



# SPAIN

Technology for the future



NAB Show Las Vegas

09 - 12 April 2018



NAB Show is the main commercial fair of the Broadcast sector of the world: 1,800 exhibitors and more than 100,000 visitors

The digital transformation is an unstoppable phenomenon, with implications in all those sectors that make intensive use of technology. A clear example is the broadcast sector, whose forecasts tends towards new ways of consuming entertainment and information, such as virtual and augmented reality, integrating previously standard media, and offering new platforms based on applications.

In such a changing environment, new business opportunities for applications and services must be accompanied by new developments in telecommunications networks. In this sense, the Spanish offer participates actively in this process, providing solutions of high quality, aligned with this trend and capable of competing with guarantees worldwide. Hence, its presence in the NAB increases in each edition, as it is one of the three largest world events in which all the sectorial advances are shown and, especially, those related to production, mass distribution of contents or the devices that are gradually converging towards new paradigms.

We invite you to know the Spanish proposals aimed at future technology.



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

AMETIC represents the sector of the digital technology industry in Spain. Our associates are companies and associations of all sizes, and include large global companies in IT, Telecommunications, Electronics, Services and Digital Content and top companies in digital transformation, which are leading the development of the most dynamic and innovative sector in Spain, and with the largest growth capacity -it concentrates more than 30% of private investment in R&D. In constant evolution, our associated companies are the great driving force of convergence towards the Digital Economy.

AMETIC represents a key sector for employment and competitiveness with a significant impact on the national GDP, and in other productive sectors; its transversality derives from the digitalization of products, services and business processes.

We represent a set of companies that constitute real leverage of sustainable economic development, which increase the competitiveness of other sectors, and generate quality employment, increase our export rate and revalue our country and industry.

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## AEQ

Equipment for radio and TV. Audio, Video and Communications

STAND: C3651



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[www.facebook.com/pages/AEQ/](https://www.facebook.com/pages/AEQ/)

## OUR SOLUTION

AEQ has been providing solutions, Audio, Video and Communication equipment, automation and production systems 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 Summer and Winter Olympics, providing the equipment producing the broadcast signals for the worldwide audience.

## STRATEGY IN AMERICA

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.

## SUCCESS STORIES

BBC deployed KROMA by AEQ CrossNET Intercom System. Using the Dante enabled AEQ CrossNet and AEQ TP8000 user panels, BBC created the 80+ IFBs and many 4-wire intercom circuits we required without having to plug in any extra copper audio cable. Also, Miami Teleproductions new OB truck has been fitted with 6 x LM7046 46" and 8 x LM7021A11 21" broadcast monitors for the production control of the

unit. The use of high quality 46" monitors for the Production control in combination with multi-viewer processors allows for great flexibility at the same time as the broadcast monitor guarantees the correct vision of the generated broadcast signals, with the fidelity required for a broadcast operation.



## 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 business volume comes from the foreign market.

## INTERNATIONAL 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.



Gustavo ROBLES

Director of Sales

[grobles@aeq.es](mailto: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

[phowarth@aeq.es](mailto:phowarth@aeq.es)

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



## BRAINSTORM 3D

Real-time 3D graphics and virtual studies

STAND: SL4616



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[www.facebook.com/Brainstorm3d/](https://www.facebook.com/Brainstorm3d/)

## OUR SOLUTION

Our flagship product is Infinity Set, the most advanced virtual studio solution on the market. The patented TrackFree technology offers much of the flexibility and visual impact of the tracking solution and ease of operation of a trackless.

Aston is the other spearhead of Brainstorm; a solution of character generator and 3D graphics in real time, with 40 years in the market and fully compatible with Infinity Set.

Both products combined, provide a comprehensive solution for any broadcaster looking for augmented and / or virtual reality.

## STRATEGY IN AMERICA

Brainstorm has a special interest in the Latin American market, both for its cultural proximity and for the great acceptance of our solutions throughout the region. Brainstorm technology has been well received by clients such as Uno TV and TV Azteca in Mexico or Vivo Play in Venezuela, to mention a few recent ones. The goal of Brainstorm for the coming months is to increase its presence.

## SUCCESS STORIES

The list of Brainstorm clients is wide and varied, and is led by major global broadcasters such as CNBC, BBC, NHK, Al Jazeera or TVE. Other notable clients are ESPN, NASDAQ and Thomson Reuters. The products of Brainstorm have been the image of

television like Jeopardy or La ruleta de la suerte and are used in universities such as Santiago de Compostela in Spain or the State of California in the United States.



## KEY FACTS

Brainstorm is a company specialized in providing advanced solutions for real-time 3D graphics and virtual studies. It has more than 2,500 facilities in the world since its founding in 1993, including many of the largest television networks in the world, and others smaller and regional.

## INTERNATIONAL PRESENCE

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



David ALEXANDER  
Commercial Director

[dalexander@brainstorm.es](mailto:dalexander@brainstorm.es)

With more than 30 years in the broadcast sector, Commercial Director since 2010. Previously, Head of Sales for Europe and LA-TAM in Quantel as well as other positions focused on international sales.



Miguel CHURRUCÁ  
Marketing & Comm. Director

[mchurruca@brainstorm.es](mailto:mchurruca@brainstorm.es)

He was previously Director of Institutional Marketing at ICAI-ICADE, Marketing Director of Blusens and Head of Commercial Support and Advertising at Quantel Sur in Europe and South America.



## BTESA

Broadcast Turn-key projects provider. TV Transmitters

STAND: SU13012



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- <https://twitter.com/btesa>
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### OUR SOLUTION

Spanish leader provider of Broadcast Turn-Key projects and High Power TV transmitters, having a solid track record in the design, manufacture and deployment of Radiofrequency equipment, TV and Satellite Transmission systems and Video/Audio Infrastructures, even in the harshest weather conditions. TV & Radio Broadcasting stations, Antenna System design and Coverage analysis, Contribution & Distribution networks, Control centers and Network Management Systems, Video & Audio Studios, Digital Headends, HD/4K OB Vans, DSNG's....

- **Customers:** TV & Radio Broadcasters / Stations, Digital Networks Operators, Media and Cable companies, Service Providers, System Integrators

### STRATEGY IN AMERICA

With experience in most countries of the American continent, and in many cases forming part of turnkey projects, in different phases of it. Our goal is to consolidate our presence and strengthen our network of collaborators and distributors.

### SUCCESS STORIES

BTESA has a great variety of clients all over the world, either for the supply of a large number of TV transmitters, for the design and implementation of its TV and Radio network -as well as its subsequent management, operation and maintenance as well as for

the supply of TV studios, satellite Uplink and Mobile Units.



### KEY FACTS

Broadcast Solutions & products to cover any customer's need. Wide experience in the developing and supplying of Turn-key projects all around the world.

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

### INTERNATIONAL PRESENCE

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



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## EGATEL

Television transmitters and Smart LNB

STAND: SU9810



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- [www.linkedin.com/company/egatel](http://www.linkedin.com/company/egatel)
- <https://www.facebook.com/Egatel>

### OUR SOLUTION

Transmitters and re-emitters of all RF powers for the main standards of Digital Terrestrial TV. New compact designs of high energy efficiency of 100 Wrms, to complete the WHET Doherty Wide Band Series.

In addition, in collaboration with Eutelsat, the 'Smart LNB', a state-of-the-art satellite terminal, has been developed, which allows low-cost solutions for interactive services and M2M applications.

### STRATEGY IN AMERICA

Consolidation of the EGATEL brand in the different countries, basing our strategy on a professional and friendly relationship with final customers and our network of distributors, with a post-sale support of quality and proximity, unlimited and free over time.

### SUCCESS STORIES



Fiji Islands, Wallesi: In 2017 Egatel supplied transmitters of the WHET 600W and 100W Series, as well as some other intermediate powers, for the launch of Digital TV throughout the country by the Ministry of Communications.



Colombia, CCNP: Feb-2018 Egatel confirms the award of most of the medium power stations, 200W WHET series, which includes a "custom" integration for RCN and Caracol in racks with combiner, electrical protections and monitoring.

### KEY FACTS

Company specialized in research, development and manufacturing of digital TV transmission equipment and SatCOM sector. Its products are intended for the professional market: Operators and TV channels, managing regional or national telecommunications networks.

### INTERNATIONAL PRESENCE

Egatel has presence in America in the following countries: Argentina, Chile, Colombia, Honduras, Mexico, Panama, Paraguay, Peru, Uruguay and the US.



Javier TAIBO  
CEO

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# GSERTEL

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## GSERTEL

Professional Measurement Equipment for Digital TV & Radio

STAND: SU9624



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- [www.linkedin.com/company/gsertel](http://www.linkedin.com/company/gsertel)

## OUR SOLUTION

RCS: Professional monitoring (DVB-T/T2, ISDB-T, DVB-C/QAM). 24x7 analysis in parallel with accurate RF measures, Deep TS analysis and proactive alarming features. Intuitive WEB browser to monitor digital TV signal. HEXYLON: Portable multistandard measurement device. Exchangeable battery, multitouch navigation on a 8" screen. Accurate and fast RF measures, spectrum and TS analysis.

- Customers:** Broadcasters, digital TV network operators, spectrum regulator agencies.
- Interlocutor:** Engineering Managers, Digital TV Network Engineers, Monitoring and Supervision managers/technicians.

## STRATEGY IN AMERICA

Bring to the broadcasters and network operators professional measurement and monitoring solutions with unique features providing intuitive, fast and advanced measures.

Closest relationship throughout specialized regional partners.

## SUCCESS STORIES

During the last 16 years Gsertel has designed and developed measurement devices oriented to broadcasters and digital TV operators.

supplied devices to important customers including Cellnex Telecom, ORS, Emitel, Telefónica, UPC...

With more than 14.000 devices delivered worldwide Gsertel has



## KEY FACTS

Own development of all stages of the product, industry recognition and promoter of market trends, high precision devices, own patents and continuous analysis of customer needs.

## INTERNATIONAL PRESENCE

Worldwide through distributors and system integrators in all five continents.



Jose Manuel MASEDA

Sales Manager

[jmaseda@gsertel.com](mailto:jmaseda@gsertel.com)

Telecommunications Engineer, MBA, and 15 years professional experience working in Marketing and Sales areas in Telco, System Integrators and Broadcasting companies.



María MERLÁN

International Sales Engineer

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PhD Telecom Engineer, MIB Master International Business and 7 years professional experience in the field of RF Engineering and Innovation Technology.





**ISID**

Multimedia analysis and management software.

STAND: N4131

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## OUR SOLUTION

VIDEOMA allows the automatic recording, cataloging, analysis and indexing of the content coming from the media (TV, Radio and Internet) and any live signal, extracting all the information of interest, including biometric, audio or graphic patterns.

AGORA records and follows live judgments, plenary sessions and congresses. It monitors the audiovisual elements of the room and integrates the information from external management systems.

- **Customers:** broadcast, media, governments and public administrations, corporations, security companies, educational institutions and health.

## STRATEGY IN AMERICA

Our product distribution is made through integrators of the IT or audiovisual sector with a multinational or local presence. We have an active presence and references in Colombia, Ecuador, Mexico, Chile, Peru, Argentina, Bolivia.

## SUCCESS STORIES

**Public administrations:** Historical archives and media monitoring, political analysis, for the Presidency of the Government of Spain. **Film libraries,** producers and broadcast: Editing and search of audiovisual contents for Globo-media). **Security:** Advanced analysis for intelligence agencies

and security bodies in Spain and Latin America. **Corporations:** Dissemination and management of multimedia files of Marketing departments.



## KEY FACTS

At ISID we offer intelligent solutions for the management and analysis of multimedia content that we adapt and customize to the needs of the client and the market, We use the most innovative technology and we offer a customer service of the highest quality. We are part of the everis Group, an international consultancy with presence in more than 13 countries.

## INTERNATIONAL PRESENCE

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



Salvador VILLA

President

[svilla@isid.com](mailto:svilla@isid.com)

Engineer by ETSIN UPM and MBA by IE. He has led the company for more than 8 years and has extensive experience in the Media and Telecommunications sectors.



Noelia VICENS

CEO

[nvicens@isid.es](mailto:nvicens@isid.es)

Telecommunications Engineer with extensive experience in the world of consulting, in sectors of media, Telecommunications, Security and Public Administration.



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## ITELSYS

Digital TV transmitter manufacturer

STAND: N4824



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- [www.youtube.com/user/itelsis](http://www.youtube.com/user/itelsis)
- [www.linkedin.com/company/itelsis/](http://www.linkedin.com/company/itelsis/)

### OUR SOLUTION

ITELSYS is a manufacturer of terrestrial digital TV transmitters and gapfillers, with a focused strategy in the design of a competitive medium and low power range.

We have developed the ICE SERIES under ATSC, ISDB-Tb and DVB standards. The launch of the new ICE series covers the power range between 2000W and 50W.

### STRATEGY IN AMERICA

The creation of a network of distributors in different countries with the aim of giving an optimal solution in the diffusion of Digital Terrestrial Television in the medium and low power levels under the ATSC, ISDB-Tb and DVB standards.

### SUCCESS STORIES

- Deployed more than 5000 transmitters and gapfillers on field in the local market.
- Deployed more than 600 devices with output power between 400W to 10W in Australia.
- Delivery of more than 70 devices with output power between 100W to 25W in Taiwan.
- Delivery of 100W gapfillers for public channel IRTP Perú.



### KEY FACTS

- The best performance for medium and low power transmitters:
- Maximum efficiency
- Minimum size.
- Fully connected.

### INTERNATIONAL PRESENCE

We seek to expand our presence throughout the Americas, using distributors, agents or integrators, to consolidate our brand beyond the current markets of Chile, Mexico and Peru.



Julio LORENZO  
Broadcast Manager  
jlorenzo@itelsis.com

With more than 20 year of experience in Broadcast projects, he will be glad to assist you.



## MEDIABANK

Content & Media

STAND: SL7606



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- [twitter.com/MediaBankTV](https://twitter.com/MediaBankTV)
- [www.linkedin.com/company/mediabanktv](https://www.linkedin.com/company/mediabanktv)
- [www.facebook.com/MediaBankTV/](https://www.facebook.com/MediaBankTV/)

## OUR SOLUTION

MediaBank is a marketplace of professional audiovisual content that provides all the necessary tools to complete a transaction, from the moment a production is ready to be commercialized, until its acquisition ready to be issued. This is: the upload and storage of content in high quality, and rights management in all territories, channels and screens. Also the localization of an adequate content through an advanced search engine, the online visualization of it in low quality, the negotiation between the buyer and the seller, the payment through a secure payment gateway, the signing of an online contract, the transcoding and the change of content norm and its download ready for broadcast.

## STRATEGY IN AMERICA

MediaBank focuses on penetration and consolidation as a benchmark for the online purchase and sale of audiovisual content in Latin America. Currently, the platform has more than 120 users in the area and a network of potential customers of more than 200.

## SUCCESS STORIES

MediaBank solutions are helping European producers and distributors in Europe and LATAM to compete on equal terms with the catalogs of the big distributors worldwide and to be visible to a wide network of potentials broadcast buyers that are very difficult to reach.

European companies of great prestige such as Zoomin, Fight Globe or D'Ocon Films have relied on our services to expand and boost their sales in the region.



## KEY FACTS

MediaBank has more than 160 registered users and a network of potential customers of more than 200 in Europe and Latin America, covering the whole process of buying and selling audiovisual content.

## INTERNATIONAL PRESENCE

MediaBank was born with a clear international vocation to become the largest international content market. It is currently in the process of expanding LATAM and Western Europe.



Esteban SUCHOWOLSKI  
Sales & Bus. Dev. Manager  
[esteban@mediabank.tv](mailto:esteban@mediabank.tv)

Responsible for operations and commercial of the platform. Bachelor in philosophy, senior technician in Audiovisual Production and MBA in international management, with more than 3 years of experience in commercial management in the sector.



Jordi UTIEL  
Founder & CEO  
[jordi@mediabank.tv](mailto:jordi@mediabank.tv)

Responsible for the HR and strategic management of MediaBank. Jordi is also the acting financial director of the company, which manages the company's liquidity, ensures the adequacy of cost control and achieves bank financing.



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## OMB BROADCAST

Manufacturers of FM and TV transmitters, and radiant systems.

STAND: N5314



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[www.facebook.com/ombbroadcastspain/](https://www.facebook.com/ombbroadcastspain/)

## OUR SOLUTION

We are specialized in the manufacture of radiant systems, and radio and television transmitters, so our products acquire a high technological level and high performance adapted to the final needs.

We offer orientation and a direct, fast and complete service to clients located anywhere in the world.

- **Customers:** New distributors, system integrators, commercial agents, broadcast sector and digital television.
- **Interlocutors:** Telecommunications engineers, general managers, owners of broadcasters.

## STRATEGY IN AMERICA

Increase the visibility of our brand in the Americas through a commercial expansion plan with our distributors and collaborators, as well as search for new projects in areas where we are not yet present.

## SUCCESS STORIES

OMB Broadcast has participated in the implementation of the national network of digital ISDBT transmitters in Peru, focusing on technical issues and cooperating in the installation and commissioning of links, encoders, television transmitters, radiant systems and other accessories.

## KEY FACTS

For a company like OMB, the most important thing is the service offered to customers. OMB covers a wide range of needs that ensure a dynamic relationship between the company and the client.

## INTERNATIONAL PRESENCE

With more than 12,000 radiant systems installed, more than 9,000 FM transmitters and nearly 2,000 television transmitters and retransmitters, we are in a leading position within the global telecommunications network.



Rafael ARREAZA

International Sales Manager

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## OVIDE

Video equipment rental services

STAND: C8949



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[www.linkedin.com/company/ovide/](https://www.linkedin.com/company/ovide/)

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### OUR SOLUTION

In 2013, Ovide manufactures its first video assistance equipment, **Ovide Smart Assist HD2**: a very strong all-in-one computer with QTake software, it records 2 HD cameras, it has a touch screen, internal hard disk, connects accessories such as hard drives external, quad splits, monitors, etc. Easy mobility of the complete set, highly recommended in the case of outdoor shootings.

The new version, **Ovide Smart Assist 4**, continues with the philosophy of the HD2: a "all in one" resistant with all the technology in its interior; but it is more powerful and can work with 4 HD cameras or with a 4K camera.

- **Customers:** Rental and sale of professional film and video equipment.

### STRATEGY IN AMERICA

Ovide has manufactured its Smart Assist based on its 20 years of experience and feedback from its customers.

### SUCCESS STORIES

The equipment has been used in multiple productions of films, series, videoclips and advertisements, such as: "Ben Hur", spin-off "Fear the walking dead", "Zoolander 2", "Specter - 007", "Mission: Impossible - Nación secreta", "Julieta" by Almodóvar,

"A monster call" by J.A Bayona, "Sleepy hollow" (series), "Penny deardful" (series), etc.



### KEY FACTS

Work with up to 4 HD cameras or a 4K camera. Touch screen, Wifi and Bluetooth. Power supply or batteries. Hot swap and UPS. Video streaming to iPad and iPhones. Process in the same set: chroma key, CDLs, LUTs, etc.

### INTERNATIONAL PRESENCE

Spain, USA, Japan, China, France, United Kingdom, Australia, Brazil, Thailand, Singapore, Belgium, Sweden, Italy, Mexico, etc.



Sergi MAUDET

Technical Director

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For 20 years now he has been collaborating in the design and development of 3D, 4K and 8K projects for broadcast and digital cinema. Likewise, since 2013 he also directs the Ovide Smart Assist area.



Flappi JIMÉNEZ

Smart Assist Product Manager

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Manager of professional audio and video equipment, with extensive international experience acquired over twenty years.



## PROMAX ELECTRÓNICA

T&M Measuring instruments for TV and telecommunications

STAND: SU10721



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### OUR SOLUTION

Our range of spectrum analyzers for television, recognized worldwide, offers solutions for the deployment, maintenance and monitoring of television networks in formats ISDB-T, DVB-T2 and ATSC. The RANGERNeo range includes instruments for use in difficult, multifunctional conditions, with exceptional performance, IPTV measurements, fiber optics or transport frame analysis.

- **Customers:** Broadcasting technicians, satellite installation companies, cable television, antenna installers.
- **Interlocutors:** Installation and maintenance technicians, sales managers.

### STRATEGY IN AMERICA

We have been present in the American market for more than 30 years. During these years we have built a network of distributors and representatives with whom we have a stable relationship not based on short-term results.

### SUCCESS STORIES

PROMAX's commitment to R + D + i has been the key to being able to offer reliable products and deserve the loyalty of our customers in the five continents. We have been the choice of CNN, DirecTV, EBU, Arqiva, RAI, etc ...

Our technology has also been used in the London Olympics or the Africa Cup of Nations.



### KEY FACTS

Presence in 93 countries. 5400 client radio stations. 1700 television clients. Worldwide network of 140 distributors and dealers. Offices in Madrid, Barcelona, Portugal, USA and Mexico with technical assistance service. 82% of AEQ's business volume comes from the foreign market.

### INTERNATIONAL PRESENCE

Presence in all the countries of America, the United States, Canada, Mexico, Colombia, Argentina, Chile, Brazil, Ecuador, Uruguay, Costa Rica ...



Xavier Ventura

Deputy General manager

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Telecommunications Engineer with more than 30 years of experience in international sales and technical-commercial support in the global market.



## RYMSA RF

Antenna systems, combiners and coaxial accessories for broadcast

BOOTH: C1316

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### OUR SOLUTION

RYMSA RF designs and manufactures a wide range of antenna systems and combiners for all DTV, ATV and radio standards for signal transmission. Our solutions have been supplied to broadcasters around the world, with high reliability in extreme environmental conditions, such as high elevations, high winds, heavy ice formation, strong solar radiation and high levels of humidity and salinity.

- **Type of clients and interlocutors:** Integrators and distributors related to: Radio FM and TV technical directors, integrators or agents supplying transmitters and DAB / FM radio antennas and TV and DTV network clients.

### STRATEGY IN AMERICA

Strengthen business relationships with our Latin American and North American customers, and present at NABSHOW the new line of coaxial accessories and a new range of filters developed for digital television in any type of standard.

### SUCCESS STORIES

Pioneer in the supply of TDT radiant systems in America, supplying antennas (horizontal, circular and elliptical polarization) and coaxial combiners that operate in the three DTV standards currently in that continent. The clients of RYMSA RF in Asia Pacific entrusted their projects for the modernization and deployment of radio coverage in the FM band, for the supply of 25 antenna systems for the expansion of MRTV coverage in Indonesia, and another 6 for the expansion of coverage of RRI, including the patch panel system and coaxial accessories.

### KEY FACTS

“Engineering solutions around the world”

#### MADRID

Headquarters

[info@rymsarf.com](mailto:info@rymsarf.com)

#### RYMSA-MÉXICO

Sales office

[Carlos.lira@rymsarf.com](mailto:Carlos.lira@rymsarf.com)

#### RYMSA- SINGAPORE

Sales office

[k.tan@rymsarf.com](mailto:k.tan@rymsarf.com)

### INTERNATIONAL PRESENCE

Presence and previous experience throughout Latin America and Asia Pacific.



Óscar MATA

Sales Director

[oscar.mata@rymsarf.com](mailto:oscar.mata@rymsarf.com)



Carlos LIRA

Sales manager LATAM

[carlos.lira@rymsarf.com](mailto:carlos.lira@rymsarf.com)



## SAPEC

Manufacturing, Broadcast, contribution, IP Systems

STAND: SU10114

+34 91 728 39 10



[www.sapec.es](http://www.sapec.es)

[sales@sapec.es](mailto:sales@sapec.es)

[www.linkedin.com/company/sapec](http://www.linkedin.com/company/sapec)

[www.facebook.com/SAPEC](http://www.facebook.com/SAPEC)

### OUR SOLUTION

SAPEC develops video compression equipment with its own technology and solutions for the transport of signals with high quality for professional environments in real time and through satellite, fiber optics, IP networks, radio links ...

Our families Laguna, Altum II, Avantos and Gredos consist of encoders, decoders, modulators and IRD's for contribution and distribution. Supported by our represented Nevision, Sencore and APT, we provide our customers with complete compression, multiplexing and transport solutions to achieve their objectives at the best cost and with the most appropriate technology in each case.

### STRATEGY IN AMERICA

SAPEC has as its target market the main operators of Telecommunications, Broadcasters and providers of video transport services. Currently, we have offices in Mexico and Colombia; and distributors in several Latin American countries.

### SUCCESS STORIES

SAPEC is involved in the projects carried out in Spain on HEVC, 4K and DVB-T2 collaborating with companies and organizations such as Cellnex, UPM and RTVE. More than 400 encoders with ATSC modulator supplied to Televisa.

Proveedor de soluciones de contribución y distribución de Tigo Bolivia, Televisa,



### KEY FACTS

Spanish company located in Madrid, manufacturer of video compression equipment. Partner in Spain of Nevision, Sencore, Arris, Worldcast Systems, Videoclarity and Videoflow.

### INTERNATIONAL PRESENCE

Office in Mexico City and presence in Europe and Latin America.

Bolivia, Brazil, Colombia, Chile, Ecuador, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama and Peru are some of the countries where you can find us.



Jose Manuel LÓPEZ ROLDÁN

Commercial Director

[jmlopez@sapec.es](mailto:jmlopez@sapec.es)

Linked to the audiovisual market since its inception in Pesa Electrónica, for 12 years he was commercial director of Kroma Telekom, a company of which he was a founding partner.



Carmen PIÑA VÉLEZ

Mexico & Central America

Director

[cpina@sapec.es](mailto:cpina@sapec.es)

Telecommunications Engineer, she has been part of SAPEC for more than 10 years in the sector in Spain and since January 2014 in SAPEC Mexico.





**SGO**

Technology and audiovisual software

STAND: N2503VR

+34 91 542 79 76



[www.sgo.es](http://www.sgo.es)

[www.instagram.com/sgomistika/](https://www.instagram.com/sgomistika/)

[twitter.com/SGO\\_group](https://twitter.com/SGO_group)

[www.linkedin.com/company/sgo-mistika/](https://www.linkedin.com/company/sgo-mistika/)

[www.facebook.com/SGOMistika/](https://www.facebook.com/SGOMistika/)

## OUR SOLUTION

SGO is a software development company within the audiovisual sector with high end solutions that includes its Mistika Ultima product with advanced color modules, compositing for VFX and 3D stereo, Mistika VR dedicated to stitching in virtual reality and Mistika Review for control and review of on-line effects. SGO continues its expansion with its own offices and distributors throughout the world and the company is proud to establish long-term relationships with all its customers through personalized service.

- **Type of clients:** Postproducers and producers for cinema, advertising and television. TV channels.
- **Interlocutors:** Colorists, Technical Directors, Postproduction Directors, Finishers

## STRATEGY IN AMERICA

The Latin American market is of special importance for SGO. With products in all Latin American countries we want to deepen with Mistika Ultima, Mistika VR and Mistika Review.

## SUCCESS STORIES

SGO has been dealing with the most prestigious audiovisual post-production companies in the world for more than 20 years, such as Park Road, Fotokem or Bad Robot and television channels such as Sky Channel, Beijing TV or RTVE have relied on Mistika to shape, correct color and finish their productions. Movies like "The Hobitt"; "Star Wars Chapter VII"; TV series such as "The Prince"; "Tell me how it happened"; David Attenborough's documentaries or spots of the world's largest advertisers have been postproduced in Mistika.

## KEY FACTS

**Mistika Ultima:** Great processing capacity always working in real time  
Finishing - Color correction - Composition VFX - Stereo 3D - HFR - HDR - UHD - 8K.

**Mistika VR:** Stitching VR real time with stereo3D and stabilization.

## INTERNATIONAL PRESENCE

More than 40 countries in the five continents.



Jose Luis ACHA

**Regional Sales Manager**

jlacha@sgo.es / Skype: jlacha.sgo

More than 20 years of experience in the audiovisual sector. He has worked for cinematographic laboratories and was manager of AITE.



Geoff MILLS

**CEO**

gmills@sgo.es / Skype: geoffamills

More than 30 years of experience in the field of software tools for the audiovisual sector with a deep background in IT projects.



## STEADYGUM

Accessories for professional cameras

STAND: C21420

+34 677 258 626

- [steadygum.com](http://steadygum.com)
- [info@steadygum.com](mailto:info@steadygum.com)
- [twitter.com/SteadyGum](https://twitter.com/SteadyGum)
- [www.youtube.com/channel/SteadyGum](https://www.youtube.com/channel/SteadyGum)
- [www.facebook.com/pages/SteadyGum](https://www.facebook.com/pages/SteadyGum)

### OUR SOLUTION

Our accumulated experience as professionals in the audiovisual sector allowed us to discover the best way to distribute the weight of the camera and reduce physical effort (by 80%), improving the health and productivity of the cameramen. In addition to the ergonomic benefits of SteadyGum, our product allows greater stability, ease of use and versatility in a reduced, lightweight, simple and easy to configure system.

- Type of clients:** Public Television Stations, Private Television Stations, TV Producers, Film Producers, Distributors in the audiovisual sector, Freelancers, Videographers, Video Producers, etc.
- Interlocutors:** Broadcasters, Operators, TV Technical Directors, Film Technical Directors, Production Manager, Chief of Cameramen.

### STRATEGY IN AMERICA

Steadygum Company has just started its business career, so we seek to work with distributors who can appreciate the value that the product brings to the efficiency and effectiveness of audiovisual production.

### SUCCESS STORIES

Used by photojournalists from all around the world, SteadyGum has been praised by major TV producers. Some of the producers and companies that have trusted SteadyGum are the following: BBC, Caracol TV, City TV, or AV Support, among others.

The protection of the health of its workers, as well as the saving of costs due to medical leave, is why our clients rely on our product.



### KEY FACTS

Great savings for the company in costs related to occupational injuries and better performance and versatility of the work of professional cameras.

### INTERNATIONAL PRESENCE

Worldwide through direct sales or distributors.



Pablo CARRASCO

CEO SteadyGum

pablo@steadygum.com

20 years of professional experience working as a cameraman and technical areas.



+34 951 012 600

## TEDIAL

MEDIA IT

STAND: N1420



- [www.tedial.com](http://www.tedial.com)
- [contact@tedial.com](mailto:contact@tedial.com)
- [twitter.com/Tedial\\_MediaIT](https://twitter.com/Tedial_MediaIT)
- [www.linkedin.com/company/tedial/](https://www.linkedin.com/company/tedial/)
- [Tedial Media IT](#)

### OUR SOLUTION

Tedial is a leading provider of content and media management solutions, designed to maximize business efficiency and profitability. The only complete MAM in the world that complies with the IMF, Tedial Evolution, awarded multiple awards, combines media preparation and logistics in "Version Factory", a unique workflow supply chain, delivering a thousand versions of a single active.

- **Type of clients:** international broadcasters and global media companies.
- **Interlocutors:** CTO, GM, VP.

### STRATEGY IN AMERICA

Tedial will consolidate its leadership position as a MAM supplier in the region and will continue its expansion by offering new products such as SMARTLIVE, the automated live sports solution, a breakthrough in sports production.

### SUCCESS STORIES

Tedial's media IT solutions are used by major international media companies and companies to optimize their resources, improve media workflow, access content files and optimize their integration of third-party technology.

Some of them are: AMC Networks International, TyC Sports, Mediapro GOL<sup>T</sup>, TRT, NRK, Televisa, RTVE, Oman TV, FORTA, ESPN Sur, RTVCM, RTVA Canal Sur, Timeline Television, etc.



### KEY FACTS

At NAB 2018, Tedial will introduce SMARTLIVE, a unique live sports production solution and the IMF markup tool, an easy-to-use editor that addresses the version control requirements normally needed for distribution.

### INTERNATIONAL PRESENCE

Europe; U.S; Middle East; Asia; LATAM; Pacific.



Esther MESAS

CSMO

contact@tedial.com

As Tedial CSMO, Esther Mesas has opened new markets in the United States, Australia, Asia, etc.



### Televes S.A.

Headends Digital TV, Measurement, DTT

STAND: SU11921



+34 981522200

- [www.televes.com](http://www.televes.com)
- [televes@televes.com](mailto:televes@televes.com)
- <https://twitter.com/TelevesOfficial>
- [www.linkedin.com/company/televes](http://www.linkedin.com/company/televes)
- [www.facebook.com/televes](http://www.facebook.com/televes)

### OUR SOLUTION

Televes is a company established in Spain more than 50 years ago and the largest European manufacturer of equipment for the reception and distribution of digital television signals whether satellite, terrestrial, cable, fiber optics, etc ..., GPON solutions, IPTV, data on coaxial, instrumentation, etc ... We have offices in Spain, Portugal, France, the United Kingdom, Germany, Poland, Italy, Sweden, Russia, the United Arab Emirates, China and the USA.

- Type of clients:** Television and data system integrators in Hospitality facilities and Satellite and DTT operators
- Interlocutors:** Design Engineers and Operations of Operators and Integrators

### STRATEGY IN AMERICA

Televes has an ambitious plan of commercial expansion in American continent, being already present in the main countries through distributors and integrators, as well as directly supplying the large Operators.

### SUCCESS STORIES

Televes is the approved provider of the largest American satellite operators such as DISH NETWORK, CLARO, MOVISTAR, CNT, etc ..., supplying the digital signal distribution equipment in buildings, hotels, mining, etc ... with our Transmodulators and Enco-

ders ISDB-Tb, DVB-T, QAM and IP. During these years our headends have been installed in many of the most representative buildings and facilities in the region.



### KEY FACTS

- Year constitution: 1958,
- No. Employees: 750,
- International Affiliates: 11

### INTERNATIONAL PRESENCE

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



Javier RUANO  
General Manager  
Televes USA  
jruano@televes.com

After 8 years experience in headoffice in Spain, Javier runs the office in the USA since 2014.



Juan MOLEZÚN  
Director Dept.  
Internacional  
molezun@televes.com

30 years experience in International markets developing the Brand Televes in more than 50 countries.



## TREDESS

Design, and manufacture of transmitters & Gap fillers

STAND: SU9624

+34 981 534 203



- [www.tredess.com](http://www.tredess.com)
- [tredess@tredess.com](mailto:tredess@tredess.com)
- [twitter.com/TRedess2010](https://twitter.com/TRedess2010)
- [www.linkedin.com/company/tredess-2010](https://www.linkedin.com/company/tredess-2010)
- [www.youtube.com/user/tredess](https://www.youtube.com/user/tredess)

### OUR SOLUTION

High efficiency equipment (Ultra Wide Band Doherty technology), flexibility, compactness, great simplicity of installation and operation, such as transmitting equipment, gapfillers and regenerative re-emitters from 400mW to 2kW of power. We offer an optimal solution for each scenario, with equipment for MFN or SFN networks, with the best echo canceler in the market, allowing the installation of TRedess gapfillers in scenarios where other manufacturers need to install transmitters.

- **Type of clients:** broadcasters, television channels and operators of television network infrastructures.
- **Interlocutors:** Agents, representatives and distributors specialized in TV transmission.

### STRATEGY IN AMERICA

After the accumulated experience in the deployments of digital terrestrial television networks in Europe, TRedess sets itself the objective of strengthening its presence in Latin America by extending its distribution network.

### SUCCESS STORIES

TRedess has participated in the network implementation of the main network operators worldwide (with more than 16,000 devices installed in more than 30 countries): TDF in France, Cellnex Telecom in Spain,

major broadcasters in Brazil, Latina in Peru, Emitel in Poland, Teracom in Sweden, SNRT in Morocco, among other projects.



### KEY FACTS

Company specialized in the design, development and manufacture of low and medium power transmitters and gap fillers for DVB-T / T2, ISDB-T and ATSC 1.0 and 3.0 networks.

### INTERNATIONAL PRESENCE

Spain and Brazil and through the commercial offices of the Corporation, in the USA, Germany, Poland, Russia, Italy, France, UK, Portugal, the Arab Emirates and China.



Luis Miguel GRELA

International Sales Director

lgrela@tredess.com

Director of the International Sales Department and responsible for the international expansion of the company.



Javier MARTÍNEZ

Spain & Latinamerican Sales

jmartinez@tredess.com

Responsible for the establishment in the Latin American market of the company.



Alicia MODROÑO

International Sales Engineer

amodrono@tredess.com

Responsible for the establishment of the company in the US market.



## TRYO Communications

Design, production and installation of TV and Radio equipment

STAND: SU11021

+34 93 860 54 70



[www.tryocomm.com](http://www.tryocomm.com)

[info@tryocomm.com](mailto:info@tryocomm.com)

[www.linkedin.com/company/tryocomm/](https://www.linkedin.com/company/tryocomm/)

### OUR SOLUTION

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

TRYO Communications is a company specialized in RF technologies, focused on the design, manufacture and installation of electronic equipment and systems, that offers solutions adapted to the needs of large operators of digital TV and Radio broadcasting sector, and to other markets where technologies related to Broadcasting are applicable, such as Air Traffic Control, Timing & Synchronization, or Industrial & Scientific, among others.

### 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.

### SUCCESS STORIES

The Company designs and manufactures its equipment and systems entirely in Barcelona and offers solutions to customers around the world. In the Broadcasting area, the products and solutions designed and manufactured by TRYO Communications are in operation in some of the most important broadcasting net-

works in the world, with more than 30,000 equipment units supplied in more than 40 countries. In addition, the Company has the knowledge, the experience and the engineering resources, for the supply of complete turn-key networks.



### KEY FACTS

Digital TV Transmitters and Repeaters, digital radio transmitters and repeaters, passive component, antennas and radiating systems, transmission and RF distribution bespoke solutions, RF systems for Air Traffic Control (ATC) applications, timing & synchronization solutions, engineering projects of advanced RF systems, frequency planning and coverage simulation studies, turn-key networks rollout.

### INTERNATIONAL PRESENCE

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



Josep GENER

CEO

[josep.gener@tryocomm.com](mailto:josep.gener@tryocomm.com)

Telecommunications engineer with 20 years of experience in the Broadcast Market.



Arnau TORRENT

Commercial Director

[arnau.torrent@tryocomm.com](mailto:arnau.torrent@tryocomm.com)

Telecommunications Engineer with more than 10 years of experience in the sale and marketing of high technology electronic products.



VECTOR3



+34 934 151 285

+44 7858 463 722

## VECTOR 3

Playout and full automatic continuity for TV

STAND: N6217



[vector3.tv](http://vector3.tv)



[info@vector3.es](mailto:info@vector3.es)



[www.linkedin.com/company/vector3/](https://www.linkedin.com/company/vector3/)

## OUR SOLUTION

Complete solutions for playout and automatic continuity. Vector Multiplay: set of modules that allow to design and install broadcast systems that cover the needs of televisions and multichannel broadcast centers. VectorBox: channel-in-a-box that performs all the functions from the same computer.

In addition, Vector 3 commercializes a suite of complementary software to automate the workflow that include the management of the ingestion, the verification of the video files, the conversion of playlists, the issuance of logs for advertising, etc ...

- **Type of clients:** televisions of all sizes that want to optimize their operating costs,
- **Interlocutors:** Technical and production directors.

## STRATEGY IN AMERICA

In addition to the 24/7 customer support phone operated in English, Vector 3 has a support center in Colombia to serve customers in their own language and time zone, which allows us to offer our products throughout the continent.

## SUCCESS STORIES

For more than 30 years, Vector 3 has been supplying continuity systems to televisions throughout the world. From local Kamchatka television to large playout centers with hundreds of channels in Singapore and South Africa. Recently, several systems have been installed in the largest private television in Germany and two television stations in the USA, one in Chicago and one in Kentucky.

## KEY FACTS

Automatic playout, video, graphics and effects on the signal, channel branding and automatic data presentation, workflow management, HD, SD and 4K (UHD).

## INTERNATIONAL PRESENCE

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



Juan Pablo ARBOLEDA

Responsible Support Canada,  
USA and Latin America

[Juanpa.a@vector3.tv](mailto:Juanpa.a@vector3.tv)

Engineer with more than 20 years of experience in installations of this type, expert in diagnosis of incidents and remote support.



Glyn BARTLETT

World Head of Sales

[glyn.b@vector3.tv](mailto:glyn.b@vector3.tv)

A long-time professional who has worked in large multinationals in the sector.



+34 937 073 011

## VELVET LIGHT

Specialized lighting for Film and Television

STAND: SL8006



 [www.velvetlight.tv](http://www.velvetlight.tv)

 [info@velvetlight.tv](mailto:info@velvetlight.tv)

 [www.instagram.com/velvetlighting/](https://www.instagram.com/velvetlighting/)

 [www.linkedin.com/company/velvet-light/](https://www.linkedin.com/company/velvet-light/)

 [www.facebook.com/VELVETLights/](https://www.facebook.com/VELVETLights/)

### OUR SOLUTION

VELVETLight is the result of research and industrial development carried out by a group of electronic engineers, mechanics and lighting technicians specialized in high power LED applications and led by a cinematographer with more than 15 years of experience in the professional broadcast sector. Our technology as well as the more than 30 products developed by us are specifically designed, manufactured and directed to cinematographic, HD and digital photography lighting.

- **Type of clients:** Distributors in the broadcast, film, advertising, photography and television sectors.

### STRATEGY IN AMERICA

Given the variety and complexity of the market, we follow a distribution strategy following the idiosyncrasy of the country. In most cases we work with specialized distributors.

### SUCCESS STORIES

We study each project specifically, adapting to the technical and space requirements. Our experience in the direction of photography and lighting, in coordination with our distributors, and our extensive range of more than 30 products, allows us to design and offer customized lighting solutions.

Not only do we develop and manufacture luminaires, but we also design the light and adapt our products and even our software to the needs of each project. Our panels are part of the teams in successful films on the billboard, as well as television entertainment and news programs.

### KEY FACTS

Our investment in R & D is constant. We are fast detecting needs and adapting our products to new technologies without leaving aside our stamp of high cinematographic quality.

### INTERNATIONAL PRESENCE

VELVET is in more than 40 countries around the world. Our distribution network is very broad and covers all types of sectors related to communication, film and broadcast.



Javier VALDERRAMA  
CEO

[info@velvetlight.tv](mailto:info@velvetlight.tv)

Director of photography. Founder and General Manager at VELVETLight.

Commercial manager of the European market.



Toni HERNÁNDEZ  
Commercial Dir. Spain, Central & Southamerica

[toni@velvetlight.tv](mailto:toni@velvetlight.tv)

Director of photography. Professor at ESCAC Cinematography School. Co-founder VELVET Light. Responsible for the Spanish and Latin American market.



## 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

## STRATEGY IN AMERICA

VSN looks forward to expand its presence in the US market, thanks to its more than 26 years of experience helping media companies to achieve its goals on Media and Business Process Management. The company entered this market on 2017 with a dedicated team for the region and with the new appointment of Douglas Wynn as Sales Di-

## SUCCESS STORIES

VSN's solutions have obtained great results around the world, such as with BarçaTV, whose operations are managed by VSN's MCR solution. The third national TV channel in Mexico, Imagen Televisión that has been recently launched thanks to VSN's technology, or the broadcast and audiovisual company Telefónica Servicios Audiovisua-

les (TSA), created by Telefónica, the major broadband and telecommunications corporation in Spain, are also another satisfied customers that rely on VSN. To learn more about all our clients, check our corporate case studies.



## KEY FACTS

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

## INTERNATIONAL PRESENCE

More than 1,000 clients in 100 countries worldwide. Solutions that cover the whole media life cycle, from ingest to broadcast and archive, including avant-garde Cloud solutions. Support and technical team available 24 hours a day. Easy to integrate with existing techno-



**Roberto DUIF**  
Sales Director LATAM  
rduif@vsn.es

Mr. Duif is a Telecommunications Engineer with an extensive experience in the world of international sales and project management of IT technology, specifically in the field of broadcast and media management.



**Douglas WYANN**  
Sales Director - North America  
doug@vsn-tv.com

With nearly 30 years of experience in technology sales in the broadcast and M&E sector. Mr. Wynn is responsible for setting up distribution channels and strengthening VSN's market presence in Canada and the US.

# OUR UPCOMING EVENTS

## BROADCASTASIA / COMMUNICASIA / NXTASIA

Main contact platform in south-east Asia for the Broadcast industry.

26–28 June

## IBC

An unrivalled destination for discussing challenges facing the electronic media and entertainment industry.

14–18 September



