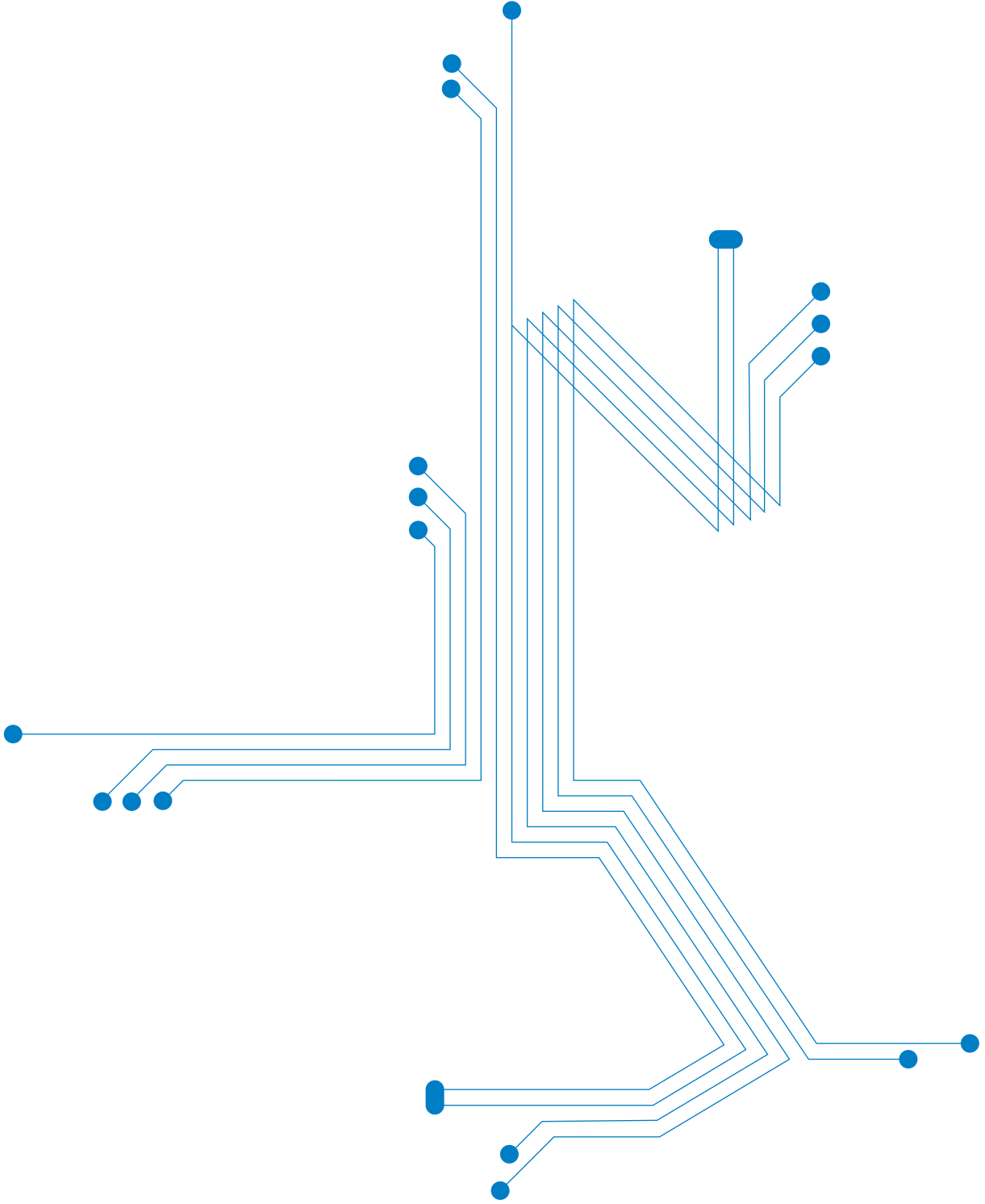


Focus on value – partner with Teleste

Teleste solutions enable you
to concentrate on the essential -
to leverage your customer base
and extend your business





Why Teleste is the best partner in implementing a headend solution

An established company committed to networks

Teleste is a Finland-based company fast moving towards leadership in the world of broadband video technology. Over the last 15 years we have gathered a formidable expertise in headends and networks. We are continually adding to this expertise by acquiring new skills and technologies through strategic investment. As a result we offer a first class, enduring service based on cutting edge technologies and innovative products.

A focused, professional service

When it comes to working with headends and networks, we are in our own element. Whether you are implementing a DVB, IP or hybrid solution, we are well prepared to manage every step of the project from the design of the system to supporting and even operating it.

Our services are delivered by teams of dedicated professionals with experience gained over years of working in the industry; having their expertise at your disposal helps to eliminate unwanted errors and ensures a smooth roll-out.

By working with Teleste you can free up resources to work on your core activities. You will be able to get the most out of your current business by better serving your customers and provide them with new services. At the same time you will have time to look for new ways to increase your revenue.

A one-stop-shop solution provider for operators

Teleste complete solutions fully support the possibilities provided by digital TV. They include the hardware and software needed for receiving and processing signals from all available sources and delivering the content to the end-user with interactive services.

The solutions may be used with any existing standard application. This is important, since it means you do not lose on earlier investment. We are strong in our support for standard solutions rather than proprietary ones, and will supplement currently existing applications with the best available add-on products to address your needs.

Key reasons to expand to digital TV with Teleste

- Improve competitiveness achieved through Teleste expertise
- The latest innovations to reach a completely new level of efficiency in headend performance, including power and space consumption
- Maximise the return on your fixed costs by achieving a more complete utilization of your existing network based on new and better quality services
- A complete range of products and services from one company, whether you enhance an existing infrastructure or build a completely new one

Luminato headend platform

- High density modular platform for Cable TV and IPTV headends
- Small footprint in 1RU chassis
- Internal switch for cable-free interconnections
- Low power consumption
- Advanced DVB stream processing



Virtuoso universal EdgeQAM

- Support for broadcast, VoD, SDV and M-CMTS applications
- Remuxing (SPTS and MPTS)
- Stream replication
- Multivendor CAS support
- High density - up to 48 QAM channels



Secure your future competitiveness with a Teleste turn-key solution

Scalable solutions to keep in pace with your growth

Luminato is a high density modular headend platform with advanced real time stream processing. Providing advanced features and the highest level of performance, Luminato supports seamless integration to any IP centric system.

It is the industry's most compact form factor, minimising both space and power consumption. There are six processing modules, and all can be hot swapped and auto configured, minimising service outage.

The new generation Luminato headend platform is designed to ensure that you remain at the technological forefront as the future unfolds. And like all Teleste products, Luminato is based on a scalable architecture, so it will grow together with your business.

As the penetration and concurrence of digital video and VoD increases, so does the need for additional QAM streams in a dense and space-saving package. Virtuoso is designed to address efficiently and economically both video Edge QAM requirements and, in conjunction with other M-CMTS network elements, downstream-biased DOCSIS market segments in one flexible solution that can evolve with the operator's needs. As an Edge QAM device, Virtuoso is designed to link MPEG SPTS and MPTS streams from IP-based Gigabit Ethernet metro networks to QAM-based HFC networks.

Committed to maximising your performance

Teleste is committed to your success. We are not satisfied to simply sell you products and stand by as you manage on your own. Rather, we will work with you to maximise your revenue, save costs and improve quality. Teleste can provide a full set of services to guarantee the best results in all phases of building and maintaining the system. The services include project management, consulting system planning, installation, integration, training and maintenance.

When you take advantage of our comprehensive project management services, you can opt to have your entire system delivery orchestrated by Teleste. You can then safely leave everything to our professionals, who are part of a networked team capable of performing every stage of the work.

One of the key challenges for cable operators, when launching new services and extending or upgrading the service delivery platform, is the availability of skilled and qualified personnel. Teleste can provide you with professionals to work on the system planning, in accordance with your schedule and service launch plans.

Similarly we have the professionals available to do the installation, integration, training and maintenance.

An IPTV solution to delight your customers

A Teleste IPTV solution provides a great end-user experience, and is easy and fast to implement. Our Teleste MyCast consists of advanced management tools backed with a wealth of end-user utilities. All the management system settings can be made from any computer using a standard web browser interface to access them. The configuration tools will allow you to automate routine tasks making it possible to manage large and complex networks without stress and without the risk of human error.

A high level of usability is maintained throughout the whole system all the way to the consumer. The rich selection of easy-to-use services is sure to delight even the least technically oriented of end users.

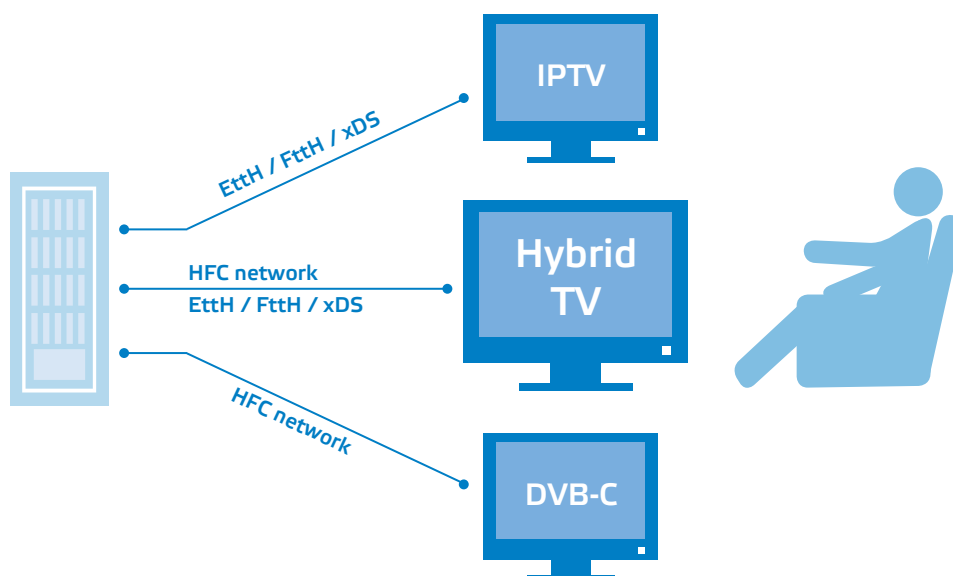
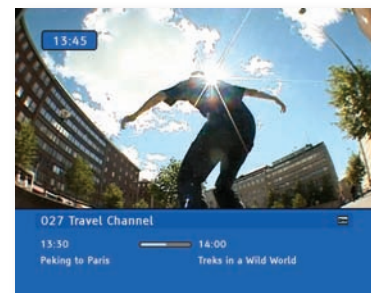
The software is designed with full broadcasting QoS (quality of service) in mind. It is fully scalable, being responsive and prompt, whether it is supporting a few hundred users or thousands of remote nodes serving millions of users.

It is a straightforward matter to build services specially tailored and targeted to your customers' needs, and add them as a part of the service palette using the open interfaces. To save time and money you can import existing web or mobile services or create the new content with standard web authoring tools.

The Teleste MyCast provides an excellent means for you to promote your brand and increase customer loyalty. Using it, the end-user interface and the selection of services can be tailored to match your brand.

Teleste MyCast

- **Modular and scalable platform**
- **Customisable user interface for brand promotion**
- **Support for DVB, IP and hybrid DVB + IP**
- **API's for connecting to external SMS and for adding 3rd party end-user services**



We offer a solution adapting to your requirements, whether these be for IP-only, hybrid DVB + IP, or DVB-only. By using the system in both IP and DVB networks, you derive the best from both of the platforms, i.e. efficient distribution of basic services with DVB and unique on-demand and interactive personal services with IP. Your customers benefit by gaining the services they want, while you benefit from being able to use your network more effectively and get additional revenue from the existing customer base.

Customers testify to the excellence of Teleste

Teleste managed projects have been delivered all over the world. Operators in Ukraine, Spain, China, Poland and many other countries have entrusted their project management to Teleste, with success.

"Teleste has helped us move from our traditional analogue services to a new digital offering. We have found Teleste a real professional partner. The people there understand what we are talking about, and know how to implement our needs. The services and products we have received can be summarized in a single word: Excellent."

Mr. Isidro Molina
CEO
Lorca TV Sol
Spain

"At the start of our network digitalization project, we carefully considered which technology partner to choose, and eventually decided on Teleste. This was the best decision we have ever made. We have received the best equipment and, on top of that, the best support to start our digital services offering. Definitely, Teleste has been really fantastic."

Mr. Mateo Guerrero
CEO
Tele Alhama
Spain



"We became convinced that Teleste was the best choice for us after getting to know about its product portfolio, professional expertise and good service. Teleste solutions enable us to provide a better service to the operators in Poland, allowing them to utilise their existing networks and subscriber bases more effectively. We are delighted to have Teleste as our partner."

Piotr Morawski
President of the Board
SATLAN Sp. z o.o.
Poland

"We have been able to quickly gain new business by utilising our infrastructure more efficiently with the help of Teleste products and advice. We have always trusted Teleste and the good service we have had. It's exactly what we expect from an important partner – professional delivery with nothing but positive surprises."

Mr. Valery Saliyev
Vice President of Strategy Development
Volia Cable
Ukraine

"Since 2000, we have been using a DVB headend system provided by Teleste. The products have proved to be good quality and the system has been reliable. Teleste has also provided us with good technical support and timely after sales services."

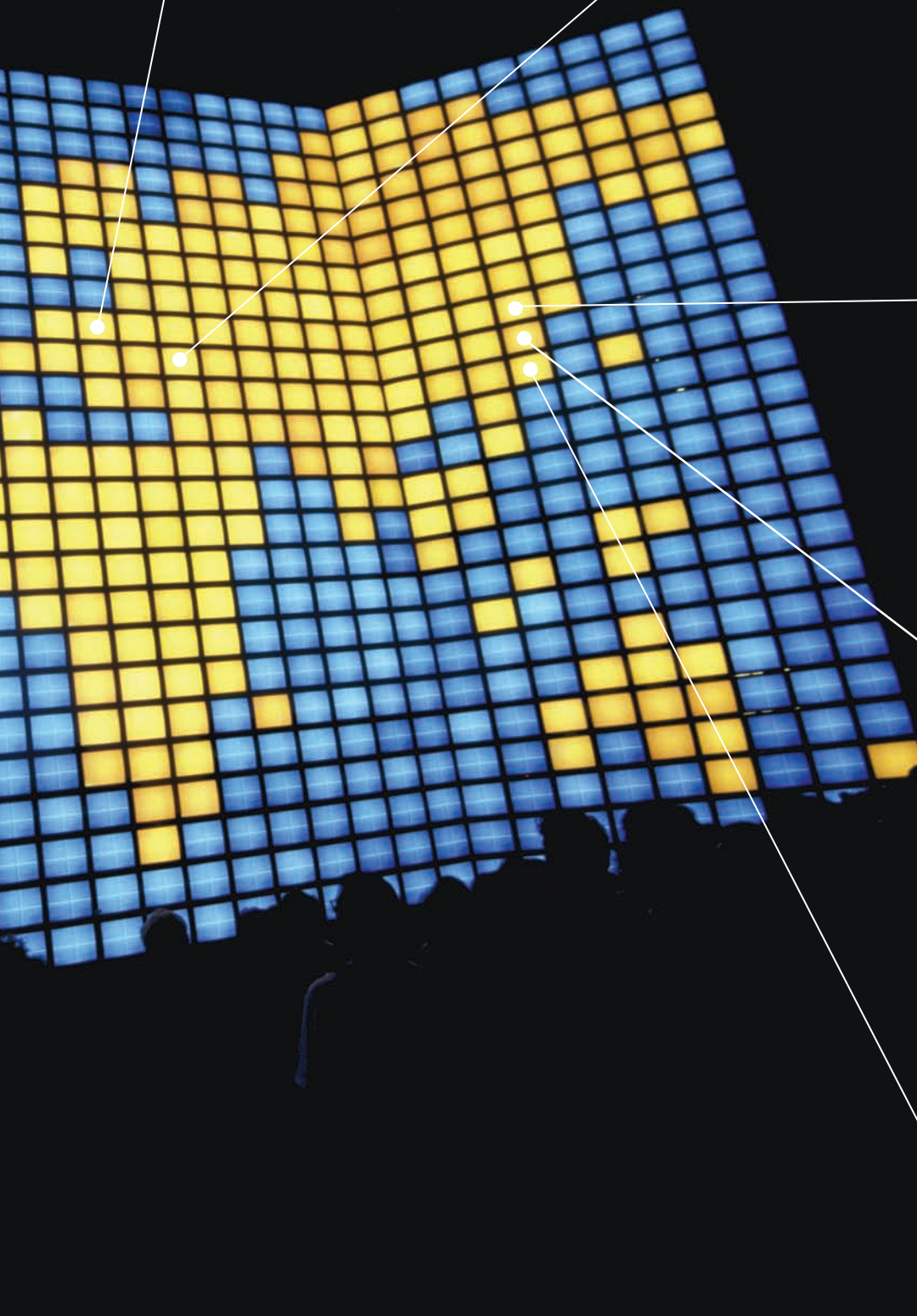
Hunan Provincial
Cable TV Operator
China

"Teleste's DVB headend system was installed in June 2007. The system is stable with easy expansion option, strong management features with remote configuration possibility. The service was professional."

Qinhuangdao City
Cable TV Operator
China

"In 2004, we selected a Teleste DVB headend system (including satellite receiver, mux, simulcrypt scrambler and QAM) through public tender. It has proved to be a reliable and high quality/price ratio system, so far operating with 120 programs. It is both easy to use and convenient in upgrade. Teleste is a trustworthy and reputable partner providing a good service."

Weihai City Cable
TV Operator
China





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