

PRO2020

THE TOP MIDDLE EAST
PRODUCTION,
BROADCAST
AND SATELLITE
COMPANIES
YOU NEED TO KNOW



PRO2020

PRO2020

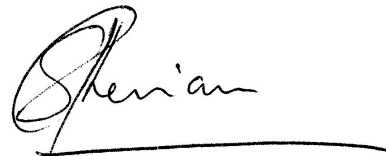
There is no debate that 2020 has been an unusual year for all of us. The prolonged presence of the coronavirus pandemic has sounded the death knell for many small and large businesses across the world. As the uncertainty continues, this period has interestingly favoured the rise of streaming services and remote solutions.

Within just the March to May period, streamers moved firmly into mainstream entertainment. With lockdowns forcing people indoors, streaming services were no longer the preferred platform just for millennials and Generation Z, it also attracted older people by the hordes. If anything, streamers were not prepared for the pandemic rush and had to scramble to secure new content for their platforms. This changing scenario, especially within Saudi Arabia and the UAE, is best summarised by Athanas Jamo, Research Director at Ipsos, who wrote the introduction for this edition of the PRO book so I shall not give any details away here.

In the meantime, remote solutions for the broadcast business, managed services, as well as IP and cloud solutions, all of which were probably on the backburner have now moved to the top of the priority list. While some were prepared for the sudden shift to

working from home, most others worked quickly to put in place solutions that would ensure seamless operations. As one industry professional pointed out ten years ago when we first launched, if you fail to prepare, you must be prepared to fail. The COVID-19 pandemic provided the perfect opportunity to see which businesses had prepped their infrastructure for such times as this.

For those looking to future-proof your facility, the PRO2020 is a compilation of top-notch companies all the way from consultants, manufacturers and solutions providers to systems integrators, satellite companies and other experts who can help you take that first step to arm your business to withstand any challenges. For the first time, this issue also showcases the winners of the ASBU BroadcastPro Awards 2019. We hope browsing through these pages and looking at regional innovations will inspire new changes for a successful future.



Vijaya Cherian
Editorial Director

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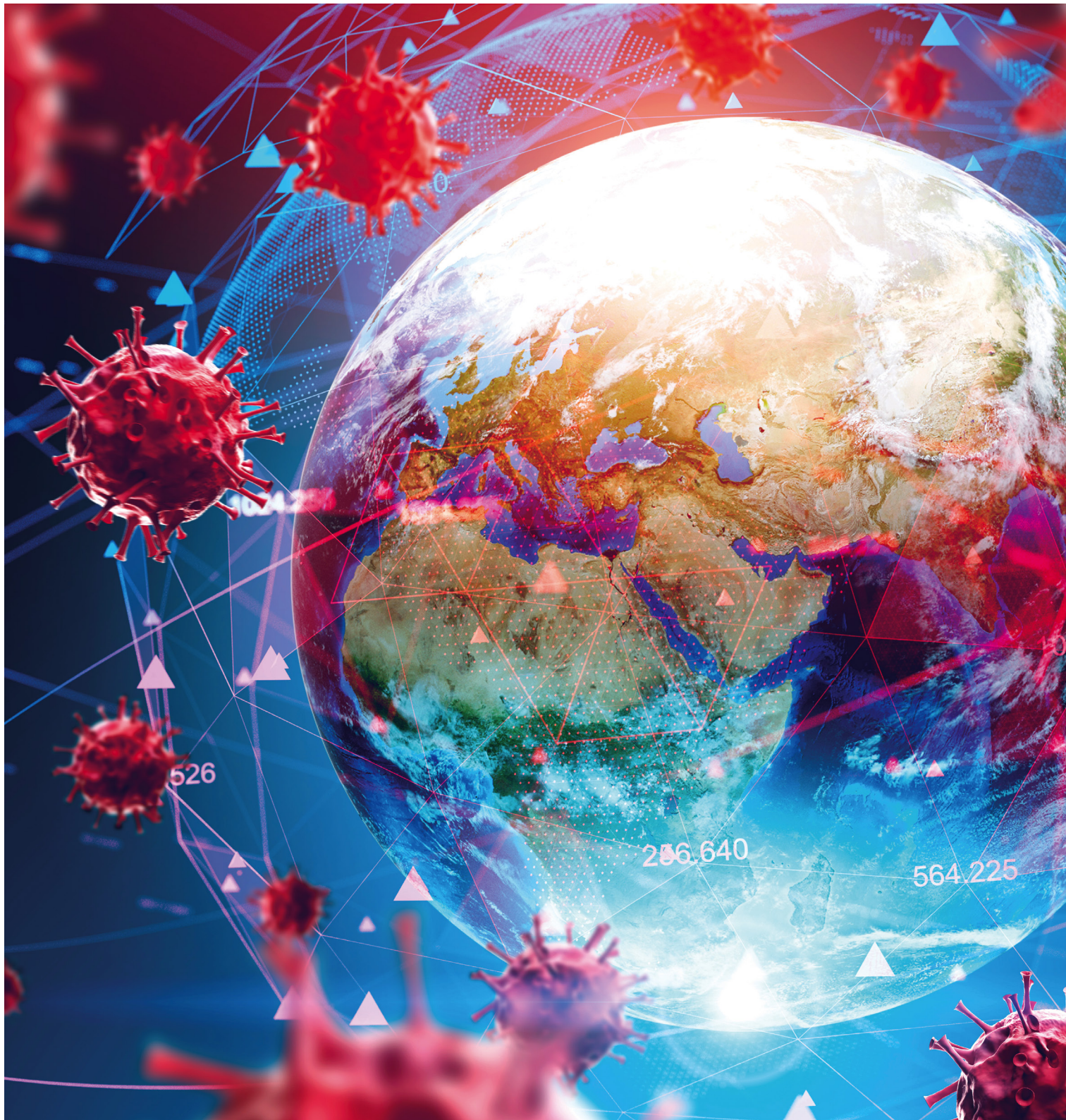
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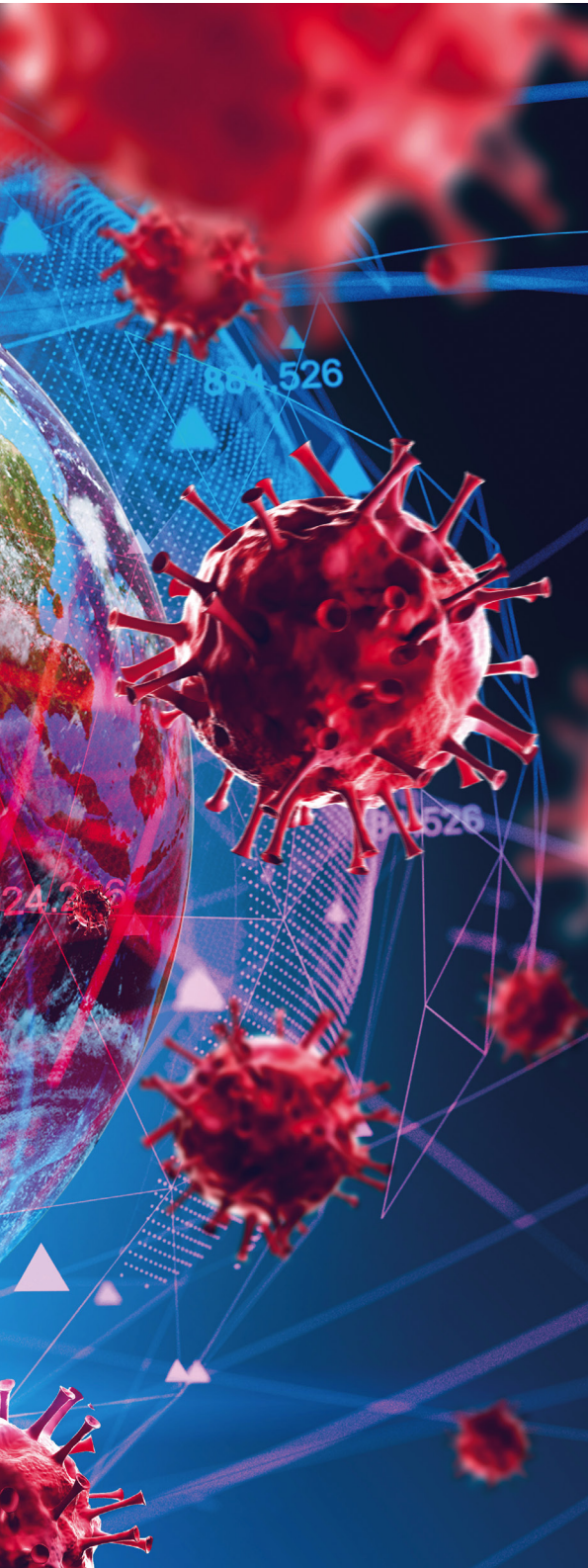
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The content and tech scene in the COVID-19 era

The media landscape is no stranger to constant change, it has always been witnessing shifts in trends, technologies, consumption and overall attitudes. However, over the course of several months, the COVID-19 pandemic has managed to disrupt so many industries around the globe and developed various unanticipated consumer attitudes that were untapped in the past.

With global habits changing across nations, people have been trying to adapt to the new realities of the outbreak, and consumers are obliged to spend more time at home, due to isolation and social distancing. The act of spending more time at home leaves a significant impact on media consumption and technology utilisation.

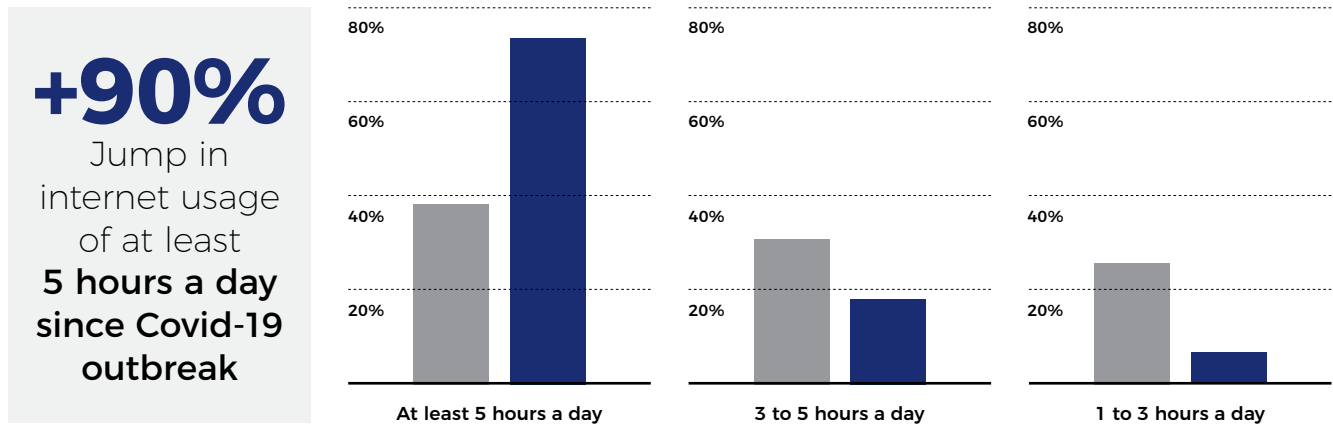
With these changes, Ipsos in MENA took the initiative and generated a research study that looks into the newly adopted habits among internet and technology users, and their changing media and content consumption amid the COVID-19 outbreak. The research analyses the effects of COVID-19 on internet

habits, apps and websites and overall technology utilisation, as well as delves into content-streaming habits – via social media/video sharing platforms, linear TV and VOD/OTT platforms.

In the past decade, the internet has taken the MENA region over by storm and essentially became a competing media channel that has set itself apart from the traditional platforms that we all knew and felt were irreplaceable. Evidently, people have got used to spending more time in digital space than they anticipated, whether on social media, scrolling through online press, streaming music, or watching content.

Nonetheless, the increase in ‘free time’ has driven internet consumption to grow massively since the outbreak, the Ipsos study found that around 70% of people in Saudi Arabia and the United Arab Emirates now spend at least five hours a day on the internet since the pandemic unraveled, compared to 37% compared before the outbreak, indicating a 92% jump in internet usage of at least five hours a day (see Figure 1).

When zooming into activities that are performed online during the pandemic,

Figure 1: Internet usage during Covid-19 ■ Pre Covid-19 ■ During Covid-19

it comes as no surprise that surfing social media platforms reigns atop, followed by reading news websites and watching movies and series online. Interestingly enough, watching movies and series online turned out to be a newly adopted activity for many in both assessed markets, where around 50% of those who currently access the internet to watch video content, started doing so after the COVID-19 outbreak in the KSA and the UAE.

The Fight for Eyeballs During Lockdown

The changes in viewing behaviour and overall content consumption are also no strangers to the change that the media landscape witnessed during the first months of the pandemic. The rising trends and newly adopted behaviours didn't come as a shock to many of us, as these were visible beforehand, however, these were definitely sped up and intensified with the lockdown being put in full effect back in March and April.

When looking into how different media channels were affected by that, we see that viewing video

content on linear TV remains to have the highest penetration in Saudi Arabia as the most-used platform for content consumption among the total population, compared to viewing content on different media channels, such as social media/video sharing platforms and VOD services.

In the UAE, social media/video sharing platforms and linear TV garnered the highest penetration rates for content consumption among

the total population during the lockdown, with a higher penetration rate for the former platform.

What further proved the effect of self-quarantine on the increased media and video content consumption in both markets, is the fact that over 60% of viewers of each media platform assessed stated their video content consumption had increased since the virus had spread out.

Zooming into content consumption behaviour in Saudi Arabia, it was noticed that the time-of-day of viewing video content on social media was frequent throughout most parts of the day compared to VOD platforms, which was mostly saturated during night time. On the other hand, TV viewership became very extensive around the afternoon until late at night (see Figure 2).

In the UAE, the time-of-day of viewing video content was similar among VOD platforms and social media/video sharing platforms, however, the latter gained more traction in the earlier periods of the day. As for linear TV, viewership got extensive at 12pm and continued until late at night.



Content Matters

We have all heard the ‘content is king’ statement numerous times by now, although this motto has become somewhat stale, it couldn’t be more correct and representative of how different media channels can remain relevant in this day and time.

With that said, it was witnessed that half of the linear TV viewers in Saudi Arabia, mostly tuned in to this media channel to consume news content during the pandemic, a lesser percentage of 44% stated accessing linear TV for movies. As for series, four out of 10 placed themselves in front of their TV screens to watch this type of content, while a quarter of TV viewers did the same for talk shows and programmes, followed by documentaries and docudramas.

Amongst those who viewed video content through social media/video sharing platforms, more than half had consumed news content and short videos, making these two content genres the most consumed typologies on this media channel. Lastly, six out of 10 video-on-demand (VOD) users

accessed these platforms to consume movie content. The second most-consumed content typology on these platforms was series, with half of the VOD users accessing these platforms to watch this kind of content.

On the other hand, viewers in the UAE mostly tuned into TV to consume news content, a lesser percentage of 47% stated the same for movies. As for political shows, 35% of TV viewers turned on their TV screens to access this type of content during the pandemic.

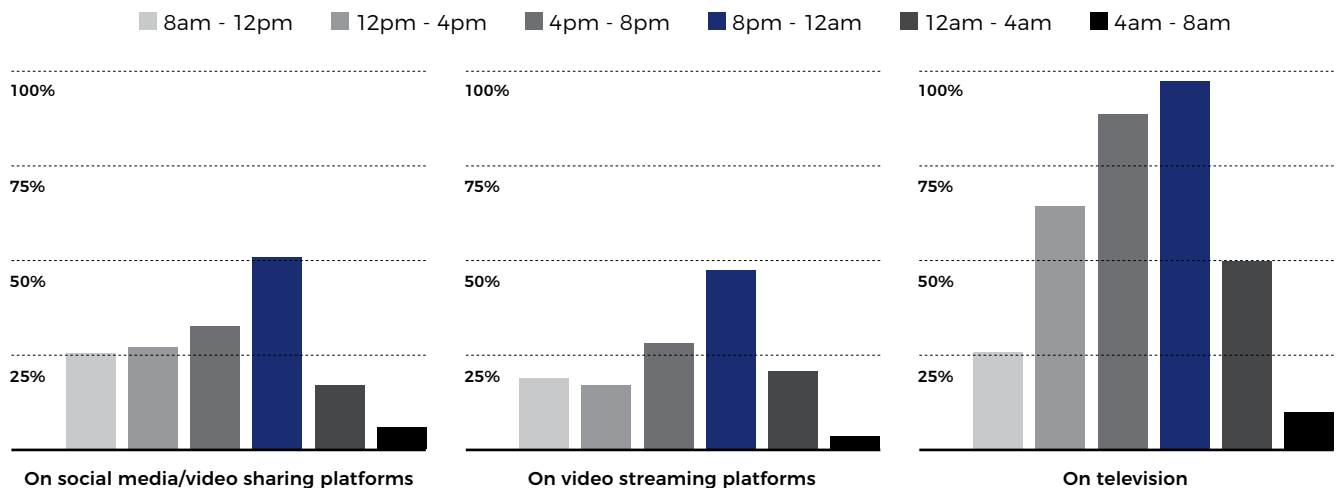
Aside from news content consumption, viewers in the UAE act differently when using social media/video sharing platforms. This is evident as movies and short video content are the second and third most viewed content on these kinds of channels. Whereas on VOD platforms, six out of 10 users mainly access these services to watch movies. The second most consumed content typology on these platforms are series, with 41% of VOD users accessing these platforms to watch this kind of content. All in all, news

viewership had the highest increase in content consumption compared to the pre-COVID-19 period. However, it is noteworthy that the consumption of all other genres has increased as well, especially for movies and short videos. Female content consumption has increased more than males in most genres, especially in docudramas, short videos and talk shows.

This Just In...

News content consumption became more prominent during the pandemic with larger portions of the public having very few options to rely on to stay up-to-date with the development of the virus in their respective countries. However, during the first phase of the lockdown, it was safe to say that people were overwhelmed with the abundant amount of information and news coming their way on a daily basis. This raises one important question, do either traditional or non-traditional media protrude as being more trustworthy or useful under the prevailing circumstances?

Figure 2: Content consumption behaviour in Saudi Arabia



Source: The Content and Tech Scene in the Covid-19 Era - Saudi Arabia, Ipsos, 2020

For respondents in Saudi Arabia, governmental websites and apps are the main go-to sources for information regarding the COVID-19. These also seem to be the most trusted sources. COVID-19 news sources from the World Health Organisation were also a strong contender in gathering information and updates regarding the virus.

According to the results, males were more reliant on acquiring information regarding COVID-19 on social media platforms and sites than females were. Generally, over 60% of people in Saudi Arabia have stated that since the outbreak, they have been reading and keeping up more with business and financial news to better

understand the effects of the virus on their country's economy. Furthermore, about six out of 10 people in the KSA mentioned that their online news consumption had increased since the pandemic started, and about the same number stated doing so through the official websites of TV news channels. Around 50% of those who had been recently consuming news online have admittedly stated that their consumption had been exclusively revolving around COVID-19 news (see Figure 3).

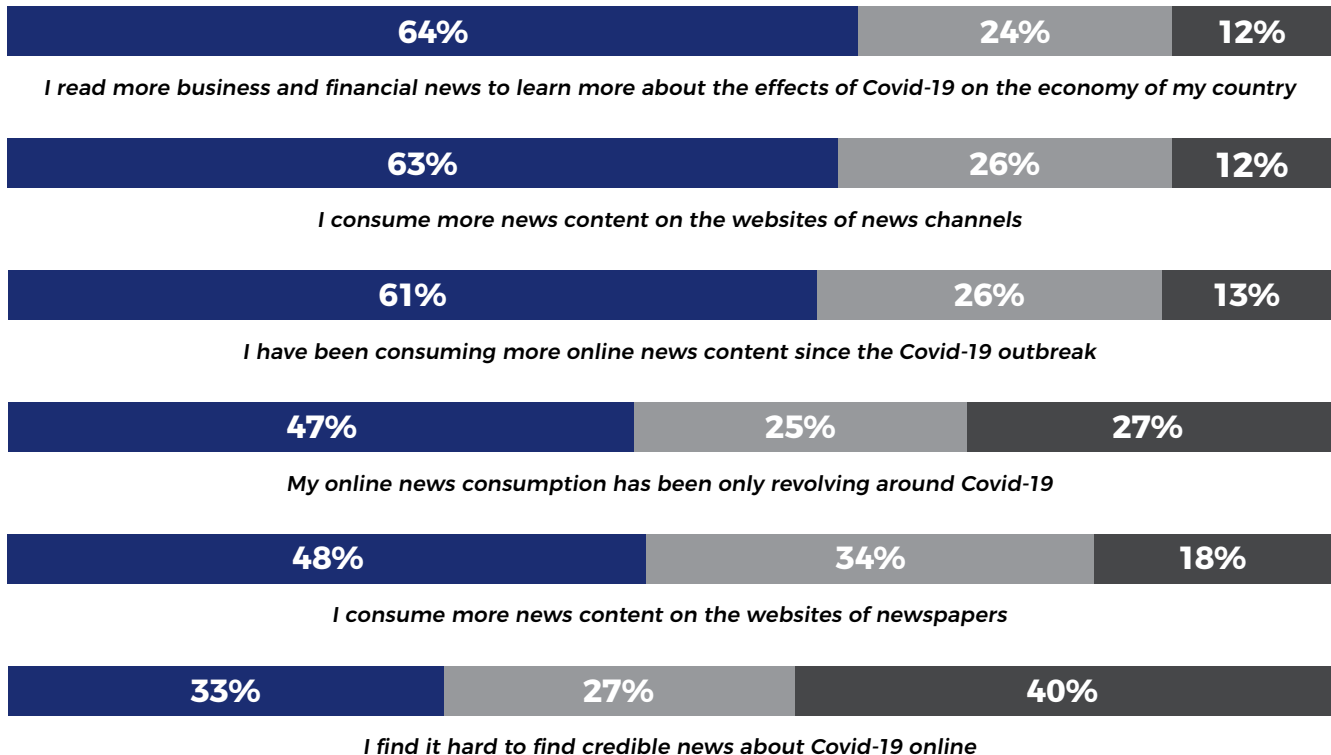
Similar to the KSA, respondents in the UAE also reached a consensus that governmental websites and apps were the most trusted source for them as well as their main go-to

portal for receiving news regarding the virus. Although governmental sources of news for COVID-19 are the most trusted sources and the most used, nonetheless, Gen Z (aged 15 to 24) seems to be more reliant on news from the World Health Organisation and tend to see it as the most trustworthy of all other sources. Over 60% of people in the UAE stated that their online news consumptions had increased since the outbreak, and that it had made them keener on financial and business news, in order to learn about the effects of COVID-19 on the country's economy.

It is also evident that regardless of how many sources of news are available for the public to choose

Figure 3: News consumption in Saudi Arabia

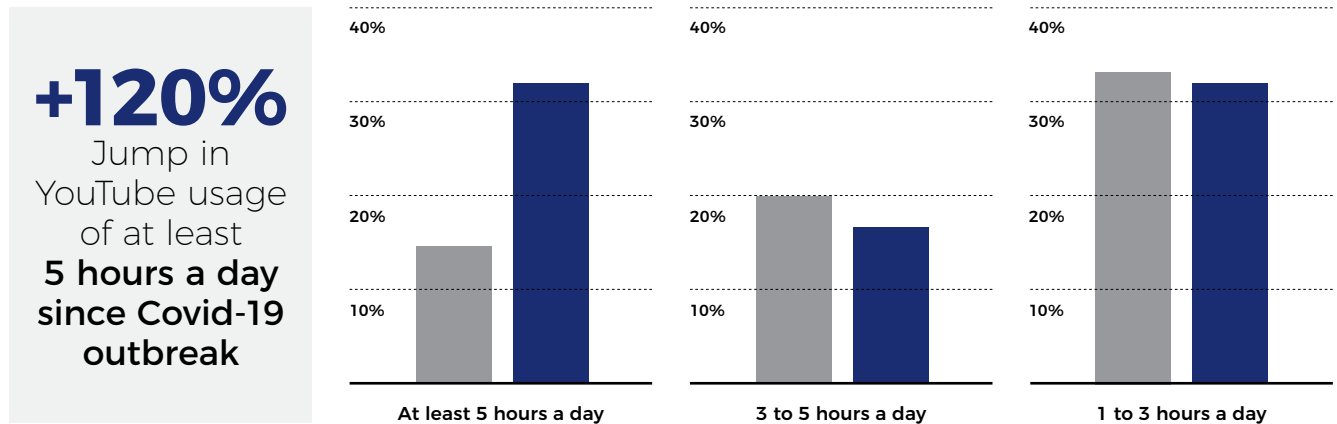
■ Completely agree ■ Neutral opinion ■ Completely disagree



Source: The Content and Tech Scene in the Covid-19 Era - Saudi Arabia, Ipsos, 2020

Figure 4: YouTube usage in Saudi Arabia during Covid-19

■ Pre Covid-19 ■ During Covid-19



from in order to receive COVID-19 news related information, the majority seem to be torn between whether it was hard to find credible sources or not for this type of information.

Seeing how the COVID-19 pandemic looks like it's here to stay, people will end up growing a need to access different types of media and look for all the necessary information and updates they need to stay safe and sound, be it through traditional or non-traditional media.

What Happens on Social Media, Stays on Social Media

In terms of social media and communication platform awareness during the pandemic, the top two spots were identical in both markets. WhatsApp and Facebook Messenger lead the pack in terms of communication apps, while YouTube and Instagram reign atop in the social media/video sharing platforms. LinkedIn and Zoom were front runners in the work/e-learning category of apps and services.

The Ipsos research not only dived deep into which platforms had larger

levels of usage during the pandemic, but also saw which platforms witnessed higher 'first-time' usage during the lockdown, when compared to others. Among communication apps and platforms in Saudi Arabia, Google Duo, Houseparty, Facetime and ToTok were the top four platforms that witnessed many newcomers during the lockdown. Social media platforms were used by the majority of the mass public prior to the pandemic, however,

17% of people in Saudi Arabia admitted starting to use Snapchat after the lockdown came in place.

As for YouTube, the platform witnessed a massive increase in the time spent on viewing content, with a 120% increase in usage of at least five hours a day since the pandemic, where 33% stated that they spent at least five hours a day watching YouTube videos compared to only 15% prior to the lockdown in the kingdom (see Figure 4).



Figure 5: Music streaming usage compared to pre-quarantine

■ Increased ■ About the same ■ Decreased

57%
of people in the
United Arab Emirates
currently using music
streaming platforms
to access music online



In the UAE, 33% of current Houseparty application users started using the platform during the lockdown. Same going for Google Duo with 26%. As for social media platforms, around 20% of Snapchat users had downloaded the app during the pandemic.

YouTube usage in UAE also intensified during the lockdown, with 29% mentioning they had started spending at least five hours a day viewing content on the platform, reflecting a 71% jump in usage within this time frame. Majority of YouTube users (more than 70%) tend to access the platform to be entertained through watching content of series and short video clips, as well as consuming health and COVID-19 related videos.

All About Audio...

It has become inevitable that audio streaming is as potent as any other media format with regard to content consumption; it has been an integral part in consumer lifestyles through online radio, music streaming or podcasts.

When looking at radio usage in Saudi Arabia, around 40% of people claimed to listen to radio online during the lockdown period. Online radio listeners were more skewed towards males, and the older age groups. Moreover, online radio listenership was significantly strong among those above 35 years and very weak among those who were younger than 24 years.

When assessing the music streaming usage, more than half of the population in Saudi Arabia were streaming music online through music streaming platforms during the phase of self-isolation, where females and millennials seem to have been more avid listeners of music online than other demographic groups. This activity was most definitely amplified during the lockdown, as 81% of the music streaming listeners stated that their usage had increased or at least stayed the same since the lockdown.

In the UAE, about half of the population stated to have listened to online radio in the months of March and April. Radio listeners were more skewed towards males and

the older age groups. Interestingly enough, 85% of people claimed that they will continue using online radio post lockdown. This is similar across all demographics.

As for music streaming in the UAE, eight out of 10 music streaming platform users stated their consumption of music online had increased or at least stayed the same since the outbreak. This was especially witnessed among millennials (see Figure 5).

In conclusion, it is clear as day that all consumers are doing their best to adapt to these strange circumstances, and with that comes an alteration in behaviour. Consequently, businesses are facing much of the same uncertainty, grasping at straws to cater to the consumers' changing needs and behavioural trends. The question at hand remains whether these shifts are here to stay and become the new norm or if these are just part of the transitional phase before things settle back to the way they were.



This piece was authored by Athanas Jamo, Media Research Director at Ipsos UAE.

CABSAT.Virtual to showcase complete content journey, satellite transformation

CABSAT.Virtual, the Middle East and North Africa's first ever virtual event in November 2020 for the broadcast, satellite and content communities, unifies the entire content journey, from content creation to production and distribution. It showcases groundbreaking innovation and solutions for professionals looking to create, manage, deliver and monetise content on any platform.

Following the decision to move the physical edition of CABSAT to 24th-26th May 2021 in order to allow international participants facing travel restrictions to attend, CABSAT.Virtual will provide a unique opportunity to reconnect with the full broadcast and satellite industry ecosystem, to meet qualified, influential buyers, network with decision makers and pitch businesses from anywhere in the world.

CABSAT.Virtual's exhibitors and visitors receive a seamless digital experience encompassing a range of high-tech features, delivering a frictionless event experience. An AI-powered matchmaking engine, matches businesses with potential buyers for video calls on the virtual platform, while exhibitors can present their products virtually.

The two-day virtual exhibition and conference presented under the theme 'curating and delivering limitless must experience content', hosts a conference packed with speakers who are passionate about all things content.

With Cisco predicting that video will account for 82% of all internet traffic by 2022, and with



the Covid-19 pandemic increasing demand on digital services across the world, global broadcast and satellite ecosystems need to devise new strategies to ensure audiences remain engaged.

CABSAT.Virtual's Content Congress and GVF SatExpo Summit conference will shed light on this challenge, delivering industry-shaping dialogue, uniting creative visionaries, technological disruptors and industry influencers through forward-thinking debate and discussion.

Headlining the conference agenda, three-time Emmy award-winning digital series creator and short form and interactive creator, showrunner, and storyteller Bernie Su will explore new and innovative ways to engage audiences through story experiences.

With Africa's cultural yield having tremendous potential economic and social impact, CABSAT.Virtual hears insight on ways to forge regional alliances while developing localised content strategies, and will hear from Aduku Armstrong Idachaba, Acting Director General, National

Broadcasting Commission of Nigeria.

Veteran media and entertainment expert Sanjay Raina and Amelia Conway, Gen Z- Creative Director, Adolescent Content, experts in youth content production, will discuss how TV networks and content platforms are adapting to attract younger viewership in a Gen Z-focused session.

Khulud Abu Homos, Founder and CEO, Arab Format Lab, the force behind the startup that is crowdsourcing local talent in the Arab world, will spotlight strategies for empowering local talent in the filmmaking industry in the UAE and Saudi Arabia.

CABSAT.Virtual unites the media industry's creative experts and most sought-after technology suppliers to unpack and unveil the latest in consumption habits, digitisation efforts and next-gen revenue opportunities shaped by modern audiences.

For more information on CABSAT.Virtual, visit: www.cabsat.com



PRO2020

Broadcasters

› OSN



Unrivalled entertainment, anywhere, anytime

OSN is the region's leading entertainment network serving home and commercial customers in over 24 countries. For decades, OSN has been offering the largest portfolio of exclusive and premium Hollywood programming, Arabic productions and family entertainment in addition to free-to-air television and radio channels, making it the undisputed home of entertainment in the region. OSN's unbeatable range is delivered through robust, long-term partnerships with global studio majors such as Disney, HBO, NBC Universal, Fox, Paramount, MGM, DreamWorks and many more.

OSN's portfolio delivers on its entertainment 'anywhere, anytime' promise, offering a suite of direct-to-home, IPTV, SVOD and digital-first platforms, purpose-built to cater to the region's diverse content consumption needs.

In 2020, OSN ushered a new era for the company, rooted in its astute focus on customer centricity, enriched content variety and scalability of content. It is now the only pay TV network in the region with linear and OTT options. OSN also upgraded its linear offering by rolling out two new products addressing



Patrick Tillieux, CEO, OSN.

customer demand for multi-platform viewing. "2020 has seen us lay a new foundation for OSN, in particular with our enhanced and re-invigorated streaming service," says Patrick Tillieux, CEO, OSN. "This transformation is what I call a radical evolution. 'Radical' because it touches everything in the company, and reflects deep changes in the way we bring our quality content to new audiences on all screens."

OSN Home and Home Plus

OSN Home offers a variety of Western

movies and series, the latest in Arabic productions, lifestyle programming and nine exclusive kids channels. Home Plus offers all that in addition to the brand's exclusive content, delivered before anyone else through two premium channels, OSN Movies First and OSN Series First, along with OSN's premium SVOD service. Both are serviced by OSN's latest 'Box of Wonders' technology, giving customers complete control across multiple linear and non-linear platforms.

Yalla OSN

Yalla OSN meets the growing need for flexible, affordable packages, without compromising on content variety and selection. It is exclusive to customers in Egypt and the inclusion of ART and OSN channels delivers unbeatable value at no additional cost.

OSN Streaming App

OSN reinforced its streaming proposition with a rebranded platform and cemented its position as an innovator in the digital delivery of entertainment. Boasting thousands of hours of the world's most award-winning content, it sets a new benchmark as the region's leading aggregator of



premium, global entertainment.

The app is bolstered through rich content partnerships with the biggest names in the entertainment industry including Disney+, which launched for the first time in the region through OSN, in addition to HBO and Universal, among others. This is complemented with the app's user-friendly interface, enjoying a 4.4 rating on the App store. It is continuously upgraded to ensure seamless, HD, multi-device experience and ease of use across a variety of smart TVs, iOS and android devices.

Long-Standing Partnerships

OSN's long-standing success with telco partners stems from its commitment towards long-term, sustainable value. Seasoned experts craft strategies that deliver added-value propositions for customers and enhanced customer acquisition and retention objectives for telco partners.

OSN delivers game changing programmes that support telco partners in achieving better ARPU's and customer satisfaction. As customers approach the 5G era and content bundles become critical, OSN's OTT offering assumes



prime importance to telecom operators.

Beyond content proposition, OSN's support of telcos is uniquely holistic, achieved by deep engagement at every step of the product journey. The company continues to stay a step ahead, thanks to its rich OTT and cutting-edge TV offering, creating multiple avenues that help partners achieve business and innovation objectives.

Key Projects

➤ OSN Rebrand

April 2020 saw OSN unveil a new brand identity with renewed focus on delivering unprecedented digital access of premium content to younger, tech-savvy users

➤ OSN Home of Disney+ Originals

Available across both OSN platforms through its box and streaming service

➤ 'Box of Wonders'

This new user-interface technology is slated to transform TV viewing experience, and marks a key milestone in the company's technological journey

➤ Original Productions

OSN continues to invest in original Arabic productions which meet the growing need for premium, award-winning



Arabic entertainment, and continues to be the pioneer in premiering critically acclaimed regional productions as well as airing Arabic versions of popular, well-loved international TV shows

Key Partners

Studio Partners: Disney, HBO, NBC Universal, Fox, Paramount, Viacom CBS, MGM among others, and all telco operators.

Contact

OSN

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Dubai, UAE

Tel: 04 3677777

Website: www.osn.com

Streaming Website:

www.stream.osn.com

Social Media

facebook.com/osn

instagram.com/osn

twitter.com/osn

youtube.com/osn

linkedin.com/company/osn



PRO2020

Consultants

- › Assendive Communications LLC
- › Master Media



Enabling efficient and effective solutions

Assemble Communications is a group of consultants focusing on professional support across the rapidly evolving broadcast and media industry spectrum. Services are customised, compliant and within approved budgets to suit individual customer preferences which also include assigning different consultants for specific parts of a project.

From start to finish of the complex features that make up the broadcast and media chain, the company stays in touch with regional and international companies to help supplement services that are essential to broadcast operations. Assemble Communications ensures clients are best served in their area of requirement by offering the very latest in technology. Advice is expert, decisive and focused to help the customer



Viswanathan Skandakumar, Founder, Assemble Communications, (left) and Stanislaus Anthony Pillai, Technical Director.

accomplish the substantial task at hand. The company's area of influence oversees the GCC, the Middle East and Africa.

Efficient Systems

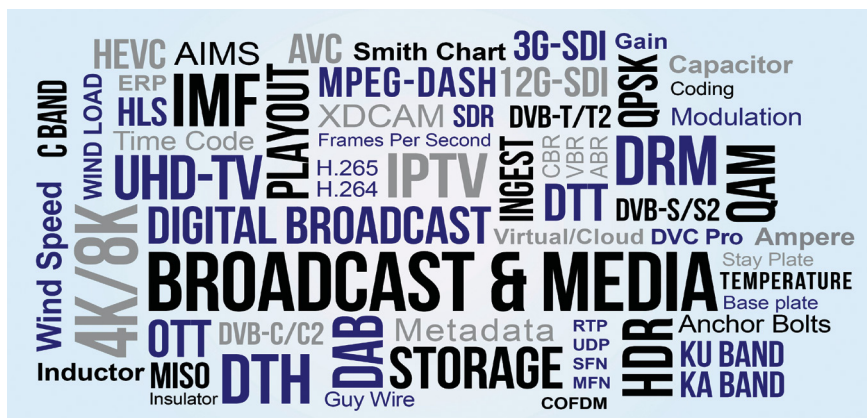
Services encompass solutions that increase efficiency, speed up workflow and allow effective use of products guaranteeing seamless processes for quicker results. No matter the scope and nature of the project or geographical

area of operation, Assemble consultants ensure rapid deployment and smooth rollout while sticking to stringent deadlines.

Through industry knowhow and experience the company is capable of carrying out the workflow processes involved in the building of broadcast and media infrastructure which can be tedious and time-consuming if not handled by skilled hands. Detailed analysis and review of work stipulations, capacity to fine-tune a project as it gets underway and planning are crucial to any broadcast and media project – this can include selecting the best resources and technology to suit individual business demands.

Founder

Assemble is founded and managed by Viswanathan Skandakumar, a professional with 26 years of experience in the field of terrestrial broadcast transmission systems. A seasoned expert, he has engineered multiple projects in the GCC and the Middle East simultaneously handling complex, large, medium and small-scale projects. He has had promising careers with international names such as Rohde & Schwarz and Alan Dick, helping these companies broaden their operations network, intensifying their broadcast





CONSULTANTS: (From left) Michael Buholzer, David Cope, David Smith, Steve Leaver, Tom King and George Allcock.

terrestrial businesses and increasing the bulk of their market share.

Technical Director

Stanislaus Anthony Pillai is technical director at Assendive. A successful broadcast specialist with over 25 years of experience in the field of broadcast terrestrial transmission, Anthony Pillai's inclusion in the team since February 2020 reinforces the team's collective solutions providing capabilities. He was instrumental in designing and implementing digital television and radio networks for Rohde & Schwarz and Alan Dick with whom he has had successful careers in the past.

Consultants

The Assendive team of consultants are a skilled network of experts who have comprehensive knowledge of complex systems. These are Michael Buholzer, David Smith, David Cope, Stephen Leaver, Tom King and George Allcock, a cross-section of experienced broadcast specialists with a keen eye on market fluctuations and changing trends. Hands-on proficiency in cutting-edge broadcast infrastructure, commissioning and setting up of radio and television systems across the world gives the team the critical technical edge.

The team offers cost-effective practices for a range of digital transmission challenges and infrastructure expansion procedures. Global experience in setting up systems helps the team understand and grasp an array of situational risks and arrangements.

Areas of Consultancy

The Assendive list of comprehensive and inclusive solutions are wide-ranging and cover the following:

- ▶ Television Broadcast
- ▶ Radio Broadcast
- ▶ Satellite Transmission
- ▶ Terrestrial Transmission
- ▶ IPTV, OTT and Headend
- ▶ File-based Media
- ▶ Structural Design and Analysis
- ▶ Electrical and Earthing Solutions
- ▶ Heat Air Ventilation Cooling Solutions

Services

The company looks after services for end-users, vendors and systems integrators, key services that are essential during project plan and implementation. These comprise:

- ▶ **Site Surveys** – An important aspect of the broadcast spectrum
- ▶ **Systems Design** – Ensures design of systems that are not simply flexible and efficient, but also necessarily future-proof
- ▶ **System Drawings** – the foundation of any project, one that communicates the technical details of a project
- ▶ **RFP Preparation** – RFPs need to communicate specifications and the scope of works clearly
- ▶ **Budget Calculations** – Deriving exact budgets for systems design, specification and scope of work
- ▶ **Bid Preparation** – Tender preparation is a complex process requiring numerous attachments, use of graphics and pictures and special layouts and formatting. Assendive

can prepare professional bids that can take customers to the last stage of evaluation in a bid evaluation process

- ▶ **Bid Evaluation** – Accurately determine bids that must be in accordance with procedures stipulated in the RFP
- ▶ **Solutions Procurement** – Procurement management is important for a successful project. Timely negotiations with suppliers and releasing purchase orders plays a vital role in maintaining project time lines
- ▶ **Project Management** – The project manager plays a key role in defining the success of a project and ensuring it is implemented and operational changes effected in such a way so as to achieve the benefits expected by the organisation immediately, and in the future during the product's lifecycle
- ▶ **Technology Training** – In a rapidly changing industry, it is important to keep team members up-to-date. Proficiency with technology is imperative in terms of the value it delivers to an organisation

Contact

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Quality support for the broadcast media industry

Master Media was founded by Hasan R. Sayed Hasan, an award-winning broadcast media executive with more than 25 years of experience in the broadcast media industry. Master Media's team has been on the forefront of utilising and implementing latest and upcoming technologies in setting up and managing leading broadcasting networks and facilities, and in establishing and managing the regional businesses of top international broadcasting manufacturers and solutions providers.

Wide Range of Services

Master Media delivers a varied portfolio of consultancy and professional services to the media and broadcasting industry, from feasibility studies and business planning to setting up a broadcasting network,

media production or broadcasting facility, through technology design and management, training and operational assistance, to recruitment and business development support.

BUSINESS AND COMMERCIAL PLANNING

For new projects or expansions to existing operations, Master Media offers:

- ▶ Feasibility Studies and Business Planning
- ▶ Commercial Modelling and Revenue Forecasting
- ▶ CAPEX and OPEX Budgeting

PROCUREMENT STRATEGIES, RECOMMENDATIONS AND MANAGEMENT

Master Media manages RFPs and tenders from requirements development, through vendor

selection and contract negotiation, to completion and delivery.

TECHNOLOGY ARCHITECTURE AND SOLUTIONS DESIGN

- ▶ Technology Infrastructure Consulting
- ▶ Technology and Operations Auditing
- ▶ Systems Design

PROJECTS DELIVERY

Master Media supplies a complete and comprehensive range of programme and project management services, supporting clients in their project lifecycle.

HUMAN CAPITAL SERVICES

Master Media's range of recruitment services include executive search and selection for senior management, both permanent and interim, and recruitment of complete operational and technical teams for start-up organisations and broadcasters.



The company provides an expert mix of talent placement services especially on project-basis. Master Media also develops training programmes customised to client needs.

BUSINESS DEVELOPMENT SUPPORT

With a deep understanding and rich network within the Middle East's media industry, Master Media provides strategic advice and business development support to companies interested in entering the Middle East market.

Select Projects and Clients

Master Media's clients and projects include a variety of regional and international media entities. Some of the projects undertaken and clients served over the last few years are listed below.

- ▶ **A LEADING REGIONAL MEDIA CAMPUS PROJECT:** *Media Technology, Facilities Design and Smart Solutions Consultancy*



Hasan R. Sayed Hasan,
Managing Director, Master Media.

- ▶ **THE LARGEST GLOBAL EVENT IN THE MENA REGION:** *Media and Broadcast Multi-Disciplinary Strategic Consultancy*
- ▶ **A REGIONAL NATIONAL BROADCASTER:** *Technology and Operations Audit*

- ▶ **AL-ARAB NEWS CHANNEL:** *Broadcast Technology and Operations Consultancy, and Project Management*
- ▶ **AL JAZEERA MEDIA NETWORK:** *Consultancy, Vendor Management, and Project Management for Workplace Transformation Project*
- ▶ **PUBLIC AUTHORITY FOR RADIO AND TV, OMAN:** *Training and Operational Assistance*
- ▶ **ERICSSON BROADCAST AND MEDIA SERVICES (now RED BEE MEDIA):** *Market Entry Strategy Development and Implementation*
- ▶ **URDU 1, PAKISTAN:** *Technology and Operations Consultancy and Launch Support*
- ▶ **CHANNEL92, PAKISTAN:** *Technology Consultancy*
- ▶ **ADSTREAM, UK:** *Market Entry Advisory Services*
- ▶ **YOUTOO TECHNOLOGIES, USA:** *Market Entry Advisory Services*
- ▶ **FLY STUDIO, CANADA:** *Business Development Support*



Master Media team with their partners OrchestraBlue and Janson Tsai Design.

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Social Media

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 [Master_MediaTV](https://twitter.com/Master_MediaTV)
 [master-media](https://www.linkedin.com/company/master-media)

PRO2020

Distributors

- › Advanced Media
- › Cineom Broadcast DMCC
- › NMK Electronics Ent.



Complete range of broadcast solutions

Founded in 2002, Advanced Media Trading LLC is the Middle East's largest supplier of broadcast, cinema, professional video and photography equipment and accessories. Headquartered in Dubai, UAE, Advanced Media conducts business all over the MENA and is engaged in every aspect of the industry including sales, consultancy, installation, training, service and maintenance. The company has been conducting business throughout the region for 18 years, developing a robust and loyal client database in the process.

Vision

Advanced Media's vision is to remain the best supplier of broadcast

equipment in the Middle East. Through the consistent introduction of new technologies, brands and industry innovations, the company's core vision is to be the number one trusted supplier and service provider in the region.

World-renowned Brands

More than 80 well-known brands in the cinematography, professional video and photography industry are sold in the main showroom and distributed across subsidiary shops in the region. Some of these well-known brands are Sony Professional Solutions, Carl Zeiss, DJI, Hasselblad, Profoto, RED, ARRI, Angenieux, Cooke Optics,

Canon, Manfrotto, SWIT, Atomos, Fujinon, Teradek, Movcam, GFM, Cartoni, Blackmagic, SanDisk, Avenger, Zacuto, Shape, Nisi Filters, Movcam, Metabones, Sigma, Tokina, Vislink, RTS, LEE Filters, Rotolight, Dedolight, Kino Flo, Astera LED, Datavideo, Sennheiser, Rode Audio, Sigma, G-Technology, PlayBox, Datacolor, Sonifex, Angelbird, Tether Tools, Zhiyun, iFootage, Edelkrone, Floatcam, DoP Choice, Freely, Insta360, SmallHD, Filmgear, Lastolite, Colorama, HPRC, Godox, Zoom Audio and many more.

Showrooms and Service Centres

The Advanced Media Trading showroom and offices are conveniently located at



The Advanced Media showroom.



The Advanced Media stand at CABSAT 2019.



The service centre at Advanced Media.

Al Khaleej Center in Dubai, UAE. The 250 sq.m. showroom provides a 'hands-on' experience with the opportunity to test a wide range of products, and associates are always on hand to offer professional support and advice. A highly professional, multi-lingual team of 80 individuals are industry experts in various aspects of the photography and videography business.

In 2019, Advanced Media opened a second showroom next to the company's main warehouse in the Al Quoz industrial area of Dubai, in September 2019, to allow a quick facility for customers residing in that area of town. The company also opened a showroom and service facility in Riyadh, Saudi Arabia.

Advanced Media service centres are authorised service centres for most brands distributed in the region by the company. Engineering teams comprise certified professionals who are committed to serving the technical and maintenance needs of customers. The service centre is authorised to perform repairs both in and out of warranty periods for products from all exclusive brands.

Training Workshop and Events

Advanced Media Trading regularly

hosts educational and promotional events to showcase a selection of its latest products and services. These events and workshops are often hosted by key industry professionals from across the globe who offer valuable insights into technological advancements and techniques.

Some recent workshops include:

- ▶ Cine In: Explore the World of Motion Picture & Beyond (February 2020)
- ▶ DJI Mavic Mini and RoboMaster S1 Workshop
- ▶ Creative Portrait Photography Workshop (by Profoto and Sony)
- ▶ REDucation Workshop (by RED Digital Cinema)
- ▶ DJI Osmo Pocket Product Launch Event
- ▶ 'The Power of Imagery', A Wedding Photography Seminar
- ▶ Astrophotography Workshop
- ▶ Sony A7 III Product Launch
- ▶ ATOMOS Workshop: Road to HDR
- ▶ Zeiss Open-Day - Photography Lenses

Exhibitions

Advanced Media is one of the biggest participants at key exhibitions in the UAE since 2003. Some of these exhibitions are CABSAT, XPOSURE International Photography Festival, Photo Live, Gulf Photo Plus and GITEX.

Awards

Advanced Media has received several awards in the past few years by industry experts for its contribution to the broadcast and media field in the Middle East. These are:

- ▶ Winner of Outstanding Initiatives from a Distributor – BroadcastPro 2019
- ▶ Winner of Distributor Initiative of the Year – Digital Studio 2018
- ▶ SWIT Best Cooperative Award 2017 & 2019
- ▶ Winner of Best Distributor of the Year – Digital Studio CABSAT 2010, 2011, 2012 & 2013 (four consecutive years)
- ▶ Sony Best Accredited Service Centre in the Middle East 2012
- ▶ Sony Excellent Achievement Award 2012

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Effecting technically viable solutions

Cineom, a systems integration company with solutions design expertise has played a dominant role in the media and entertainment industry. For the past two decades, the company's solutions have shaped the world of broadcast, film, professional audio-video and digital segment, and built a network of trustworthy clients. With the vision to keep abreast of evolving technology and to contribute to the global market, Cineom Broadcast India Ltd. established its presence in the MENA with its subsidiary, Cineom Broadcast DMCC, in 2019.

Accredited as the only ARRI authorised distributor and ARRI approved service centre for ALEXA camera systems in the region, Cineom possesses an astute team of systems integrators, sales and services professionals who have carved a niche in the industry in areas of product and project sales.

Cineom is also exclusive partner for the MENA region for USA-based playout automation software company, Broadstream Solutions.

Additionally, the company is complemented by delivering 50plus industry-standard, technology-based products that help run the media and entertainment powerhouses in India, the Middle East and Africa. Growing by the day and by delivering disruptive technologies beyond expectations, Cineom has developed an uncommon level of respect in the industry.

Moving ahead, Cineom is committed to chartering newer territories while treading towards a global presence and garnering international status and fame. Cineom aims to undertake global large-sized turnkey projects with a focus on the MENA. It has set its eyes on providing integrated visual and audio experiences for forward-thinking audiences, using state-of-the-art AI-driven technologies.

Solution Verticals

- ▶ **Broadcast:** Turnkey solutions to set up TV channels, MCR, PCR, Car room, OB vans, etc. Integration and configuration of hardware and software, design of systems architecture and workflow operations
- ▶ **Film:** Only authorised distributor and service centre for ARRI cameras in India and the MENA. Setting up film post-production facilities
- ▶ **Audio Post:** Turnkey solutions for music recording, dubbing, foley and mixing studios. Complete design and execution of acoustics, isolation and systems design
- ▶ **Video Post:** Design supply and integration of post-production facilities. Facilitating virtual production facilities for film and broadcast environment. AV and FMs design on facility management services such as HVAC access control lighting and CCTV solutions. Provision of show control projection, stitching

Cineom Partners





Shailesh Parab (left) and Vinayak Deo, Directors, Cineom.



Team Cineom.

and smart classroom solutions

- ▶ **AV:** Solutions for AV requirements like OOH advertising, videowalls, e-learning, show control and projection stitching. Providing facility management services such as HVAC, access control, lighting and CCTV solutions

Digital Services

- ▶ Installation of watermarking setup to accurately measure TRP ratings for 600 plus channels along with 24/7 support service
- ▶ Facilitating Cloud-based MAM and monitoring solutions, ad tagging and meta data creation services
- ▶ Cineom also possesses expertise in creating OTT infrastructure either On Premise or Cloud-based. Through its sister concern Desynova Digital, it has ventured into providing Cloud-based Media ERP and MAM solutions, successfully launching and managing operations for two channels through Cloud

Key Projects

- ▶ **Wanene Studios, Tanzania**
A 360-degree content creation company that brings to life quality

assured music, videos and graphics with their channel Wanene TV.

Services offered by Cineom: A turnkey project with complete audio and video production and post-production facilities under one roof, as also an online web channel.

▶ **Royal Opera House, Muscat**

The leading arts and culture organisation in the Sultanate of Oman. Services offered by Cineom: Integration of complete audio-visual set up for the opera house connecting over 450 audio, video and data panels across entire facility and multiple devices to centrally located hub.

▶ **Jam8 Studios, India**

A music production company conceived and founded by Pritam Chakraborty, India's biggest music composer, and one of the largest of its kind in India. Services offered by Cineom: A turnkey studio project design enabling 5.1 recording scalable to Dolby standards. Multiple programming rooms for music production, live recording rooms and control rooms.

▶ **Star Sports, Mumbai**

Apart from 40 odd GEC channels, the Star Sports network is home to a number of leading domestic

and international sports with 17 channels broadcasting premier sporting events, which include cricket coverage under the purview of the International Cricket Council (ICC), football, the Formula 1, Wimbledon and many other sporting events.

Services offered by Cineom:

Systems integration of complete studio PCR facility with Grass Valley and Zero Density.

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NICOLAS M. KYVERNITIS ELECTRONICS ENT.

Broadcast solutions under one roof

NMK Electronics Ent. began its operations in 1987 focusing on the AV industry. From its humble beginnings in Sharjah, the company has grown into a leading distributor of professional AV equipment in the Middle East. Headquartered in Dubai, UAE, NMK is the exclusive distributor of top tier AV brands. With a long history in the AV business spanning over 33 years, NMK is prepared for new successful ventures that will propel the company to greater heights in the coming years.

Distribution and Other Activities

The key differentiator of NMK among other players is its pro-active approach in representing brands. The company does not merely offer products, it provides live demonstrations, thorough training and certifications along with exceptional after-sales support. The company's service centre provides local support and repairs for all brands distributed by the company. Each product that leaves the warehouse is



NMK at CABSAT 2019.

firmware updated and pre-tested for manufacturing defects. The segments in which NMK operates include install, live, sound, lighting, broadcast, production, consumer and communications market.

Education and delivery of updated information is covered by regular training events for dealers and end-users. All seminars are certified and most of the trainings are free to attend in the UAE, Oman, Kuwait and Saudi Arabia, with the main goal of keeping the region up-to-date



Shure Studio Range at CABSAT 2019.

with the latest technology available in the market. Since its founding, NMK has built and developed strong relationships with manufacturers and clients through its exceptional customer service and support.

Broadcast Products in Focus

► Shure – Axient Digital With ADX Series Transmitters

The Axient Wireless Management Network confidently navigates even the most limited spectrum. Axient

Brands Distributed



ALLEN & HEATH



components continuously monitor, evaluate, prioritise, queue and assign compatible UHF frequencies. They are fully networkable, enabling real-time remote adjustments. Both AD series and ADX series transmitters are compatible with a shared Axient Digital receiver platform. This scalable wireless system includes a groundbreaking micro-bodypack and provides incomparable sound for a wide range of applications and settings.

➤ **Shure – TwinPlex (Premium Subminiature Omnidirectional Lavaliers and Headsets)**

Designed for the rigours of theatre, TwinPlex microphones are built to take on the diverse needs of top-tier audio professionals in every setting, with reliable clarity for TV and film, tailored-for-speech audio for speaking appearances and discreet durability for broadcast usage.

➤ **Shure**

VP83 | VP83F | VP82 | VP89 | VP64 | VP88 - durable and lightweight microphones in various form factors for broadcast and media production.

➤ **Allen & Heath – dLive**

Built on latest generation whilst being created for professional touring, broadcast and premium installation.

➤ **Allen & Heath – Avantis**

The third mixer based on A&H's 96kHz XCVI FPGA engine, Avantis puts all next-generation technology in a 64 channel / 42 configurable bus console, with dual full HD touchscreens, super-flexible workflow with Continuity UI, extensive I/O options, add-on processing from the flagship dLive mixing system and a rugged full metal chassis.



➤ **Luminex – Gigacore 12**

A managed Gigabit Ethernet switch designed to set up professional lighting and AV networks, in a user-friendly way.

➤ **Luminex – Araneo**

Provides a complete graphical overview of a Luminex Network, showing connections, data flow and problems in a simple, clear and graphical manner.

➤ **Neutrik – NA2-IO-DPRO**

A 2IN, 2OUT breakout box designed to connect legacy audio equipment with the Dante network. It features high-quality microphone preamps and 2 Dante ports for redundant setup or daisy chaining. Audio parameters are adjusted by the DPRO Controller app.

➤ **Neutrik - opticalCON DRAGONFLY**

OpticalCON DRAGONFLY is more robust, reliable and easier to maintain than common hybrid camera signal transmission systems. Its innovative fusion splice high-performance lens transmits UHD 4K and 8K signals with very low loss, as the signal surface of the XB2 lens is 322 times larger than physical contact surfaces. It is outstanding for field broadcast applications looking for SMPTE connections.

➤ **Clear-Com – Wireless Intercom**

FreeSpeak Edge - FreeSpeak Edge works in the 5GHz bandwidth, beyond what you know about wireless intercom. It extends the entire FreeSpeak range, giving freedom to think bigger, offers clear communication, works everywhere, takes control, is scalable, reliable and robust. It is the ideal wireless roaming solution for live event, broadcast, sport production, industrial, military and government applications.

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Social Media

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PRO2020

IPTV

› Zixi



Perfecting IP video delivery

Zixi provides a cloud-based and on-premise Software-Defined Video Platform (SDVP) that enables reliable broadcast-quality video delivery over any IP network, protocol, cloud provider or edge device. The Zixi SDVP is used by broadcasters, enterprises, OTT video and mobile service providers around the world to scale from simple point-to-point and point-to-multipoint to end-to-end live streaming solutions. Over 10 plus years, the Zixi Enabled Network has grown to more than 200 OEM and service providers, serving well over 700 customers representing

most of the top media brands around the world with 20,000 plus live channels delivered daily. Zixi is headquartered in Waltham, Massachusetts, USA, with R&D facilities in Tel Aviv, Israel.

Area of Expertise

The Zixi SDVP makes it easy and economical for media companies to source, manage, localise and distribute live linear channels and live events in broadcast QoS, securely and at scale, using any form of IP network or hybrid IP environments. Clients turn to Zixi with a range of use cases, including simplifying

OTT/digital video delivery, replacing or augmenting satellite technology, cost-effective content exchange and creation of new revenue sources, remote monitoring and operations, and virtualisation of infrastructures.

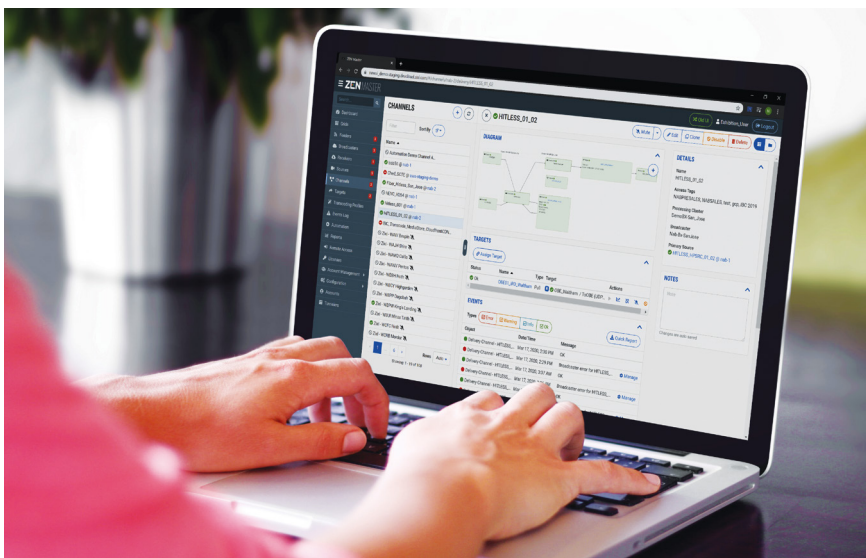
Categories

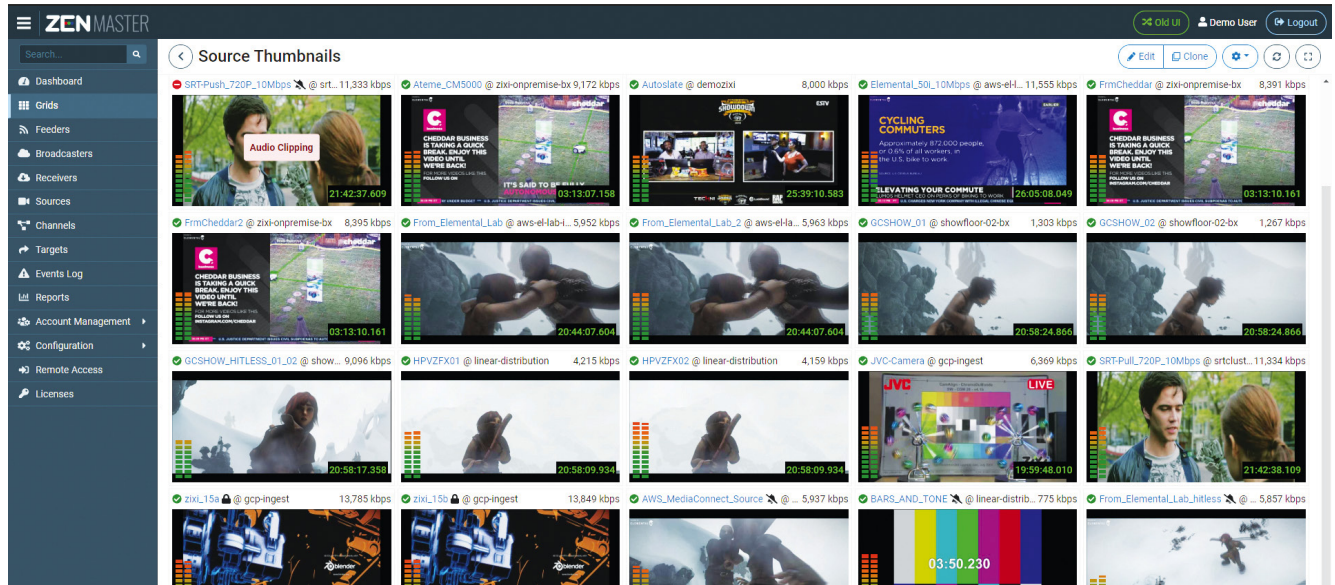
IPTV/streaming software, 4K transcoding and delivery of live video, OTT workflow and cloud virtualisation.

Products/Services

The Zixi SDVP is the tight integration of four crucial elements that enable broadcast-quality live video workflows to be centrally provisioned, deployed, managed and monitored using software and integrated devices, regardless of the underlying network infrastructure.

► **Protocols and Transport:** Built upon the UDP protocol, the Zixi protocol is congestion and network-aware, and dynamically adjusts to varying network conditions by employing patented Forward Error Correction techniques for error-free video transport over IP, with up to 45% packet loss recovery and ultra-low latency delivery as low as 300 ms. Adopted for use in AWS Elemental MediaConnect, the





Zixi protocol provides security with DTLS and AES encryption, allows for multicast transport, alleviates encoder backpressure, conducts bonding over multiple transmission paths and bitrate adaptation to make the internet usable for professional video. In addition to the Zixi protocol, the Zixi SDVP currently supports 16 different industry accepted protocols and containers: NDI, RIST, RTP, RTP+FEC, UDP, HLS, CMAF HLS, Low Latency HLS, DASH, RTMP, SRT, Multipath TCP, TCP BBR, RTSP, HTTP, WebRTC.

► **Video Solutions Stack:** Zixi's Video Solutions Stack provides essential software tools and core media processing functions that enable broadcasters to transport live video over any IP network, correcting for packet loss and jitter. This software manages all supported protocols, collects analytics and layers intelligence on top of the protocols such as bonding and patent pending hitless failover across any configuration and any IP infrastructure, allowing users to achieve 7-nines of reliability.

► **ZEN Master:** Zixi's control plane ZEN Master enables live video orchestration and stream management, providing control over large complex network environments. This cloud-based interface provides visual and automated tools to configure, manage and monitor live broadcast channels at scale and across industry protocols. It allows customers to provision, orchestrate and deploy multi-party video supply chains and provides vast amounts of telemetry across the entire supply chain of Zixi integrated devices.

► **Zixi Enabled Network:** The Zixi Enabled Network consists of the 700 plus customers and 200 plus Zixi-enabled vendor devices and platforms deployed around the world. It provides a scalable platform to easily interconnect leading media companies, their cloud and service providers and thousands of edge devices globally. Recent integrated technology partners include Blackbird, Net Insight, Irdeto and Vimond.

It is these four components of the Zixi SDVP working together that leads to superior video distribution over IP for customers.

Regional Customers

Zixi customers in the Middle East include most leading broadcasters, content owners and service providers who use Zixi for contribution, monitoring and distribution of live linear video to studios, satellites, OTT platforms and more. Customers include AWS, Intersat, Gulfsat, MBC, Mediavision, Nilesat, OSN, Red Bee Media, SES, Sky News Arabia and Wide Network Solutions.

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 Zixi-Software-Defined
Video Platform



PRO2020

Manufacturers

- Absen
- Argosy Middle East LLC
- Autoscript
- Brainstorm
- Brightcove
- Clear-Com
- Guntermann & Drunck GmbH
- Lawo
- Merging Technologies
- Nagra
- Nautel
- RCS MENA
- Riedel Communications
- Robe
- Ross Video
- Sennheiser Middle East
- Shure
- Synamedia
- Telestream
- TSL Products
- Vinten
- VITEC
- VSN

Absen

Delivering the ultimate visual experience with high-quality LED video walls



Absen is a leading LED display manufacturer offering professional indoor, outdoor, fixed and rental LED products and solutions. Established in 2001, Absen has been the largest Chinese exporter of LED panels for 11 consecutive years. With 30,000 and more cases in over 120 countries across the globe, Absen's LED panels can be found everywhere from small to big businesses, broadcast studios, live shows, retail shops, sport events,

billboards, airports, command centres, houses of worship and beyond. The company is renowned for its global presence, full-service capability and high-quality products for various industries.

Advanced Manufacturing Facility

Absen boasts a world-class factory in Shenzhen China with state-of-the-art manufacturing facilities. It has 20 SMT (surface mounting technology) production lines, 34 high-speed SMT

machines, two automated lines to improve PCB turnover efficiency, 20 automatic printers and five AOI (automated optical inspection) machines. With 20 SMT lines, the company can produce 520,000 pixels each hour with the production capacity at the PCBA workshop reaching up to two million pixels.

To ensure the high quality of products, Absen imports advanced manufacturing machines and devices and hires professional teams. In 2018, Absen joined hands with Mitsubishi and SAP to launch a US\$2million plus manufacturing execution system (MES) programme to drive deeper digital transformation within the factory, which has improved manufacturing and management efficiency and reduced cost and carbon footprints.

Full-service Capability

Through the last 19 years, Absen has built a developed customer service system with 14 domestic and overseas companies worldwide, including branches in China, Germany, the USA, the UAE, Japan, Russia, Brazil and Mexico.

With a mission to 'maximise value for customers', Absen invented the Absen Certified Engineer (ACE) programme to make its collective knowledge and expertise available to more partners and customers. The industry-first and free value-added training programme is continuously updated to ensure engineers are well-equipped to deal with client demands. Since its inception in 2014, more than 1,500 professionals have been certified worldwide.

To further enforce servicing capabilities, the Absen Certified Abseners (ACA) training programme targets Absen employees and some digital systems such as the Absen Service Centre (ASC) and System Applications and Products (SAP) etc.

Absen Middle East

Based in Dubai, UAE, Absen Middle East is the eighth international subsidiary for Absen. It was from here that the company began to expand into the international market. In the past five years since its establishment, Absen Middle East has grown impressively with a strong local service network and a highly-motivated team that consists of over 20 sales professionals, expert engineers and business assistants.

Award-winning LED Video Wall Solutions

LED is the preferred technology now due to its adjustable brightness, high refresh rate, low heat output and outstanding ability to create seamless big screens. When it comes to how digital display can be applied to broadcast media environment, Absen finds itself being utilised in numerous global projects with its market-leading LED display solutions.

➤ **Acclaim A27 Series**

The Acclaim A27 series is a unique



product tailored for the broadcast studio, control room, corporate and retail markets that require exceptional visual performance. With 27.5" in diagonal and a 16:9 aspect ratio, Acclaim A27 Plus is equivalent to one quarter the size of a traditional LCD 55" video wall panel.

It boasts higher colour uniformity, brightness and contrast and is able to deliver extraordinary real-time in-camera visual impact and better user experience.

➤ **Absenicon Series**

Absenicon is an all-in-one presentation solution tailored to meet spaces of any size and able to deliver ultimate meeting experience. Designed to create bright, open and highly-productive meeting environments, Absenicon maintains attendees' attention while improving information delivery effectiveness and overall efficiency, taking users' meeting room experience to the next level.

Currently there are four different standard sizes ranging from 110" to 220". Absenicon also features wider viewing angle, higher levels of brightness, contrast and colour saturation than traditional projectors and LCD displays, which make it a perfect presentation

solution for any meeting space.

Absen has been trusted by systems integrators, production companies or advertising companies worldwide to deliver expert digital solutions for their customers, such as the record-breaking 167sq.m. curved screen with 103 million pixels in the Shenzhen Longgang smart city project and video wall in Hungary Echo TV studio in Europe.

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Building key infrastructural elements

Argosy has specialised in the manufacture and distribution of infrastructure products to the broadcast and AV sectors for over 35 years. Acting as a one-stop shop for systems engineers and designers, Argosy supports the creation of sophisticated solutions quickly, simply and cost-effectively.

Supplying first-class solutions for every aspect of media infrastructure, from cables and connectors to active hardware devices such as network switches, fibre transport and keyboard, video and mouse (KVM) switches, Argosy is a trusted global brand. The company has offices in the UK, UAE and Malaysia, and with representation across mainland Europe, India and Africa through a network of resellers.

Argosy has been trading in the Middle East for over a decade, recently relocating its Dubai offices and opening a new showroom and

stock facility. This strategic move allows the company to serve clients based in the Middle East and to offer them faster, more efficient services.

Product Lines

- › Racking and Mains Distribution Units
- › Video Audio and Data Cabling
- › Connectors and Patching
- › SMPTE and Fibre Assembly Equipment
- › KVM and Network Switches

Reducing Lead Times and Stress

The ability to consistently stock high volumes of an expanding product portfolio locally is a point of pride for Argosy. Customers can rely on the company to deliver for that big, last-minute job with reduced lead times, whilst saving a lot of stress in the process. This is good news for the growing local market here in the UAE, with countries like Bahrain, Oman and Lebanon also registering growth in the

sports sector. The construction of more stadia and arenas increases the need to produce local video content.

Argosy is perfectly positioned to deliver orders quickly to the region and to provide immediate assistance for such projects, through





its regional office in Dubai.

Argosy has a long-established reputation as one of the market leaders in the supply of racking, cable and connector systems, patching solutions and mains distribution units (MDUs). More recently, it has added fibre-optic assemblies to its portfolio, as well as network switches, KVM, and structured cabling. This expansion into active hardware gives a comprehensive solution to AV installers and broadcasters alike.

Clients can choose from a wide range of in-house manufactured patching and termination panels, equipment racks, SMPTE fibre assemblies and camera cables and tactical fibre. Argosy also offer products from leading names such as Allied Telesis, Barnfind, BES, Canare,

Cliff Connectors, Draka-Prysmian, Fischer, Ghielmetti, KVM-TEC, Lemo, Mellanox, Neutrik, OCC, Percon and Telegartner.

Clever Products for Busy People

Argosy has always taken a systems-based approach to its product offering, ensuring that associated products complement each other. For example, Argosy uses the relevant tooling to tailor its connectors to suit its cable. This gives engineers and wiremen the assurance that the whole system integrates seamlessly.

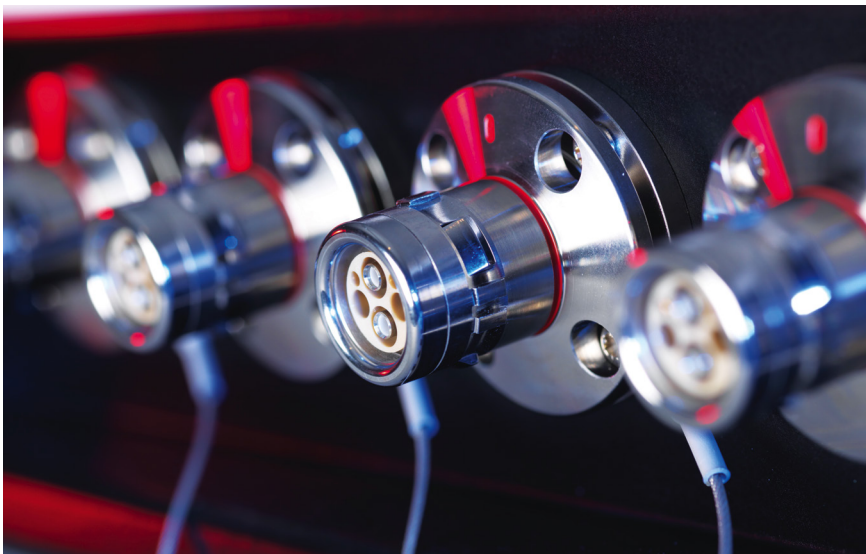
The latest generation of high-bandwidth, IP-connected KVM solutions for example can deliver secure connectivity with low latency, while linking multiple workstations to multiple computers. Such solutions reduce clutter in operational areas, as they only require one keyboard, mouse and monitor to instantly access multiple services. This reduces cost by eliminating the need for multiple monitors and contributing significantly to an improvement in environmental performance.

Future-ready

Argosy has been supporting broadcasters and AV installers since 1984, and has worked with clients including the BBC, Sky, Formula One, FIFA World Cup, MBC, Al Jazeera, Olympics, Facebook, Google, Amazon, and many more.

As the Middle East moves towards 4K, Argosy's partnerships will also prove indispensable to the region's content producers and broadcasters as they implement their 4K, SMPTE 2110 and 5G upgrades. With the media world changing rapidly and demanding more outputs and higher resolutions, customers need to be able to rely on suppliers to ensure they have the right infrastructure hardware, now and for the future.

Argosy's loyal line-up of customers know the company has grown to be more than just a cable stockist. The company helps finalise details of installations, ensuring a system works the first time and stays working. Argosy are problem solvers, finding solutions that are reliable, practical and, in an atmosphere of increasing environmental concerns, as green as it can be!



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Professional teleprompting solutions

Autoscript, a Vitec Group brand, is the leading global provider of professional teleprompting equipment to broadcasters. Established in 1984, Autoscript manufactures reliable, premium-quality hardware and software solutions for both networks and stand-alone operations. Autoscript's new Intelligent Prompting system is a fully IP-enabled, end-to-end prompting workflow, which supports video (eg. HD-SDI) workflows as standard where required. Intelligent Prompting devices, including the innovative EVO-IP prompt monitor can connect to WinPlus-IP prompting software via an IP network enabling extremely flexible integration and operation in any location with network access.

For the simplest and most reliable solution, Intelligent Prompting avoids the "video over IP" approach with its lack of bandwidth, latency issues and potential for synchronisation errors. Instead, Intelligent Prompting ensures that much less data is sent over the IP network by placing the intelligence needed to generate the script inside each prompting monitor. In this manner, the monitor is able to produce the video output directly while remaining in constant communication with the master application to ensure perfect ongoing

synchronisation and easier operation.

With every component designed around an IP-based workflow, Autoscript Intelligent Prompting delivers the connectivity, flexibility, ease of use and redundancy critical for live broadcast operations of today and tomorrow.

WinPlus-IP

WinPlus-IP is Autoscript's latest prompting software, compatible with all leading newsroom computer systems. By upgrading to WinPlus-IP, Autoscript users can benefit from a wide range of new features designed to improve prompting efficiency and reliability. WinPlus-IP and its associated accessories give users the flexibility to choose Ethernet-based prompting, traditional baseband video workflows (eg. HD-SDI), or any combination of the two based on their requirements. The result is greater prompting flexibility as well as faster editing and operation, together with the industry's easiest setup, configuration, and status monitoring.

EVO-IP

The slim, lightweight design of the new EVO-IP prompt monitor is perfect for productions using even small robotic supports. As an Intelligent Prompting device, the monitor includes IP connectivity and scroll engine functionality as well as HD-SDI and composite inputs for use with an external scroll box. The EVO-IP on-camera system comes with Autoscript's new Intelligent Prompting mounting and carbon fibre hood, vastly reducing both weight and setup time for easier operation.





EPIC-IP

The EPIC-IP integrated system uses the EVO-IP prompt monitor with its sleek design and in-built connectivity to create the lightest weight prompting solution with integrated talent monitor. The new EPIC Talent Monitor (ETM) is detachable offering the flexibility to upgrade at any point and a 24" talent monitor is available to add to the EVO-IP 19" when a large feedback screen is required.

HC-IP

The HC-IP desktop hand control has been ergonomically designed to maximise performance and comfort. From providing a neutral hand position with adequate wrist support, left or right-handed operation and using Power over Ethernet for simple integration, everything was considered to create a controller that is radically different to the options previously available.

XBox-IP

The Xbox-IP is an extremely compact and tough scroll engine that networks

via ethernet to WinPlus-IP. Dual HD-SDI outputs support the distribution of the teleprompter video to traditional prompt monitors. In addition, a Power over Ethernet output can be used to power an Intelligent Prompting scroll control ideal for single controller setups.

iEVO / WP-i

The iEVO app allows one or more iPads to be connected to WinPlus-IP to be used as teleprompters, additional reference, or operator preview monitors in any location on the network. With a WP-i licence for WinPlus-IP, a prompted script can be displayed on an iPad connected over WiFi or wired Ethernet adapter providing a reliable, portable monitor for your operators or talent.

Key Clients

- Kuwait TV
- Sharjah Media Corporation
- Sky News Arabia
- Saudi Broadcasting Authority
- Al Jazeera
- Al Rayyan TV






- Bijla TV
- Bahrain TV
- MTV Lebanon
- Al Hayat TV

Autoscript has its headquarters located in London, with sales offices in EMEA, the Americas and Japan.

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-  [showcase/autoscript](https://www.linkedin.com/showcase/autoscript)



BRAINSTORM

Creating compelling real-time visual experiences

Brainstorm provides real-time 3D graphics, augmented reality and virtual set solutions for broadcast, feature film production and corporate presentations workflows. With more than 25 years in the industry and over 2,500 installations worldwide, Brainstorm's customer list includes many of the world's leading broadcasters plus numerous smaller and regional stations.

Brainstorm is a specialist company focused on assisting its clients to create highly engaging visual experiences for their viewers. The trajectory of the company and its products has granted significant recognitions, including the European Seal of e-Excellence, the IBC Innovation Award, the Innovation Award of the Spanish Computer Society, the IABM Game Changer Award and many more.

eStudio

The company's flagship product, eStudio, is the industry's most versatile real-time 3D render engine and the base on which all other products run. It enables both design and real-time playout of virtual studios and 3D graphics, as well as the easy creation of customised products and applications.

Key Products

▶ **InfinitySet:** This all-in-one virtual set and real-time 3D graphics solution



is not just for showcasing a number of extremely advanced technologies, but also for the flexibility it gives to operators and producers alike.

- ▶ **Aston:** The designers' choice for 2D/3D motion graphics creation, CG and playout system developed with graphic artists in mind, it is built from the ground up to be extremely user-friendly so that operators can concentrate on creation rather than pure operation.
- ▶ **Neuron:** A flexible and modular MOS-compatible system, this integrates graphics creation and management into the most common newsroom, and continuity and broadcast traffic operation environments.

Virtual Sets and Augmented Reality

With the creation of eStudio, Brainstorm has been at the edge of innovation and pioneered the application of camera tracking to 3D real-time virtual sets. Today eStudio interfaces with practically every tracking system available in the market.

The flagship virtual set and AR product is InfinitySet, that takes advantage of the TrackFree technology: a totally new, patented and revolutionary approach to Virtual Set production. TrackFree provides total freedom to use any tracking system, trackless or fixed cameras, or a combination of these at a time, while seamlessly integrating them if required to create a highly appealing,

eye-catching viewing experience. It can be used in combination with the integrated internal chroma key software or external chroma key hardware, even within the same production.

Augmented Reality also requires interaction between sets, talents and virtual objects, many of them created out of external data sources such as statistics, charts, bars, and many others. These data-driven objects allow for visually engaging representations of the data that can be better explained by the presenters when placed in the set. During election nights, news, sport or entertainment programmes, data bars and other statistics can interact with the talents creating an attractive augmented reality environment for the audience.

Along with those, the brand-new version 4 of InfinitySet includes unique features designed to enhance content creation and output, boosting its Combined Render Engine with Unreal Engine, which now enables InfinitySet to function as 'Unreal native'. And since Unreal engine can be combined with the Brainstorm engine, it provides the best of both worlds: photorealistic backgrounds and broadcast graphics together. By using the Combined Render



Engine, InfinitySet can include real-time graphic elements such as 3D motion graphics, lower-thirds, tickers, CG and many others, within the excellently rendered and realistic background scene. Other unique features of InfinitySet are TeleTransporter, 3D Presenter, Virtual Shadows, Dynamic Virtual Focus or the control of external lights and chroma key hardware.

Real-Time Motion Graphics

Aston is Brainstorm's 2D/3D motion graphics creation solution, CG and playout. It features advanced tools and object properties such as high-end 2D and 3D textures and materials, shaders,

bump mapping, advanced 3D shadows or PBR rendering, to name just a few.

From stills, lower-thirds or OTS to full screen graphics and animations, virtually any kind of 2D or 3D graphic can be accomplished with Aston. With Aston, Brainstorm has merged 20 years of development of real-time 3D graphics with the legendary Aston heritage, creating a product that is used around the world in a variety of broadcast environments where it proves its robustness every day. Aston is perfectly suited for demanding broadcast workflows, where the pressure is constant to quickly deliver high-quality graphics.



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Making video experiences better



Brightcove supplies award-winning video services for more than 3700 customers spanning 70 plus countries and helping organisations of all sizes to exceed their goals through video. Since 2004, Brightcove has consistently pushed boundaries to create a robust, scalable, innovative platform for organisations that are serious about video. The company sets the standard for professional-grade video management, distribution and monetisation, thanks to R&D-driven continuous innovation, unrivalled customer support and an extensive partner ecosystem.

Broadcasting

The Brightcove team, whether in Dubai, Mumbai or any of its 12 offices, believes the success of its customer is their own success. This means the company's operations are structured to deliver three core qualities that help you deliver, to include the following:

► **Stability:** As a NASDAQ traded company, founded in 2004, Brightcove is not a start-up. Brightcove was streaming before Youtube and the company's experience within the industry has guided it to create a stable, progressive video platform.

► Award-winning Support:

Problems happen. Customers can call on award-winning support that follows the sun. For the sixth year, the Technology Services Industry Association has awarded Brightcove the Support Staff Excellence award.

► **Secure Future:** Wherever your audience is, you are and nowhere else. As your audience moves to new platforms and devices at a relentless pace, Brightcove helps you stay ahead in a changing world.

Beyond Brightcove's stability, scalability, support and security, its services are developed to provide customers with the capabilities to grow. As Frost and Sullivan recently confirmed, Brightcove delivers global, market-leading services for customers that have a wide range of requirements – from 'off the shelf' projects that need fast delivery and simplified workflows, to multi-year projects with development roadmaps that put a long-term strategy in the driving seat.

Brightcove services are directed and developed to give customers the capabilities needed to best deliver service to core audiences.

Your Capabilities with Brightcove

► **Broadcast:** Audiences are now cable-cutting and mobile-first but expecting the same quality of experience as traditional broadcast. With Brightcove's VOD, OTT and live services, customers can provide the same to them, scaling audiences across devices and at the same quality as traditional broadcast.

► **Live:** When it has to be live, it has to be Brightcove. With reliable, HD and multi-stream live streaming service, Brightcove has been able to scale to 14 million concurrent viewers, with further scalability happening daily. Give audiences control of their experience through DVR functions (pause, play and rewind), and engage them through interactive functions such as chat and polls or catchup TV, live to VOD, live clipping to social or live to social.

► **Protection:** Your content is important. Choosing Brightcove as your video partner allows you to protect it. With Brightcove, your content can be protected by geo-



Rick Cordeiro, Head of Middle East and Africa, Brightcove.

restrictions, IP-restrictions, domain-restrictions, single sign-on (SSO), encryption, watermarking and digital rights management (DRM) as well as playback authorisation services used by some of the largest broadcasters globally.

► **Advertising:** Content is valuable. Whether revenue is from advertising or subscriptions, Brightcove provides you with the platform you need. Capabilities include Server-Side Ad

Insertion (SSAI) which increases digital revenues by replacing broadcast ads with digital ads, either in VOD or live, as well as advanced analytics that help identify audiences.

► **Scalability:** Brightcove currently deliver 99.999% uptime and 500 million video views a week, 31 billion views a year, watching over 800 million videos. Brightcove is available across 16 cloud-first data centres around the world and is able to scale from 80,000 concurrent viewers to 3.4 million in just 24 minutes.

Middle East and Africa

Brightcove understands customers operations are best served by a company that is local. This means working with a video partner that understands the nuances and requirements of a specific audience. It also means having someone you can sit down, trust and strategise with, instead of a call centre.

Brightcove's operations in Africa and the Middle East is led by Rick Cordeiro, Head of Middle East and Africa.



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Social Media

brightcove
 Brightcove
 brightcove



Empowering communication tools

Clear-Com, an HME company, is a trusted global provider of professional real-time communications solutions and services since 1968. The company's US founding is marked by the invention of the first distributed amplifier beltpack intercom system for live production. Clear-Com innovate market-proven technologies that connect teams together through wired and wireless systems.

Products facilitate the

seamless coordination of any activity while maintaining a level of reliability, security and simplicity.

Clear-Com was the first to market portable wired and wireless intercom systems for live performances. Since then, its history of technological advancements and innovations has delivered significant improvements in the way people collaborate in any professional setting where real-time communication is required. For the markets it serves – broadcast, live performance, live events, sport, house of worship, military, aerospace and government – the products



have consistently met the communications requirements of varying sizes and complexities.

Clear-Com's reputation in the industry is not based on its product achievements but around the consistent level of customer engagement, dedication to delivering the right solutions for specialised application and the expertise to make it work. From

developers who design its cutting-edge products and the operational experts who build it, to the field engineers who support you at your facility and the support staff who take your call — Clear-Com's unparalleled technical capabilities effectively become yours.

The cornerstone of Clear-Com's 50 years of success lies in the company's commitment to customers and Reseller Partners. The expanse of its partner network assures customers of never being far from a dedicated intercom expert. Together with its partners, the company brings decades of experience with professional audio and communications workflow to serving customer's very specialised



market-specific needs. Its focus on customer experiences allows Clear-Com to achieve significant technology advancements in line with the general requirements of the marketplace (e.g. wireless frequency changes, development of IP audio standards) while maintaining a focus on the multiple ways the company's products are deployed and operated.

Today, with distributed audio-over-IP networks and industry standard digital duplex wireless comms, Clear-Com technology and innovation has provided team-empowering intercom tools. The technology advancements in the platform (whether wired, wireless, or IP) are only part of the story. Clear-Com recognises that the way actual 'wearers' use their products is highly personal which has led the company to focus on how it develops user interfaces, mechanical design and workflow-engineering. This balance of core technology development and usability is critical to the company's success and can only be achieved through collaboration with its valued



customers. Development is thoughtful and forward-thinking, with IP-based solutions which are compatible with products dating back to its founding that can also integrate seamlessly with third party technologies.

Clear-Com maintains an unrelenting energy to develop solutions that allow people to communicate more clearly and easily during live productions, events and mission-critical activities. A recognised pioneer in its field, Clear-Com's continuous drive for

innovation with a purpose, constantly pushes the boundaries of the company and the industry, while never losing sight of its original aim: to keep people connected when it matters.

In 2010, Clear-Com was acquired by HM Electronics, thereby merging with HME's existing pro audio activities. Clear-Com is currently under the leadership of CEO,

Mitzi Dominguez and President, Bob Boster.

Their combined expertise has contributed to Clear-Com's competitive status in the marketplace and has brought new areas of technological exploration. Their commitment to innovation and customer empowerment are consistent with Clear Com's mission of creating specialised, real-time communications solutions and engaging with the broader networks of comms experts, consultants, resellers and users to address a wide spectrum of collaboration challenges.



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Integrating KVM into the broadcast world

Guntermann & Drunck (G&D) are regarded as leading manufacturers of KVM products. With their variety of KVM extenders, switches and matrix switches for extending, switching and distributing keyboard, video and mouse signals, G&D offer their users the broadest KVM portfolio available in the market.

G&D's KVM products optimise the application of IT equipment and improve the working conditions for humans and computers. The spatial separation between computers and workstations brings many advantages for the standardisation of process landscapes. Whether CAT or fibre, modular, compact, classic KVM, or KVM-over-IP – G&D always offer a bespoke solution – precisely tailored to applications, project parameters and the existing IT structure.

With over 30 years of experience as German manufacturers of KVM systems, G&D are trusted by a host of national and international TV stations and broadcasters. By short lines of communication and the entire core competencies such as development, product management, sales, marketing and production under one roof, G&D support their customers from the technical initial



G&D's KVM matrix switches let you operate multiple computers over multiple consoles.

advice through to on-site and after-sales support from a single source.

G&D's KVM systems provide a perfect basis for flexible, distributed switching of computer signals to allow producers the simplest and most efficient operation.

Products

► KVM Extenders

G&D's KVM extenders extend access to computers up to 10,000m and still work in real-time. The systems consist of two units – a computer module (transmitter) and a user module (receiver). A local console at the transmitter module

in the technology room lets the IT staff easily maintain the computers.

► KVM Switches

G&D's KVM switches allow users to operate two to 64 computers from one console consisting of monitor, keyboard and mouse.

► KVM Matrix Systems

G&D's KVM matrix switches allow users to operate multiple computers from multiple consoles. They consist of computer modules, central modules and console modules.

The systems enable flexible and decentralised control of large, distributed IT installations or those equipped with many workstations.

User Friendliness

G&D's products and systems are designed for simple and intuitive operation. For example, the CrossDisplay-Switching function is designed for multi-monitor workstations that access multiple computers at the same time. The user's mouse acts as if it is on a 'virtual desktop' and can be moved seamlessly across the connected displays. When the cursor moves from one display to another, the keyboard/mouse focus automatically switches to the connected computer. This allows users to intuitively operate multiple systems simultaneously with just one keyboard and mouse.

Best of Both - Classic KVM and KVM-over-IP

Due to the enormous flexibility of IP networks, KVM-over-IP is becoming increasingly relevant in many areas. Using existing cabling, switches and routers does not only save costs but also provides operators and administrators



G&D's ControlCenter-IP to distribute and share KVM signals within a LAN infrastructure.

with a flexibility that especially facilitates central administration. However, classic KVM systems, which essentially use dedicated cabling, will not lose their importance. But depending on the application, it may be worth comparing classic KVM systems with KVM-over-IP.

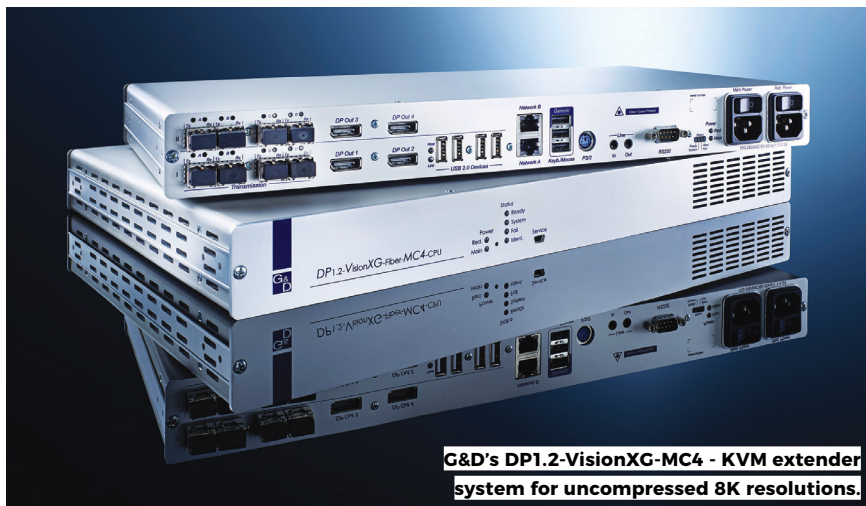
Of course, G&D's portfolio includes both – solutions for classic KVM and solutions for KVM-over-IP such as the G&D ControlCenter-IP. The system provides all the advantages of a classic G&D matrix with one major difference: the signals are transmitted through standard IP-based networks instead of direct, dedicated cables. This gives a transmission bandwidth of 1Gbit/s and ensures latency-free operation and excellent video quality.

In fact, video support includes all signals up to full 4K resolution.

Flexibility for the Future

G&D pays great attention to the compatibility and expandability of its systems. The aim is to provide G&D's customers with future-proof investments that can be expanded and upgraded at any time.

G&D customers can expect comprehensive expert advice and technical support during all phases of their projects. Whatever the KVM broadcasting requirement, G&D, their employees and trained partner network will be pleased to offer support in finding the best possible and perfectly integrated KVM solution.







G&D's DP1.2-VisionXG-MC4 - KVM extender system for uncompressed 8K resolutions.

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Social Media

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Trailblazing the broadcast world for 50 years

Widely used in sport and entertainment broadcasting, theatres, houses of worship, institutions and increasingly also in the corporate world, Lawo brings cutting-edge engineering to IP infrastructures, video processing and routing, A/V-over-IP interfacing and audio mixing and routing. Lawo's VSM and SMART offer first-in-class studio and workflow management and real-time monitoring/telemetry. The ST2110 standard features throughout Lawo's product range, easing the industry's transition to IP-based working. A founding member of the Alliance for IP Media Solutions (AIMS), Lawo remains a champion of interoperability and open standards.

Awards and Accolades

Lawo's accolades include an Emmy Engineering Plaque, the Broadcast/Media Project of the Year IABM Award for the Elbphilharmonie Hamburg opera house's IP-based installation, and countless industry magazine awards. In 2019, the European Parliament and Lawo won the Public Sector Project of the Year AV Awards. And when Coldplay streamed their live



'Sunrise' and 'Sunset' sets from Jordan's Amman Citadel on YouTube for the release of their Everyday Life album, it was mixed on a Lawo console.

Broadcast Control, Multiviewer Solutions and Monitoring

Lawo's Virtual Studio Manager (VSM) brings IP-based control and workflow solutions to OB, studio and MCR applications in TV and radio. Device-agnostic, VSM controls all major video/audio routers and mixers, intercoms, UMDs and multiviewers, glue and other third-party devices, whether baseband or IP.

SMART System Monitoring and Realtime Telemetry software for broadcast networks provides transparency across all-IP, all-SDI and hybrid WAN/LAN broadcast infrastructures for both network and data health.

For signal monitoring, the V_matrix based vm_dmv distributed IP multiviewer app provides high-quality functionality for 4k/3G/HD/SD. For OTT/payout, Lawo's LiveView Decoding Engine enables the V_matrix vm_dmv multiviewer to show both production (ST2110/ST2022-6) and transmission (MPEG/OTT) formats on a single screen. The LiveView Decoding Engine integrates full frame rate MPEG-2/H.264/HEVC for any Lawo LiveView enabled product.

Video Solutions for IP-based Setups

Lawo's award-winning V_matrix software-defined IP platform uses multiple cores and a high-capacity COTS switch with redundant 10GbE/40GbE connectivity as a distributed IP routing and processing matrix for frame-accurate switching. Generic C100 processing blades provide physical signal connectivity, and with VSM as

control layer, virtual module apps allow for remapping of entire workflows in minutes. Continent-wide and inter-continent IP remote productions from NEP Australia's Andrews Hubs in Sydney and Melbourne use the V_matrix infrastructure.

Virtual modules handle streaming, video processing and multiviewing with the latest V_matrix vm_udx app providing format conversion between SD, HD and 4K formats with HDR capability.

V_remote4 is a bidirectional multichannel video/audio-to-IP-interface for WAN-based remote production, while the V_pro8 is the Swiss Army knife of video processing, bridging diverse video and audio formats. Dolby E encoding/decoding is also available.

IP Audio Production Solutions
A_UHD Core

This is a network-based, software-defined audio DSP engine with unparalleled processing density for mc² 56/96 consoles, with 1,024 fully-featured DSP channels available to a single mc² console or shared between up to four.

A_line

Audio-to-IP interfaces provide WAN-capable transport of analogue and digital audio for broadcast, live and installations. Based on RAVENNA technology, all devices are compatible with ST2110-30/-31/AES67 audio-over-IP.



Supporting future-proof IP infrastructures, the mc² mixer line-up includes the mc²96 Grand Production Console with native support for SMPTE 2110, AES67, RAVENNA and DANTE for video production in broadcast, live and theatre and a new Xtra Fader Version increasing the Central Control Section fader count, the mc²56 Third Generation with key features from the mc²96 for broadcast trucks, studios, live performance and recording, and the mc²36 all-in-one mixer for broadcast, theatre, houses of worship, live and install at an incredible price point.

Radio Broadcast

Lawo's ruby radio desk brings mixing and routing into the multi-touch onscreen environment used by other studio tools, operating as stand-alone systems or within a network. Lawo's radio consoles are native RAVENNA/AES67 and designed to operate stand-alone or within a networked

environment. For self-ops, crystal consoles provide easy handling with full functionality for programme production.

VisTool supports custom status displays, tablet and touchscreen-based button panels, and mixing controllers.

RELAY Virtual Radio
RELAY VRX

mixing software is a 'virtual radio environment' with apps that replace hardware peripherals for remote kits, mobile ENG, webcasting and permanent personal studios.

Audio Routing

Lawo's Nova is a benchmark audio routing system with modular construction, Dual Star topology, scalable routing and plug-and-play operation.

Installations in the Middle East

Al Jazeera, Al Kass, beIN Media Group, Qatar TV/Radio, Abu Dhabi Media Company, Sky News Arabia, Oman TV, Radio Jeddah/Radio Riyadh, ERTU, SABC, Multichoice and many others.



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High-resolution digital audio recording and editing systems



Merging Technologies is one of the world's foremost manufacturers of high-resolution digital audio recording systems. Its list of customers reads like a who's who in the recording industry and recordings made with Merging Technologies' systems regularly receive the industry's prestigious Grammy Award.

The company was founded in 1990 in Chexbres, Switzerland by Claude Cellier, an electronics graduate of the Institute of Technology in Lausanne. Cellier worked for the famous Swiss audio maker Nagra Kudelski for 10 years. Though Nagra has since diversified, its roots

lie in the professional audio industry where its products are respected as workhorses, providing first-class audio performances day in and out. Legendary among these are the Nagra IV-S and Nagra T-Audio TC analogue tape recorders, where Cellier played a pivotal role in their design and development.

Within a short time of its founding, Merging quickly established a reputation for its expertise in digital signal processing and associated hardware and with its Pyramix Virtual Studio, was one of the first fully featured DAWs to be accepted into broadcast and post-

production environments. Constant updates have ensured that all workflows including the latest immersive audio solutions are available with Pyramix and Ovation. What sets them apart are their exceptional sound quality and superior editing capabilities.

Quick to recognise the advantages of audio over IP, Merging introduced their first RAVENNA interface in 2012. Not only was Horus an astounding advance in connectivity, it rapidly gained an incredible reputation for the transparency of its conversion and the quality of its mic preamps. The modularity was retained for the smaller Hapi unit released later. Both products are now AES67 and ST2110 compliant and recently the company introduced the ANEMAN audio network manager to handle the routing and administration of larger audio networks. This year will see the introduction of a new version of the very popular Anubis Mission Controller which will be additionally, ST2022-7 compliant. Anubis is a compact RAVENNA/AES67 I/O unit with dual preamp architecture. Designed to operate on its own or as part of a larger system, this revolutionary

unit has built-in network management capabilities as well as remarkable connectivity for a small form factor.

Merging is now introducing this AoIP technology to the consumer audio world and continues to develop products that find their place in environments as diverse as broadcast, recording, mastering, A/V, theme parks, museums, shopping malls and transport hubs. 'Audio for the Networking Age' is in the Merging DNA.

Products

The Merging line up includes the Pyramix Virtual Studio, Ovation Audio and Event Sequencer, VCube HD Video Player and Recorder, Horus, Hapi and Anubis AD/DA Interfaces, ANEMAN Audio Network Manager, a range of virtual audio devices and OEM products for RAVENNA/AES67.

Key Broadcast Clients

Pyramix is a popular choice in the production of prestigious content. National broadcasters from the Middle East, Europe, Asia, North America, Africa and the Pacific Rim continue to use Pyramix for major music events and documentaries. The production and post-production of immersive audio content for a variety of purposes is easily



achieved with Pyramix. This includes object-based audio formats such as MPEG-H and ADM. Ovation is popular for live audio playout in broadcast studios, OB vans and at live events. Both support a wide range of plug-ins.

Key Events

Major sporting events including the Olympic Games in Sydney, Athens, London and Rio, the Winter Olympics in Vancouver, Arab Games 2011, Asian Games 2006, 2018, Gulf Cup 2007, Commonwealth Games 2006, 2010, 2018. Ovation has been used for various synchronised firework displays for New Year and National Day celebrations.



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Delta AV Solutions, Qatar
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Vasscom (Video, Audio and Storage Solutions), Turkey
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Protecting valued digital TV content and services

Nagra is market leader in content value protection for the pay TV industry. It protects more than \$90 billion in annual revenues for more than 550 pay TV service providers and works with many of the largest operators worldwide, including Dish Network, CANAL+, Altice Group, Telefonica, Vodafone, Skylife and Liberty Global, to name a few. Nagra is also leading partner to a large majority of Hollywood studios with its watermarking solutions for production, post-production and digital cinema. The company benefits from the Kudelski Group's ongoing investment in R&D (more than \$200m a year) and its extensive patent portfolio.

In 2013, Nagra's parent company, the Kudelski Group launched Kudelski Security, a new cybersecurity business serving the USA and European markets. It is the largest pure-play cybersecurity solutions provider in Switzerland and one of the fastest growing cybersecurity solutions providers in the USA. In early 2017, to address demand for increased protection of connected devices, the group launched its Internet of Things (IoT) Security

Centre of Excellence, capitalising on the expertise of Nagra's decades of innovation in protecting digital TV content and devices.

Active Streaming Protection

As service providers and operators extend or migrate to IP environments, new challenges arise every day, notably from commercial pirates. Traditionally, operators employed a DRM to mitigate any leaks, however the maze of networks and often lack of control over the end device means a new strategy needs to be employed.

Formed of a series of tools designed

to disrupt pirate activity and protect services, Nagra Active Streaming Protection has been developed to enable operators to protect themselves now and in the future. It is not a one-size-fits-all proposition. It recognises the different threats faced by operators, and can ensure that, as a service grows, so does the level and variety of protection to secure it.

Part of the active streaming protection approach, Nagra's NexGuard forensic watermarking solutions enable operators to go beyond compliance with content owner requirements to prevent



and trace content leaks back to the source, disrupt pirate activity and protect their service and revenue. Operators benefit from advanced security, secure playback, secure streaming and anti-piracy services to enable a comprehensive and successful data-driven active streaming protection strategy backed by robust security analytics.

Video Platform

Pay TV operators have been adapting to new technologies for some time but legacy infrastructures have quickly become incompatible with newer operating systems and technologies, meaning operators often launch parallel services to reach new audiences on new platforms. Open TV Video Platform helps them address this convergence challenge and maintain existing pay TV investment while unifying technologies and consolidating services across all networks and devices for an entire consumer base, with a consumer-focused solution that springboards innovation and positively drives business growth.

Cloud Technologies and Business Performance

Nagra's unique scalable service protection concept features security headends tailored to the business needs of pay TV service providers with common security clients adopted across device ecosystems for both broadcast and connected networks. The Nagra cloud.SSP security platform takes CAS and DRM technology to the next level to enable secure premium content delivery over any two-way network to any device while offering a migration from an off-the-shelf



system to a modular headend as services evolve. It also guards against any type of threat and vulnerability to android TV deployments.

Evolving viewer behaviour and dynamic competitive landscape are posing significant challenges to the premium content industry leading to growing risks of increased churn and reduced ARPU in several markets. With its Software-as-a-Service (SaaS) action-oriented platform, Nagra Insight is designed to drive business and operational excellence based on data and artificial intelligence helping pay TV providers generate smart actions that improve the business bottom line.

Operational performance being industry-specific, Nagra Insight was built specifically for premium content, pay TV and telco industry. It leverages big data and AI to drive every aspect of an operator's business, predict individual behaviour of TV viewers such as propensity to churn, to purchase a package or to consume specific content, everyday, at scale. It provides a lasting impact on the operators' four critical

areas: subscriber value, content, operations and advertising.



The infrastructure of pay TV operators is a strong asset and differentiator. Insight adds an intelligent layer on top of it to make it agile and customer-centric, creating artificial intelligence-driven actions and measuring their impact. It enables pay TV operators to make more money and better strategic decisions. Since its launch, Insight has helped generate additional revenue for some of Nagra's biggest customers and improve their bottom line by tens of millions of dollars.

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Expert and efficient transmission systems

Nautel offers the broadest portfolio of digital/analogue solid-state radio transmitters including 1–2,000 kW AM/MW and 300 W–88 kW FM transmitters, and digital radio solutions.

An innovative leader in the field of RF transmission, Nautel has ISO-certified manufacturing plants in both Canada and the USA, and more than 16,000 transmitters deployed in over 177 countries. Key to the company's 50-plus year success is a two-fold focus, the first being continuous innovation

in the field of RF transmission and the second an unwavering commitment to customer support. Since the company's inception, support has never been discontinued on any product – a rarity these days.

The company has established spare parts depots around the world to support the rapid deployment of urgently required spares for transmitters in the region, both current and previous models. Expert engineering resources are also

available locally through Nautel.

Nautel transmitters offer comprehensive monitoring and control instrumentation via touch screen or web, outstanding reliability, compact footprints, high efficiency, easy maintenance and 24/7 support.

Line-up of Radio Transmitters

- ▶ **VS Series** - Feature-rich rack-mount, HD Radio ready transmitters: 300 W, 1 kW, and 2.5 kW
- ▶ **GV Series** - Digital, efficient and refined FM transmitters, from 3.5 kW to 80 kW
- ▶ **NVLT Series** - Affordable high-power analog/digital FM transmitters, from 3.5 kW to 40 kW
- ▶ **NX Series** - Most modern and reliable AM/MW transmitters in the world, from 3 kW to 2 MW
- ▶ **Digital Broadcast Solutions** - Field-proven, high-performance digital radio solutions

Significant Broadcast Projects

Nautel has been entrusted with some of the world's largest radio broadcasting projects in recent years.

At a 400 kW broadcast site in Bonaire, an island in the Caribbean, a Nautel NX400 transmitter was



Nautel celebrated 50 years of worry-free transmission in 2019.



For facilities that broadcast multiple programmes from a single site, N+1 capability provides high levels of redundancy that is automated and cost-effective. Pictured is an NV20LT N+1 System.

placed on-air for TWR (Trans World Radio). Operating costs had forced the broadcaster to cutback to 100 kW, but advances in transmitter technology like the greater than 90% efficiency of the Nautel NX400, led TWR to boost power nearly five-fold from 100 kW to 440 kW.

The largest digital broadcasting system in the world for All India Radio uses Nautel NX Series 100 kW, 200 kW, and 300 kW DRM-enabled MW-AM transmitters at 33 sites across India, with the goal of bringing digital radio to nearly a billion residents of the country.

A two-Megawatt Nautel NX2000 Medium Wave system is on air at Antenna Hungaria's transmission facility near Solt, Hungary. This high-efficiency system comprises five Nautel NX400 transmitters and a 2,000 kW combiner that can be reconfigured if one or more transmitters is shut down ensuring maximum power to the antenna. This large project included building renovations and air handling modifications as well as interfacing to existing the 11 kV voltage supply.

"The Middle East continues to be a very dynamic market for Nautel with several countries investing in their digital broadcast infrastructure and recognising the long-term value of installing innovative, state-of-the-art transmitters like Nautel. I look forward to speaking with broadcasters in the region to discuss possible transitions to digital broadcasting as well as ways to lower operating costs at large facilities," says Kyle Dibbin, Sales Manager, Africa & Middle East.

Nautel has provided broadcast solutions for many clients in the region. These include the Saudi Broadcasting Authority on a large FM and AM network rollout for commercial content broadcasters, Radio Mocambique's high power MW stations upgrade, Multicarrier Mauritius Ltd. (MCML) for the supply and renovation of their MW sites, Jordan Radio & TV for the supply of FM and MW transmitters, Public Authority for Radio & TV (PART) in Oman for their nationwide FM transmission systems upgrade,



Kyle Dibbin, Sales Manager, Africa & Middle East.

Sharjah Media in UAE for multiple N+1 systems and and UAQ Broadcasting Network and Abu Dhabi Media for high power MW transmitters.

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Social Media

 NautelBroadcast

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 nautel

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Pioneering innovative broadcast software

RCS has a proud history of innovation, currently holding 45 patents in the field of broadcasting. Inventors of computerised music scheduling with the legendary Selector, RCS continues to lead the way with multiple award-winning products such as Zetta radio automation, GSelector music scheduling, the groundbreaking 2GO series of mobile solutions and the Zetta Cloud. New to the list is Revma, an affordable and complete online professional streaming solution.

RCS is the world's largest broadcast software company with products in more than 15,500 radio stations, TV music channels, cable companies, satellite music networks and internet

stations worldwide. With over a thousand professionals working from 27 offices around the globe, RCS is everywhere. Because the company's clients are based worldwide, its tools are multilingual too. With guaranteed reliability, 24/7 support, professional audio processing and integrated listener reports, RCS provides the most advanced, reliable, intuitive and flexible broadcast tools on the planet.

Services

RCS is well-known for providing clients with full audio broadcast solutions. The company has premium technology partners to provide a range of audio broadcasting and studio solutions to

cater to its customers. Services cover consultations with experienced and practising professionals, systems integration services from design to successful execution and managed services with a dedicated and skilled team to manage and assume responsibility for providing a defined set of services.

RCS also provides engineering services for installation and commissioning of broadcast equipment supplied, authorised OEM warranty and post-warranty service offerings, comprehensive annual maintenance contracts on supplied equipment and maintenance services with detailed system audits and re-engineering services.

Core Products

Zetta

Zetta: The most advanced radio automation system

GSelector

GSelector: The world's most powerful multi-station scheduler

Aqira

Aqira: Powerful and highly flexible traffic system

RCSNews

RCSNews: State-of-the-art radio newsroom software

Revma

Revma: Professional grade streaming

RCSCloud

RCS Cloud: Cloud-based safety net

RCS2GO:
Work from any location

Zetta2GO.

Selector2GO.

Aquira2GO.

News2GO.



Baher Al Zaher, Managing Director, RCS MENA.

of systems integration and special developments. "RCS prides itself on great service. With our base here in the Emirates, we have been closer to our esteemed customers in the region," says Baher Al Zaher, Managing Director, RCS MENA.

RCS business has been excellent in the region and its permanent local base in Dubai which also serves the MENA has an array of new products currently being implemented in the UAE and the region. "We are honoured to be working with some of the smartest, most advanced radio companies on the planet," says Al Zaher, "and truly proud to continue to be a part of their success story and to bring new products into the region. We emphasise the 21st century nature of our four cornerstone products because we are the only broadcast software company where every single offering has been produced from scratch this century and not the last century."

Middle East Support Centre

RCS customers are backed by the legendary RCS 24/7 world-class support. The company boasts more local support offices than any other broadcast software company in the world, 27 of which are wholly owned

RCS offices around the world.

The Dubai office has a permanent support team which can be physically augmented overnight, if necessary, from any of its offices, geographical area notwithstanding. This highly professional regional team takes care



RCS MENA local team in action.

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Social Media

RCS-Sound-Software

rcsworks

RCS_Works

rcsworks



Real-time media networking systems



Founded in 1987, Riedel Communications designs, manufactures and distributes pioneering real-time video, audio, data and communications networks for broadcast, pro-audio, event, sport, theatre and security applications. The company also provides managed technology services for radio and intercom systems, event IT solutions, fibre backbones and wireless signal transmission systems that scale easily for events of any size anywhere in the world. Riedel is headquartered

in Wuppertal, Germany and employs over 700 people in 25 locations throughout Europe, Australia, Asia and the Americas.

Riedel is known for its pioneering digital audio matrix systems and fibre-based, real-time network technology. Riedel's core markets include live event production, live sport production, arenas and theatre venues and any other applications that require seamless, decentralised and highly reliable signal transport as well as crystal-clear crew and staff communications.

Core Products

Riedel's signature products include:

- ▶ **MediorNet:** A decentralised, redundant media network for efficient, cost-effective transport of video, audio and data signals in real-time
- ▶ **Artist:** An industry-leading digital matrix intercom platform that creates a true network infrastructure based on highly modular matrix mainframes
- ▶ **Bolero:** An expandable, full-roaming, DECT-based intercom in the license-free 1.9GHz frequency range that can be fully integrated into Riedel's Artist or used in standalone mode

Key Projects

Riedel Communications supplied a comprehensive, integrated communications infrastructure for the Special Olympics World Games 2019 (SOWG) in Abu Dhabi, UAE. Riedel's Artist digital matrix intercom system and Bolero wireless intercom were at the core of a massive comms deployment that spanned more than 30 venues and locations and included managed IT network services.

At all of the venues, Riedel provided comms for all sports and medal ceremonies with an Artist mainframe and six Artist panels. The venue deployments marked the first time that the SOWG had achieved seamless communications without radios, with event crews relying solely on Bolero.

Deutsche Fußball Liga (DFL) recently partnered with Riedel's Managed Sports Services division to design a reliable infrastructure for German Bundesliga referee communications. Designed to target the technical broadcast requirements of today's large-scale sporting events, the Managed Sports Services division pairs custom-engineered technologies with extensive supervision and support by Riedel-qualified engineers. The joint effort resulted in Bolero S, a smaller version of Riedel's Bolero intercom that offers unlimited freedom of movement on the pitch while still preserving key characteristics such as multiple channels, high voice clarity and unsurpassed RF reliability.

Major Sporting Events Partner

All around the world, broadcasters and production companies like NEP, AMP, BBC, Al Jazeera, Sky or NextRadio TV put their trust in Riedel technologies. Riedel Communications looks back on 25 years of experience with major international



sporting events. Today, the company provides specialised radio and intercom systems for all races of the premier class of motorsport and acts as technology supplier for some of the world's largest sporting events -- from World Cups to Winter and Summer Games. Riedel Communications has been awarded three Sports Emmy Awards for production of the Red Bull Stratos Jump and the Red Bull Air Races.

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ROBE®

Lighting up the world

Robe is among the world's leading moving and digital light manufacturers recognised for its innovation, quality engineering and dedication to the highest production values. Based in the Czech Republic, the company employs over 750 skilled staff worldwide, and has wholly-owned subsidiaries in six key markets – the USA, the United Kingdom, the Middle East, Singapore (Asia Pacific), France and Germany. Additionally, the company has a highly proactive and talented regional sales management team that helps oversee and coordinate the company's worldwide distribution network covering over 100 countries.

All technical processes involved in making the luminaires is undertaken locally in a 75.000sq.m. facility in Valašské Meziříčí, and the products are exported through its worldwide distributor network across all continents.

Global Presence

Robe's moving and LED lights can be found everywhere. They are installed on stages and in concert halls, in theatres and in all types of venues. Robe lights up all genres of performances from music to

TV to drama and opera, appearing on myriad platforms and events, at theme park attractions and entering the specialist worlds of architectural and environmental illumination.

Robe is also known for being accessible, forward-thinking and understanding the importance of people and personal

communication in sustaining a successful enterprise. The excellent communication with those investing in and using its dynamic range of products is at the core of its future research and development.

Founders

Robe's founders Ladislav Petrek and Josef Valchar met in 1992 and

they fused the idea of designing and producing high quality effects and lighting products that would be fundamentally well engineered and proudly 'made in the Czech Republic'.

'Robe Show Lighting' was officially inaugurated in early 1994 with the aim of designing a range of lighting products for international markets. Very soon, the company's OEM products gained traction for their robust build, good engineering and attention to detail. The resources needed to sustain a quality operation were in plentiful supply locally, and the profits were ploughed back into the business and spent on establishing efficient production lines, implementing innovative and efficient working practices and sourcing quality components.

With the Robe brand launch came the workhorse 'AT' series





of moving lights starting with the 1200 series ColorSpot and ColorWash. Right from the start, Robe focused on being an all-European based operation, undertaking all areas of the production processes in-house. This was to ensure quality control and guarantee swift turnaround times and also commitment to the community.

The Robe Philosophy

Central to the company's philosophy is the practice of working closely with its business partners and end users, listening to their needs and understanding their markets and requirements. Knowing that a company's business is based on the talent and imagination of numerous individuals, it endeavours to meet as

many of them on a one-on-one basis. Building the 'Robe family' means all comments and feedback are welcome.

The Robe brand is experiencing record growth and the company is consistent in its pace to keep up with surges in production. Robe continues to focus on designing and producing well-engineered products utilising the very latest available technology to meet the creative, technical and practical demands of its wide range of users and investors.

Robe is proud of its independence and private ownership ensuring the business remains agile, efficient, decisive and focused on producing genuinely creative tools for an imaginative and exciting industry that constantly pushes boundaries.

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Social Media

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y RobeLightingTube
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High impact, high efficiency productions

Ross powers video productions for billions of global viewers daily with the industry's widest range of high impact, high efficiency production solutions. Ross makes it easy to create compelling news, weather and sports broadcasts, engaging material for sports stadium screens, entertainment shows and rock concerts, educational institutions, legislative assemblies, corporate applications and inspiring content for houses of worship.

Ross solutions have impressed audiences and marketing partners of NBC Sunday Night Football, Eurosport, BBC World, Google, YouTube, Space London and China's eSports powerhouse

VSPN. Ross offers the industry's most comprehensive range of solutions, including virtual studios, real-time motion graphics, cameras, camera motion systems, production switchers, video servers, infrastructure and routers, social media management, newsroom systems, mobile live events and creative services.

As a privately held, self-funded company, Ross Video has a long and stable history with 27 consecutive years of growth. The company owns its manufacturing facilities, doing all primary research and development in-house and marketing its products worldwide through a global sales force

and network of business partners. Ross has only ever had two CEOs – founder John Ross and his son David – and the senior management team is steeped in the live production sector.

Global Company

Ross Video has corporate offices in North America, Europe, Asia and Australia and supporting sales and service operations strategically located around the world. 24/7/365 technical support and immediate access to spares is crucial when deploying mission-critical technology. The company offers lifetime technical support by telephone,

DOING BUSINESS IN  **100+**
COUNTRIES EVERY YEAR

LIVE PRODUCTION
Technology & Services

\$ TOP
Rated*
- Value For Money
- Great Customer Service

ACQUISITIONS IN 10 YEARS
14

- 1) Media Refinery - Graphics
- 2) Norpak - Data and Ratings Insertion
- 3) Codan Broadcast - Routers
- 4) FX Motion - Robotic Cameras
- 5) Cambotics - Robotic Cameras
- 6) Montalto - Routers
- 7) MCP - Mobile Production Services
- 8) ADS - News Room Computers
- 9) Unreel - Virtual Set Technology
- 10) Rocket Surgery - Creative Services
- 11) Covetoz - IP Technology
- 12) Abekas - Video Servers & Replay
- 13) Portalis - Workstation Integrator
- 14) Piero - Sports Graphics Analysis

 **800+**
EMPLOYEES

 **14**
GLOBAL OFFICE LOCATIONS

Ottawa
Iroquois
London - Reading
London - White City
Singapore
Virginia
Kanata
Sunnyvale
Sydney
Fort Lauderdale
Beijing
Melbourne
Salt Lake City
Connecticut

70,000 Sq.ft
MANUFACTURING FACILITY



6
PRODUCTION FACILITIES

28 Years
Consecutive Growth



PRODUCT & SERVICE CATEGORIES
24

Graphics, Camera Robotics, Production Switchers, Signal Processing, Routers, Master Control, Automated Production, Facility Control, Virtual & Augmented Reality, Creative Services, Mobile Production Services, Cameras, Video Servers, Replay Systems, Media Asset Management, News Room Editorial Systems, Social Media Media Management, Venue Signage System, MultiViewers, Media IP Technology, LED Video Processors, Studio-In-A-Box, Workstation Integration, Sports Analysis

Top 3 Ross Video Word Associations*
Innovative Value Great

*Source: Devconcroft Big Broadcast Survey



SENNHEISER

The future of audio

Shaping today the audio world of tomorrow – an ambition that Sennheiser and its employees live by from day to day. This vision statement describes what the company hopes to achieve, and this foundation is its history, culture of innovation and its continuing passion for excellence.

For all at Sennheiser, good sound is not enough. What drives the company forward is an ambition to create the perfect sound. To make sound come alive.

An Outstanding Legacy

The way to this achievement has been paved by trailblazing ideas. Ever since electrical engineer Prof. Dr. Fritz Sennheiser founded the company in 1945, Sennheiser has been continuously setting trends in the audio industry. Right up to the present, Sennheiser's innovative inspiration, curiosity and passion have made their products and services immensely successful.

Now more than 70 years later, professional musicians, broadcasters, sound engineers, and singers throughout the world agree that Sennheiser products are the pinnacle of technological perfection.

Sennheiser Today

The 21st century sees Sennheiser represented in over 105 countries, employing over 2,750 people and continuing to develop the most innovative products for the



Shakira using the Sennheiser SKM5200-II with Neumann KK105-S capsule.

professional audio and consumer electronics industries.

The Sennheiser Group also includes studio microphone and monitor manufacturer Neumann, bringing together two outstanding microphone manufacturers in the industry.

Sennheiser Middle East

In 2009, Sennheiser Middle East was

born as a sales and marketing office, based in Dubai Airport Free Zone, with a highly-motivated staff that have been responsible for impressive growth. Having established a strong third-party logistics partnership based in Dubai's Jebel Ali Free Zone, the operation has become a natural regional hub.

Sennheiser Middle East has the responsibility for distribution across the

Middle East region whilst also servicing countries in North and East Africa and the former CIS countries in Central Asia.

Audio Solutions

Sennheiser and Neumann’s current product offering for the broadcast industry comprises both wired and wireless microphones, headphones and headsets for camera operators, production crews and studio engineers as well as award-winning studio monitors. All have an identical core value – uncompromising audio quality.

› **ENG Wireless Microphones**

Fast, flexible and professional: the ENG sets have become an industry standard for every ambitious reporting team and state of the art broadcast station. Marrying the highest audio and physical requirements to deliver the optimum sound and maximum reliability, these products have a reputation to safeguard – yours.

› **Discover the DIGITAL 6000 Series**

Easier to use, more efficient, smarter RF technology: Digital 6000 waves goodbye to past limitations and opens

new possibilities. Digital 6000 does not produce any intermodulation, which allows operation in an equidistant frequency grid. The superior RF technology keeps the limited frequency spaces free for more channels whilst neither transmission performance nor audio quality are compromised. Whatever you’ve experienced before – expect more.

› **NEUMANN.Berlin**

For decades, Neumann has been regarded as the leading manufacturer of studio microphones, with models such as the U47 and M49 assured of legendary status alongside modern incarnations such as the U87 and M149. The company continues to innovate by pioneering the implementation of digital microphones and now also offers a range of studio monitors that represent the latest in acoustic and electronic simulation and measurement technology.

› **AMBEO**

3D immersive audio is increasingly a format of choice in recording, mixing and listening. Under the AMBEO

trademark Sennheiser has developed a strategic focus on 3D immersive audio through a ground-breaking technology that promises the ultimate in audio capture and reproduction.

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Social Media

f sennheiserme





The art of extraordinary sound



Shure is a 94-year-old global company dedicated to providing customers with the best audio solutions in the world. What started as a one-man operation selling radio parts in Chicago, Illinois, USA, grew to a company with facilities in more than 30 countries. Shure microphones have given voice to political leaders, legendary musical artistes, teachers, business leaders and community standouts from the biggest world stages to the local neighbourhood meetings. Today, it is likely that most of the audio heard on laptops, smartphones, radios or televisions involve some Shure innovation.

Shure continues to innovate today. The company provides high-end audio equipment for touring sound,

live events, A/V rental, film, television, broadcast news, sport, theatre and houses of worship. It is the go-to solutions provider for professional audio technicians and engineers, providing microphones, wireless microphone systems, headphones, in-ear monitoring, software and accessories.

Superior Value Product

Productions are becoming increasingly complex, while available wireless spectrum is getting narrower around the world. Audio engineers need to deploy many channels of wireless, and applications are moving from serial to networked transmission in order to create improved flexibility, control and reliability. This is why Shure solutions

have become so valuable in the industry.

Complex setups, high channel counts and constrained spectrum are everyday hurdles for today's major events and tours. To meet the most demanding wireless needs, Shure developed Axient Digital with input from top audio professionals. Designed to maximise stability, quality, control and scalability, Axient Digital is engineered for the moments that command the highest degree of attention.

No matter how tough the spectrum environment, Axient Digital is tougher. It includes next gen digital radio with encryption, true digital diversity, Quadversity and High Density modes.

Transparent audio comes through. With impressively low latency, flat

frequency response, and multiple digital audio output options, sound fills every corner of the space—clean and clear.

Because efficiency is the bedrock of reliability, Axient Digital provides more command and control. From wide tuning receivers and transmitters, to Wireless Workbench and ShowLink control, to networked charging and more, it improves every part of the workflow.

Axient Digital has been the wireless solution for some of the biggest spotlights such as major award shows, halftime performances, music festivals, broadcast and theatre. It's the system audio professionals count on when sound is critical. The biggest performers in music worldwide rely on Axient Digital and Shure microphones.

A new innovation this year is TwinPlex. Seven years in the making, TwinPlex — Shure's new line of premium subminiature omnidirectional lavalier and headset microphones — was designed and developed for these unpredictable, high-stakes environments where flawless audio is demanded.

From robust theatre productions and corporate presentations, to global television broadcasts and everything



Shure Axient Digital wireless solutions.

in between, professional-level audio production is a must. The new dual-diaphragm, patent-pending capsule technology offers best-in-class sound in a compact and easy-to-conceal package for when professional vocal performance is a must. Designed to enhance product accessibility for the live event and staging market, TwinPlex supports those high-stakes audio moments.

TwinPlex is not only becoming the 'go-to' mic solution for some of the top shows on Broadway, it is also being used in other applications. Audio engineers have used TwinPlex to capture audio from nationally

broadcast basketball games by placing them discretely on the basketball rims. They've also been added to the cups on major golf courses during nationally televised events to capture the moment the golf ball drops into the hole. TwinPlex is relied upon to produce TV shows, programs on Netflix and Amazon Prime, Broadway musicals, awards shows like the Emmy and Grammy Awards, Apple events, the Super Bowl and in the UK's Premier League.

In summary, Shure is positioned to help any event or production 'sound extraordinary'.



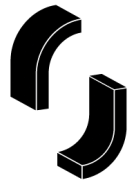
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Social Media

- Shuremea
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Synamedia

Paving the way to infinite entertainment

As the world's largest independent video software provider, Synamedia offers a broad range of solutions and services designed to help broadcasters and operators in the Middle East win in the age of 'infinite entertainment'. Over 200 top broadcasters, satellite DTH, cable, telco and OTT operators and media companies rely on Synamedia to deliver, protect, and monetise their video content.

Synamedia began operations in October 2018. The company was formed from the sale of Cisco's service provider, Video Software Solutions, a business that was created when Cisco purchased NDS, a start-up company in 2012. Synamedia's CEO is Yves Padrines and its chairman, Dr Abe Peled.

Focal Points

The company works with customers to:

- ▶ Detect and disrupt soaring streaming piracy with security offerings and services such as Streaming Piracy Disruption, which leverages Synamedia's world-class Operational Security (OpSec) intelligence
- ▶ Evolve and optimise a client's broadcast infrastructure to deliver secure IP/OTT streaming and hybrid services



- ▶ Find new ways to generate revenues, including addressable advertising, based on viewer data and analytics

The company's portfolio of leading pay TV and media customers include AT&T, Astro, Bharti Airtel, beIN, Comcast, Disney, Liberty Global, OSN, Sky, Vodafone, and Evison in January 2020.

Video Network

The Synamedia video network business boasts a portfolio that optimises every single part of your video network with its end-to-end solutions – for

content providers, service operators and media distribution networks.

Synamedia's ground-breaking video network technologies include the award-winning virtualised Digital Content Manager with Smart Rate Control and Automation and low-latency ABR. Another winner is the recently announced software-centric Converged Headend solution which ensures operators can win the battle of the eyeballs by bringing together multiple broadcast and broadband workflows, and

delivering premium high video quality at scale to any screen.

When it comes to live streaming, Synamedia solutions are designed to intensify the quality and cost-effectiveness of video and let customers simplify workflows, minimise bandwidth requirements and deliver low latency, high-quality video to any screen and on any network, reliably and securely.

Security Solutions

With a 30-year track record and a pay TV security platform that has never been hacked, Synamedia's name is synonymous with video security. It protects over \$70bn of pay TV operator revenue annually. Synamedia's pioneering security offerings, including conditional access, multi-DRM and forensic watermarking technology solutions, combine human and machine intelligence to protect content and revenues as well as detect and disrupt piracy. For example, the Credentials Sharing Insight allows operators to detect fraudulent and casual sharing and apply enforcement procedures.

Video Platforms

Synamedia's Infinite and Foundation platforms let customers evolve their broadcast infrastructure to deliver secure IP/OTT streaming and hybrid services at their own pace.

Infinite is a cloud-based platform that allows customers to process, secure, distribute and monetise premium video experiences across all screens while deepening viewer engagement.

The Foundation platform offers a stepping-stone to Infinite with hybrid IP. This incremental approach makes it easy for providers to add new IP services while avoiding any disruption



to subscribers. Additionally, the world-class, highly scalable Cloud DVR solution allows subscribers to record and play back live broadcast at any time, on any device or network.

Analytics and Advanced Advertising

Using data and real-time analytics, customers can glean insights into

consumer behaviour and audience trends. This allows operators to enhance their pay TV offerings with truly personalised, high quality video experiences as well as reducing churn and increasing ARPU. This valuable insight combined with addressable advertising technology for linear TV provides a new revenue stream for operators. Addressable advertising helps operators attract new TV advertisers for smaller, niche audiences and boost inventory value by generating revenue from multiple advertisers for the same ad spots.





Yves Padrines, CEO, Synamedia.

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Social Media

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telestream

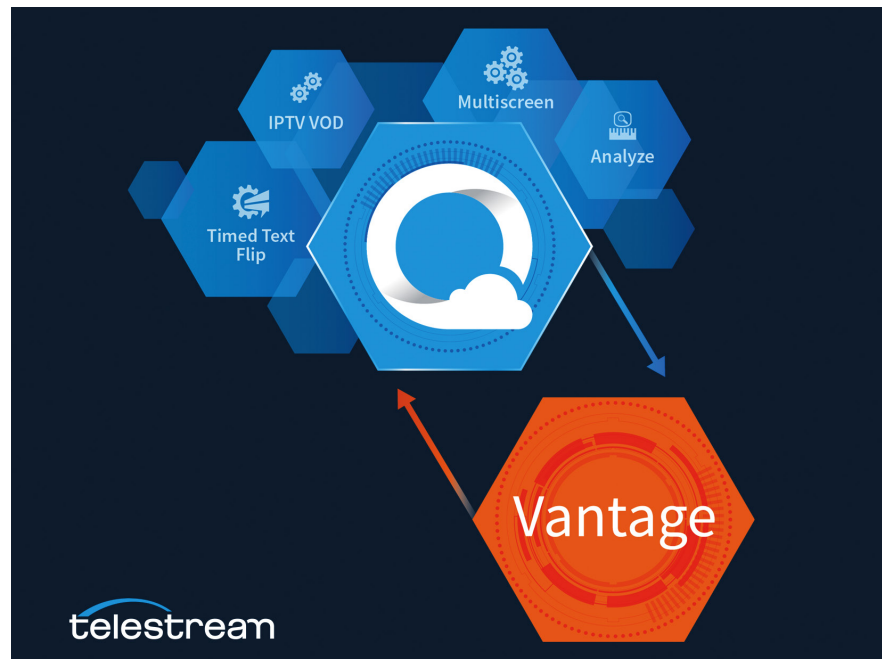
Adaptive and powerful streaming systems

When motion video plays a critical element in an organisation's business operations, they rely on Telestream to agile business models

Established over 20 years ago, Telestream is a leading global provider of workflow automation, processing and quality monitoring and management solutions for the production and distribution of video. The company provides world-class live and file-based solutions for automated workflow and quality monitoring and management solutions for video that allow consumers and businesses to transform video on the desktop and across the enterprise. The corporate headquarters are located in Nevada City, California.

From content creation and packaging to multiplatform and multiscreen content delivery with quality monitoring at every stage, Telestream is working with the world's top tier content owners, broadcasters and distributors to develop new infrastructure and business models that meet their business goals. Part of meeting those goals includes flexible and affordable workflows in both the cloud and on premises as dictated by content location and ultimate destination.

Telestream plays vital mission critical roles within its customers' operations and workflows – helping



them to communicate effectively with clearly defined audiences. Telestream customers are diverse: from international broadcasters to small independent production facilities, educational establishments and corporate organisations.

It's never been more important to measure, monitor and manage exposure levels and colour in production and post-production and signal integrity in broadcast operations. The latest version of Telestream's

PRISM media monitoring and analysis platform provides comprehensive monitoring of IP/SDI 4K/8K signals and comes equipped with specialised new tools for wide colour gamut (WCG) and high dynamic range (HDR). Offering objective and trusted measurements, PRISM guarantees quality at every stage of a production or broadcast chain. The base model comes with 10Gbps standard and for those considering 4K/UHD, PRISM is easily upgradable to 25Gbps connectivity.

Cloud-based Processing with Vantage Cloud Port

Focused on the growth of content creation and delivery, Vantage Cloud Port enables powerful, new automation and media processing workflows that are both cloud-agnostic and multi-cloud. Vantage Cloud Port now features Tempo time adjustment and content normalisation plus a new, streamlined version of Post Producer automated content assembly and processing. Vantage Cloud Port Designer makes it even easier to start processing media with cloud-enabled actions.

Also new in Vantage and Vantage Cloud Port is the ability to convert between colour spaces, including support and certification for Dolby Vision, insert missing colour metadata and ensuring the best possible quality with the Vantage 16-bit video processing pipeline with full support for HDR standards. In addition, Vantage and Vantage Cloud Port now support object-based audio including Dolby ATMOS.

To meet customers' needs where they are in their cloud transformation process, Vantage Cloud Port provides for even more predictable cost beyond the



transparency of the current on-demand model by adding an option for paying on a time-metered basis. In addition to the option for time-metered billing, customers can now upload complete Vantage workflows and execute them entirely in the cloud making it easier than ever to scale as needed.

Growth of OTT Fuels Need for Effective Video Monitoring

Two vital challenges for OTT streaming providers revolve around managing customer experience and capitalising on advertisement revenue. Now, more than ever, it's critical to 'see what the customer sees' when creating an OTT network that is directly comparable with linear

television in terms of quality of service and experience. Telestream's iQ ABR monitoring solutions have enhanced post-origin content processing and delivery monitoring support for DASH and CMAF packaged ABR streams plus dynamic ad video quality assurance. Sentry software-based quality monitoring probes are now integrated into Telestream's Intelligent Video Management System for Adaptive Streaming Media (iVMS ASM) providing a comprehensive, real-time view into the health of adaptive streaming video services.

As more organisations take advantage of direct-to-consumer streaming services, the onus to deliver quality, reliable streams has shifted from distribution partners back to programmers. Telestream's new OptiQ Monitor is a cloud-based, monitoring-as-a-service, platform designed to give broad visibility into the health and performance of live OTT channels as delivered through CDN partners.



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Gain more value from your investments



With so many changes occurring in the industry, there is a responsibility on technology providers to ensure that broadcasters and media owners are armed with the latest knowledge and tools that will make their lives easier. By keeping ear to the ground and working alongside customers, TSL continues to design products and solutions that empower its customers, allowing them to take ownership of their systems and benefit from extended life-time value.

Advanced Control Systems

TSL's advanced control systems are protocol agnostic and built on a

powerful control engine that takes the efficiency found in automated systems, and multiplies it to dramatically reduce production costs and support facility-wide management. Virtual Panels offer a complete software control interface with an intuitive editor that allows multi-page configurations with easy access, configuration creation and editing; whilst Universal Control Panels offer the ability to deliver powerful control functions without the costly investment of a system controller – simply plug the panel into an existing system to achieve that key bit of functionality needed.

Thanks to its 'out of the box'

interoperability, TSL's Advanced control systems have been implemented by leaders, not just in broadcast, but also in e-sport, government and entertainment AV facilities and houses of worship around the world.

Powerful and Agile Audio Monitoring

The ratification of SMPTE 2110 has led to a boost in industry-wide confidence for IP projects and more than 500 of TSL's PAM-IP audio monitors have been deployed worldwide. As well as offering the functionality expected of a typical audio monitor, the range provides a high level of integration with third-party control systems, allowing ST-2110 multicast flow subscriptions to be managed using 'In-Band' or 'Out of Band' control protocols such as Ember+, NMOS IS-04/05 or TSL's own RESTful API. Subscription status can be monitored remotely over a network with the PAM-IP webpage, along with health status information such as IP packet counters, signal format and PTP status. Supporting ST-2110, ST-2022-6 and Dante networks, as well as more traditional SDI, AES and analogue sources, PAM-IP provides premium audio monitoring wherever you may be on your transition to IP.



Meanwhile, SAM-Q represents a new approach to audio monitoring, allowing customers to determine how they wish to control and visualise their audio content based on application, environment or simply personal preference, and add or restrict new modes and behaviours over time. Unlike traditional rackmount audio monitors, the SAM-Q platform has been designed to continually provide value to customers even when no operator or engineer is present. An example of this is the new SAM-Q loudness license, which not only provides new operational modes and loudness displays to the user but also allows loudness data to be logged and monitored over an ethernet network. With up to eight independent loudness probes provided and the ability to

monitor loudness from a mono source right up to a 9.1+4 programme configuration, the SAM-Q-SDI provides both operational simplicity and deep audio analysis at the same time.

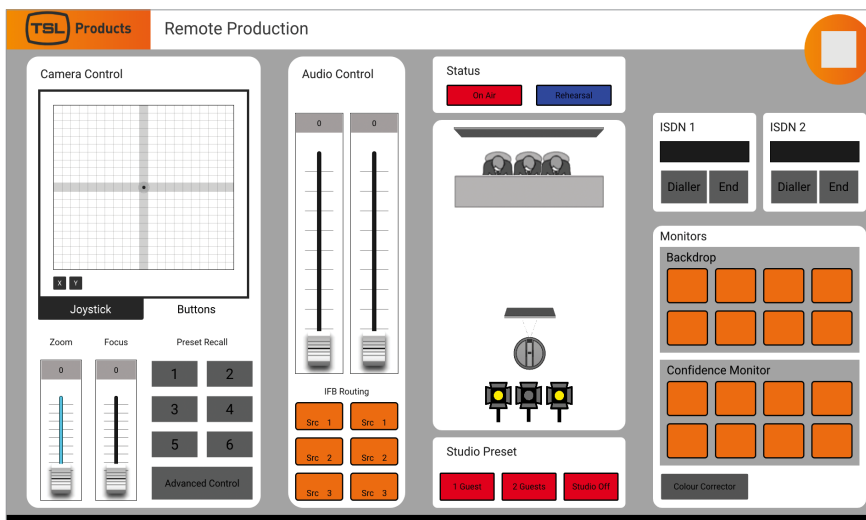
New and existing SAM-Q-SDI customers can now also purchase the new MADi monitoring license which enables one or both SDI inputs to be switched to and from MADi with ease. With up to 128 channels available and eight optional loudness probes, the SAM-Q-SDI becomes a powerful workhorse as well as a rackmount audio monitor.

This powerful functionality is supported by two app-based tools, SAM-Q-EDIT and SAM-Q-ADMIN, which allow a network of multiple SAM-Q audio monitors to be configured, managed and monitored remotely.

SAM-Q's agile approach to audio monitoring, with licensed capabilities, remote monitoring and customer configurable behaviours deliver operational and economical efficiencies throughout a truck or facility.

Support for Emerging Standards

The TSL roadmap includes the full implementation of AMWA's NMOS IS04, IS05 and IS07 as part of the progression towards IP media workflows. As most equipment manufacturers are beginning to adopt either NMOS and Ember+ as the control standards to support SMPTE ST2022-6 and ST2110, TSL's adoption of these standards will be included within the eco-system to allow intuitive and powerful control and tally across SDI, hybrid and fully IP infrastructures within a single package.



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Swarup Mukherjee

Regional Sales Manager

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Vinten

Making effortless camera movements

Vinten, a Vitec Group brand, is a leading provider of manual and robotic camera support systems. Customers rely on Vinten's engineering excellence and globally supported solutions for a wide range of technologies and markets. Founded over 100 years ago by William Vinten, the Vinten brand is still based on its founder's guiding principles of highly innovative design and extreme precision in manufacturing. Offering a best-in-class range of products that includes manual supports, robotic heads, pedestals and controllers, Vinten is the premium solution for studio and outside broadcast. With over 80 registered patents, Vinten frees the camera operator's creativity by making camera operation effortless.

Vinten headquarters are in Bury St Edmunds, in the United Kingdom with sales offices in EMEA, the Americas and APAC.

Vector 750 Pan and Tilt Head

A versatile head for 4K, studio and OB broadcast cameras and lenses, it has perfect control of large studio and OB camera configurations at any resolution or frame rate (UHD and slow-mo). The unique pantographic mechanism minimises inertia of the moving camera and lens, allowing consistent control

of the camera. The TF drag system employed in the Vector 750 delivers complete control at any level of movement, simple, infinite adjustment without steps, instant whip pan without manual drag reduction and fast and repeatable set-up.

The Vector 750 pan and tilt head is the only system to allow perfect control of large UHD/4K camera and lenses to deliver exceptional sports coverage, allowing camera operators to react instinctively to a director's call or sudden movement by the subject.

flowtech Carbon-Fibre Tripod Family

Now available in both 75mm and 100mm versions, flowtech is an award-winning carbon-fibre tripod technology that includes the

world's fastest-deploying tripod legs. With unique quick-release brakes conveniently located at the top of the tripod, the flowtech legs can be deployed simultaneously in an instant and adjusted automatically to

the ground's surface, saving operators from having to bend over and manually adjust multiple brakes on each leg.

flowtech can be deployed as low as 26 cm (10 inches) and as high as 153 cm (60 inches) without the detachable spreader. A unique hinge-lock mechanism allows users to capture extremely low, ground-level shots removing the need to bring a second set of 'baby legs' to each shoot. The exceptional torsional stiffness of flowtech ensures that the tripod will not twist during camera panning movements, an extremely important consideration in all motion picture productions.

Compatible with all major 75mm fluid





heads, flowtech75 has a payload capacity of 20kg (44 pounds). flowtech100 supports a payload of up to 30 kg (66 pounds), making it ideal for heavy-duty electronic newsgathering and electronic field production.

Vinten Robotics

Vinten offers a complete, state-of-the-art robotic solution for any broadcast studio, rental house, or on-location event. Products include robotic pedestals, heads, elevation units and tracks controlled by the Vinten Robotic Control System (VRC). A collaboration between Vinten Automation and veteran dolly manufacturer Tecnopoint, the Vinten track systems work in tandem with the Vinten control protocol and can be fully managed from the VRC to create

a powerful studio robotic solution that integrates with all Vinten robotic camera supports. The track system supports shot sequencing, allowing users to select multiple shots and execute a seamless move through multiple key frames, while an absolute encoder outputs tracking data to the VRC, making the system ready for use in an augmented reality or virtual reality environment.

Key Clients

- Sharjah Media Corporation
- Sky News Arabia
- Saudi Broadcasting Authority
- Al Jazeera
- Al Rayyan TV
- Bahrain TV
- MTV Lebanon
- Al Hayat TV

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Social Media

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- [vinten_live](#)
- [vintentv](#)
- [showcase/vinten](#)



Enabling the sharing of exceptional content

Worldwide leader in end-to-end video streaming, Vitec's solutions for broadcast, enterprise, government, military and sports and entertainment venues are tailored to each customer's unique workflow. At the core of every Vitec solution is a commitment to offer products with the lowest latency and most robust IPTV capability on the market.

Founded in 1988 Vitec is a pioneer in the design and manufacture of hardware and software for video encoding, decoding, transcoding, archiving and streaming over IP. In 1992, Vitec developed the first MPEG-1 encoder and has been innovating and leading the industry ever since.

Today, Vitec's HEVC (H.265) with Gen2+ codec and H.264 class of products are the most extensive in the market for encoding and decoding devices:

- ▶ 100% hardware based encode/



decode solutions deliver the highest quality IPTV streams over satellite links, private networks and over the internet

- ▶ PCIe cards with SDK, making Vitec a world-class provider of custom design and OEM for high-performance video systems
- ▶ EZ TV solution that is a powerful suite of IPTV services for content management, digital signage, video archiving and video wall processing

Committed to Leveraging its Engineering Talent

Vitec is an engineering-focused company that continues to design industry-leading video solutions and innovative new technologies that are transforming how companies use IP to enhance their video service offering. Vitec is committed to leveraging its engineering talent and technology experience to provide customers and ecosystem partners with video innovations to turn their dream specifications into reality.

Vitec's intuitive digital video solutions can be tailored to each customer's unique market needs, delivering easy-to-use technology that ensures high-quality, low-latency HD video, capturing live and recorded events for seamless distribution in a multitude of formats anytime, anywhere and to any device.

Vitec in the Middle East: Broadcast, Sports & Venue, Military

Vitec is aware that the main concern of most of its customers is the difficulties



EZ TV IPTV & Digital Signage Platform



associated with delivering video streams from the field. Bandwidth limitations are the key issue, and this is especially pronounced in the Middle East where the topography promotes heavy reliance on satellite links. The more data you send, the more you expose yourself to packet loss and data corruption dramatically increasing operating costs. Vitec's solutions allow very high levels of compression for video signals without degrading the video quality for operators. This makes delivery of high-quality video feeds a reality allowing customers to gain a tactical advantage.

Point-to-Point Broadcasting

Given the need for live reporting from the field to cover the near-constant stream of breaking news and events in the region, Vitec sees this as an essential solution for broadcasters. Vitec takes

the benefits of HEVC encoding out of the server room and into the field by integrating a high-quality, low-delay hardware codec into a professional appliance, reducing operating expenses and extending the reach of video services to remote destinations with bandwidth constraints. It is the industry's only portable IP streaming solution for HEVC (H.265) MGW Ace Encoder, MGW Ace Decoder.

IPTV & Digital Signage

Through engagement with regional customers, Vitec has uncovered that being able to find secure, scalable cost-effective ways to distribute video is a key priority across myriad sectors. EZ TV platform offers the most advanced IPTV experience with live streaming, on-demand video, digital recording, mosaic player, time-shifted TV and customisable look-and-feel. EZ TV content security and user-access controls are certified by broadcasters for local and multi-site applications. Furthermore, the platform's Digital Signage module uses powerful hardware-based endpoints to deliver eye-catching digital content with dynamic data and full HD IPTV content.

Key Projects

- ▶ **European Space Agency Project:** IPTV solution transmitting live video and data streams
- ▶ **Sacramento Kings' New Arena:** Golden 1 Centre Project: EZ TV IPTV and Digital Signage Platform delivering unprecedented user experience and fan engagement
- ▶ **FSN (Feature Story News) Project:** Portable encoding solution providing worldwide reliable live streams of the historic US Presidential visit to Cuba

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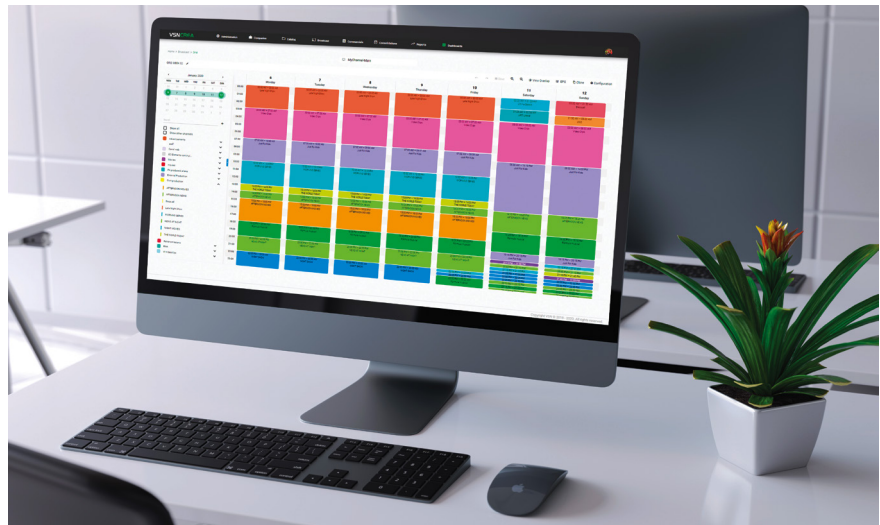


30
YEARS

Manage and orchestrate the entire media lifecycle

VSN is a global technology company specialised in providing advanced IT solutions to solve the needs of content creation, distribution and management for a wide variety of companies including TV channels, media companies, content distributors, educational and public institutions, private corporations and sport venues alike. Either in the Cloud or on-premise, every VSN software works independently or together to create a complete, modular and scalable solution, ready to easily integrate with third-party systems. This year VSN commemorates its 30-year anniversary, celebrating its journey with a network of partners and offices around the world — (Barcelona (HQ), Montevideo, Miami, Hong Kong and a dedicated R+D centre in Alicante — and with more than 1,000 clients in 100 plus countries that trust VSN to maximise their performance.

Focused on adapting its product portfolio to client future needs, VSN bets heavily on innovation, streamlining media and workflows management through its flagship product: VSNE Explorer. This open-ended platform comprises several optional modules: MAM for media management, PAM for production environments, BPM for workflows' automation



and orchestration, and Business Intelligence for data analytics. It also includes AI-based tools for automatic metadata detection and cataloguing, a rough-cut web video editor, Wedit and a multimedia gallery to easily preview and manage images, audio or any other file type, consolidating a solution in tune with the new realities of MAM.

Media Management in Archiving and Delivery

One of the main goals of having a good media archive system is allowing companies to monetise their media assets as much as possible. With this aim, such a

system must feature advanced content cataloguing and segmenting functionalities, as well as being integrable with third-party systems in order to create more complex, efficient and powerful workflows.

That is the case of VSNE Explorer MAM, which works as a comprehensive content management system that keeps all the video files' metadata synchronised as it comes from the traffic and scheduling tool, thus allowing the creation and automation of complex workflows. It imports the broadcasting lists created in traffic to VSNE Explorer and can identify and transfer those files regardless of their

location (archive, near-line, online or Cloud). This workflow also implements task automation, such as quality control and media transcoding before sending it to broadcast, thanks to software modules like VSNE Explorer BPM.

Once ready for broadcasting, VSNE Explorer can control multiple file delivery and versioning segments to traditional MCR environments, video servers controlled by VNSMulticom, social media, OTT and WebTV platforms and even to systems like VSNE Explorer BI module to analyse content performance.

MAM in News and Live Events

VSNE Explorer modules for production (PAM) and (MAM) are specially interesting as a complement to NRCS and playout systems for news, sport and live events production. VSNE Explorer MAM allows advanced auto-cataloguing of media files while they are being ingested, accelerating file search and retrieval processes regardless of storage location.

Moreover, combining MAM



based traffic and scheduling software, VSNCrea, fully developed in HTML5 to enable the management of a company's content production catalogue, advertising, production workflows, programming, broadcast planning and analytics on content performance — all from a unique user interface.

Middle East Presence

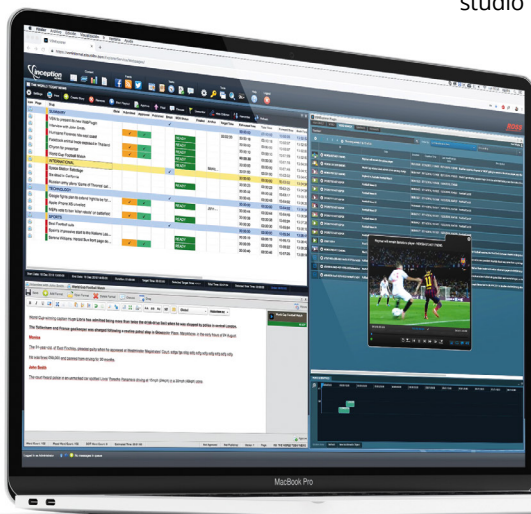
Within the high potential of the MENA broadcast and media market, VSN looks forward to establishing long-term technical commercial relationships with customers. Some existing projects and commercial relationships that VSN has successfully established throughout this region in the last decade include Roya TV in Jordan, Almayadeen in Lebanon, Saudi Airlines in Saudi Arabia, Al Kout and Scope TV in Kuwait and SEC in Qatar.

and PAM makes managing the entire production lifecycle possible: from very early stages of the production process to quick video editing by cut and uninterrupted broadcast.

One of the company's most unique and successful software for news production, VSN Newsconnect, focuses on easing user workload. It is a web plugin that acts as a MOS Media Bus, 100% developed in HTML5 that allows journalists to access VSNE Explorer's MAM functionalities directly from their NRCS GUI. It essentially brings together all third-party tools required for news production (NRCS, CG, NLE, studio playout and video servers) under a centralised workspace, making all of them quickly accessible from the NRCS interface, improving efficiency and saving time - so that journalists can focus on creating stories.

Media Planning and Programming

VSN's product portfolio also includes the Cloud-







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Social Media

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-  [vsn_tv](https://twitter.com/vsn_tv)
-  [videostreamnetworks](https://www.facebook.com/videostreamnetworks)
-  [videostreamnetworks0](https://www.youtube.com/videostreamnetworks0)



PRO2020

News Agency

› A24



Your reliable news gateway

A24 News Agency is the access to all the news developing in the region. A neutral source of information on existing and unfolding events, it is up-to-date and authenticated by expert journalists who provide information on a daily, hourly basis, and the much-needed Arab perspective to an attentive audience. In 2019, the news agency saw a significant stretch in its area of influence as it reached out to cover more territories in its tireless efforts to create a global news forum. Subsequently, the agency also relaunched its logo. Other developments included the creation of a new platform, the A24Plus, which provides infographics on major news and events and as a summing up of images to support a story.

Agency Objectives and Origin

Noticing the inability of both regional and international news agencies to deliver accurate, unbiased and timely reporting of news and events in the region, Mohammed Al Ajlouni, an experienced and accomplished media entrepreneur launched A24 in April 2015. Founded on the premise of delivering global-standard news of a region characterised by unique political, social, cultural and linguistic nuances, A24 is built on competency. It brings to Arab viewers across the globe a comprehensive look at vital stories and also takes a closer look at those that are otherwise overlooked, ignored or misrepresented. In a short span of time, A24 has grown into the foremost

independent news-gathering agency for the MENA region, delivering developing stories and events in real-time.

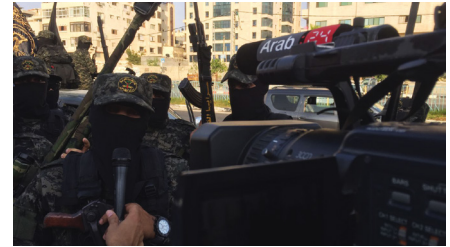
Vision

To establish A24 as the most comprehensive new agency in the region that relies on seasoned Arab-speaking journalists to echo the voice of the people and to address the market gap in providing world-class, unbiased, coverage of news and events shaping the Arab world.

Mission

Provide clients with a real-time corridor to breaking news and events in the MENA, reported in the most professional manner.





Strong Global Presence

A24 maintains fully equipped production teams in all capital cities across the MENA, while working from Turkey, Washington DC, Thailand and the Philippines.

Supported by highly qualified local teams on-the-ground in all major Arab cities and hotspots, the company has unsurpassed access to event outbreaks in the region. In 2019, A24 began coverage from Iran and this year will see its presence in Afghanistan. This successful regional cover has emboldened the company to spread its influence further with newer representative offices beyond its MENA territorial monopoly.

Offices across the globe include:

- Jordan
- Lebanon
- Iraq
- Turkey
- Palestine
- Kuwait
- Bahrain
- Somalia
- UAE
- Libya
- Syria
- Yemen
- Tunisia
- USA
- Philippines
- Thailand

Professional Workforce

The A24 news force comprises seasoned journalists, cameramen and producers in every capital city in the MENA. This dedicated local presence in more areas than any other regional news

agency ensures coverage is accurate, clear and a comprehensive picture of relevant events leading up to the news.

Technical Edge

A24 seamlessly blends its unrivaled understanding of the region with technical expertise developed through years of strategic investment in world-class professionals and equipment. The company boasts a vast fleet of OB vans equipped with full HD capabilities and personnel who are extensively trained to utilise this world-class equipment to its full potential. A24 is capable of providing real-time news feeds and raw footage of events when and where they happen and in the high-grade format that viewers now demand. With such highly trained and fully equipped local teams in all major cities and hotspots across the MENA region, A24 is the first on the scene with unsurpassed access to news as it breaks.

Milestones and Partnerships

By expanding its geographical stronghold, A24 has created space for exclusive news content, giving it the advantage when it comes to reportage of major events. The agency covered the Warsaw conference on peace and security in the Middle East

and continues to cover the ongoing unrest in Iraq, Lebanon and Yemen.

A24's strategic alliance with ENEX (European News Exchange) continues to thrive. The Luxembourg-based cooperative news agency in collaboration with A24 distributes Arab news content across ENEX's global partner network. ENEX has 56 broadcast and digital partners around the world including CBS in the USA, Sky News channels, RTL news entities, CME-owned stations in central and Eastern Europe, 14 stations in Latin America and a growing presence in the Middle East and Asia.

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PRO2020

OTT

- › Viu
- › YuppTV



Video streaming made easy

Viu is a leading pan-regional over-the-top (OTT) video streaming service operated by the PCCW Media Group. It is available in 16 markets including Hong Kong, Singapore, Malaysia, Indonesia, the Philippines, Thailand and Myanmar in Asia; Bahrain, Egypt, Jordan, Kuwait, Oman, the UAE, Saudi Arabia and Qatar in the Middle East, and South Africa. Operating with an ad-supported and a premium subscription tier, Viu delivers premium content in different genres from top content providers with local language subtitles, as well as original production series under the 'Viu Original' initiative.

Viu's expansion took a leap when the OTT streaming service launched

in the UAE, Saudi Arabia, Qatar, Kuwait, Bahrain, Oman, Qatar, Jordan and Egypt in early 2017. Since then, Viu has seen a progressive rollout of Arabic originals. Earlier this year, the company announced the commissioning of its latest Arabic Viu Original, *Ansaf Majanin*. The series is brought to life by Sard Company for Drama Writing under the supervision of celebrated screenwriter Mariam Naoum and inspired by one of the most downloaded books in the Arab world.

The streaming service offers users popular and current content with streaming and download features, and localised user interfaces. With

the patented Dynamic Adaptive Transcoding technology, Viu can provide the best viewing experience regardless of device or network conditions. The service can be accessed via Viu app (available for free on App Store and Google Play) on connected devices, such as smartphones and tablets, selected smart TVs, as well as on the web by logging onto www.viu.com.

Viu had a rapid start to 2019, securing 2.9 billion video views within the first half of 2019 underpinning the company's strong growth. As of June 2019, Viu had 36 million monthly active users across 16 markets, a figure that doubled from the year prior.





The leading
pan-regional
OTT video
streaming service by
PCCW Media Group

Areas of Expertise and Categories

Viu operates with a focus on tailoring content, pricing and technology to each of its markets. The streaming service specialises in the production and streaming of originals with a fast-tracked rollout of Viu Originals across the Middle Eastern, South Asian and Pinoy regions. Viu's releases have enabled its consumer video on demand app Viu to become a leading OTT video service in Asian countries.

Key Projects and Partnerships

Viu has seen rapid success as it received recognition in winning seven awards for its Viu Original 'Zodiac' at the NRJ Egypt Radio Ramadan Drama Awards in 2019. The award-winning Viu Original was also named OTT Production of the Year award at the ASBU BroadcastPro Awards 2019 for the second year in a row and was awarded Content Delivery Platform of the Year at the annual Digital Studio Awards 2019. Viu's success has not gone unnoticed

with 12 awards at the first round of the 2019 Asian Academy Creative Awards.

In 2019, the entertainment service released Viu Originals Zodiac, Ana Sherry Dot Com, Doon and Hadota Morra. The originals received a lot of buzz and engagement, with an increasing demand for more seasons. The company's success has continued to flourish as Viu became the second biggest streaming player in southeast Asia. The streaming service has established a strong presence in the Asian market. Adding to Viu's bank of Original offerings, the leading streaming entertainment service also recently announced its collaboration with Warner Bros. International Television Production (WBITVP) to remake an Asian version of Pretty Little Liars.

Viu also caters to the increasing demand for diverse genres to be implemented into Arabic content. The company is committed to expanding its original's output with content that appeals to viewers with differing tastes.

Contact

Viu

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Social Media

ViuME, ViuDesi, ViuMePinoy

ViuMENA, ViuDesi, ViuMePinoy

ViuMENA, ViuDesi, ViuMePinoy

ViuMENA, ViuDesi, ViuMePinoy

company/vuclip



Dominating the OTT market

With expertise in video streaming and video-on-demand (VOD) content to audiences across the globe, YuppTV is one of the world's leading OTT content providers for south Asian content. A one-stop destination for subscribers who want to view everything they want on one platform, YuppTV offers more than 250 channels and carries premium networks in over 14 languages. It is a professional online video platform with live streaming capability reaching more than six million viewers around the world.

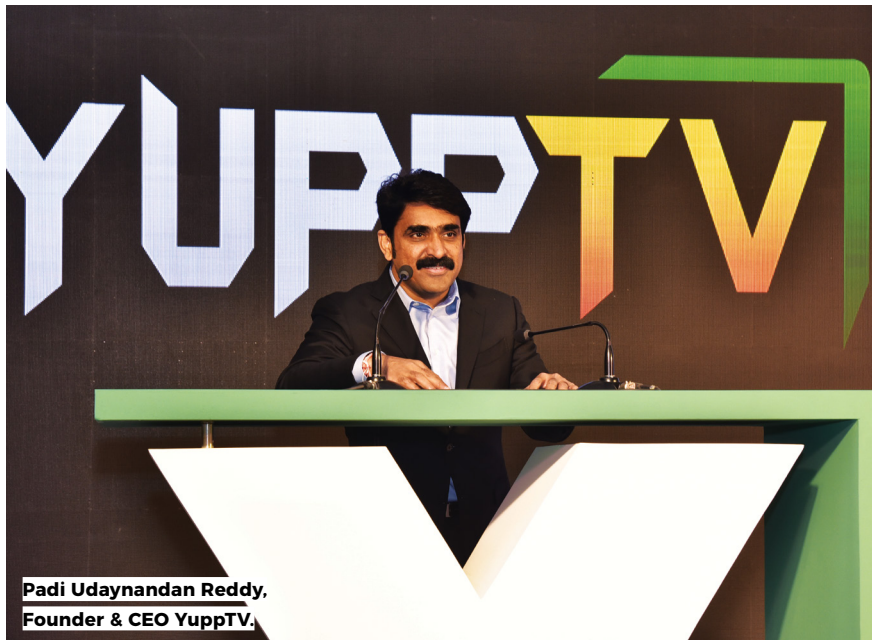
As part of the VOD service, 25,000

hours of video content is provided every day and 2,500 hours is added every day. YuppTV service is available on multiple internet-enabled devices such as smart televisions, smartphones, tablets and on the web. Besides TV shows and movies, YuppTV has also expanded into original programming and the YuppTV Original's initial focus will be on regional content. With a focus on south Asian content, YuppTV has partnered with Arre, the multi-genre, multi-format digital media brand, to offer content on its platform.

Origins

YuppTV was one of the earliest video-streaming services to have showcased Indian content. Founder and CEO Uday Reddy wanted to help Indians living abroad connect easily to Indian television and entertainment. Reddy left his job at a Canadian telecommunications company to start YuppTV in 2007 in Atlanta, USA. The company started its service in the USA with the vision to providing Indian TV channels to Indians over the internet. At the time, most Indian channels were





Padi Udaynandan Reddy,
Founder & CEO YuppTV.



Samir Awada,
VP MENA, YuppTV.

not available on cable network and available ones were far too expensive.

New Broadcasting Rights

YuppTV has recently bagged the broadcast rights for the BCCI Home Season. With this, YuppTV users across the globe will be able to stream their best-loved sporting action live on the platform. Users in the Middle East and North Africa, can also watch the sport action live. Cricket fans across the globe can watch the latest cricket matches live on the YuppTV app on their smart TVs, smartphones and tablets.

The BCCI Home Season features spirited action between Sri Lanka, Australia, South Africa and India. Previously YuppTV had acquired digital broadcasting rights for the IPL 2019 for broadcast in Australia, continental Europe, Singapore, Malaysia, Sri Lanka and the rest of the world including south and central America and central and southeast Asia. This is the first time an OTT platform has acquired worldwide rights outside India and

the United Kingdom, where BT Sports will broadcast the competition.

YuppTV has partnered with telecom operator BSNL to offer triple play services to viewers in rural India. With the complete roll out slated for this year, services have commenced in the state of Telangana state bringing triple play services to the Veenvanka village in Karimnagar District. YuppTV offers an extensive and exclusive content library with live TV channels and catch-up, movies and webseries with this partnership; content is delivered on 2.5G, 3G and 4G networks of BSNL to its users.

A pan-Asian platform, Emerald Media established by KKR for investing in the media and entertainment sector, has acquired a significant minority stake in YuppTV for \$50 million. For Emerald Media, this is the first deal and after buyout KKR formed an investment platform along with American media holding company The Chernin Group to invest in Asian media and entertainment ventures in November 2019.

Contact

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Suneel Kishore

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Website: www.YuppTV.com

YuppTV (Hyderabad office)

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Social Media

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

 [yupptv](https://twitter.com/yupptv)

PRO2020

Production

- › Art Format Lab
- › Seven Production ME FZ LLC
- › Sponix Tech



ART FORMAT LAB

Creating prevalent formats for the Arab region

Art Format Lab (AFL) was founded in 2016 to support, develop and produce television and cinematic content emerging from the Arab world, showcasing its rich culture and heritage. Specialising in content development, production, sales and distribution, AFL is based in Dubai with offices in Cairo and Jeddah.

Committed to delivering premium, socially-relevant Arabic content, AFL focuses on format exchange by bringing international formats from Hollywood, Europe and Asia and adapting and producing them in Arabic for the Saudi, Gulf and the MENA region. AFL believes in the talent and potential of Arab content creators and works towards exporting Arab formats to international markets.

Mission

To capitalise on the market gap for premium Arabic content and continuously scan the world in search of successful, breakthrough formats that will appeal to Arab viewers' taste, culture and social realities.

To combine the expertise of Hollywood and international storytelling with strong local writing talent to create premium drama and entertainment that captures the spirit of the original

material in a way that is authentically Arabic (Gulf, Egyptian and pan-Arab).

AFL Services

› Adaptation of International Formats

Bringing international formats to be adapted and produced in Arabic including remaking.

› Development of Original Format

Developing and producing original local TV entertainment formats, series formats and feature films with a focus on Egypt and the emerging Saudi cinema.

› Writer's Lab

Arabic adaptation and localisation

of scripted, non-scripted international formats. With three regional Arab writers' rooms in Cairo, Jeddah and Dubai.

› Media Consultancy

Developing channel brand positioning, identities and relevant programming strategies across all touchpoints and platforms.

› E-Commerce Consultancy

Multiple consultancy services to cover product business development, regional market research, media strategic plans and creative product storytelling.



AFL Saudi Format Lab

AFL proudly launched the Saudi Format Lab (SFL) as an aggregation of the top 10 Saudi start-ups in media and a gathering of young talent with considerable experience. SFL is based in Riyadh and Jeddah under one umbrella to cover content development and audio-visual production including production and post-production facilities, sound design and composition, graphics and animation, public relations, sales and distribution and others.

Key Projects

› The Red Band Society

Produced by acclaimed director Steven Spielberg, it revolves around a group of teenagers who are patients in a hospital, each suffering from a serious illness, giving out a positive message of optimism, portrayed within a comedy-drama approach. The Arabic format adaptation was produced in Cairo. Gained wide media coverage and won the Broadcast Pro Best Drama in 2018.

› The Emirati Entertainment Experience (Season 1)

The Emirati Entertainment Experience is an on-the-ground production of the first Emirati user-generated movie, and a digital database of around 3000 individuals in the industry developed in cooperation with Microsoft. The aim is to nurture Emirati and Arab talent in film and TV production and develop the local film industry infrastructure. It relies on 'the public' to develop and produce experimental movies guided by a 'dream team' of talented film makers and supported by film-related workshops held across the UAE. A professional version of the movie will be produced by the 'dream team' and released across cinemas locally and internationally.

The UAE Entertainment Experience is an international Emmy Award



Winning format initiated in The Netherlands and adapted in China, Turkey and Africa and the UAE.

› Under the Sun

The first Emirati user-generated movie inspired by the creative contribution of the participants in the UAE Entertainment Experience, the first crowd-sourced Emirati film project, an initiative by Sharjah Media City – Shams. It deals with domestic violence and contemporary social attitudes towards it, with underlying themes of the virtual world of social media and its impact on social behaviour.

› Layla

A docuseries, presented by Dr Mustafa Al Aidaroos (Salim: seasons 1-4), a young Saudi passionate about exploration and research, and who believes every city and historical sight in the Kingdom has its own 'layla' or love story embodied in its history and folklore.

In 30 episodes, across his journey to ancient ruins, the mountains and the seas, Mustafa writes inspiring messages to 'Layla'. The messages are a collection of thoughts, questions and

conclusions. The programme assumes a docuseries format combining exploration and dramatised storytelling.

› Atyaaf

A television magazine/reality show that follows a group of six young Emiratis as they prepare for their weekly magazine TV show. It sheds light on the UAE's emerging creative talents from writers, innovators and musicians, also showcasing special segments led by inspiring personalities about mind and body, preventive nutrition and sport. Atyaaf also highlights Emirati contemporary works of art and reviews literary works.

Contact

Art Format Lab

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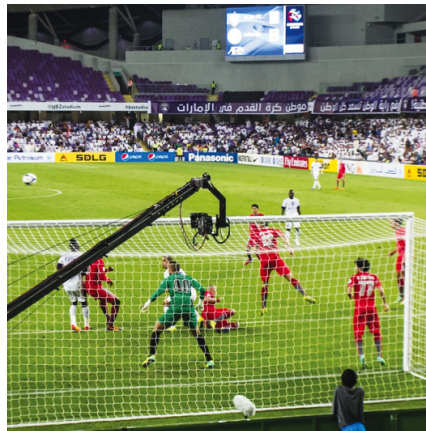
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Email: info@arabformatlab.com



Creating world-class live productions



Seven Production is the 'film and live broadcasting' powerhouse at the forefront of the biggest events happening in the MENA region. Originally established in 2007, in Dubai, UAE, and now having offices in Abu Dhabi, Saudi Arabia, Finland and the United Kingdom, Seven has carved out a well esteemed reputation of being the region's premier innovator of market-leading 4K and HD broadcast solutions and live technical events support to the most prestigious broadcasters, production companies, event organisers and government entities.

Live Broadcast Services

- › 12 Outside Broadcast Units

(ranging from five to 40+ cameras)

- › POD (customised solely for the global Formula One)
- › Flypack Systems
- › Wireless Systems (including relay helicopters and motorbikes)
- › ENG and Specialist 4K/HD Equipment
- › SNG
- › Live Web Streaming
- › Technical Production Teams
- › Studio Hire and Production Support
- › Host Broadcast Support
- › Systems Integration
- › Specialty Capture
- › Post-production Support

Seven is aware of cultural differences and compliant with all national

regulations. The ability to customise its offering based on client requirements ensures the company delivers precisely what is demanded for in each project.

Over the years, Seven has been providing clients with a comprehensive range of innovative turnkey solutions, functioning as a 'one-stop shop' for producing numerous TV productions and live events. Each project is guaranteed the highest standard of service with first-class results. The management's 'make it happen attitude', strengthened by the experience and drive of the team, customer trust and the promise to always deliver, makes the team at Seven fiercely proud of its reputation.

Areas of Expertise

4K & HD specialty cameras, TV production, complete technical support for TV coverage, SNG services, studio services, webcast streaming, live event filming and broadcasting, film and broadcast equipment rental, OB units, flight cases, ENG camera.

Categories

- › 4K
- › Broadcasting
- › Filming
- › Studio Shows
- › OB Vans

Products

Cameras and Special Cameras

- › Sony HDC 4300 4K
- › Sony HDC 4800 4K
- › Sony HDC 1700
- › Sony HDC 1500
- › Sony HDC 3300
- › GV LDX 80 (Grass Valley)
- › Sony PDW 700 XDCam
- › Sony PMW 500
- › Canon C300
- › Canon 5D MK III
- › OSMO
- › FS5
- › Mini Alexa
- › Remote Camera
- › Mini Camera Marshall

Camera Mount

- › Techno Crane
- › Furio Camera Robotic System (only company in the region)
- › Cable Cam
- › Roof Rail Cam Technopoint (50m) Track
- › Stanton Jimmy Jib – Maximum Length 16m
- › Steady Cam Sachtler
- › Light Dolly
- › Dutch Roll Camera Head
- › Easy Rig



Pierre Tabet, Managing Director, Seven Production.

- › Vizlink Wireless System (1 Watt and 5 Watts)
- › Sony Lipstick HXR-MC1 Camera
- › Cartoni E-RM25

HD Lenses

- › Canon XJ95
- › Canon XJ86
- › Canon XJ72
- › Canon XJ60
- › Canon HJ40
- › Canon HJ22
- › Canon HJ14
- › Canon HJ11
- › Canon HJ10

VTRs

- › Sony HDW 2000 HDCam
- › EVS XT3
- › EVS XT2s
- › AJA Ki Pro
- › Black Magic - Hyper Docks
- › Teranex

Ancillary

- › Link RF Radio Cam Systems
- › Advent SNG HD Uplinks
- › HD Monitors
- › Commentary Units
- › Autocue Units
- › FCP Edit Suites
- › Radio Talkback Systems
- › Wireless Systems

Key Projects

- › Global Formula One
- › Dakkar Rally – SKA
- › F1 ESports Series
- › Najem Al Saudia (KSA)
- › Cirque Du Soleil on National Day (KSA)
- › Souk Okaz
- › Salalah Festival (Oman)
- › BIAF 9th Edition (Lebanon)
- › Gulf Shield Joint Exercise (KSA)
- › King Abdulaziz Camel Festival (KSA)
- › FIFA
- › UAE National Day
- › World Rugby Sevens Series
- › AFC Champions League
- › Dubai Canal Opening

Key Clients

- › STC
- › MMG
- › GEA
- › Dubai TV
- › Abu Dhabi Media
- › MBC
- › Talpa
- › Different Production
- › Protec

Contact

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Social Media

- 7production.net
- 7_production
- 7_PRODUCTION
- 7production-&-events
- 7 Production & Events

SPONIX

Creating innovative productions

Sponix Tech Limited is a leading content and technology provider company with years of international experience producing exciting, entertaining and dynamic video content for high profile clients in business and elite sport.

The team consists of experts in leveraging the power of video to reach customers, increase brand visibility and create high quality, shareable content, whether in a B2B environment or engaging directly with sports fans. The company's end-to-end creative services cover

the entire video production process, from developing the initial concept through to offering pre-production, filming and post-production services. Most of the production involves one hundred percent in-house motion graphics work, thereby adding another dimension to the storytelling.

Sponix Tech's unique video content technologies such as its player's Point of View technology (POV) and Digital Billboard Replacement (DBR) have been receiving attention from all sorts of sports media outlets as one of the most amazing viewer

experiences and technologies in sports television history.

Sponix Tech defines itself in the sports technology industry. Over the years, the company has built excellent working relationships with its clients, and prides itself on the repeat work and recommendations that it receives. A hardworking team of engineers and employees have developed innovative solutions that have pioneered systems in the field of production. The team is also working on challenging new technologies intended to create new services to the market.





Areas of Expertise

- › Content Provider
- › Technology provider

Products

Point of View

Developed by Sponix Tech, this software can create the 'point of view' angle using only the broadcast footage. For live events, footage is captured at the highest quality possible and the software automatically processes the frames for that key moment to create the viewing angle. Currently, for football matches, the processing time is between 15 to 20 minutes, and the new version is aimed at decreasing the time to less than seven minutes.

Digital Billboard Replacement

Having developed a pure software technology for digitally replacing advertisement around the field, Sponix Tech is the first company to have the

technology for both sports – ones with a static camera like tennis and badminton, and those with a moving camera like football and basketball. Significant features of this high-end technology are as follows:

- › Fully software-based solution
- › Smooth ad-positioning
- › Determination of the overall movement of virtual ads
- › Optimised image colour adjustment
- › Ad appearance consistency with other parts
- › No adaptation to cameras and perimeter boards
- › No impact on TV production

Key Clients

Sponix Tech works with broadcasters, leagues and clubs. Most recently, the company worked with the UAE Pro League Committee in two of their final matches. In addition, the

company has made forays in to Europe by collaborating with Benfica TV in Portugal. Benfica uses the PoV technology during home matches of S.L. Benfica in Portugal Primeira Liga. Currently, plans and negotiations are in place to implement the company's unique technologies for one of the best European leagues.

Contact

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Social Media

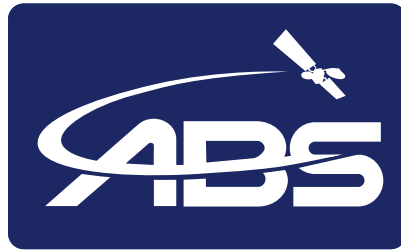
in Sponixtech



PRO2020

Satellite

- › ABS
- › APT Satellite
- › ARABSAT
- › Es'hailSat, Qatar Satellite Company
- › Gazprom Space Systems (GSS)
- › Inmarsat
- › M-Three Satcom
- › Norsat International Inc.
- › STN



Providing connectivity to the globe

ABS operates a global fleet of six satellites providing comprehensive coverage to 93% of the world's population across 180 countries.

ABS offers a range of tailored satellite applications including video broadcast, corporate data, backhauling services for mobile networks and government solutions. The company has strategic alliances and partnerships with national and international telecommunications companies, video platform providers and major ground segment operators to serve customers for their regional and global communications requirements. ABS has offices in the USA, the Middle East, South Africa and Asia, and is owned by the European Private Equity firm, Permira.

Dedicated to Serving the MENA

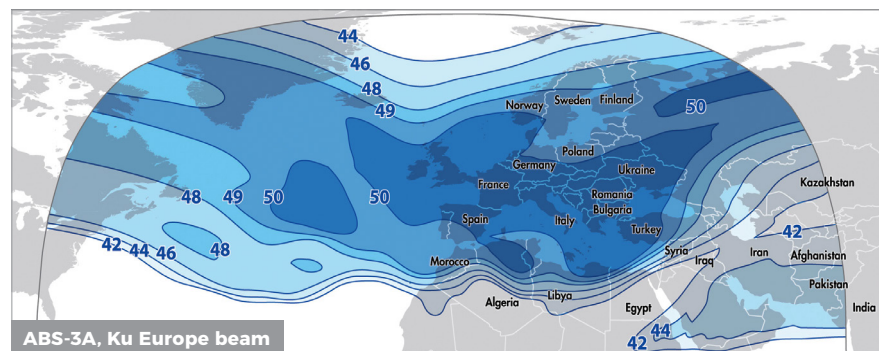
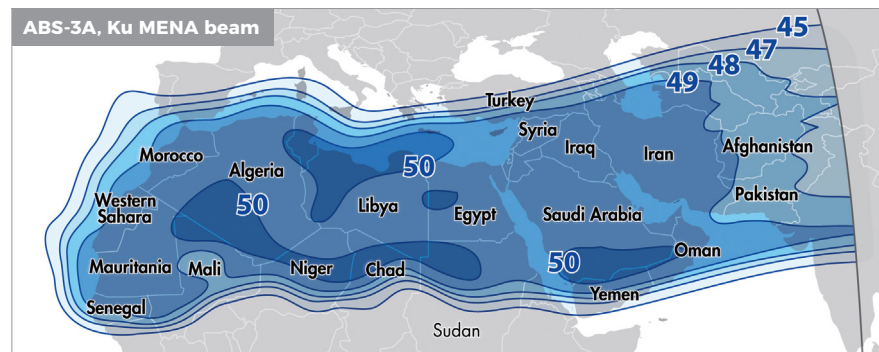
ABS serves the MENA region with dedicated regional beams as well as global beams provided over three satellites of its fleet: ABS-2, ABS-2A co-located at 75°East and ABS-3A positioned at 3°West. The dedicated regional beams allow for high-power connectivity across the MENA as

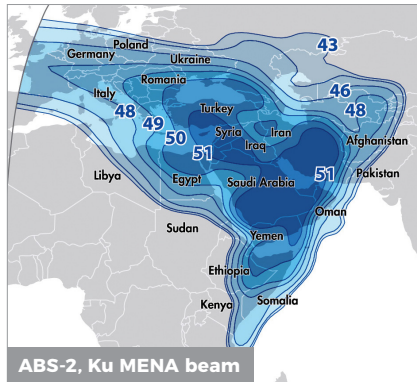
well as the Southern and Eastern European regions, with access to key teleports for internet trunking services.

The global beams provide customers with connectivity from/ to the MENA region, and the African and Asian continents, with reach to well-established neighbourhoods of satellite services users and operators.

ABS-3A @ 3°West

ABS-3A is a satellite offering connectivity across Europe, the MENA, the North Atlantic region and the Americas in both Ku and C-band. Its unique pan-African coverage is in high demand for corporate data networks, mobile networks backhauling and video primary distribution.





The MENA Ku-band payload hosts video primary distributions and point-to-point contributions for the entire region, with high power coverage stretching from Morocco to the Gulf countries. It is also suitable for national backhauling networks and international internet trunking.

The Americas coverage serves customers operating VSAT networks and video contribution in the region.

The European beam, which stretches over the North Atlantic region until the American continent, serves various applications: maritime mobile networks as well as video contributions. The latter notably in the domain of live sports: ABS-3A regularly carries video feeds from a variety of high-profile events, sport from European national and international football leagues to professional golf, tennis, cycling and more. It is a satellite beam widely received and used by the broadcasting community in Europe.

ABS-2 and ABS-2A @ 75° East

75° East is a prime position for both broadcast services and corporate data networks in the Eastern hemisphere. ABS-2 and ABS-2A satellites provide beams with regional and continental coverage of the whole of Russia, Southern and



Eastern Europe, the Middle East and notably the Gulf countries, Asia as well as eastern Africa. Coverage of a large portion of the Indian Ocean is also offered for maritime services.

The ABS-2A Russian beam carries more than 500 television channels to about one million DTH homes and more than 1500 cable head-ends in the Russian and former CIS territories, making 75°East a prime TV distribution position for the region. All the Ku-band beams at 75°East are optimal for data services, video contribution platforms for fixed and mobile users and aeronautical and maritime connectivity.

The large Ka-band payload over ABS-2 targets the MENA/southern Europe region and provides cost-effective solutions for commercial and military applications.

Ground Infrastructure

ABS' teleport infrastructure features a number of ground facilities in various regions with direct access to all ABS' satellites as well as other GEO, MEO and LEO satellites. Customers are offered such infrastructure for their ground segment requirements to uplink to ABS' satellites as well as other operators' capacities. Trunking services are also provided to enable high bandwidth internet access and mobile networks backhauling.

ABSPlus

This is a portfolio of value-added services to serve a broad spectrum of satellite communication requirements. ABS services support a range of global, scalable network services. Services include:

- ▶ **ABSPlus Teleport** – Customising your connectivity needs
- ▶ **ABSPlus Video** – Full array of media services
- ▶ **ABSPlus Install** – Equipment and installation services
- ▶ **ABSPlus SatOps** – Satellite and TT&C operations services
- ▶ **ABSPlus Consult** – Consulting, regulatory and satellite related services
- ▶ **ABSPlus H2H** – Horizon to Horizon constellation services

Customers can leverage on ABS' expertise to accelerate their time to market, save on upfront operational expenses and quickly deploy reliable solutions for their users.

Contact

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APSTAR

by APT Satellite

Broad spectrum satcom platforms

Founded in 1992, APT Satellite currently owns a fleet of five in-orbit satellites, namely, APSTAR-6, APSTAR-7, APSTAR-9, APSTAR-6C and APSTAR 5C, forming the APSTAR fleet, covering regions in Asia, the Middle East, Oceania and most parts of Europe. This vast regional influence stretches across approximately 75% of the world's population and provides excellent quality 'one-stop shop' services for satellite transponder leasing, satellite telecommunications and satellite TV broadcasting and transmission to broadcasters and telecommunications customers.

To go in line with business development, the company is equipped with state-of-the-art ground facilities including satcom platforms and a TV broadcasting centre, pooling together versatile satellite frequency resources for the provision of TV playout and uplink, DTH, telecommunications and IP transit services.

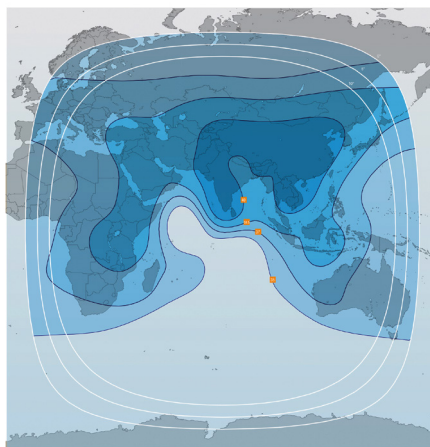
Satellite Fleet

▶ APSTAR-6

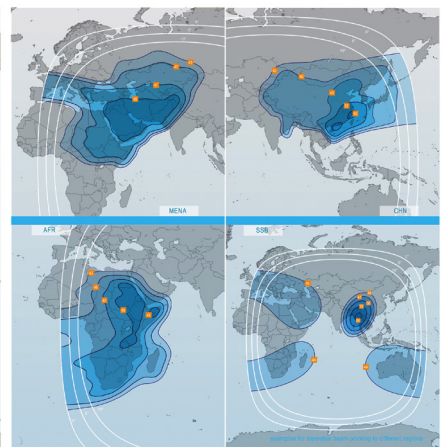
Replaced by APSTAR-6C in 2018, then relocated to other slot for limited inclined orbit services.

APSTAR-7 @ 76.5 °East

Satellite Coverage (EIRP, dBW)



Ku-Band (MFNA, CHN, AFR, SSB)



▶ APSTAR-7

Positioned at 76.5E, APSTAR-7 is based on the Thales Alenia's SPACEBUS4000-C2 platform which is one of the most reliable satellite platforms present in the market today. The satellite is built with 28 C-band transponders and 28 Ku-band transponders.

APSTAR-7 has 28 C-band and 28 Ku-band transponders. The C-band global beam covers four continents: Asia, Europe, Africa and Australia. Through its advanced technology, APSTAR-7 provides improved communication performance, power and efficiency to customers. The

four Ku-band beams cover China, the Middle East, North Africa and Central Asia and another steerable area that is complementary to the fixed beams.

Owing to its prime orbital slot, APSTAR-7 has the largest geographic coverage over all visible landmass including all of the Middle East, Asia, Australia, most parts of Africa and Europe, as well as numerous islands scattered across the Pacific and Indian Oceans.

A number of well-known global broadcast service providers such as Sony Pictures (AXN), HBO,

Disney, Hallmark, Globecast, BBC, and other regional broadcasters utilise APSTAR-7 for distributing their channels across the region.

► APSTAR-9

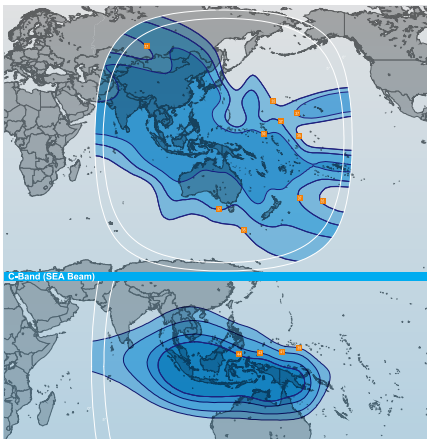
Launched in October 2015, APSTAR-9 satellite is a DFH-4 platform satellite manufactured by CASC (China Aerospace Science and Technology Corporation). Located at 142E orbital slot, APSTAR-9 is equipped with 32 C-band and 14 Ku-band transponders. C-band coverage consists of one broad beam for the Asia Pacific region (AP Beam) and one enhanced beam for South East Asia (SEA Beam), suitable for video broadcast and high throughput telecom and cellular backhaul services; Ku-band covers the west Pacific and east of the Indian Ocean region, providing DTH, VSAT and mobility services such as maritime and inflight connectivity.

► APSTAR-6C

APSTAR-6C satellite was launched on May 4, 2018 by the Long March 3B launch vehicle from the Xichang Satellite Launch Center in Sichuan, China. Located at 134°E, APSTAR-6C satellite is designed and manufactured by CAST based on

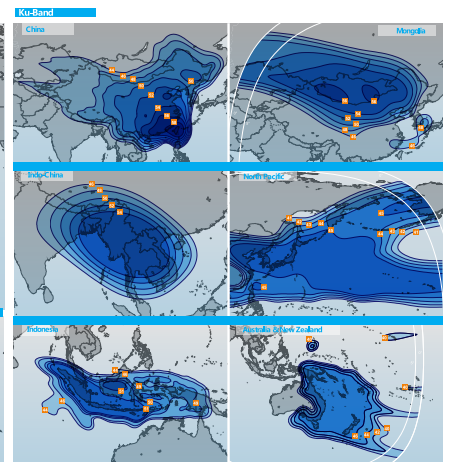
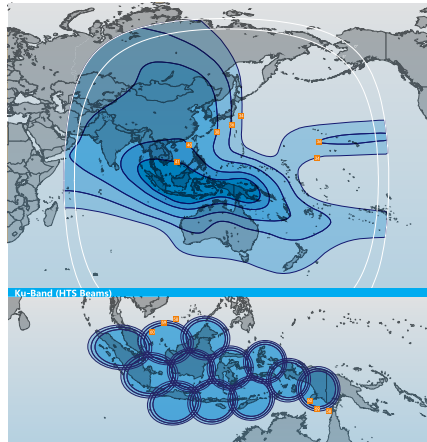
APSTAR-9 @ 142 °East

Satellite Coverage (EIRP, dBW)
C-Band (AP Beam)



APSTAR-5C @ 138°East

Satellite Coverage (EIRP, dBW)
C-Band (AP Beam)



the DFH-4 platform with a designed life of 15 years. It is equipped totally with 45 transponders in C-band, Ku-band and Ka-band. As the most advanced satellite with the highest capacity in the DFH-4 series satellites, APSTAR-6C will provide satellite communication and broadcasting services covering the Asia-Pacific region.

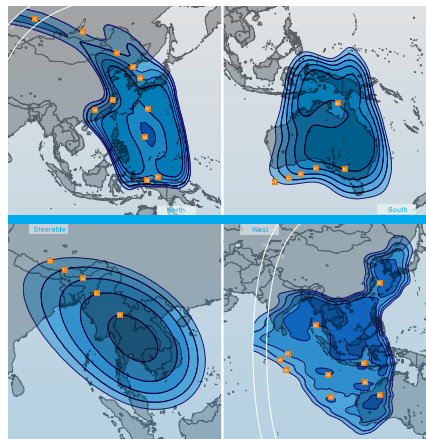
► APSTAR-5C

On September 10, 2018 in Cape Canaveral, Florida, USA, APSTAR-5C was successfully launched to space on a Falcon 9 rocket made by Space X. APSTAR-5C is based on the Space System

Loral FS-1300 platform, it is equipped with C-band, Ku-band regional beams and Ku-band HTS payload, providing high power transponder services to customers across the Asia-Pacific region for VSAT, video distribution, DTH, maritime and broadband services.

APSTAR-5C's mission slot is at 138E. By utilising a hybrid chemical-electric propulsion system, APSTAR-5C is expected to last more than 18 years in its station-keeping orbital slot. APSTAR-5C is also a host payload project between APT Satellite and Telesat, a Canadian satellite company, under its name of Telstar-18V.

Ku-Band(North-South Steerable, West)



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عرب سات
ARABSAT

عالمنا... عالمكم.
Our world. Your world.

Leading the way in space telecommunications

Founded in 1976 by the 21 Member-States of the Arab League, Arabsat has been serving the growing needs of the Arab world for over 40 years, operating from its headquarters in Riyadh, Kingdom of Saudi Arabia, and two satellite control stations in Riyadh and Tunis. Today Arabsat is one of the world's top satellite operators and by far the leading satellite services provider in the Arab world. It transports over 650 TV channels, 200 radio stations, pay TV networks and more than 210 HD channels that reach 170 million viewers in more

than 80 countries across the Middle East, Africa and Europe, at 26°E.

Arabsat employs an elite workforce within the industry and believes in human capital. Working as a team, Arabsat's management thrives to achieve one goal -- the satisfaction of its valued customers under the mission assigned by its shareholders.

Mission

Connect Arab societies and the world by providing reliable telecommunications services in harmony with Arab values and culture.

Vision





To be the regional and global leader in the field of space telecommunications.

The Arabsat Satellite Fleet

Arabsat owns and operates seven satellites at three orbital positions, namely, 20°, 26°, 30.5° East: Arabsat-5C (20°E), BADR-4, BADR-5, BADR-6 and BADR-7 (26°E), Arabsat-5A and Arabsat-6A (30.5°E). These state-of-the-art satellites (now the youngest regional fleet over the MENA region) make Arabsat the only satellite operator based in the region offering



Our world.
Managed services.
Your world.

-  BROADBAND SERVICES
-  ENTERPRISE & GOVERNMENT
-  IP-TRUNKING
-  3G/4G BACKHAULING

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Our world.
High Speed
Instant Broadband.
Your world.

SOHO | ENTERPRISE | GOVERNMENT

© Arabsat

the full spectrum of broadcast, telecommunications and broadband services. These latest technology birds are equipped to provide not only the highest downlink power over the widest coverage area than any other satellite fleet, but also services in the most recent bands including Ka-band for innovative interactive services, a purely MENA beam, or highly sophisticatedly designed Market-Specific Spot beams (North Western Africa, West Africa, South Africa, East MENA and Central Asia).

Arabsat offers the most secure, reliable and versatile fleet with 'hot' in-orbit back-up and guaranteed long-term expansion space capacity.

Acquisitions and Partnerships

► Hellas Sat

Arabsat maintains strategic partnerships with most of the world's leading satellite companies and VAS

integrators, and with the acquisition of Hellas Sat, one of the leading telecom groups in southeastern Europe, Arabsat continues to expand its reach. These new acquisitions and partnerships permit newer orbital slots and frequency rights that will allow customers to reach farther than ever before, and deliver content and state-of-the-art solutions to end-viewer audiences or business partners anywhere in the world.

The new Hellas Sat, HS-4 was launched on February 5, 2019, HS-4/SGS-1 is operating from an orbital position of 39°East, with a coverage area that includes Europe, South Africa and the Middle East.

Broadband and Managed Services

As part of its ongoing growth strategy, Arabsat has created a broadband and managed services division to provide

many services including broadband for small office home office (SOHO), small and medium enterprises (SME), and corporates, cellular backhauling and IP trunking for MNO and telcos, private and international lines for oil and gas, governments and NGOs and other market segments in the EMEA region. This division will leverage the dedicated high throughput satellite (HTS) payload onboard BADR-7. Arabsat ground segment consists of four (4) Gateways which are strategically located in Europe.

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Es'hailSat سهيل سات

Qatar Satellite Company الشركة القطرية للأقمار الصناعية

Optimal satellite services for the region



Es'hailSat, the Qatar Satellite Company, is a communications satellite operator headquartered in Doha, Qatar. Es'hailSat was established in 2010 to manage and develop Qatar's presence in space. The company provides independent, high-quality, advanced satellite services to broadcasters, businesses and governments in the MENA region and beyond.

With the goal to be a truly global satellite operator and service provider, Es'hailSat started operations of its first satellite Es'hail-1 at 25.5° E in

2013, supporting key broadcasters in the region, beIN SPORTS and Al Jazeera Media Network. Es'hail-2, the company's second satellite was launched on November 15, 2018, and is co-located with Es'hail-1 at the MENA broadcast hotspot of 25.5° E / 26° E orbital location.

Having both Ku-band and Ka-band capacity at the 25.5° E and 26° E hotspot position enables Es'hailSat to provide the region with the most advanced and sophisticated services in broadcast, telecommunications and broadband.

Es'hail-2

Es'hailSat delivers additional premium satellite capacity in the MENA region with the expansion of the Es'hailSat fleet. Es'hail-2 was successfully launched on November 15, 2018 further boosting broadcast and global connectivity for Qatar and the entire MENA region. Es'hail-2 is a high-powered, advanced satellite with both Ku-band and Ka-band capabilities to provide for TV distribution, telecoms and government services.

New Teleport for MENA

The new Es'hailSat Teleport is a state-of-the-art facility providing satellite Telemetry, Tracking and Commanding (TT&C) facilities and capacity management, together with a wide range of teleport services such as uplink, downlink, contribution, multiplexing, encoding, playout and broadcasting, tailored for the company's stakeholders, customers and business partners.

Solving Challenges of Interference for MENA Broadcasters

As secure transmissions continue to be of paramount importance in the MENA region, Es'hailSat is working with various

parties to reduce and eliminate satellite interference and provide secure transmission network for its customers. Es'hailSat satellites have been designed and built with anti-jamming capabilities that help avoid any intentional or unintentional interference. This is critical for customers operating mission critical work and for broadcasters who value uninterrupted signals. In addition, geo-location system is available at the teleport to accurately identify origins of any interference and take appropriate action with or against the interfering party.

Premium Content on Es'hail-1 and Es'hail-2

Es'hail-1 and Es'hail-2 demonstrate the value of Es'hailSat's offering in terms of technical capabilities and performance, and also in terms of independence and security of content broadcast. In addition to providing transmission for established news, sport and entertainment channels, a growing number of new channels from around the region are choosing Es'hailSat for broadcast in the MENA region. beIN Sports continues to roll out new HD



Ali Al Kuwari, President and CEO, Es'hailSat.

and SD channels via Es'hailSat satellites, seeking to diversify and expand its audience with new content including movies, entertainment and sport. In addition, with beIN and Al Jazeera's bouquet of HD channels on Es'hail-1, the 25.5°E / 26° E is truly a hotspot for quality high-definition channels.

Broadcast Services

Operating from the MENA orbital hotspot of 25.5° E / 26° E, covering key consumer markets in the GCC and

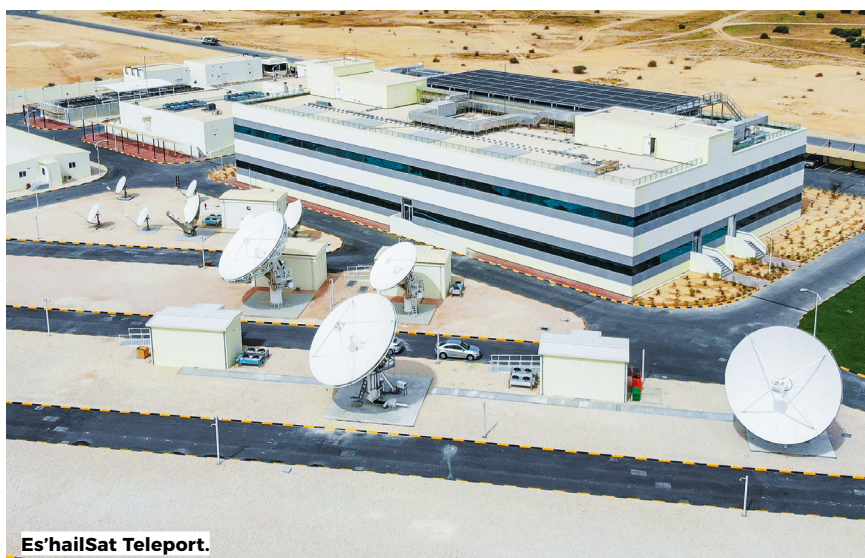
North Africa, Es'hailSat's high-powered satellites provide key infrastructure to networks and broadcasters to distribute TV channels directly to consumers via small satellite dish. Customers are able to leverage on Es'hailSat's satellites and teleport infrastructures to provide services such as linear TV, video-on-demand, high-definition TV and 4K TV among others.

Telecommunication Services

Es'hailSat provides a range of new satellite and world-class communications services for Qatar and the region that helps drive home grown innovation and stimulate development of solutions that support VSAT, voice, data and broadband business via satellite.

Growing Demand for Ka-band

Es'hailSat's Ka-band hub provides flexibility and a range of satellite-based data communications applications, ensuring customers benefit from flexible, efficient technologies that provide higher compression with lower latency and bandwidth optimisation for OPEX savings.



Es'hailSat Teleport.

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Satellite connectivity for the globe

Founded in 1992, Gazprom Space Systems (GSS) is one of the two Russian satellite operators. GSS operates the Yamal Satellite Communications System based on which it provides high-quality satellite capacity and services.

The space infrastructure consists of five satellites, namely Yamal-601, Yamal-402, Yamal-401, Yamal-202, Yamal-300K, operating at a significant geostationary orbit arc segment (from 49°E to 183°E), with the service zone covering most part of the eastern

hemisphere and reaching the western part of the North American continent.

Yamal-601

➤ **Orbital slot:** 49°E

Yamal-601 was designed to replace Yamal-202 in 49°E position and to take up the existing customer base in C-band. The C-band payload of Yamal-601 (49°E) has a wide coverage over the Eurasian continent, and in particular over the Middle East and North Africa.

The multi-beam service area in

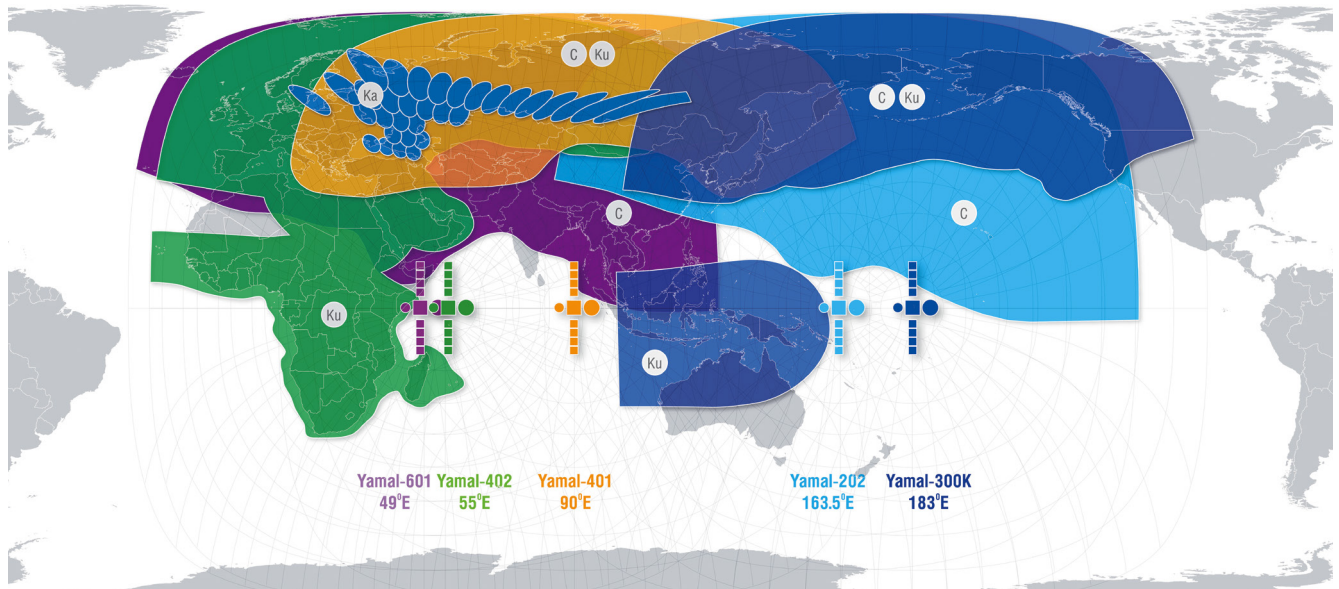
Ka-band covers the most populated part of the territory of Russia (European part of Russia, including the Kaliningrad region, the Urals, Western Siberia). The Ka-band system provides cost-effective high-speed broadband services to the corporate sector, administrative authorities, small businesses and individuals.

Yamal-402

➤ **Orbital slot:** 55°E

Yamal-402 provides Ku-band coverage





over Russia, the CIS countries, Europe, parts of the Middle East and sub-Saharan Africa. Customers can operate both within the African footprint (the Southern beam) and use the inter-beam connectivity between Europe and Africa. Yamal-402 capacity is utilised more actively for occasional use, in particular for purposes of video transmission of political and sport events. Furthermore, there are many other services provided within this beam for the interests of global oil and gas companies operating in the African region.

Yamal-401

► Orbital slot: 90°E

Yamal-401 is located in one of the most popular positions for Russia - 90°E, and is dedicated mainly for the Russian market. The satellite is equipped with C- and Ku-band payloads.

Yamal-202

► Orbital slot: 163.5°E

The C-band payload of Yamal-202 (163.5°E) has a wide coverage over the Far East, the North Pacific Ocean and West coast of Northern America. The

satellite is optimal for point-to-point connections and maritime solutions.

Yamal-300K

► Orbital slot: 183°E

Yamal-300K brought GSS into the markets of the western hemisphere. The satellite's wide contour fixed beams cover the eastern territory of Russia, the western parts of North America and north of the Pacific Ocean where air and maritime traffic is exceedingly busy. The coverage zone makes the beam perfect for aeronautic and maritime connectivity.

The wide coverage areas of Yamal satellites enable communication services delivery to different parts of the world for the purposes of oil and gas, government, aviation, maritime, education and emergency sectors.

GSS leases capacity to more than 250 companies rendering services to end users in more than 100 countries worldwide. The capacity is successfully used for communication links and data transmission, TV distribution, occasional use, trunking, backhaul, inflight and maritime connectivity.

Ground Infrastructure

The ground infrastructure of GSS is represented by the Telecommunication Centre in Shchelkovo (Moscow region) and more than 4000 satellite communications ground stations in Russia. Although on the international market GSS provides pure capacity, the company has a number of partner teleports in Europe, the Middle East, Far East, Asia, Africa and America.

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Connecting people to a better future, anywhere, anytime

The world is entering an era defined by the connectivity of society, and the fulfilment of human potential will be empowered by highly reliable and secure communications. As the connected world transitions into 5G and beyond, the ubiquity and reliability of satellite communications will be essential in extending its uses into the seas, skies and the most remote parts of the planet.

As the backbone of the world's communications infrastructure, satellite services will play a key role in enabling, extending and supplementing terrestrial 5G networks, helping to deliver this technological revolution.

The Covid-19 pandemic has accelerated this transformation. The world will need to be even more productive, safer and greener in order to drive necessary solutions and meet the challenges ahead.

Bespoke Solutions

Inmarsat's people have spent over 40 years consistently creating connections around the globe through safe, reliable and secure networks. The company's fleet of 13 satellites in geostationary orbit represents the world's best and broadest such portfolio, designed specifically for

global mobility. This includes dedicated capacity for the Middle East.

This unparalleled experience and expertise across Inmarsat's business stretches from providing bespoke solutions to prevent and predict natural disasters, to helping planes and ships travel safely while saving fuel costs and reducing their environmental impact.

With more than 25 years' experience in aviation connectivity, Inmarsat keeps people in touch at 35,000 feet, providing the ultimate inflight connectivity experience for the entire aircraft. Inmarsat enables streamed entertainment and advanced in-flight shopping, combined with

digital and personalised services that transform passenger experiences whenever, wherever, people fly.

The company is also leading the way to addressing the future of aircraft safety. The next-generation SwiftBroadband-Safety (SB-S) ensures that safety-critical information is delivered on-demand for the pilot, the airline and air traffic controllers.

Meanwhile, every day, mariners around the world put their trust in Inmarsat, as they have done for more than 40 years, for operational communications and safety services. Seafarers are kept safe at sea 24/7/365 by Inmarsat via the Global





Maritime Distress and Safety System (GMDSS), which uses satellite and terrestrial technology and ship-board radio systems to prevent accidents and to automatically alert rescue authorities and nearby vessels quickly in an emergency.

Global Xpress Network

As a major driving force behind technology and innovation, Inmarsat has also developed and deployed the world's first and only globally available, mobile, high-speed broadband service through the Global Xpress (GX) network. The recently launched GX5 satellite will enter commercial service as Inmarsat's 14th satellite later this year, to meet growing demand across Europe and the Middle East, in particular for aviation wi-fi and commercial maritime services as well as for governments in the region. This ensures the gold-standard for reliable communications is provided to even more customers, wherever they are.

At sea, Fleet Xpress via GX opens up new levels of connectivity and guaranteed performance across the world's oceans. Inmarsat has also developed tailored, flexible solutions for superyachts and

offshore support vessels.

On land, game-changing connectivity helps organisations operate more efficiently, safely and sustainably, as well as underpinning mission-critical communications. In an era where the Internet of Things (IoT) is being adopted to help transform business outcomes across sectors including agriculture, energy, mining and transport, satellite communications is increasingly essential in ensuring connectivity to users, machines and devices in corners of the globe previously out of reach.

Technology Roadmap

Today, Inmarsat is investing more in space and ground infrastructure than at any time in the company's history, while working on innovations to deliver for customers' future needs.

The trillion-dollar merchant maritime industry is being revolutionised by the advent of 'smart shipping', connected aircraft are becoming the norm, governments are putting global, agile mobile communications at the heart of their core capabilities, and a range of land-based industrial sectors are being reinvented by the power of IoT.

As part of Inmarsat's technology roadmap, another seven

satellites will be launched over the next four years, including two dedicated to the Arctic region.

This disruptive new model, delivering to meet customer demand with velocity and agility, will ensure that customers and partners continue to benefit from Inmarsat's ground-breaking technology and capabilities for many years to come.

Technological development at Inmarsat is progressing at an unprecedented rate and it is set to deliver vast societal, safety and security benefits that satellite technology can bring. Inmarsat looks forward to taking this exciting journey into the future with its customers and partners.

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M-Three

s a t c o m

Your partner in worldwide media distribution

M-Three Satcom is a media services provider and satellite teleport operator, committed to providing top-level, reliable, complete and cost-effective solutions to international television and radio networks and content owners. Established in 2004, M-Three Satcom recently joined Spanish advertising and audio-visual Group Vertice 360, thereby increasing its international presence with a new Madrid base branch, M-Three Satcom Spain&Latam.

M-Three Satcom owns a fibre and satellite network infrastructure based on two teleports in Milan and Rome, and a number of partner POPs and operators worldwide allowing a full range of services in terms of geographical coverage and solutions portfolio. A

fleet of OB facilities for sport, news and show production and transmission and a systems integration unit completes the 360° range of available services. The M-Three experience pans news coverage, sports broadcasting, content delivery and exchange, entertainment broadcasting, live corporate and business events, HD and 3D production and distribution.

TV and Radio Broadcast

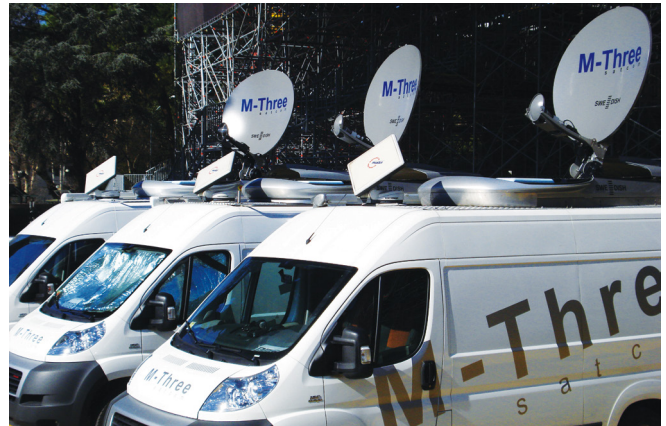
Through owned facilities and long-term agreements with teleport and satellite operators worldwide, M-Three offers a wide choice of digital platforms for fibre-optics, satellite, OTT contribution and distribution. Key players in the European and EMEA region cooperate with M-Three in delivering DTH bouquets in the areas,

and joining forces to provide cost-effective, reliable solutions. Clients benefit from the M-Three commitment for an interruption-free service -- earth station redundancy, power and fibre diversity, 24/7 support, plus a full site backup and recovery system managed between Milan, Rome and partner platforms.

Available Teleport Facilities in Rome and Milan

- Playout centre, fully managed or with remote client access
- More than 20 earth stations, rx/tx up to 6 mt, Ku, DBS and C band
- Fibre capacity for leased line or IP backbone
- Steerable antennae for occasional use and backup





Playout Services and Teleport Facilities

M-Three manages client content from files storage and quality control, graphic and live feed insertion and playlist on air transmission. Clients can delegate to M-Three the full management of content and playlist, or choose to operate and monitor owned or leased equipment through Ip-dedicated access while on-site personnel provide ingestion, files quality, controls and provide single contact point to coordinate operations between broadcaster and distribution platforms.

Teleport facilities include a number of earth stations to provide uplink and downlink services to client-owned satellite capacity, in permanent or occasional use. Teleport services include turnaround capability from / to Ku and C band satellites in every orbital position (70East to 50West from owned teleports and full orbital arch through partner operators).

OTT, IPTV, Content Delivery Networks

M-Three teleports, directly collocated on main nodes of Internet Backbone and with a wide and capillary network, provides a full range of services for real-time streaming, file distribution, live and VoD delivery. In partnership with the world's largest operators, M-Three ensures your content high availability,

low latency, top quality and simplicity in workflow and management.

Outside Broadcast

Through a fleet of OB vans and SNGs, M-Three Satcom provides live coverage for sport, entertainment, news and corporate events. Broadcasters, news agencies, sporting associations and rights holders can count on M-Three Satcom's affordable structure including a 24/7 booking centre, HD mobile facilities, fibre and satellite capacity for occasional use in every bandwidth and protocol configuration.

Available OB Facilities

- HD/SD DSNG Trucks in Rome, Milan, Madrid and worldwide through certified partners
- Production facilities from light stand up to HD multicamera van
- Special units with aircraft, helicopter and special MW links in cooperation with international partners for sport activities
- Playout, uplink and fibre injection centre in Milan and Rome
- Editing and post-production

Occasional Use Capacity on Fibre and Satellite Networks

- Leased lines from E1 to GbE
- IP Backbone access with

CBR and burst capacity

- Network management and global NOC
- OU satellite capacity with booking on pay per minute basis
- Middle and long-term booking for special events
- 24/7 booking centre and MCR for support and troubleshooting

Secure Production and Distribution Services

M-Three Satcom management and a professional team with over 20 years of experience in the market grant all the quality and growth potential you need. A 360° range of solutions covering all aspects of the production and distribution chain -- you create, M-Three broadcasts and connects!

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Norsat
International Inc.

Tailored solutions for tough environments

Norsat International Inc. is a satellite communications company based in British Columbia, Canada. The company, founded in 1977, develops and produces communications solutions for transmission and reception of data, audio and video in challenging applications and environments. Norsat's unique platform technology allows for quick customisation, tailored to meet the needs of customers. The company's products and services are used extensively by telecommunications services providers, emergency services and homeland security agencies, the military, health care providers, news organisations and Fortune 1000 companies worldwide. Norsat's customers include the NATO, the United States Department of Defence, Marine Corps, Army, Navy and Air Force; FOX News, CBS News, Boeing, Reuters, TESSCO, General Dynamics and others.

Customisable Satellite Terminals and Components

Norsat leverages its expertise in design and manufacturing through its comprehensive portfolio of high-performance customisable fly-away, maritime, fixed and drive-away satellite terminals and accessories to meet the varying needs of customers anywhere



in the world. Norsat's terminals provide broadband connectivity via satellite in areas where traditional communications infrastructure is insufficient, damaged, or non-existent. Setting the industry standard for quality, Norsat's satellite component products are used by the world's largest satellite integrators to enable the transmission and reception of signals. Norsat provides the same level of broadband connectivity in the middle of the ocean as it does on land, meeting maritime fleet needs to be in constant communication with various stakeholders.

Leader in 5G Interference Solution

The C-band 5G Interference Solution is Norsat's latest product offering

for C-band operators that require 5G interference mitigation. With the onset of 5G, there is a need for specialised products to block or prevent interference from 5G base stations in proximity of C-band ground terminals. The solution comprises interference suppression C-Band LNBS and specialised bandpass filters for effective satellite communication. Traditionally, C-band is used for satellite services, radar and microwave links; however, with the terrestrial wireless industry's planned introduction of new mobile phone networks such as LTE, Wi-Max, and 5G, these C-band frequencies will now be shared amongst a wider range of services. The interference signals are powerful

enough to saturate the sensitive C-band satellite receiving systems, causing a potential for a total loss of service.

Defence Applications

Defence organisations are faced with increasing demands to provide real-time data to and from the battlefield. MILSATCOM provides clarity in live theatre which provides clarity to critical decision-makers. To meet this demand, Norsat's sophisticated communication tools allow for rapid deployment into the harshest of environments sometimes with special customisable size, weight, power or feature requirements to meet the needs of a specific application.



including satellite terminals, airtime, installation services and more.

CBS use Norsat's customisable portable satellite systems to give them that edge.

Maritime Applications

Norsat is a leading provider of innovative satellite communication solutions for the maritime market, and provides solutions that include multiple bandwidth options, high availability and short lead times, and are built to military standards (WGS-Certified, MIL-STD-461F, MIL-S-901D, MIL-STD-167/1A). The COM series is a high-performance VSAT solution, designed for militaries, fisheries, oil and gas and other commercial applications. Its Global-VSAT solution includes everything needed for reliable maritime communications

Broadcast

Portable satellite systems such as the Norsat NewsLink can be transported by commercial airlines (hence the nickname "flyaways") when a news story of global interest emerges such as the Asian tsunami, the war in Iraq or the terrorist incidents in Madrid and London. These instant 'global news hotspots' represent competitive environments for broadcasters, making reliable and rapidly deployable technology critical to being the first-to-air with a breaking story. Customers such as BSKyB, ITN and

Enterprise




Norsat's portable satellite systems provide an ideal technology for an organisation to re-establish communications links and continue operations in a safe, cost-effective mobile office following an unexpected business disruption (eg. due to a hurricane, terrorist attack, fire). Customisable to specific application requirements, Norsat's portable satellite systems are light-weight, can be deployed quickly and can even be operated by non-technical personnel.



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Social Media

 Norsat
 NorsatInc
 Norsat-International



End-to-end connectivity across the globe

STN is a leading innovative, forward-thinking global teleport facility with satellite, fibre and IP connections offering clients end-to-end, managed service communications solutions worldwide. The company delivers content to end users across many different viewing devices ranging from TV screens, laptops and mobile phones.

Customised Solutions

A vast array of service solutions are made available to an international list of customers which include media

solutions, data, channel distribution, playout, OTT and ad-insertion. With access to all commercial satellites, STN allows clients to grow in whichever direction they request.

Whether the need is to go global or reach individual regions of Europe, the Middle East, Asia, Africa and the Americas, STN provides services fine-tuned to your specific requirements in the quickest time possible. The company offers spare capacity on a rolling basis in order to seamlessly accommodate

increasing demands and turnaround for time-dependent projects.

An extensive and highly protected network ensures clients of complete security and continuity.

Approach

STN was built on a flexible and open technical infrastructure that allows the company to encompass an entire range and centralise client requirements with immediacy. At the same time, it leaves room to evolve further as industry trends and technology dictate, firmly



placing the company at the cutting-edge of broadcast and connectivity services.

A strategic business approach and technical future proofing has accelerated the company's evolution and established STN at the forefront of integration, design and operation of complex communications solutions to the connected world.

Comprehensive satellite and wireless capabilities and a bespoke approach to every client are what makes STN stand apart.

Expertise

STN's diverse expertise enables the company to facilitate single channel start-ups as well as transmit multiple top-tier communication platforms while serving everything in between. Through professionalism and vast industry knowledge, STN has earned a reputation that is punctuated by security, reliability, high quality and unrivalled turnaround time.

Clients

Building long-term relationships is the core foundation of the company. At STN, the client is of principal



importance and everything begins and ends with the client. Through ongoing professional and educational development, each member of the STN team is given the opportunity to expand their knowledge and skills in both technical and customer service aspects of the business, enabling the company to provide the highest level of service and support to every customer, every hour of the day.

Contact

STN

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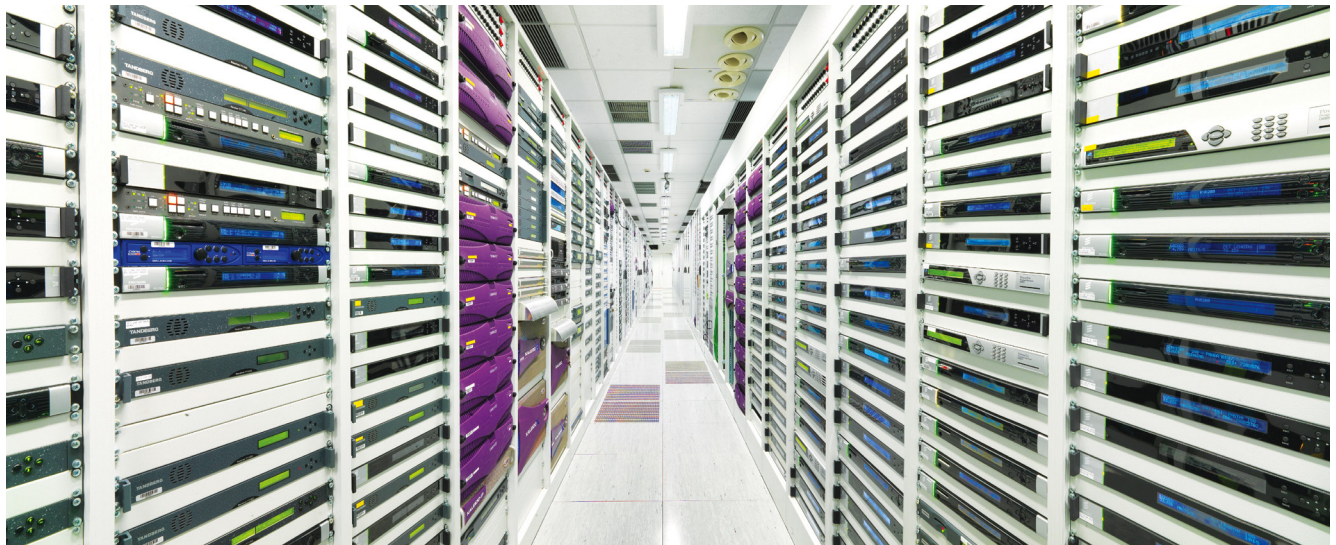
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PRO2020

Service Providers

- › ABS Network
- › Eurovision Services Middle East
- › ITWORKSME
- › SAWA Rights Management



Leading broadcaster to the world's top channels

ABS Network is one of the largest broadcast services companies in the Middle East and North Africa, working closely with small, medium and large broadcasters in delivering the most comprehensive set of news content production and delivery services. Backed by years of regional expertise and sound investment in the latest technologies, ABS has the unparalleled edge in presenting news of the region to the world, while expertly managing end-to-end production processes. These cover filming in full-HD to post-production, editing and distribution via satellite, fibre and online streaming.

Company History

ABS Network was founded in 1993 by Mohammed El Ajlouni, a Jordanian-American media entrepreneur with over two decades of experience in broadcast production and services across the Arab world. Having successfully built media businesses and hosted channels such as Al Hurra, Al Arabia, RT, BBC, Fox News, ABC News, CNN, KSA TV, Sky News Arabia and others in his Amman-based production house, he capitalised on the urgent demand for a news gathering service to deliver coverage of the Gulf War. Consequently, ABS was one of the few production companies to have access to Iraq

during this time and the first to gain permission to set an uplink in Jordan.

Vast Network

With the potential of creating news gathering avenues from a global standpoint, ABS operate three main hubs in addition to over a dozen offices scattered in the MENA region. These key centres of operation are based in Dubai, UAE, Washington DC, USA at the National Press Building and in Amman, Jordan. Representative offices are in Baghdad, Beirut, Istanbul, Syria, Gaza, Cairo, Ramallah, Tunis, Kuwait, Aden and Manama. The network has 17 offices in all, 12 of which are wholly owned by ABS





in major regional hot-spots including Erbil, the Green Zone, Qamishli and Gaza. 2020 sees ABS' area of influence reaching the Kingdom of Saudi Arabia.

Network of Services

ABS Network has tailored its portfolio of services to meet the needs of regional and international broadcasters. These cover live studios and production, event coverage, transmission, news room, news packages and archiving. Equipment supply covers newsrooms, OB vans, SNG trucks and flyaway systems, ENG kits, and more.

ABS Network services also cover all elements of location filming including pre-production assistance, production budgeting and scheduling, crew, transportation and catering.

Sport Coverage

ABS provide high-end services for international and local sports events including organisational support. These cover implementation assistance such as provision of fully redundant international broadcaster standard uplink stations (HD/SD), HD/SD OB vans up to 18 cameras, satellite space segments, fully equipped team with portable

broadcast equipment (uplinks, portable OB, cameras, editing) that can travel all over the world, high level technical staff outsourcing (to include cameramen, editors, engineers, sound technicians, directors, producers and more). Logistical support is also provided by the company that covers permissions, visas, transportation and communication.

Documentaries

ABS Network's exceptionally crafted documentaries reflect the soul and culture of the Arab world, cleverly touching the heart of its people, landscape and mood. Filmed throughout the vast Arab regions, these biopics are created by a pioneering team of well-trained professionals using highly defined technologies to bring a new era of documentary production that matches the exacting international standards of art and innovation.

2019 Significant Events

Some of the major political and sporting events covered in the last year span the following:

- Car Racing events such as the WEC 8 Hours of Bahrain
- Covering the civil unrest in

Afghanistan, Iraq, Lebanon, Syria, etc.

- Tunisia elections
- AFC -- Asian Football Cup
- World Economic Forums
- Arab League Summit, Tunisia
- Tent Pegging World Champions Event
- QTV Sports Archery World Cup Turkey
- Coverage of Iraqi Olympic Football Camp
- Equestrian performances (Dubai World Cup and Horse Flat Race Studio)
- Arab Foreign Ministers Meeting
- Papal visit to the MENA region
- Golf championships in the UAE, Bahrain and Oman (DP World Tour Championship, Dubai and Omega Dubai Desert Classic, Abu Dhabi HSBC Golf Championship, Oman Masters at Al Mouj GC, Muscat, Abu Dhabi HSBC Golf Championship)
- Jiu jitsu World Championships

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Capturing the bigger picture



Great events don't happen by accident. Event organisers, media organisations and sport federations need flexible, end-to-end solutions for the production, distribution and personalisation of their live content and, increasingly, for their online reach to the right audiences, at the right time and in the right format. Eurovision's full-service portfolio is designed around these four pillars to offer the ability to adapt content production and delivery to any

platform and any audience. But what really sets the company apart is that it sees the bigger picture.

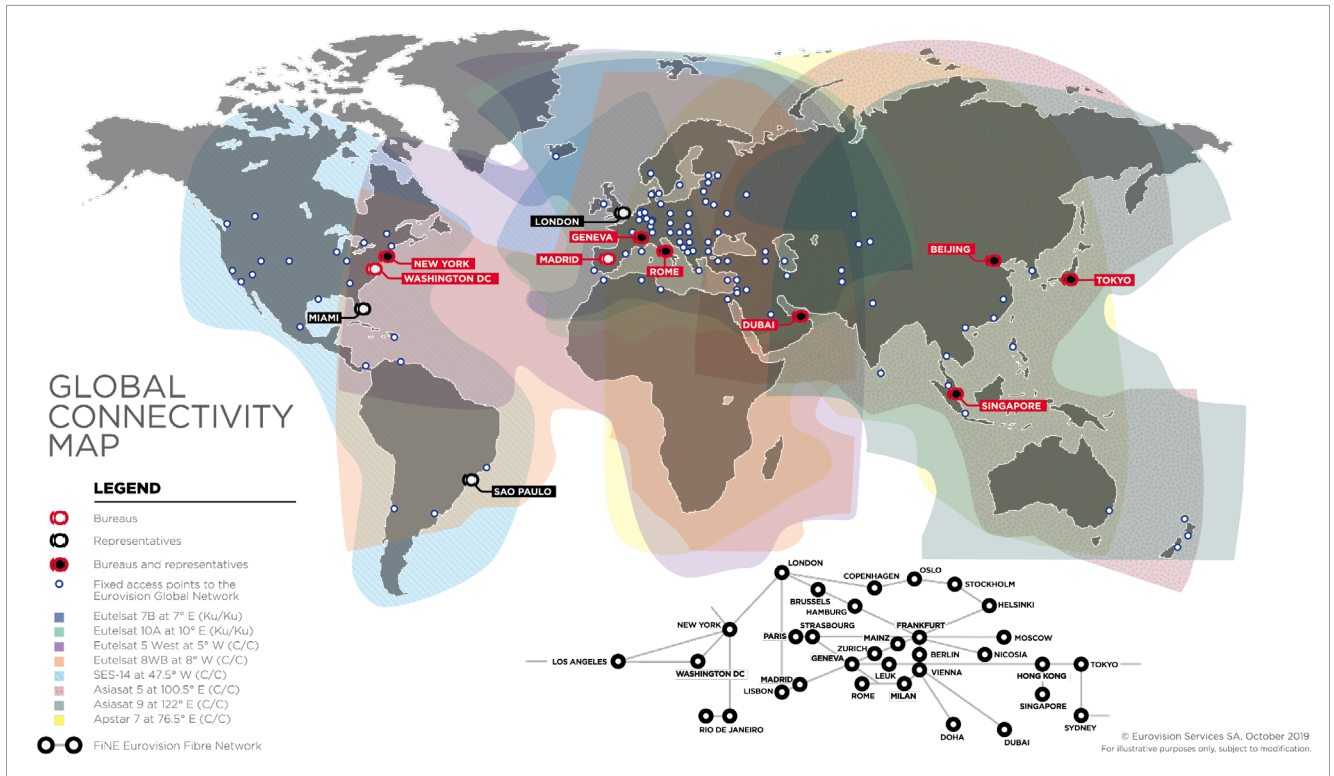
As a European Broadcasting Union (EBU) company backed by 70 years of broadcast experience, Eurovision is in a unique position to understand the needs and challenges that its clients face. And as a result, the company guarantees to maximise its content value while leaving customers free to focus on every other aspect of running the most successful event possible.

In addition to the company headquarters in Geneva and the Eurovision Technology hub in Madrid, Eurovision has bureaus in Dubai, Singapore, Beijing and Washington DC. The Eurovision Global Network is one of the biggest of its kind, and offers dedicated global satellite and fibre connectivity. It integrates seamlessly with the public internet enabling the company to deliver any live event in any format, anywhere in the world.

Located at the crossroads between the East and the West, and at a diverse region where ancient traditions meet modern societies, Eurovision's Dubai office manages the business in the Middle East, Africa and South Asia. Eurovision recently coordinated the live broadcast of the UAE's first astronaut missions, the distribution of the 2020 Supercopa de España tournament, held in Jeddah, Saudi Arabia, across Asia and the Americas, and the worldwide distribution of the live coverage and highlights of the 2020 ICC Under 19 Cricket World Cup from South Africa on behalf of STAR India.

Recent Events

Eurovision's recent experiences include host broadcasting and distribution for



the inaugural edition of the multi-sport European Championships in 2018, host broadcasting and signal distribution for the IBU biathlon world championships in 2020 and

principal global distribution of the English Premier League worldwide in HD and UHD until 2022.

At Eurovision, the emphasis is on delivering excellence in everything that

is undertaken, and leaving customers free to focus on what really matters – creating truly amazing experiences!

Discover more about Eurovision Services at www.eurovision.net.



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ITWORKSMe

Creating bespoke VOD content



ITWorksMe is a leading IT services company that specialises in delivering outstanding solutions to a range of companies across the region. Not adhering to the 'one size fits all' approach, the company in its place realises that each client is different and hence creates tailor-made solutions to suit different specifications that

work. With a strong local and regional presence, ITWorksMe is seen as a leading and reliable IT and hosted services company that works on the motto that there is only one way to get things done: the right way!

Established in 2009, ITWorksMe comprises a diverse and experienced team of individuals who choose to do

things the right way. Going beyond traditional IT services, it provides deeper support based on long-term partnerships that exceed average consultation models to help clients solve their IT challenges effectively. Ten years on and with a track record of successful operational and strategic management experience at many levels, the

Key Clients



company's strength remains its people. Consultancy is not a service ITWorksMe provides, it is the guiding principle behind the success of its work and a proven methodology for assessing and delivering efficient solutions to clients.

Areas of Expertise

- Managed IT Services and Consultancy
- Managed Cloud and Online Services
- Live Streaming and VOD
- Bespoke Web and Mobile Development

Key Products

Kwikmotion

Kwikmotion is a comprehensive VMS to manage multi-screen content library, curate, monetise and serve video metadata without the need for third party providers. Kwikmotion offers broadcast, OTT and pay TV video providers increased workflow efficiencies to deliver their content across any platform easily, while using advanced publishing solutions

- Assets: Organise your media library in a simple appealing interface with advanced metadata handling
- Advertising: Drive revenue and monetise high-quality video library by running direct sales campaigns or connecting to major ad servers and programmatic networks. Have full control over placement (pre-roll, midroll, overlay and post-roll)
- Upload: Simple and fast solution for uploading and tagging videos regardless of file type and size (MP4, MOV, MKV, MPEG, 3GP, AVI and more) with an appealing friendly interface

- Geo-blocking: Block entire VOD Library, specific content or live stream or enable them at will following business needs
- Playlist: Generate manual and smart playlist allowing the assets library content to stream in the sequence that is most logical. Audiences will see videos in the order that you decide as if a live broadcast were taking place
- Syndication: Distributing video and live stream to prominent social networks and video hosting sites (Facebook, Twitter, Instagram, YouTube and many others) Media Grabber, Access control, Syndication, watermark profiles and more

LIVE

LIVE is a powerful streaming gear that makes viewers come back ad infinitum.

- Clipping: Allows you to instantly clip, edit and publish in a few clicks. Generates high-value video-on-demand clips during live stream with the DVR ingest engine
- EPG recording: Schedule daily or in bulk recordings without any hassle. The process is as simple as 1,2,3. After the recording is done, the video is yours to manage and share
- Restream: Publishing live stream with a single click on all social platforms, Facebook, Twitter and YouTube

KWIKreporter

This one pushes presence on the media scene far beyond your competitors and ensures your stories reach your audiences first.

KWIKanalytics

Visualise critical metrics in an easy-to-read dashboard to learn how your audience is engaging with your video. Act on deeper insights with robust content performance, real-time and historical viewer engagement data:

- Which content is driving the most engagement
- Which devices and players your customers are using
- Which countries that your audience is coming from, and
- User profiling for SVOD users

KWIKplayer

Delight audiences with the latest technology in video players. Supports latest technologies including HLS, Dash, HDS, smooth streaming and progressive download.

KWIKeditor

Quickly and reliably prepares your video for any device or platform. Allows safe roll out changes to your videos, as well as trim, crop, join, share and easily watermark to create content unique to your brand experience.

Contact

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The dynamic group making waves in the media industry

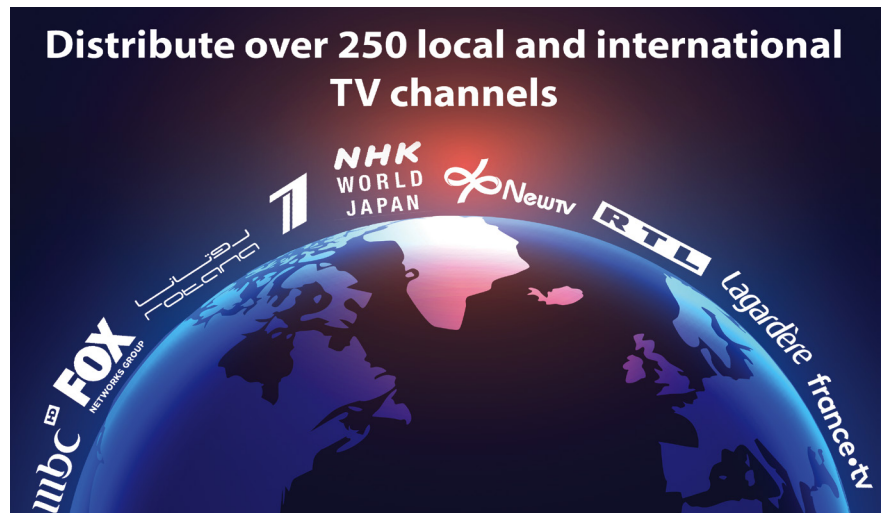
UAE-based, SAWA group of companies consists of three entities each focused on providing TV content related products and services to various sectors of the industry.

SAWA Rights Management: SRM is headed by Ali Ajouz who is SRM and SAWA Group CEO. SRM offers bespoke content packaging, a combination of TV channels and VOD content to pay TV platforms (cable, satellite, IPTV/OTT networks, telecom operators and ISPs) and commercial customers (hotels, hospitals, restaurants, cafés and public areas) across the MENA, Africa, Asia, Europe and North America.

SAWA Technologies: Headed by Managing Director and partner, Suheil Zurub, SAWA Technologies offers a wide range of technology solutions and services, and direct sub-licensing of TV channels and VOD content to the hospitality business.

SAWA Media: The SAWA Group's production company, it is headed by partner and Managing Director Wael Shentenawy. It offers a wide range of production and post-production services including the award-winning service of digital product placement and digital brand embedding.

TV Channel and Content Licensing
SAWA Rights Management manages



the licensing rights of over 250 local and international TV channels to all categories, pay TV platforms including IPTV, OTT, DTH, cable, mobile and more across the MENA, Europe and Asia. SRM licenses content to the hospitality industry through its sister company SAWA Technologies. SRM's key focus is to provide bespoke set of TV channels relevant to a clients' target audience. The company has amassed an extensive portfolio of TV channels including a wide range of Arabic and English language TV channels, as well as a line-up of premium channels from Germany, France, China, India, Pakistan, the Philippines, Japan and Russia. Many of the TV channel

rights that SRM represents for both residential and the commercial industry are exclusively offered by SRM, including TV channels from FOX Network Group, MBC, Rotana and Channel One Russia, to name just a few.

The Gulf region's diverse ethnic background and its growing tourist population has driven SRM to become a leader in the provision and redistribution of relevant content services to commercial and other consumers through pay TV platforms across the MENA.

Technology Services
Complimenting the services offered

by SAWA Media and SRM is SAWA Technologies' wide range of IPTV/OTT end-to-end solutions catered to telecom operators and ISPs as well as hospitality clients planning to update and/or optimise the full extent of channel offering. The competitive edge of SAWA Tech comes from its position as a one-stop-shop offering bundles combining content and technology to include:

- ▶ Advanced encoders with multiple input and output options including DVB-S/S2, DVB-C, DVB-T
- ▶ High-density transcoders offering multi profiles in H264 and H.265/HEVC
- ▶ CRM and billing solutions for pay TV platforms (satellite, OTT, IPTV) fully integrated with payment gateways and third-party call centre systems
- ▶ EPG solutions for all hotel systems (analogue, DVB-based and IPTV)
- ▶ Complete suite of hospitality IPTV systems including TV services, guest services, VOD, room service, etc
- ▶ Housekeeping management solutions
- ▶ Hospitality mobile TV apps that allow access to all hotel services

Production Services

Since 2012, SAWA Media has customised a broad range of content and production services for pan-Arab networks, regional and multinational corporate clients.



With a wide spectrum of genres delivered, ranging from corporate films to branding to multi-camera production formats, SAWA Media has garnered multiple award nominations at leading Dubai broadcast and production industry events year on year. These cover production development execution from script to screen, post-production, digital in-video branding, bespoke audio-visual design and animation.

SAWA Media's digital brand integration proprietary technology enables broadcasters, producers, content owners and brands to monetise the most valuable space in advertising, with branded entertainment. Done digitally in-house, brands are embedded into

content assets seamlessly, regardless of distribution medium. As for other production services, the company relies on a highly skilled in-house team, as well as a vetted out-of-house network of professionals enabling it to expand its reach across the MENA while delivering high quality results at competitive rates.

Partnering with Brands

SAWA is proudly associated with telecom operators such as Etisalat, DU, Ooredoo, Saudi Telecom and Oman Telecom supplying them with TV channels and/or VOD content.

Currently, SAWA provides services to more than 500 hotels in the MENA, offering a wide choice of premium TV channels and VOD services. Hospitality clients include international groups such as the Four Seasons, IHG, Hilton, Mövenpick, Jumeirah Group, Marriot, Ritz, to name a few.



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PRO2020

Systems Integrators

- › Broadcast Solutions
- › Solusys



Integration excellence for production facilities

Founded in Germany and long-established as one of the country's leading systems integrators, Broadcast Solutions has been increasingly active across the Middle East and North Africa for more than 15 years. Having operated an office in the heart of the UAE for several years, the company recently took the next step by acquiring the team and assets of Videlio Middle East. With this merger the company has expanded its activities in the Middle East and Africa by dramatically increasing the ability to service regional broadcasters and propose fixed installations and facilities, in addition to providing OB vans and mobile platforms on-site with dedicated teams.

With a team of a dozen professionals based out of Dubai Media City, Broadcast Solutions Middle-East services broadcasters and provides Command and Control (C2) systems to corporate and enterprise clients.

Mobile Future-proof Production Tools

The construction of OB vans, SNGs, mobile galleries and ENGs has constituted the company's core business for many years. As a hardware

manufacturer-independent systems integrator, the company draws on the latest and best-in-breed solutions to meet customer demands and to streamline workflows and operations, giving them future-proof tools to operate with ease of mind. With over 350 vehicles built to date, the company excels in the integration of innovative solutions in any mobile solution you can think of. Possessing specialist know-how in air-conditioning and coach-building, Broadcast Solutions delivers mobile production facilities that are able to

work under the harshest conditions.

The development of the Streamline OB van family has taken the company vision for OB to a new level. With capacity from four to 26 cameras, Streamline OBs are able to cover all common production scenarios. Representing a more standardised, product-oriented approach to OB design, these vehicles feature similar technical specifications, space and workflow concepts and are cost-effective and quick to deliver. Vehicles and trailers are always in stock and 'ready to roll'.



Broadcast Solutions delivers a variety of OB vehicles, from large to small live production vans to pre-configured Streamline OB vans.



Sharjah Grand Mosque.

These OB vehicles offer many benefits in terms of daily live operations. Its incomparable design and equipment mean that set-up times and training required is considerably lower than encountered elsewhere in the OB market. Moreover, all Broadcast Solutions OB vans, whether equipped with bespoke designs or from the Streamline series, include the latest technology and scalable solutions (HD, UHD, HDR, IP connectivity, full IP) to ensure they are prepared for future technical and production-related innovations.

Remote Production and IP-based Production Environments

Broadcast Solutions designs and builds TV studios, radio studios, playout centres, MCRs, post-production and archiving facilities, including all relevant contract work - from furniture to IP-network technology. This makes the company a veritable 'one stop shop' for design and delivery of modern production facilities.

The constantly evolving broadcast industry requires flexible infrastructures from broadcasters and production

houses that optimally implement the use of human and technical resources. Besides the technical challenges associated with the paradigm shift to IP-based production, workflow adaptations and remote productions play a decisive role in maintaining a competitive edge.

Broadcast Solutions supports the full range of these new production environments. Projects range from small centralised studios to remote production hubs where several productions can be handled simultaneously. Using IP-based workflows and fibre lines, it connects local production units on-site to studios and control rooms, playout centres and MCRs located more than 200km away.

Broadcast and Wireless Technology for Security and Police

From tactical deployments for security organisations to emergency systems for government services and maintenance procedures for industrial facilities, the requirements for situational awareness in the field are diverse and complex. Broadcast Solutions offers implementations leveraging the latest MIMO IP-Mesh wireless

communication tools, broadcast-class video caption, transmission and storage in mobile command and control centres, naval and airborne use cases, or general fixed installation applications. Solutions are enhanced with ruggedised tactical kits that can be deployed rapidly and which enable additional power and connectivity.

The Sharjah Grand Mosque Project

Opened in May 2019, the Sharjah Grand Mosque occupies an impressive 185,806m² and is capable of accommodating more than 25,000 worshippers, making it the second biggest mosque in the country after Abu Dhabi's Sheikh Zayed Mosque. A recent technical upgrade saw Broadcast Solutions implement a broadcast centre with PTZ cameras allocated in the prayer hall capable of broadcasting these prayers and events to the masses with minimal human resources. The broadcast infrastructure relies primarily on equipment from Ross Video. Installations included a grid of 12 white Panasonic PTZ cameras throughout the mosque interior, six of which are located in the main prayer hall and can be controlled centrally over Neveion fibre channel links from the spacious first-floor broadcast control room.

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Creating valuable systems

Established in 2013 as a broadcast and telecommunications services provider, Solusys has secured a unique space in the industry in the Middle East as a leading professional services provider. A privately-owned enterprise, Solusys is headquartered in Colombo, Sri Lanka, and works with globally-renowned companies with a focus on providing a range of professional services involved in the execution and completion of broadcast and media-related works. The company also runs an entity in the Sultanate of Oman which oversees works in the region and the Gulf.

By delivering the very latest in communications technology, Solusys has earned a reputation as a reliable partner in the implementation of broadcast-related jobs. End-to-end solutions include consultation, design, integration, implementation and project management of radio and television systems, encompassing civil infrastructure development, equipment installation and commissioning for the telecommunications industry and specialised rigging services for the wireless industry.

Equipped with the technology,



manpower and resources to undertake any challenging project, Solusys has in just over six years delivered professional services for complex, turnkey projects across the Middle East and southeast Asia. The company has a dynamic young team headed by senior management who together share decades of industry experience.

Broadcast and Media Services

Providing professional turnkey solutions, the Solusys expertise range from consultation, planning, systems integration, implementation,

installation, commissioning and maintenance to rigging services for terrestrial and satellite broadcast RF platforms. The company provides complete solutions for DVB-T2, DAB, FM medium wave and DTH to futuristic IPTV/OTT solutions. These include systems consultation, design integration, on-site installation and commissioning. Additional services cover infrastructure for towers and guyed masts (from construction of foundation for towers/masts and refurbishment inspection and quality audits), project coordination and management, on-site system level trainings, operations and maintenance of broadcasting networks.

The company has proven its specialisation in building tall towers and masts and has worked with world-renowned tower manufacturers.

Terrestrial Broadcast: Supply, systems integration, installation and commissioning of digital TV, digital radio, FM and medium wave broadcast transmitter and antennae systems and various point-to-point and multipoint links.

Satellite Broadcast: Supply, systems integration, installation and commissioning of C and Ku-band uplink

facilities, encoding and multiplexing solutions and TVRO systems.

Media: Supply, systems integration, installation and commissioning of post-production and studio facilities, master control rooms and workflow management, DSNG, outside broadcasting and flyaway kits.

Quality Management

An ISO-certified company, Solusys follows prerequisites for total quality management, implementing quality assurance standards in each project it undertakes. The company ensures it has the organisational ability to provide products and services that meet customer and applicable statutory and regulatory requirements. It maintains a dedicated team of experienced professionals and skilled workers and integrates evolving technologies to attain unparalleled levels of service.

Major Projects

On-going professional services for nationwide DVB-T2 network comprising 71 sites in the Sultanate Oman with Rohde & Schwarz Middle East and Africa as prime contractor



of this project for the Public Authority for Radio and TV. Work involves installation of transmitters, antennae and associated equipment in 69 sites, electrical installation works at 43 sites, construction of foundations and towers at 13 sites and maintenance of existing towers at 33 sites.

Company has signed up with AlanDick UK to build a 300m self-supporting tower in Indonesia. The team has recently mobilised to Indonesia to commence installations.



Successfully Completed Projects

- A 100KW, 262m medium wave antennae systems integration and onsite installation in Oman
- A 340m guyed mast construction, antennae and transmitter (DVB T2, DAB & FM) installation in Qatar
- A DVB-T2 network installation comprising seven sites in Sharjah UAE
- FM transmitter system installation in the Emirates Tower, DWTC tower and Al Mas Tower in Dubai, UAE
- Construction of a 150m tower, installation of UHF and FM antennae and dismantling of 230m guyed masts and installation of DVB-T2 network at seven sites in Jordan
- Maintenance of 220m Skirt Fed Medium Wave guyed mast in Al Arish, Qatar
- Maintenance of more than 100 telecommunications towers in Sri Lanka
- Several telecommunications tower construction and inspections, microwave antennae and BTS installations in Myanmar

Key Customers

- Rohde & Schwarz
- AlanDick/Jampro
- Public Authority for Radio & TV
- Qatar Media Corporation
- Arabian Radio Network

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PRO2020

2019 ASBU BroadcastPro Awards

- › Space Initiative of the Year
- › Woman of the Year in Broadcast
- › Outstanding Live Events Production
- › MENA Tech Innovation of the Year
- › Outstanding OTT Production of the Year
- › Best Streaming Service of the Year
- › Space Initiative of the Year
- › Innovation Project of the Year
- › Production House of the Year
- › Outstanding OTT Production of the Year
- › Broadcast Services Provider of the Year
- › Best Video Initiative on a Social Media Platform
- › Digital Strategy of the Year
- › Outstanding Initiatives from a Distributor
- › Radio Initiative of the Year
- › Outstanding Creativity in Video Production
- › Factual Entertainment of the Year
- › Sports Initiative of the Year
- › Animated Work of the Year

Shams & Art Format Lab





ART FORMAT LAB



2019 ASBU
BROADCAST
PRO AWARDS

**SPACE
INITIATIVE OF
THE YEAR**

**SHARJAH MEDIA
CITY (SHAMS)
AND ART
FORMAT LAB**

The Shams and Art Format Lab teams won the MENA Trendsetter of the Year Award for having launched the region's first-ever user generated movie initiative. It created a talent incubation programme with a total of eight workshops given throughout the year. Launched in March of 2019, the initiative gathered 2500 users and 32 film production teams on the digital platform.





Sharjah Media City (Shams) was launched in January 2017 to act as a catalyst for creative and media businesses to grow and thrive. Aiming to be a world-class media hub for innovative facilities and services, Shams covers a wide range of business activities available for those wishing to embark on their entrepreneurial journey in the UAE.

Art Format Lab specialises in content development, and is committed to delivering premium and socially relevant Arabic content, with the focus on bringing international formats to be adapted and produced in Arabic for the region. The company also develops and produces original local TV entertainment formats, series formats and remake adaptations of international movies.

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Winner

Zahra Zaya

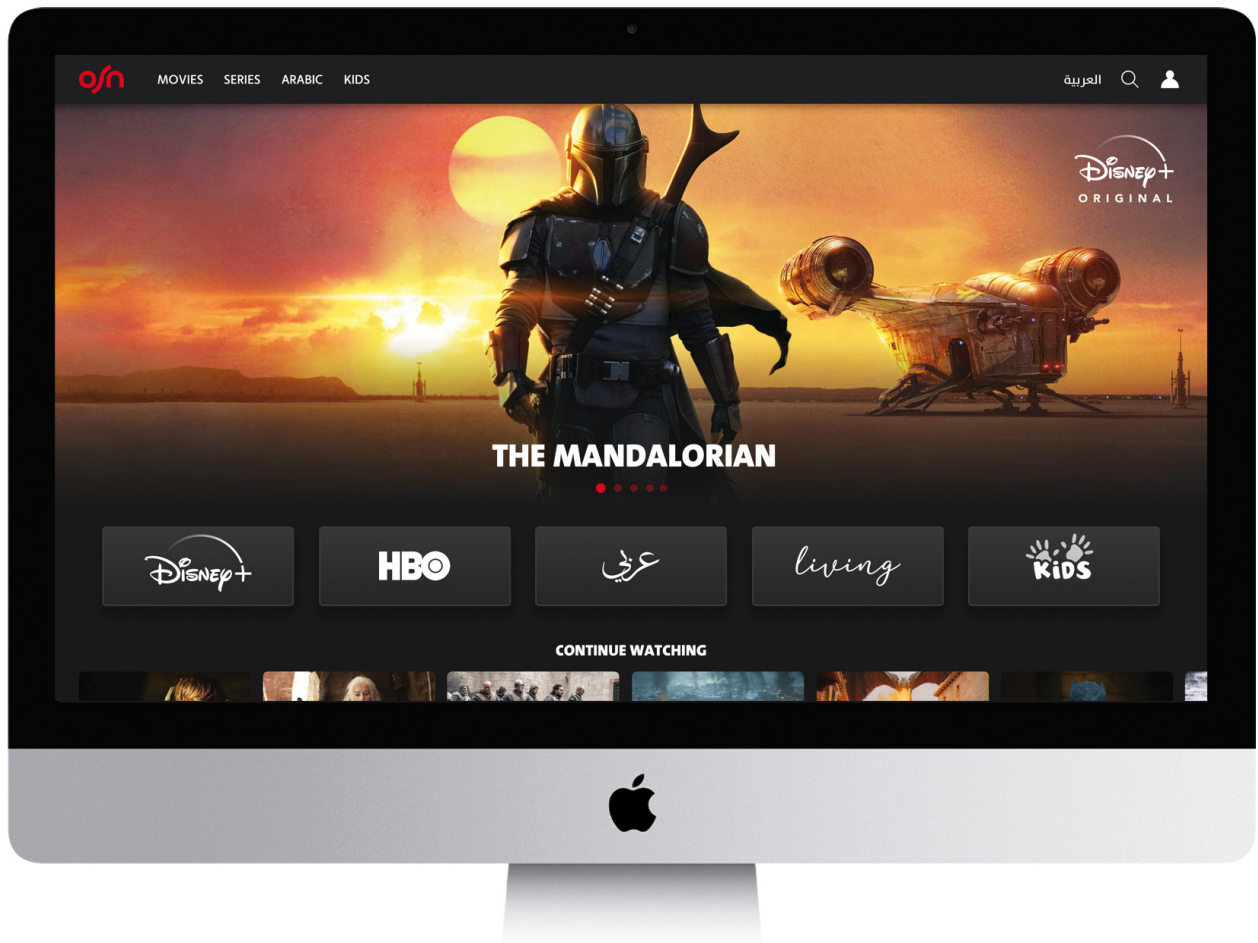




2019 ASBU
BROADCAST
PRO AWARDS
**WOMAN OF
THE YEAR IN
BROADCAST**
ZAHRA ZAYAT

With a strong profile in launching new businesses and working in challenging markets, and with extensive experience in regional pay TV and OTT, and most recently leading the strategy on the digital and streaming business at OSN - Zahra Zayat has played a pivotal role in some of the region's largest media organisations.





Zayat won for successfully launching YuppTV in the MENA region and positioning it as the leading OTT platform and one-stop shop for all south Asian content. As Vice-President and head of MENA of YuppTV, Zayat was responsible for the subsequent traction that the company enjoyed since quietly stepping into a highly creative, congested and influential market. Zayat's responsibilities at the channel included launching the business, content acquisition and production, rolling out the product across retail, telcos and dealers, and securing funding. She brokered partnerships and was instrumental in making YuppTV part of several platforms.

Having joined OSN at the start of

2020, Zayat has spearheaded the growth of the network's OTT platform, the OSN streaming app. She was at the forefront of major launches which includes the introduction of Disney+ Originals content into the MENA region and the new OSN streaming app. Zayat has been instrumental in growing OSN's streaming service by forging key strategic partnerships with regional telcos and expanding the reach of the OSN streaming app into different industries and sectors.

Zayat is an active member in the Lebanese Business Council in Dubai and continues to be a strong advocate for diversity in the workplace and is a vocal contributor to regional and international forums.

Contact

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Social Media

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twitter.com/osn

youtube.com/osn

linkedin.com/company/osn

Winner

7 Product





PRODUCTION

2019 ASBU
BROADCAST
PRO AWARDS
**OUTSTANDING
LIVE EVENTS
PRODUCTION**
**SEVEN
PRODUCTION**

For the very first time in the Arab world, Seven Production, a homegrown production house, brought coverage of the FIA Formula One World Championship to millions of fans around the globe, and won the Outstanding Live Events Production Award.



7 Production Partner Rola Tabet accepts the award.



Contracted to undertake all additional coverage broadcast on MBC Action alongside race footage, Seven exhibited competence, infrastructural expertise and quality inventory to cover the renowned spectacle, placing it on par with international broadcasters, and beyond regional markets. Effectively, also putting the region on the map!

An expert crew handled all filming which was then provided to MBC for broadcasting to the Middle East (although all exclusive rights are retained by Formula One to

produce races, broadcasters also carry out independent coverage). Seven supplied this footage for MBC giving viewers a glimpse of the Championship in a novel new manner. Eurovision provided the satellite link to send the feed.

Seven had 20 technical staff at each location, comprising EVS operators for the EVS XT3 and camera crew covering all the action around the pit lane, paddock and starting grid. It also meant having the presence of mind to come up with split-second solutions at each spot.

Contact

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Social Media

[f](https://www.facebook.com/7production.net) 7production.net
[@](https://www.instagram.com/7_production) 7_production
[t](https://twitter.com/7_PRODUCTION) 7_PRODUCTION
[in](https://www.linkedin.com/company/7production-&-events) 7production-&-events
[v](https://www.youtube.com/channel/UC7Production&Events) 7 Production & Events

Winner

Sponix Tec





SPONIX

2019 ASBU
BROADCAST
PRO AWARDS
**MENA TECH
INNOVATION
OF THE YEAR
SPONIX TECH**

Providing a unique range of solutions valuable to sports audiences and broadcasters, Sponix Tech is at the forefront of technology providers to the sport industry. Their sport software is so distinctive that it won the company the MENA Tech Innovation of the Year at the November awards.



Feel the Match and Digital Billboard Replacement created by Sponix Tech have added value to sporting events. Feel the Match creates immersive replays from sport events. It was applied in two UAE Pro League Cup finals held in March 2019 and January 2020, and Benfica TV uses it in its home games to create value for its fans.

Sponix Tech also produced the first immersive replay of the UEFA Champions League history, during PSG vs Dortmund match on March 11, 2020.

Digital Billboard Replacement adds virtual advertisement in real time at sports venues. By this technology, right holders of sports competitions can regionalise their sponsor partners and sell each billboard many times for different regions.

Sponix Tech has been chosen from 1,400 companies worldwide to be part of the Qatar Sports Tech Programme, which works with beIN Sports and the World Cup Committee 2022 to introduce and implement new sports technologies.

With 17 technical experts in various fields including computer vision, artificial intelligence, machine learning, and image processing, Sponix Tech's software-based solutions impact the world's biggest sporting events.

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Social Media

in Sponixtech



Sponix Tech CEO Mohammad Ali Abbaspour (left) and Business Development Manager Mohsen Rajabiat accept their award.

Winner

Viu
Zodiac





2019 ASBU
BROADCAST
PRO AWARDS
**OUTSTANDING
OTT
PRODUCTION
OF THE YEAR
ZODIAC - VIU**

Viu, a leading entertainment streaming service in the MENA region, received the Outstanding OTT Production of the Year award at the ASBU BroadcastPro Awards for the second year running, for its Viu Original 'Zodiac'.



Released during Ramadan, Zodiac was produced in line with Viu's vision to empower local talent and break the mould of conventional narratives that have been long adopted in the region. The award-winning series is an adaptation of late renowned Egyptian author, Ahmed Khalid Tawfiq's widely read novella, Hazak El Youm. The supernatural thriller follows the predicament of a group of university students as they find themselves the victims of an ancient Egyptian curse that takes their lives one-by-one in a manner determined by the victim's zodiac sign.

During Ramadan, Zodiac managed to garner the lion's share of 1.8 million votes cast during the month-long voting process. Viu continues to focus on enhancing its core value proposition by providing a wide scope of relevant and original productions to its 36 million monthly Viu'ers worldwide!

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Social Media

▶ ViuME, ViuDesi, ViuMePinoy

🐦 ViuMENA, ViuDesi, ViuMePinoy

📷 ViuMENA, ViuDesi, ViuMePinoy

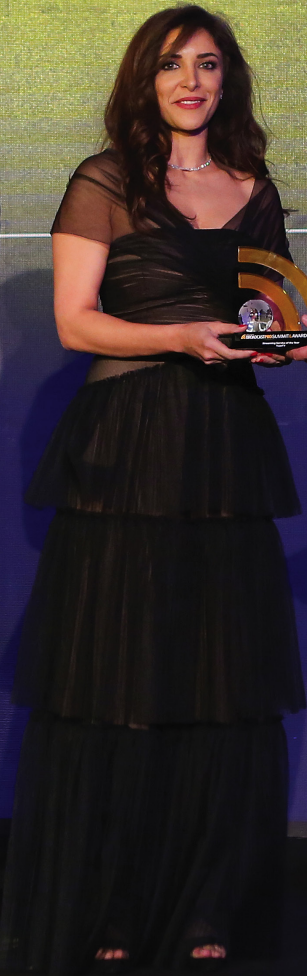
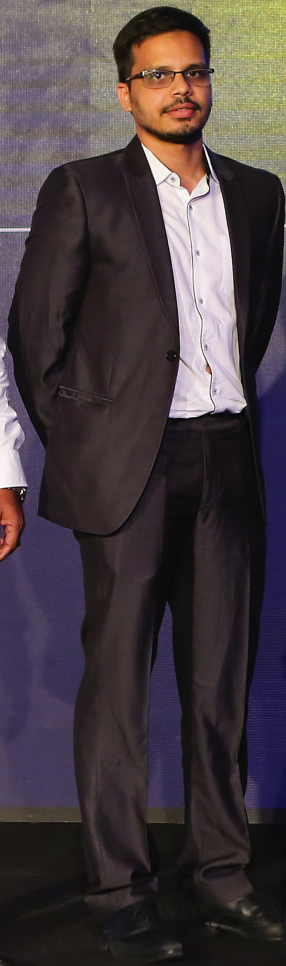
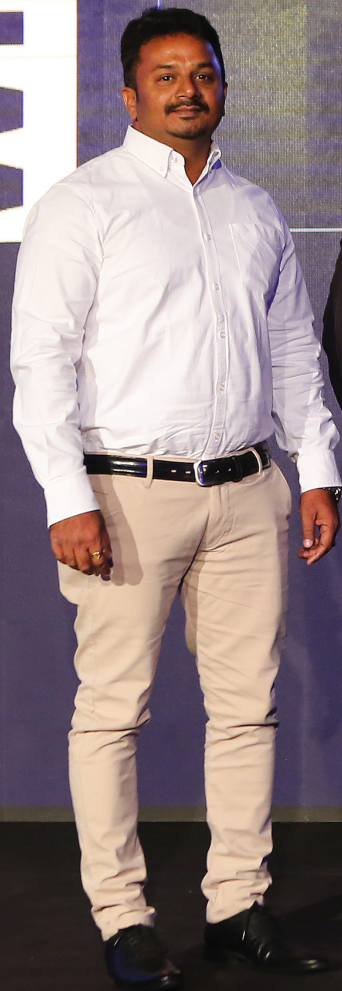
📘 ViuMENA, ViuDesi, ViuMePinoy

in [company/vuclip](https://www.vuclip.com)



Winner

YuppTV





2019 ASBU
BROADCAST
PRO AWARDS

**BEST
STREAMING
SERVICE
OF THE YEAR
YUPPTV**

YuppTV's accurate analytics system available for video streaming comes with extraordinary features. Viewer diagnostics, trending videos, content overview and quality of service metrics among others are its distinctive features. It is this that won the Best Streaming Service award for the company.



YuppTV gives traditional television providers tough competition. YuppFlix, a movie-on-demand streaming service offers over 3,000 movies across different genres in 14 Indian languages, including Tamil, Hindi, Telugu, Malayalam, Bengali, Punjabi and Kannada. For better customer support, YuppFlix has a dedicated 24/7 toll-free number.

Mini Theatre premieres movies on the internet. Mini Theatre makes new movies available on the first day or the first weekend of release, even in geographies excluded from the theatrical release. YuppTV provides live television channels, including news, entertainment, kids, devotional, unlimited Indian movies and seven days of catch-up so viewers need not have to worry about missing their favourite shows, they can watch it at their own convenience within seven days!



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2019 ASBU BROADCAST PRO AWARDS SPACE INITIATIVE OF THE YEAR ORBITAL SPACE

Back in the 1960s, only one country in the GCC was eyeing space opportunities - that country was Kuwait. But these achievements were short-lived, with the ground station being destroyed in the Iraqi invasion in 1990. Yet now, thanks to the singular efforts of Orbital Space in Kuwait, led by the remarkable Kuwaiti engineer Bassam Alfeeli, the dream is alive again.

“I was very excited to receive the award for Space Initiative of the Year. Launching a new business is risky, and a challenging endeavour. Launching a space technology company in an environment not supportive of space activities doubles, if not triples that risk and difficulty but I was up for the challenge. I was inspired by the space activities in the UAE and

anticipated success if I followed in their footsteps. However, it was not as simple as it sounded. The Satellite Pro Award came in rather timely as I was facing major challenges.

The award boosted my morale and gave me a great push to continue. The recognition from Satellite Pro opened doors, within my home country, that I wasn't even aware of and helped me overcome some of the challenges I was facing. The award also opened up a fertile ground for Orbital Space regionally and internationally, and has boosted the visibility of our inclusive community programmes and outreach activities. This has been impactful in creating opportunities for us to connect with space ecosystems in the region and elsewhere.”

Bassam Alfeeli, Founder and GM of Orbital Space



2019 ASBU BROADCAST PRO AWARDS INNOVATION PROJECT OF THE YEAR TOYOTA SAUDI SELECT MOBILE APP - BLINK

An amazing 'holoportation' technology from Blink Studios helped create the app. A Saudi consumer who wants to buy a car but does not want to go to the showroom can now see a three-dimensional view of the vehicle from the comfort of their home.

“Blink Studios is proud to celebrate the highly esteemed Broadcast Pro Award which confirms the studios' unwavering ambition to deliver state-of-the-art animated storytelling experiences that mirror the advancement of technology. The accolade of the Toyota Saudi

Select App is not only a display of innovation on our part, but also the ability to engage women in the automotive retail experience at the historical brink of societal emancipation in the Kingdom of Saudi Arabia. Blink Studios' 15 years of creative, innovational and genuine approach to storytelling has placed it at the forefront of the region's animation industry with the ability to connect bridges from the east to west riding out an inspirational vision from the UAE to the USA.”

**Nathalie Habib, Partner/
Producer, Blink Studios**





Lea Badro Hamadeh, Partner/Producer, Blink Studios accepts the award.

2019 ASBU BROADCAST PRO AWARDS **PRODUCTION** **HOUSE OF THE YEAR** **NOMAD**



Nomad's diverse and powerful portfolio is distinguished by striking creativity and a commitment to distinctive, personal portrayals. Whether the rigours of executive boxing in *Fighting Fit*, the Emirati lifestyle portrayals of *Energy for Life*, or the startling images of Dubai as the ultimate business hub in *Beyond What's Possible*, this is exceptional, provocative viewing.

2019 ASBU BROADCAST PRO AWARDS **OUTSTANDING OTT PRODUCTION OF THE YEAR** **ZODIAC - VIU**



Viu's Zodiac is an award-winning crime thriller series with a spectacular journey through emotive settings, often glitteringly referencing Ancient Egypt and Medieval Arabia. Extremely fast-paced, it was a worthy winner - ironically pipping Viu's other entry, Ana Sherry Dot Com, which tells the story of a young ambitious Egyptian woman, striving for independence.





2019 ASBU BROADCAST PRO AWARDS **BROADCAST SERVICES PROVIDER OF THE YEAR** **TWOFOUR54**

Whether it be a TV commercial or music video, or the latest Hollywood blockbuster, Twofour54's ability to handle a project of any scale comfortably is remarkable. Its complete range of both production and broadcast services including pre-production support to award-winning studios, production support and teleport uplink makes it an award-winning service provider.

“ twofour54 continues to push the limits in production and broadcast services, cementing its position as leader in the region. Being recognised for this by BroadcastPro ME is testament

to all the hard work and passion of our dedicated team, as well as the incredible talent within the industry in Abu Dhabi, who work alongside some of the biggest producers from Hollywood, Bollywood and the Arab world.

Winning Broadcast Services Provider of the Year is an endorsement of the production services ecosystem at twofour54, and has helped raise awareness of the film-friendly environment and unrivalled government support Abu Dhabi has to offer, attracting even more business and productions.”

Nabil Abou Samra, Head of Business Development, twofour54

2019 ASBU BROADCAST PRO AWARDS **BEST VIDEO INITIATIVE ON A SOCIAL MEDIA PLATFORM** **AWAAN – DUBAI MEDIA INC.**

For Anta Online from Awaan, the figures speak for themselves: with a reach of 12m, 10m minutes viewed, and 3.6m one-minute video views. There are also no fewer than 81.7m three-second views - and perhaps the most striking figure of all relates to mid-summer returners: more than 1.9m across three weeks of August alone.

“It is always a pleasure for DMI Digital Media Department to be recognised by BroadcastPro for our work in digital creativity, and we appreciate being honoured for what we’ve achieved.” said Heba ALSamt, Director of Digital Media Dept. at DMI Radio and TV Sector.

This award is a testament to the hard work our team has put into creating the Best Video Initiative on a social media platform, which proves that we are really competing against ourselves, with momentous strides made in the social media space, DMI continues to deliver innovative ideas.”

Winning the award; indeed boosts our organization’s reputation, and helps to cement our credibility, and proves we are still dynamic and innovative. Talent wins games, but teamwork and intelligence wins championships.”

**Heba ALSamt, Director of
Digital Media Department at
DMI Radio and TV Sector**





2019 ASBU BROADCAST PRO AWARDS DIGITAL STRATEGY OF THE YEAR TOOLI - ARABSAT



Pioneering a highly innovative partnership, Arabsat proved a worthy winner - moving out of its traditional space and launching a new generation IPTV service, available on all major platforms including iPhones, Android phones, Apple TV, and Android TV. The package allows users to share their experience via a 'rating and commenting' service. Company reinvention at its finest.

2019 ASBU BROADCAST PRO AWARDS OUTSTANDING INITIATIVES FROM A DISTRIBUTOR ADVANCED MEDIA



Advanced Media has continuously innovated by bringing new brands to the market and also educating professionals through training programmes and workshops. More recently, the company launched two new showrooms, one in Dubai and another in Saudi Arabia. Special mention is due to their technologies and training, consistently raising production standards.





2019 ASBU BROADCAST PRO AWARDS RADIO INITIATIVE OF THE YEAR NISAA FM

Broadcasting with a cause... Imagine a radio station that's driving debates on gender and social issues across Palestine. That's the brainchild of Maysoun Odeh Gangat - and her station, Nisaa Broadcasting Radio Company. The station uses the power of radio to create social change. It's also the first radio station run by and for women in Palestine and the Middle East.

“For me personally this award has meant a lot as it is the first of its kind on a regional level. Nisaa FM previously was recognised nationally and

internationally but with the Pro Broadcast Award this gave us a recognition in the Arab World. The award has given recognition to the first woman radio initiative in Occupied Palestine, and a pioneering effort even in the greater Arab World. This exposure provided us with a marketing tool with local advertisers and international donors, yielding a positive impact on our business, and we continue to prominently feature this prestigious award in all our business outreach programmes and donor-funded proposals.”

**Maysoun Odeh Gangat,
Founder of Radio Nisaa**

2019 ASBU
BROADCAST
PRO AWARDS
**OUTSTANDING
CREATIVITY
IN VIDEO
PRODUCTION**
**DUBAI FITNESS
CHALLENGE -
SOCIAL EYEZ**

What better way to promote the Dubai Fitness Challenge than with a Parkour athlete able to leap any obstacle at any time in a video that features every single mode of RTA transport? No surprise that it received coverage across the UAE's national press. No surprises, too, that the winner here for exceptional creativity in video production is **SOCIALEYEZ**.

“It's most certainly exciting to see your work being recognised especially for creativity. Because creativity is limitless, and as a young department, we are always looking to challenge our creative outlook with new approaches. And RTA's Dubai Fitness Challenge video was one of these moments.”

**Rawad El Hachem, Video
Director, SOCIALEYEZ**





2019 ASBU BROADCAST PRO AWARDS **FACTUAL ENTERTAINMENT OF THE YEAR** **REACH FOR THE STARS** **- NAT GEO ABU DHABI / FOX NETWORKS GROUP**



The judges were enraptured as they watched *Reach for the Stars* - a documentary from Nat Geo Abu Dhabi/ Fox Networks Group. It shows in extraordinary detail the journey and dedication of the UAE's first astronaut - from vision and ambition to the rigours of enduring a rocket propelled by seven million pounds of thrust.

2019 ASBU BROADCAST PRO AWARDS **SPORTS INITIATIVE OF THE YEAR** **SPECIAL OLYMPICS**



The Special Olympics World Games Abu Dhabi 2019 was the largest sports and humanitarian event in the world, welcoming 7,000 athletes from 170 nations to participate in 24 Olympic-style sports. Abu Dhabi Media's broadcast coverage was remarkable - pulling no punches, its striking close-ups and competitive imagery were truly worthy of athletes of Determination.



BROADCAST PRO SUMMIT & AWARDS 2019
Animated Work of the Year
Brq & Bana - ZEEZ Animation



2019 ASBU BROADCAST PRO AWARDS **ANIMATED WORK OF THE YEAR** **BRQ & BANA - ZEEZ ANIMATION**

ZEEZ' animated teenage detective series, *Brq & Bana*, stole hearts and minds alike. In a series of gripping adventures, the two protagonists venture into spooky houses, take on bicycle gangs and make crime-busting V-logs. The Saudi series is a rare example of regional animation and sets new standards of sophisticated product placement in a series!

“Winning the “Animated Work of The Year” at Broadcast Pro Summit & Awards 2019 is definitely a milestone

that all of us at ZEEZ Animation is proud of achieving. It signifies the huge amount of work we put into creating animated series and movies from the region. We are glad to be one of the main drivers of change in this niche industry in the region, and such appreciation drives us forward and encourages us to continue our journey in creating great content for the kids of the region, and export that to the world.”

**Abdulaziz Othman,
Managing & Creative Director
of Zeez Animation**

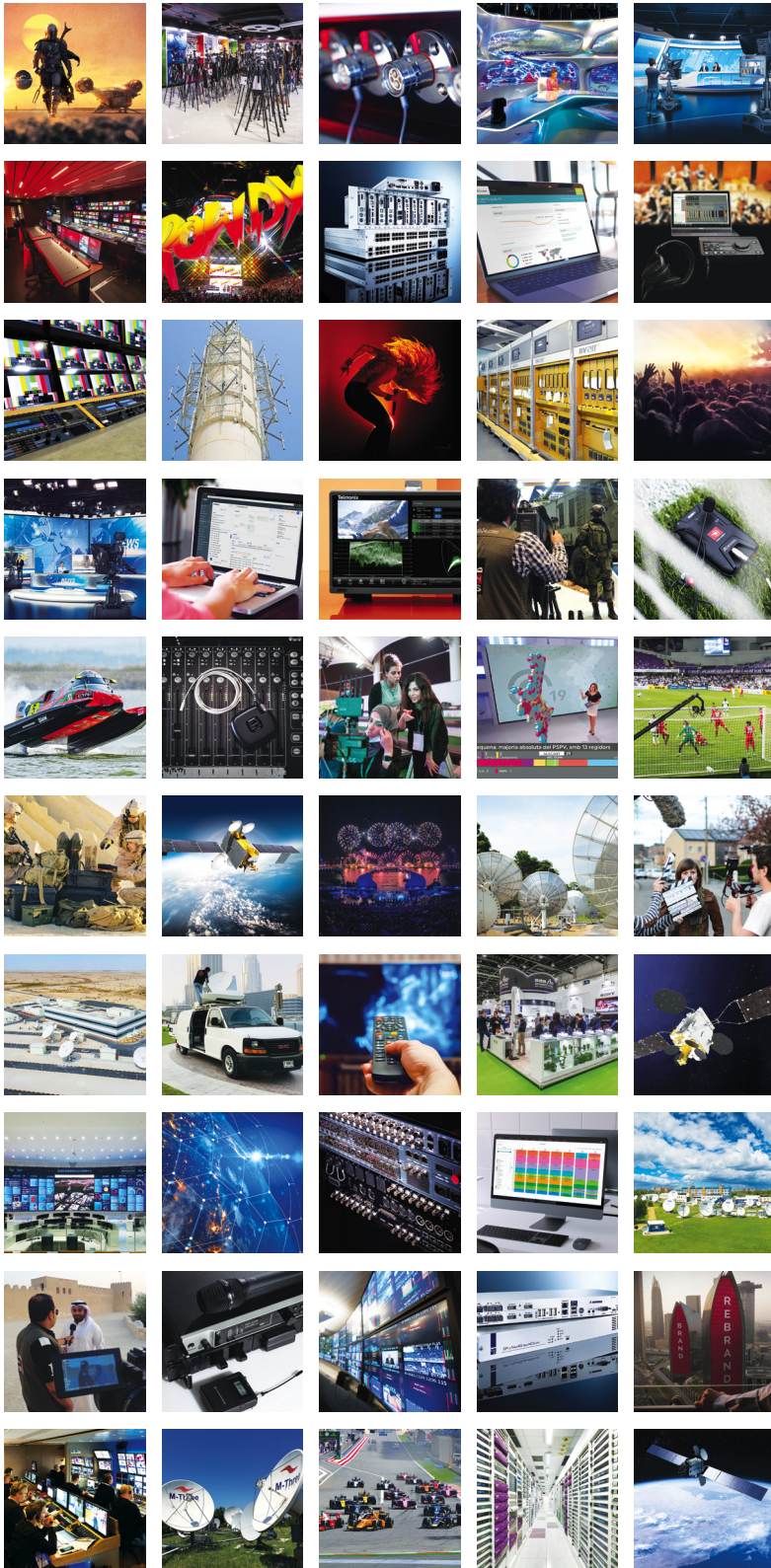
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