of major Digital TV and Digital Radio broadcast operators by providing the solutions with the best Total Cost of Ownership in the market.

OUR SOLUTION

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

TRYO Communications 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.

The main activity of TRYO Communications is the design, development, production and installation of professional Digital TV and Digital Radio broadcasting equipment (such as transmitters, transposers & gap-fillers).

SUCCESS STORIES

TRYO Communications (formerly known as 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, 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, we have 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:** Broadcasters, Network Operators, TV Channels, Radio Channels. Integrators, Partners, Agents, Representatives and Distributors specialized in TV and Radio broadcasting.

- **Contact persons:** Broadcasters, Operators, integrators, distributors ,...

CONTACTS

Josep Gener
CEO
josep.gener@tryocomm.com

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

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.

Trusted in us

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
Scientific applications

PRESENCE

Spain, UK, Norway, Denmark, Finland, Netherlands, Sweden, Austria, Hungary, Lithuania, Macedonia, Slovakia, Switzerland...

www.ttinorte.es

Stand number: 1.A54

STRATEGY IN EUROPE

TTI works in the technological forefronts of space, military, telecommunications, science, and information technology sectors. The company strategy involves providing both customized solutions and off-the-shelf equipment.

OUR SOLUTION

TTI develops fully customized solutions providing advanced products (detailed design, prototyping, full tests and validation) for its later mass production and integrates complex communication systems, providing turnkey solutions. Our engineering solutions comprise the following areas: Antennas, Radiofrequency, Cryogenics and Communication Systems.

Furthermore, TTI has also a wide range of off-the-shelf products, including SSPAs and BUCs, LNAs/LNBs and Satcom On The Move Antenna Systems.

SUCCESS STORIES

TTI has developed GaN based BUCs in a wide range of output powers with high linear power, low phase noise, and low power consumption for different applications including DSNGs and teleports. TTI developed a few years ago a low profile Satcom On the Move Antenna terminal in Ku band with its own technology. In 2014 this product received earth station approval from the leading provider of satellite communications Hispasat. This approval confirms that the equipment meets the providers' operating performance requirements.

What we look for

- **Customers:** System integrators, distributors and final users.

CONTACTS

Miguel Peña in

Project Manager

mpena@ttinorte.es

M. Sc. Degree in Telecommunications Engineering by the University of Cantabria in 2001 and Master in Business Administration by ESIC in 2006.

Cristina Barquín in

Business Development

cbarquin@ttinorte.es

M. Sc. Degree in Telecommunications Engineering by the University of Cantabria in 2006.

Trusted in us

AIRBUS DEFENCE & SPACE

esa

THALES

COMTECH

Telespazio
A Finmeccanica/Thales Company

CERN

KEY FACTS

Antennas

Customized antennas up to Ka band. SOTM & Manpack. Low profile solutions.

RF & Microwave

RF and Microwave equipment up to Ka band. GaN techonology. High Power SSPAs.
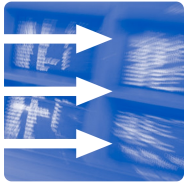
Cryogenics

Laboratory cryostats and cryogenic LNAs.

Communication Systems

Turnkey broadband solutions.

PRESENCE

Spain, France, Italy, Germany, UK, EEUU, China, India and Taiwan.

VECTOR3

Stand number: 7.C01

Full automatic playout and continuity for every type of TV

CONTACTS

Glyn Bartlett

Head of sales

Seasoned profesional with a long CV in the industry.

STRATEGY IN EUROPE

We have in Europe a solid base of customers centered in Holland, Germany and Scandinavia where our products have been present for two decades. Our current plans are to consolidate our presence in these countries and to expand to Central Europe.

OUR SOLUTION

Vector 3 commands over 25 years of experience in developing leading playout solutions for broadcast. Boasting an impressive client list of over 1000 broadcasters worldwide, their playout solutions are world-renowned for its unparalleled reliability, scalability and performance.

Developed for IT-based hardware, MultiPlay is Vector 3's next-generation software-based multichannel playout solution. MultiPlay offers a radical new approach that renders the traditional master control room obsolete by minimizing the need for video equipment. Along with its outstanding performance and classic features of playout, Vector MultiPlay includes a revolutionary redundancy management workflow that allows users to allocate backup resources on a channel by channel basis.

SUCCESS STORIES

TSA selected Vector MultiPlay to streamline the transmission process and establish a reliable broadcast infrastructure for multichannel playout with smart redundancy management. Vector MultiPlay consolidates each aspect of the broadcast workflow for TSA, including ingest, pre-production, playlist creation, CGs, device control, and on air playout, into one highly scalable software solution that leverages IT-based hardware. Vector MultiPlay provides complete control over each aspect of ingest, playlist creation, and on-air broadcast. It offers a flexible redundancy management approach that lets TSA dynamically prioritize channel back-up, thus reducing the equipment overhead by substituting state-of-the-art "n+m backup"

KEY FACTS

-automatic playout

-video, graphics and effects

-automatic channel branding with data coming from any source (xml, RSS, etc...)

-workflow management

-HD, SD y 4K (UHD)

PRESENCE

Denmark, Germany, Sweden, Republic of South Africa, Singapore, Russia, Canada, USA, Mongolia, Indonesia, India, etc...

VECTOR3

VSN
INNOVATION & MEDIA SOLUTIONS

www.vsn-tv.com   Stand number: 7.D25

Global company specialized in providing advanced software solutions for the broadcast and media industries.

STRATEGY IN EUROPE

VSN looks forward to keep expanding its consolidated presence in Europe, with more than 25 years of experience helping media companies to achieve its goals on Content and Business Management, News Production, Automation and Distribution.

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. 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 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. The generalist Portuguese cable television channel Porto Canal or the broadcast and audiovisual company Telefónica Servicios Audiovisuales (TSA), created by Telefónica, the major broadband and telecommunications corporation in Spain, are also another satisfied customers that rely on VSN's technology. To learn more about all our clients, check our corporate case studies.

MORE INFORMATION IN THIS VIDEO   You Tube

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, IT Director, Engineering Manager, Sales Director or Sales Manager. .

CONTACTS

Roberto Pascual
EMEA Sales Director
in

rpascual@vsn.es

Thanks to its direct experience working for several TV channels and its wide technical understanding of the IT solutions, Mr. Pascual is an expert in improving the daily operations and efficiency of any given Broadcast or Media company.

Mario Díaz
Global Sales Director
in

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.

Trusted in us

BarçaTV · atv · PORTO canal · Telefónica Servicios Audiovisuales · la xarxa · media

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, including avantgarde Cloud solutions. 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 centre of technological excellence in Alicante, and a widespread network of partners, VSN offers worldwide coverage. It has more than a 1.000 clients in over 100 countries along the 5 continents.

Our next events

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.

Unión Europea

Fondo Europeo
de Desarrollo Regional

AMETIC

ICEX España Exportación e Inversiones

Spain

More information here: