Spain · **ibc 2018**

Ametic

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

⇒ The Spanish MET industry sector has great export capacity companies (most of them, with exports over 70% of production) and has enjoyed international recognition and implementation of its products for several decades.

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

www.ametic.es/ibc

> AMETIC is the Spanish 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

INDEX

![ACORDE logo]

www.acorde.com

Stand number: 5.C49

[LinkedIn] [Twitter]

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-

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

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.
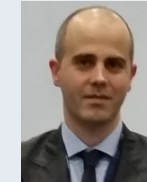
CONTACTS

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

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

[indra] [esa European Space Agency] [SES] [Trusted in us] [Newtec] [Telefónica]

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

Stand number: 8.C55

Design and manufactu-ring of Audio, Video and Communication equip-ment for Broadcasting

STRATEGY IN EUROPE

AEQ has been present in the European market for more than 35 years through the most important Distributors and Dealers of Broadcasting 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 Broadcasting industry for more than 35 years. With a firm commitment to quality service, AEQ has served an array of customers world-wide with its ad-vanced audio technology, video monitors for TV, intercom systems, telephone communications expertise, audio storage applications and automation of multimedia production and broadcasting. Furthermore, AEQ has been present at the major international sporting events such as the Vancou-ver 2010, Sochi 2014 Winter Games and London and RIO 2016 Summer Olympics. It has played an instrumental role in providing the equipment alongside producing the broadcasting signals for Worldwide audience.

SUCCESS STORIES

AEQ has accomplished the installation and supply of very important Radio stations as well as TV facilities within the region, for example the recent acquisition of our automation system AudioPlus for Radio Univox, broadcast monitors for the **European Parliament,** intercom systems for the Lithuania's National Opera and IP audiocodecs for the Greek Radio-Television ERT.

One of our success projects within the area, has been the equipment of the whole national **Russian** radio (VGTRK) with their headquarters being in Moscow and with more than 65 Regions along the whole country. During the past few years 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.

MORE INFORMATION IN THIS VIDEO

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 of coordinating and directing all the company's sales activities as we push forward together commercially.

Sergey Alekseev
Eastern Europe Sales Manager
sergey@aeq.es

He has joined recently to AEQ's family and with a great motivation he will manage Eastern Europe, CIS countries and Israel markets.

Trusted in us

KEY FACTS

Presence in 93 countries.

5400 Radio Stations are clients.

1700 Televisions are clients.

Worldwide network of 140 Dis-tributors 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.

Accessibility and Data in TV.
Development and Consulting.
Media Management.

www.anglatecnic.com   **Stand number: 14.C18**

STRATEGY IN EUROPE

Anglatècnic is a company founded in Barcelona in 1999 specialising in the engineering and development of software systems for the broadcast and IT sectors in the European market.

OUR SOLUTION

One of our main broadcast lines is the Fingertext suite, a modular platform for the production, managing and broadcast of accessibility and data services for the DVB signal such as teletext, subtitling, audio description, sign language, EPG, Present&Following, HbbTV and Stream Events.

Also other important broadcast lines are netClip, a solution for the exchange and management of broadcast video files, and Castmonitor, a solution to monitor remotely the TV signal received across the territory.

For the IT industry, Anglatècnic provides efficient tailor-made solutions, from publication and management of content-based dynamic public web portals to high reliability systems such as entertainment for hospitals.

SUCCESS STORIES

Anglatècnic has been implementing and integrating its own solutions for data insertion, video management and broadcast monitoring in many TV stations and broadcasting companies.

Our products are installed in most of the national TV stations in Spain such as all the channels of Mediaset, Public Spanish TV, Real Madrid TV, Gol TV.

Also we have our products in most of the regional TV stations in Spain such as all the channels of Television of Catalonia, Television of Balearic Islands, Television of Canary islands, Television of Valencia, Television of Aragón, etc. and local TV stations such as Barcelona TV, etc.

What we look for

- **Customers:** TV stations, TV integrating companies, content providers, service providers, media companies, news agencies, etc.

- **Contact persons:** TV engineering and technical managers, project managers, content and production managers, etc.
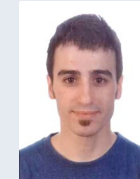
CONTACTS

Enric Torres i Feixas
CEO
enric@anglatecnic.com

Enric Torres coordinates and directs the company's proposals and developments according to the client needs.

Alex Soler de Ferrater
Development
alex@anglatecnic.com

Alex Soler oversees the company's projects and participates in their development, installation and maintenance either remotely or onsite.

Trusted in us

KEY FACTS

Anglatècnic has been working in making tv accessible for hard of hearing and visually impaired audiences with a suite of solutions for subtitling, audio description and sign language services.

Anglatècnic has received funding from the European Union's Horizon 2020 research and innovation programme for the Immersive Accessibility (ImAc) project for 360º/VR media.

PRESENCE

Spain, Switzerland, UK, Latin America.

BRAINSTORM

www.brainstorm3d.com

Stand number: 7.D19

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

STRATEGY IN EUROPE

Being an European company, Brainstorm has always had significant interest in this market. Since 1993, Brainstorm has provided many of the most important European broadcasters and many other smaller stations with state-of-the-art technology for real-time 3D graphics and virtual studios. RTVE (Spain's national broadcaster) trusted in our patented TeleTransporter during the latest general elections, and more recently, our software has been used in the creation of "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. Current developments include 4K compatibility, which is already providing excellent results, and support for gaming render engines such as Unreal Engine to improve the output quality

OUR SOLUTION

Brainstorm's star product is InfinitySet, the most advanced virtual studio solution available today. InfinitySet's patented TrackFree™ technology opens a previously uncharted middle ground between the traditional trackless and tracking environments, providing broadcasters with the flexibility and visual impact of advanced tracked solutions at the cost and ease of use 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 InfinitySet. These two products combined provide users with a complete solution for both virtual reality and augmented reality in broadcast. Other solutions include BrainNews, OnDemand and new template-based applications such as SmartSet or AstonElections.

SUCCESS STORIES

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

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 in
Commercial Director
dalexander@brainstorm3d.com

With more than 30 years in the broadcast sector. David has been the Commercial Director since 2010 and has helped to broaden its markets in Asia, LATAM, Middle East and Europe.

Mónica Victor in
Production Services Executive
mvictor@brainstorm3d.com

Working for the company since 1997, she is in charge of the Production Services Department. Due to her extensive experience inside Spanish TV Stations, she also managesthe Sales Department for Spain

Trusted in us

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

PRESENCE

Germany, Italy, UK, Spain, Switzerland, Poland, Netherlands, Japan, China, Taiwan, Vietnam, Thailand, Korea, Mexico, Venezuela, UAE, South Africa, Mozambique, Lebanon, Iran, Egypt, Australia, Greece, etc.

BTESA
BROAD TELECOM

www.btesa.com

Stand number: 8.C20

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.

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.

CCNP
CONSORCIO CANALES NACIONALES PRIVADOS

TDA

Sertv

Trusted in us

TVRI

Televisa

TeleCom·clm

CiRES21
LIVE STREAMING SOLUTIONS

Cires21 Tailored Innovation for High Valued Streaming Events

www.cires21.com/en

Stand number: 14C06

[in] [Twitter] [f]

STRATEGY IN EUROPE

Cires21 started the operations in the European market 4 years ago with important customer references such as BBC or Eurovision. Our focus for the coming years is to provide to new European customers high quality and flexible streaming solutions though the virtualization.

OUR SOLUTION

Cires21 provides **live streaming solutions** for all professional ecosystem, from broadcasters and main event programmers to major content suppliers and pay TV channels at a global level. Based on **software** and **SaaS** models, **Cires21's streaming platform** enables the media market to increase its capacity, delivering a unique internet video experience. Our platform provides a complete encoding, content creation and delivering solution for live streaming from any source and for any user device, creating hybrid environments for every business model.

SUCCESS STORIES

Nowadays Cires21 is present in the major Spanish Broadcasting groups as RTVE, Atresmedia, Mediaset or Cellnex Telecom. We are key in distribution of popular live events, from MotoGP Motorcycle World Championships to world class events of first class brands (Formula 1, Olympic Games, Eurovision Song Contest, etc.), offering to the user a high-quality multiscreen experience. We also participate in large-scale complex projects where our expertise is required like our recent collaboration with Telefonica to equip high-speed trains with live TV channels.

MORE INFORMATION IN THIS VIDEO [You Tube]

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 managers, online video Technology managers. online video project manager.

CONTACTS

Jose Loro de Dios [in]
Key Account Manager

jloro@cires21.com

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

Manuel Cardeñas Cano [in]
Product Director

mcardenas@cires21.com

Focus on product development with high technical skills in video and streaming technologies .

ATRESMEDIA

BBC

EUR(O)VISION

Trusted in us

cellnex
driving telecom connectivity

rtve

Telefónica

KEY FACTS

Cires21 products are used in customer based in most of the European customers.

Cires21 process the content for more of 70 TV channels

Every day, Cires21 manage and process more than 26Tb of content

PRESENCE

Cires21 has presence in most of the European customers in direct or through integrators with on

Egatel

Stand number: 8 B67

The most efficient solutions for digital TV transmitters

STRATEGY IN EUROPE

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

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.

SUCCESS STORIES (more info)

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.

What we look for

- **Customers:** 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

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

(TRT, ANVIA, Digital Union S.A., ONT, SNRT)

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.

PRESENCE

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

GSERTEL

THE MOST INTUITIVE PROFESSIONAL MEASUREMENT EQUIPMENT FOR DIGITAL TV & RADIO

www.gsertel.com/   **Stand number: 8.E26**

STRATEGY IN EUROPE

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

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 TV and radio analyzer.
Exchangeable battery, multitouch navigation on a 8" screen. Accurate and fast RF measures, spectrum and TS analysis

SUCCESS STORIES

During the last 16 years Gsertel has designed and developed measurement devices oriented to broadcasters and digital TV operators.
With more than 14.000 devices delivered worldwide Gsertel has supplied devices to important customers including Cellnex Telecom, ORS, Emitel, Telefónica, UPC...

What we look for

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

- **Contact persons:** Engineering Managers, Digital TV Network Engineers, Monitoring and Supervision managers/technicians.
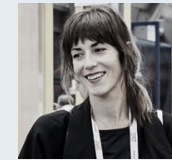
CONTACTS

José Manuel Maseda
Technical Sales Manager in

jmaseda@gsertel.com

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

María Merlán
International Sales Engineer in

mmerlan@gsertel.com

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

GSERTEL

KEY FACTS

Own development of all stages of the product.
End to end control.
High precision devices.
Own patents.
Continuous analysis of customer needs.
Close technical support.
Industry recognition and promoter of market trends.

PRESENCE
Worldwide through distributors and system integrators

itelsis

Manufacturer of Digital TV transmitter and gapfillers

STRATEGY IN EUROPE

We are looking for distributors/agents 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, from 2000 W to 1W.

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:

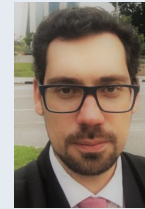- Doherty wide band transistors. Maximum efficiency.

SUCCESS STORIES

Deployed more than 5,000 transmitters and gapfillers on field in the **local market.**

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

Delivery of devices in **Austria**, **Azerbaijan**, **France**, **Hungary**, **Poland**, **Taiwan**, ...

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, CEOs of system integrators enterprises to represent our brand.

CONTACTS

Gerardo García Alvela   in

CEO

ggarcia@itelsis.com

Telecommunications Engineer and Master in ICT Companies Management. He has been the CEO of the company since 2006.

Trusted in us

cellnex
driving telecom connectivity

NEC

tdf

TELERADIO

emitel

TV

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, being the first manufacturer to include WIFI or Bluetooth technologies for remote control in this kind of devices.

PRESENCE

Austria, Denmark, France, Poland, Hungary, Australia, Taiwan.

OVIDE

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

www.ovidesmart.com

Stand number: 12.G43

STRATEGY IN EUROPE

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

OUR SOLUTION

Ovide Smart is a range of powerful and compact video assist systems made specifically for QTAKE high-requirements.

Ovide Smart Assist 4 EVO has 6 inputs and 12 outputs, Ovide Smart Assist 2 EVO has 2 inputs and 6 outputs and the newest Ovide's gear, Ovide Smart Dock, a compact solution to set up with your own Apple MacBook with 2 inputs and 6 outputs allowed to travel with you as cabin luggage.

SUCCESS STORIES

Ovide Smart systems have been used at great blockbusters such as "Solo. A Star Wars Story", "Oceans's 8", TV shows such as "Game of Thrones",

What we look for

Customers: Cinema rental equipment companies and professional video assists operators (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.

Trusted in us

RVZ LOCATION

the courtyard studio
video production expertise

VA. WWW.VIDEOASSIST.HU

PANOPTIMO

high voltage

MICHAEL STOGER
FILMGERÄTEVERLEIH

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
CEO

dom@percon.es
Co-founder of Percon, Domenec is responsible of the operations of the company as well as the decision-maker of the development of new products.

Jordi Paredes
Interational Sales Executive

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

Trusted in us

INDIAN PREMIER LEAGUE

Telefónica

rym

STUDIOtech
AUDIOVISUAL ENGINEERING

MEDIAPRO

الريان

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.

![Quobis logo]

Stand number: 14 D 29

Our Mission: Adding collaboration to broad-cast

STRATEGY IN EUROPE

Quobis, the leader in web based real-time solutions for enterprises and service providers, has adapted telco-based solution to broadcasters and content owners to be ready to add a communication layer and promote interactivity is web-based streaming services.

OUR SOLUTION

QUOBIS provides consulting services on WebRTC for telcos and services providers. This technology makes possible to add a communication and collaboration layer on web-based streaming services and existing mobile applications. Based on this technology Quobis has built Sippo WAC, an application server that enables different use cases of web communications like Social TV. Imagine you want to watch together with your friends a football match.

Sippo includes features like group chat, push notifications, multi-conferencing and multi-device Support that make Social TV possible. Using Sippo Web Collaborator you can chat with your friends using any device and from any location, so you can invite them to join a room with a live streaming event using the web browser.

SUCCESS STORIES

Quobis has been involved in different projects related with WebRTC for most of the top-20 telecom operators world-wide. Quobis has beed working on standarization of WebRTC, in R&D projects with PT, Orange, Telefonica or Deutsche Telekom (among others) and in the first proof of concept of the technology.

In the TV and broadcasting domain we've involved in the first experience of using WebRTC for streaming services, working together with Telefonica in their social TV platform, launched in 2016. This is the smartest way to add videoconferencing capabilities to a multi-device environment, as using Sippo WAC it hides all the complexity related to device fragmentation

What we look for

- **Customers:** Tier-1 service providers and telecom operators, content owners, online agencies, broadcasters. Sales directly or through local partners in new markets

- **Contact:** Innovation manager, user experience managers, product managers.

CONTACTS

Iago Soto
CMO

Iago.soto@quobis.com

M.Sc. in Telecom Engineering with 15 years of international experience in business development. Co-founder of Quobis.

Santiago Troncoso
Product Manager

Santiago.troncoso@quobis.com

M.Sc. in Electrical Engineering with 10 years of experience. Product manager of Sippo since 2015, responsable for roadmap and PLM.

bics
BBVA
bouygues
Trusted in us
vodafone
BT
Telefónica

KEY FACTS

Quobis is one of the leaders in the deployment of WebRTC technology after being involved in the release of the industry-first application server, called Sippo WebRTC Application Controller.

Today, this element is part of the core network of different telcos worldwide, as core element for adding collaboration..

PRESENCE
Worldwide.

RYMSA
SENER 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,.

RYMSA RF has implanted in Europe for the last forty years more than 150 systems spread among Spain and France and present with the equipment, both TV and radio in the most emblematic Eu-

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

Oscar Mata
Broadcast Sales Director
oscar.mata@rymsarf.com

Polo Martín
APAC Sales Manager
polo.martin@rymsarf.com

KEY FACTS

RYMSA RF-Spain

Headquarters (Manufacturing & sales office)

info@rymsarf.com

RYMSA RF-Mexico

Mexico DF (Mexico)

carlos.lira@rymsarf.com

RYMSA
TRYO Group

PRESENCE

Offices in Spain, Mexico and Singapore.

www.sapec.es

Stand number: 1.F56

STRATEGY IN EUROPE

With an already consolidated position in Spain, South and Central America, SAPEC it is on track of expanding its business in EMEA having as target the main telco operators, Broadcasters and service providers. The number of distributors and channel partners it is increasing in the old continent

OUR SOLUTION

SAPEC develops and manufactures video compression solutions for high quality and real time signal transport in professional environments.

Focused on the latest technologies as HEVC UHD 4K real time encoding/decoding as well as in current customer needs as for example solutions for DTT headend (ISDB-Tb, DVB or ATSC) or Satellite links. All solutions covered by our product families: Avantos, Altum II, Greds and Sivac.

Additionally, SAPEC represents first-class brands as Nevion, Sencore, VideoFlow, VideoClarity and Worldcast Systems, in order to provide complete solutions of signal compression, multiplexing and video transport in the most efficient way.

SUCCESS STORIES

SAPEC is involved in Spanish projects about HEVC, 4K and DVB-T2 collaborating with private companies, public organizations and universities.

SAPEC references keep increasing with referent customers as Cellnex, Overon (MEDIAPRO), Tigo, Televisa, RTVC, Telefonica, RTVE , EBU, VIASAT, MEDIASET, Real Madrid TV, Barça TV among others.

One example of SAPEC capacity is the supply to Televisa 400+ encoders with integrated ATSC modulator for the distribution of their channel to small and midsize towns along the country.

What we look for

- **Customers:** Broadcasters, TV and radio stations, service providers, operators, system integrators...

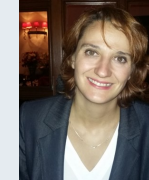- **Contact persons:** Technicians, technical managers, engineers, network managers...

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.

Trusted in us

KEY FACTS

SAPEC, Your Reliable Video Transport Solutions is based in Madrid, SPAIN (Headquarters) with sales offices in MEXICO, COLOMBIA and DENMARK.

IBC2018—SAPEC will present two solutions:,

SIVAC ONE UHD: HEVC UHD 4K modular encoder

LAGUNA: SW defined multiencoder platform with up to 3 HD encoded channels HEVC, H.264 and/or MPEG2.

PRESENCE

LATAM, EUROPE and

CIS countries

![SGO logo]

Beautifully Creative Technology

http://www.sgo.es/

Stand number: 6.A11

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
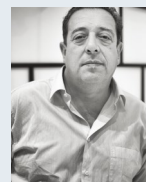
You can find more about our success stories here.

MORE INFORMATION IN THIS VIDEO ![YouTube]

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
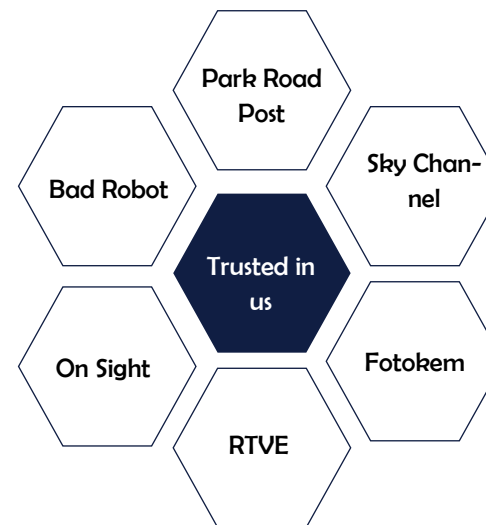*Regional Sales Manager*

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.

STEADYGUM

www.steadygum.com

Stand number: 11.A44

Your back, shoulders and arms will thank you

Take the weight off your back, shoulders and arms!

Patented product

STRATEGY IN EUROPE

SteadyGum Company has just begun its entrepreneurial trajectory, which is why we do insist on dealing with only the most professional distributors.

We expect you to promote and give recognition to the product that we would like to commercialise together. We want you to understand its significance and importance as we value your company.

OUR SOLUTION

Thanks to our extensive experience in the audiovisual world we discovered the best way to distribute the weight of the camera throughout the torso. At the same time this significantly reduces the physical exertion of the camera operator. All this to improve health and productivity of the cameramen. Apart from being ergonomic, steadyGum gives you benefits like great camera stability and operability. SteadyGum is easy, light and intuitive addition to equipment to set up. Due to the development of our elastic belt, designed exclusively to include all these features, steadyGum is an innovative break-through for the cameramen that reduces their physical exertion by 80 %.

SUCCESS STORIES

Many public and private TV channels are already using steadyGum in addition to Graphic reporters. SteadyGum has been tested and praised in big TV productions.

Steadygum is the best product ever invented for lightening the burden of the heavy cameras carried everyday by the cameramen.

Many companies need to pay huge amount of money for camera operator´s sick leaves. They frequently suffer from loss of health. The majority of injuries need to be operated and some of them are incurable. Steadygum is a revolutionary product.

What we look for

- **Customers:** Public Television Stations, Private Television Stations, TV Production Companies, Film Production Companies, Distributors in the audiovisual sector, Freelance, Cameramen, Video producers, etc.

- **Contact persons:** Broadcasters, Operators, TV Technical Directors, Film Technical Directors, Production Manager, Head of Cameramen.

CONTACTS

Pablo Carrasco

CEO

pablo@steadygum.com

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

Trusted in us

BBC · Citytv Bogotá · CARACOL TELEVISIÓN · TV2 · FOX NEWS channel · france•tv

KEY FACTS

Great savings for the company in costs related to occupational injuries.

PRESENCE

Worldwide.

http://www.tedial.com/

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. Media Logistics and Orchestration.

WHAT´S NEW AT IBC 2018

Tedial, the leading independent MAM technology solutions specialist, brings major updates to its Evolution enterprise MAM solution including a cutting-edge live sport solution, SMARTLIVE; HYPER IMF - its end-to-end IMF platform; and Evolution aSTORM - its future-proof, hybrid content management solution.

SMARTLIVE

SMARTLIVE is a comprehensive live sports and event production solution for remote logging, PAM support and automated story-telling that leverages AI tools and provides 100 percent compatibility with existing PAM systems like EVS and SAM.

HYPER IMF MAM

HYPER IMF, an end-to-end MAM solution that supports IMF formats for ingest, archive and delivery, has new features to significantly improve content delivery and management to non-linear platforms with assembly-on-the-fly. It now includes automatic leader insertion incorporating elements required for each platform (bars/clock etc.), and automatic localization based on delivery profile, enabling credits and text insertions for every language to be added automatically.

Evolution aSTORM

Evolution aSTORM transparently manages storage tiers across departments and locations to change the traditional HSM approach (multi-tier vertical) to a true object-based storage environment (multi-site, horizontal). Highly scalable and reliable, investments are adapted when technology changes or storage costs decrease

What we look for

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

CONTACTS

Esther Mesas

Chief Sales and Marketing Officer

contact@tedial.com

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

KEY FACTS

Showcased for the first time in Europe at IBC 2018, Tedial's SMARTLIVE leverages automatic live event storytelling.

More information.

PRESENCE

Europe; North America,, Middle East; Asia-Pacific; LATAM; Australia.

TRedess

Specialized in the design, development and manufacturing of Transmitters & Gap-fillers for DVB-T/T2, ATSC 1.0/3.0 ISDB-T

STRATEGY IN EUROPE

After a consolidated experience as the European Specialist in DTT coverage extension and low and medium power solutions, participating in major rollout projects worldwide, we have now extender our portfolio till the high power being then from now own your best partner for all the air-cooled needs.

OUR SOLUTION

High efficiency equipment (Symmetrical and Asymmetrical Ultra Wide Band Doherty technology), flexibility, compactness, great simplicity of installation and operation, such as transmitting equipment, gepfillers and transposers up to 5kW.

We offer optimal solutions for each specific scenario, with equipment for MFN or SFN networks, with an outstanding echo canceller allowing the installation of Tredess gapfillers in scenarios where other manufacturers need to install transmitters.

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), Mediacorp (Singapore), TPBS (Thailand), Tecsys (Brasil), Canal Latina (Perú), Newline (USA)...

What we look for

- **Customers:** broadcasters, television channels and operators of television network infrastructures.
- **Contacts:** agents, representatives and distributors specialized in TV transmission.

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.

Alicia Madroño Galán
International Sales Engineer

amadrono@tredess.com

Responsible of business development in Africa, USA and Western Asia.

KEY FACTS

TRedess has nowadays more than 17.000 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.

PRESENCE

Spain, France, Hungary, Poland, Faeroe, Sweden, Georgia, Morocco, Singapur, USA, Brasil, Vietnam...

TRYO
Communications

Stand number: 8.E40

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

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

OUR SOLUTION

TRYO Communications is a privately owned company, headquartered in La Garriga (Barcelona), continuing an industrial tradition of more than 60 years. The main activity of TRYO Communications is the design, development, production and installation of professional Digital TV and Digital Radio broadcasting equipment. In addition, our company has the knowledge, experience and suitable resources in engineering and installation, for the supply of complete turn-key solutions.

TRYO Communications is a company specialized in RF technologies which also develops, manufactures and installs advanced equipment and systems for Air Traffic Control, Timing & Synchronization, and other niche markets for the most professional and demanding customers worldwide.

SUCCESS STORIES

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

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

With the contract awarded by the main broadcasting operator in UK to TRYO Communications for the supply of DVB-T/T2 and DAB transmitters, our company has become the reference leader in supplying High Efficiency Transmitters, since the project involves the supply of more than 800 Trans-

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.

arqiva

norkring

cellnex

Trusted in us

TERACOM

swisscom

DIGITA

KEY FACTS

Products: Digital TV & 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

PRESENCE

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

Leading company in GaN SSPAs and Antennas

Stand number: 1.A54

STRATEGY IN EUROPE

TTI works in the technological forefronts of space, defense, telecommunications, science, and information technology sectors. The company strategy is focus on providing GaN SSPAs and Antenna innovative products to the market.

OUR SOLUTION

New generation of high power GaN SSPAs for Broadcast, Satcom and Deep Space stations, with outstanding performance in terms of linear power, multicarrier, efficiency, MTBF, as well as latest technology in GaN SSPAs for spaceborne flexible payloads.

Custom feeders, phase array antennas, low profile Satcom on the Move terminals, flat antenna panels, multi-beam tracking stations for ground and airborne applications.

SUCCESS STORIES

First multicarrier uplink stations for broadcasting in Europe for Sky Italia based on high power GaN SSPAs.

"Move&Sat" - unique European low profile Satcom on the Move Ku terminal in the market

Leading development in Europe of spaceborne GaN SSPA for Galileo 2nd generation.

What we look for

- **Customers:** Teleports, DSNGs, System integrators, Distributors and Final Users.

CONTACTS

Miguel Peña in
Commercial 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
Telefónica
Telespazio
A Finmeccanica/Thales Company
CERN

KEY FACTS

RF & Microwave
High and medium power GaN SSPAs. Custom RF products.

Antennas
"Move&Sat" low profile SOTM Ku terminal. Custom flat panels, feeders. Phase arrays.
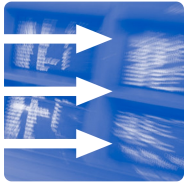
Cryogenics
Cryogenic LNAs. Turn key receivers.

Communication Systems
Turnkey Ground Stations.

PRESENCE

Europe, EEUU, China, India and Taiwan.

VECTOR3

Stand number: 7.C01

Full automatic playout and continuity for every type of TV

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, preproduction, 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"

CONTACTS

Glyn Bartlett

Head of sales

eva.c@vector3.es

Seasoned profesional with a long CV in the industry.

VECTOR3

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...

VELVET

www.velvetlight.tv

Stand number: 12 C52

Specialized lighting for Film and Television

STRATEGY IN EUROPE

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

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 boradcast 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.

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.

What we look for

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

CONTACTS

Javier Valderrama

CEO

info@velvetlight.tv

Director of photography. Founder and General Manager at VELVETLight.

Commercial manager of the European market.

Tony Hernández

Commercial Dir. Spain, Central & Southamerica

toni@velvetlight.tv

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

BBC
GLOBO
WB
Trusted in us
HBO
NETFLIX
tve

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.

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.

VSN
INNOVATION & MEDIA SOLUTIONS

www.vsn-tv.com   Stand number: 7.B19

VSN, a global company, specialized in providing advanced software solutions for managing the whole media lifecycle, from ingest to content delivery .
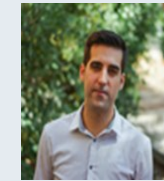
STRATEGY IN EUROPE

VSN looks forward to keep expanding its consolidated presence in Europe, with more than 30 years of experience helping broadcast and media companies to achieve its goals on Content and Business Management, News & Live Production and Automation and Distribution.

OUR SOLUTION

VSN is a global technology company specialised in providing advanced software solutions based on standard IT infrastructure to solve the needs of creation, distribution and management of content and video files in any broadcast, media, private or public company. Its solutions' portfolio comprises three product families (Media & Business Process Management, News & Live Production and MCR Automation & Distribution), specially designed to manage the whole media life cycle from ingest to content delivery, including new Artificial Intelligence tools to maximize efficiency in media production, management and cataloguing. Either on Cloud or on-premise, all VSN systems can work independently or even put together to create a complete, scalable and easy-to-integrate solution, ready to incorporate third parties' systems.

SUCCESS STORIES

With more than 30 years of experience in the market, more than 1,000 clients trust VSN to increase their productivity, reduce costs, optimise their workflows and maximise their performance. Its solutions have obtained great results all around the world and have being chosen by some top companies such as Barça TV, Barcelona's Football Club official TV channel, the generalist Portuguese cable television channel Porto Canal, the broadcast and audiovisual company Telefónica Servicios Audiovisuales (TSA), and public European broadcasters such as Radio Télévision Suisse (RTS). To learn more about all VSN's clients, check their corporate case studies.

MORE INFORMATION IN THIS VIDEO

What we look for

- **Customers:** TV channels, broadcasters, public institutions, IPTV, content distributors, news agencies or any private company that works with Media.

Contact persons: CEO, COO, CTO, IT Director, Engineering Manager, Sales Director or Sales Manager.

CONTACTS

Roberto Pascual
EMEA Sales Director

rpascual@vsn.es

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

Aaron López
Chief Operations Officer (COO)

alopez@vsn.es

Telecommunications Engineer with more than 12 years of experience in the broadcast sector, Mr. López is fully responsible for the production and implementation of all VSN's project around the world in record time, always taking care of customers' satisfaction.

Trusted in us

KEY FACTS

More than 1,000 clients in more than 100 countries worldwide. Solutions that cover the whole media life cycle, from ingest to delivery and archive, including avant-garde AI and 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), Madrid, Montevideo, Miami, Hong Kong, a centre of technological excellence in Alicante, and a widespread network of partners, VSN offers worldwide coverage to all their customers. Currently, the company has more than a 1.000 clients in over 100 countries along the 5 continents.

LOCATION

COMPANY	HALL	Stand
Acorde	5	C49
AEQ	8	C55
Anglatecnic	14	C18
Brainstorm Multimedia	7	D19
Btesa	8	C32
Cires 21	14	C05 & C06
Egatel	8	B67
Gsertel	8	E26
Itelsis	8	E19
Ovide	12	G43
Percon	10	E51
Quobis Networks	14	D29
Rymsa RF	8	C65
Sapec	1	F56
SGO	6	A11
SteadyGum	11	A44
Tedial	8	B41
TRedess	8	D24
Tryo Communications	8	E40
TTI Norte	1	A54
Vector3	7	D17
Velvet Light	12	C52
VSN	7	B19

More information here: