

## ▶ NEOTION strengthens its partnership with Eutelsat with OTT Gateway as part of SmartBeam multiscreen video delivery service

**Aubagne, France – September, 8<sup>th</sup>, 2016** – NEOTION, a leading provider in secure solutions for Digital Pay-Tv industry, enlarges its product portfolio with a new Satellite OTT Gateway designed and developed in close partnership with Eutelsat, one of the world's leading satellite companies.

Leading on from the successful concept demo promoted on the Eutelsat booth at last year's IBC, NEOTION has developed a satellite gateway which, combined with Eutelsat's SmartBeam solution, enables broadcasters to leverage the coverage of satellite to enrich TV platforms with live OTT channels and new interactive services.

The NEOTION Satellite OTT Gateway is a compact and integrated hardware & software device enabling operators to deliver live OTT streams or push VOD to multiscreen devices from a single access point. As a broadcast-based system, the gateway offers significant cost savings compared to terrestrial network infrastructure where costs increase as audience grows.

Operators will benefit from the best of dedicated satellite network infrastructure and multicast content delivery, enriching their offers without compromising on Quality of Experience (QoE) and performance. Consumers can watch content in high-quality without any delay or Internet bandwidth limitation, via a local Wi-Fi network connected to the NEOTION Satellite OTT Gateway and the Eutelsat mobile app for SmartBeam.

NEOTION is developing versions of the Satellite OTT Gateway for in-the-home and public spaces to enable broadcasters to extend their addressable market: from residential needs (up to five family members each viewing their chosen content on mobile devices) or professional usage (hotel or bar configurations, allowing multiple viewers to watch live OTT channels at the same time on their mobile devices).

*"Forming a close cooperation with Eutelsat, which has led to a concrete and long-awaited solution for broadcasters, has been a great experience that has leveraged our complementary skillsets, technical know-how and market experience. Our solution will help TV companies take a decisive step forward with new and innovative OTT offers delivering the guarantee of high video quality viewing."* said Olivier DEMOLY, Sales and Marketing Director at NEOTION.

Jacques Dutronc, Chief Development & Innovation Officer of Eutelsat: *"Neotion has once again met our requirements for creativity, reactivity and high standards. With SmartBeam, we are leveraging multiscreen solutions to help broadcasters extend OTT services and offer the same experience via satellite to users located beyond range of terrestrial networks. In working with trusted partners such as Neotion we are delivering clients a holistic solution that can accelerate time to market."*

**Feel free to visit NEOTION booth at IBC, Hall 5 B53.**

## > ABOUT NEOTION

NEOTION develops and distributes a wide range of DVB Conditional Access Modules (CAM) embedding the main Conditional Access Systems (Conax, CryptoGuard, DRE-Crypt, Irdeto, Verimatrix and Viaccess-Orca) to pay-TV operators across the globe.

NEOTION is still investing in secure devices for the Pay-TV industry adding new and innovative solutions according to the booming OTT adoption on the market during these last few years. NEOTION is offering first on its core-business the HbbTV CAM as the suitable single secure device in a connected environment, headless OTT gateways for satellite fully based infrastructures and recently Neohome, new smart home solutions, all as part of the OTT growing services.

NEOTION is largely involved as an active member of several standardization and digital TV committees, namely DVB and CI Plus LLP and more recently, ZigBee Alliance.

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