

TELE

**DTT
IPTV
3DTV
satellite**



Test Report JIUSHOU Digital HD Receiver for South America

WS INTERNATIONAL

Company Report
Robby Dosetareh
Goes International
from the USA



Company Report
SES ASTRA
Markus Payer
Moves Forward with
Immense Expansion Efforts



Company Report
MEGASAT
Sven Melzer
Rises from the
Heart of Germany



Company Report
SAPRO
Lubomir Proboszcz
Reaches out
to Europe



Test Report

Artificial 3D for All!



AB 3DBox Get 3D from 2D!



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HD DVB-S2 with CI MPEG-4/H.264

HDS-275SCI

- USB PVR and Timeshift Ready
- HD MPEG-4 DVB-S2 with CI slot
- Media playback: MP3, JPEG, AVI (Divx), MKV
- Up to 5000 channels
- HD output: 576i/720P/1080P
- 15 Days EPG (need program support)
- EUP



DVB-S FTA SDS-552ANP

- SD MPEG2 DVB-S FTA version
- USB PVR and time shift ready
- Media playback: OGG/JPEG/BMP/MPGE PS/MPEG4
- Up to 5000 channels
- Advanced Automatic and blind scan
- NIT Network Search compliant



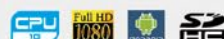
DVB-S FTA SDS-552ANP

- DVB-S FTA Scart stick
- Media playback: OGG/JPEG/BMP/MPGE PS/MPEG4
- Up to 5000 channels



HD IP Set Top Box IV210

- Online playback: 1Mbps ADSL supports smoothly, streaming DVD quality video/2Mbps ADSL for smoothly, streaming 720p quality video from bundled/Service or Content providers/TV live, VOD, download
- Content Access: Network open content source, Network specific content service
- Video decode: Full HD H.264, MPEG-1/2/4, DivX, WMV9, XviD, RMVB, FLV, MJPEG
- Audio decode: MP3, WAV, WMA, AAC-LC/HC, OGG Vorbis, RA, Dolby D
- Display resolution: 1080P
- WiFi 802.11(b/g/n): USB WiFi dongle, built-in USB WiFi module (Optional), SSID auto search, WEP/WPA encryption
- IP allocation: Static IP /DHCP/PPPOE



Android IP Set Top Box IV3001

- CPU: ARM Cortex A9, 1GHz@2500MIPS
- Video Decoding: H.264(1080p/i HP@L4.1), MPEG1/2/4(1080p/i) VC-1(1080p SP/MP/AP), RM/RMVB(720p)
- Audio Decoding: MP1/2/3, WMA, WAV, OGG, AAC, etc
- DVB-C/DVB-T Demodulator, 2 TS Input, 3 Demux
- 2 USB2.0(OTG/Host), Support SD/MMC Card
- OS: Android 2.3



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Dear Readers,

in this issue we occupy ourselves several times with the subject of 3D, that is, with three dimensional TV. Undoubtedly, there are some of you right now that are rolling your eyes and saying to yourselves: "Who'd be interested in 3D? There are hardly any 3D channels available!"

In principle you'd be right, but the reality looks quite a bit different. Let's take a look at HD: the amazing thing about digital TV signals (compared to analog TV signals) is that you can have so much fun playing around with digital signals. When high resolution (HD) TV appeared a few years ago it didn't take long for receivers to appear with built-in upscalers. The upscaler takes a normal SD (standard definition) channel and electronically converts it to an HD channel. Presto, all at once you can watch every TV channel in HD; it's all just a question of the receiver software.

Once the receiver manufacturers recognized this so that today nearly every receiver out there is an HD model with a built-in upscaler, it didn't take long for broadcasters themselves to "upscale" their programming to HD. That's the reason why you're seeing more and more HD channels appear. Many broadcasters simply take their old movies and series and artificially inflate them to HD quality via software. Can the viewers really tell the difference?

By now, many of you are probably chiming in saying, yeah ok, you can upscale SD channels to HD, but that would never work with 3D. How are you supposed to artificially create a third dimension?

Believe it or not, it can be done! In one of our feature stories in this issue of TELE-satellite we describe how you can theoretically take a two dimensional picture and magically convert it to three dimensions. But, in truth, it really isn't magical at all. A logical extrapolation is taken from the picture information after which software converts it electronically.

If you're response to this is that, yeah maybe you can do this theoretically, but that's about it, then it gives me great pleasure to say that we're presenting another report in this issue of TELE-

satellite about just such a converter that can take every 2D TV signal and artificially generate a 3D signal.

The fact that 3D is really making steps forward can be seen in a third report in this issue of TELE-satellite: the artificial creation of a 3D channel can be further pushed so that the results can be seen on autostereoscopic TV screens. You can then enjoy the 3D experience without the need for any special glasses.

If you look at this development from the outside, the trend is obvious: it won't be long before receivers will have another abbreviation stenciled alongside HD on the front panel: 3D. And then, just like now where nearly every receiver is an HD box thanks to the upscaler, soon nearly all of these receivers will become 3D receivers thanks to a built-in converter.

In this way, receivers have taken yet another step in separating themselves from TV channels: it doesn't matter if a TV channel transmits in HD or in 3D or whether it's just normal SD or 2D, the receiver converts every TV channel into an HD and 3D channel. The TV channel really no longer has any direct relationship with the receiver anymore: the receiver only uses the picture information to create its own HD and 3D channel.

The true providers are the receivers!

Sincerely

Alexander Wiese
TELE-satellite Editor-in-Chief



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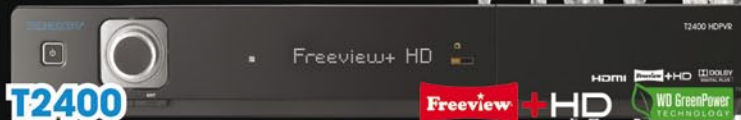
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- Digital Audio Output

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- External USB 2.0 Devices (PVR Ready)
- Event Recording by EPG
- HDMI Output



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- 2 CI Slots
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- 10,000 Channels



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- Embedded Conax
- CI Slot
- DiSEqC 1.2 fully supported



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- Spark online weather
- Spark online user manual
- Spark online message
- Spark online software ugrade
- Spark personalized setting
- Dual boot: Spark&Enigma2
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Liebe Leser, in dieser Ausgabe widmen wir uns in mehreren Beiträgen dem Thema 3D, also dem dreidimensionalen Fernsehen. Sicherlich werden jetzt einige von Ihnen gelangweilt die Augen verdrehen: „Wen interessiert schon 3D, es gibt doch kaum TV-Programme in 3D.“ Im Prinzip haben Sie Recht, aber die Realität sieht anders aus. Blicken wir zunächst einmal auf HD: das große Wunder des digitalen TV-Signals (im Gegensatz zum analogen TV-Signal) ist nämlich, dass man mit digitalen Signalen so wunderbar spielen kann. Als das hochauflösende Fernsehen HD (High Definition TV) vor ein paar Jahren zum Thema wurde, gab es schon bald Receiver mit eingebautem Upscaler. Der Upscaler sorgte dafür, dass aus einem normalen SD-Programm (Standard Definition) auf elektronischem Weg ein HD-Programm wurde. Schwupp, auf einmal konnte man alle TV-Programme in HD sehen, alles nur eine Frage der Receiver-Software.

Nachdem die Receiverhersteller dies erkannt haben und es heute fast nur noch HD-Receiver mit eingebautem Upscaler gibt, kamen langsam auch die Programmbetreiber darauf, ihre normalen Programme mit Hilfe eines Upscalers auf HD hochzupushen. Das ist der Grund, warum es immer mehr HD-Programme gibt. Keineswegs

ist die Zahl der tatsächlichen HD-Programminhalte so rasant angestiegen, vielmehr skalieren viele Programmbetreiber ganz einfach ihre alten Filme und Serien nur künstlich und per Software nach oben. Welcher Zuschauer ist schon in der Lage, den Unterschied zu bemerken?

Jetzt werden manche von Ihnen einwenden, dass man zwar SD Programme auf HD hochskalieren kann, aber mit 3D geht das doch wohl nicht. Wie soll man denn die dritte Dimension künstlich erzeugen wollen? Die Antwort lautet: es geht! In einem Feature beschreiben wir Ihnen in dieser TELE-satellite die theoretischen Grundlagen, wie man aus einem ganz normalen zweidimensionalen Bild ein dreidimensionales Bild zaubern kann. Zaubern ist eigentlich der falsche Ausdruck, denn es werden nur logische Schlußfolgerungen aus den Bildinformationen gezogen. Eine Converter-Software setzt dies elektronisch dann um.

Wenn sie nun antworten, dass das vielleicht theoretisch möglich sei, aber praktisch doch nicht umsetzbar ist, dann freut es mich, dass wir Ihnen in dieser TELE-satellite Ausgabe einen weiteren Bericht präsentieren und zwar genau über einen solchen Converter, der aus jedem 2D-TV-Programm künstlich ein 3D-TV-Programm generiert.

Dass 3D tatsächlich auf dem Vormarsch ist, zeigen wir Ihnen noch mit einem dritten Bericht in dieser TELE-satellite: die künstliche Erzeugung eines 3D-Programms kann man noch weiter treiben und das Resultat auf autostereoskopischen Bildschirmen anzeigen. Dann wird zum Betrachten von 3D



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Sieht man sich diese Entwicklung von außen an, dann gehört nur wenig Mut dazu, eine Voraussage zu wagen: es wird nicht mehr lange dauern, und die Receiver werden schon bald nach dem Kürzel HD eine weitere Abkürzung auf ihrer Frontplatte vermerken: 3D. Denn so wie dank Upscaler mittlerweile fast jeder Receiver ein HD-Receiver ist, so werden schon bald die Receiver dann eines eingebauten Converters zu 3D-Receiver werden.

Damit haben sich die Receiver ein weiteres großes Stück von den TV-Programmen entkoppelt: egal, ob ein TV-Programm tatsächlich in HD oder in 3D aussendet oder ganz normal in SD und 2D, es ist gleichgültig, die Receiver machen aus allen TV-Programmen ein HD und 3D Programm. Das eine, das TV-Programm, hat mit dem anderen, dem Receiver, keine direkte Beziehung mehr: der Receiver benutzt die Bildinformationen des Programms nur noch, um sich daraus sein eigenes HD und 3D Programm zu generieren.

Die wirklichen Programmierer sind die Receiver!

Das meint

Ihr Alexander Wiese
TELE-satellite Chefredakteur

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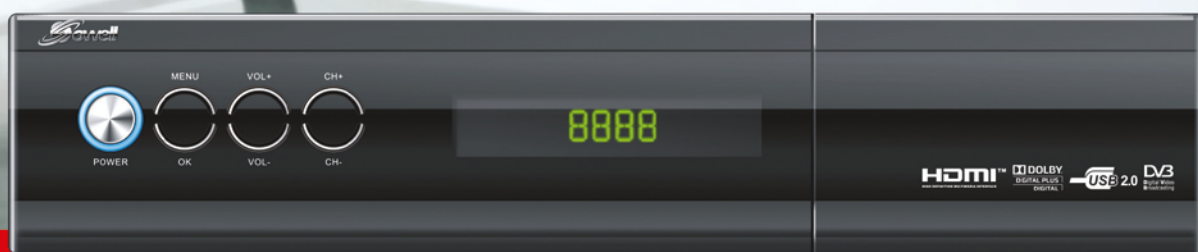


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- ▶ Digital Cable Receiver
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- Audio decoder compliant with ISO/IEC 13818-3, ISO/IEC 11172-3, AAC/AAC+, AC3
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- PVR function supported, recording TV and playback media files with external storage devices (USB2.0 / HDD)
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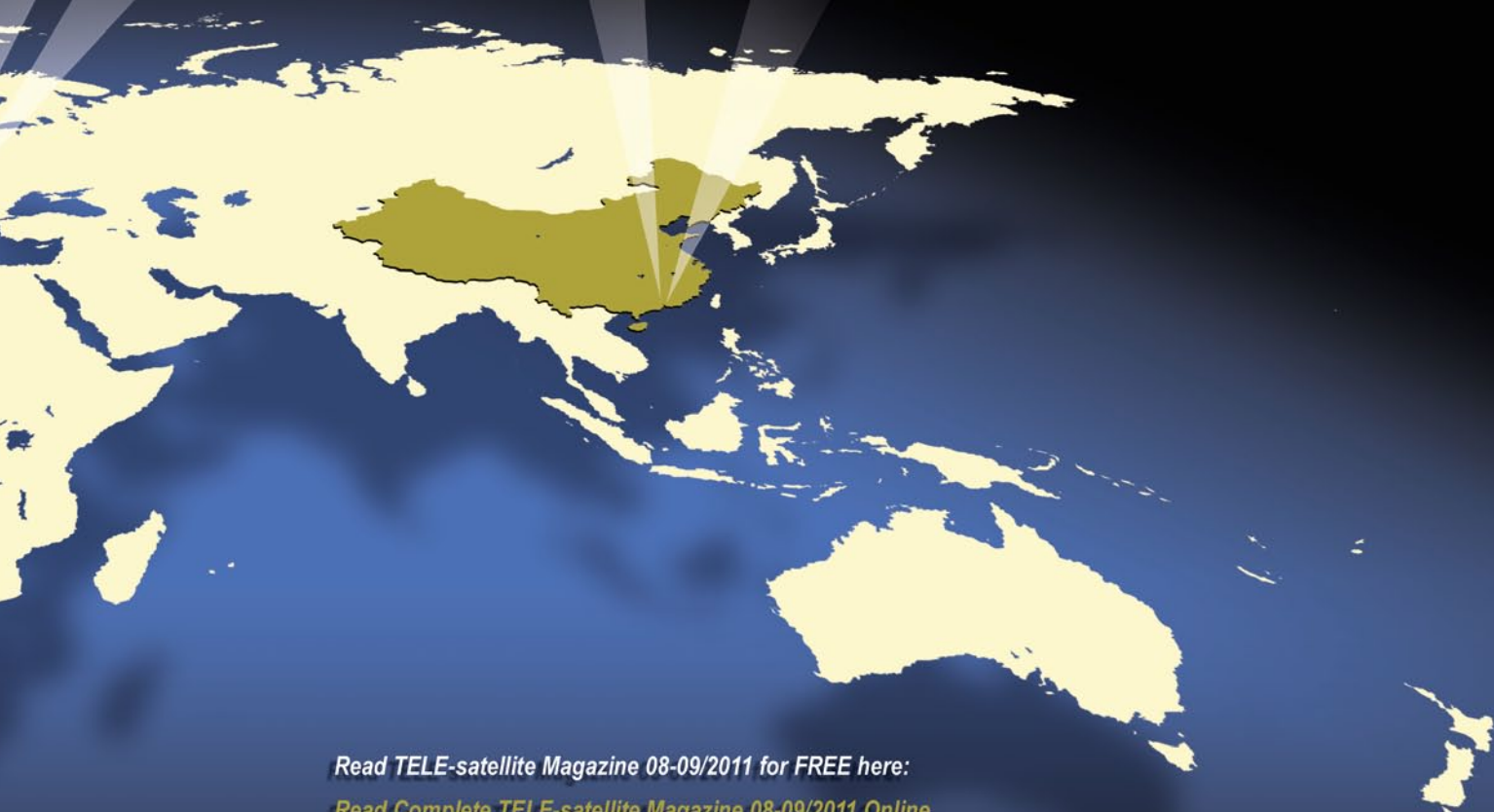
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Test Reports are written by TELE-satellite's engineering staff located at
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INPAX	Turkey	113	TURBOSAT	UK	4

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Leading Digital TV Equipment Manufacturers continuously choose **TELE-satellite Magazine** to market their products most successfully on a global scale

TELE-satellite Magazine is the #1 Global Digital TV Trade Publication for 30 years - and we continue to expand!

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You Can Imagine

HD PVR (Full HD, 1080P)

High Definition PVR Receiver

Full HD / DivX, MKV / Time Shift / Two Live Pictures (PIP)



Full HD / DivX



PVR recording
F.F / REW / Slow
● ◀ ▶ ▶▶



Time Shift



Picture in
Picture



Playing recording
files in P.C



INNOVATION

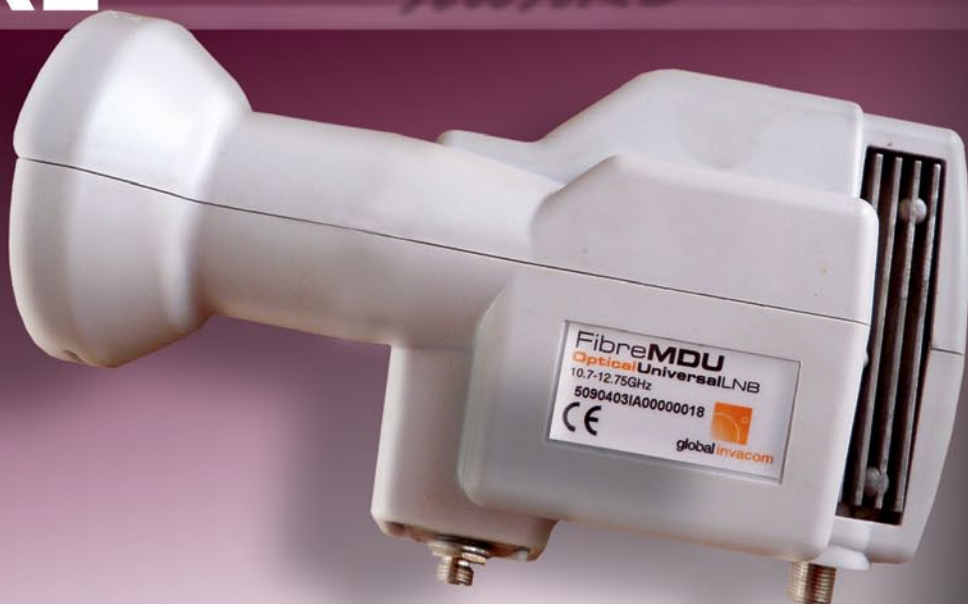
PRODUCTS LEADING INTO

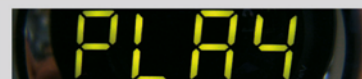


AWARD

THE FUTURE

INNOVATION
TELE
satellite
AWARD
MAGAZINE





WE ARE DISTRIBUTOR OF

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DIGITAL TV

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ALPS

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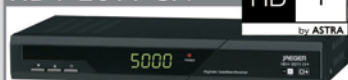
SPAUN

Stab

Addition to the family...

JAEGER **NEW**

HD+ 2011 CI+



HDTV-DVB-S Receiver - PVRready

- USB 2.0 host for playback of external hard drive or USB flash drive
- 1 x Common interface slot
- PVRready. Direct recording via USB on external storage media possible
- HDTV & SDTV
- 1 x smart card reader
- EPG (7 days in advance)
- Video-resolution 1080p, 1080i, 720p, 576p
- optical signal to the align the antenna
- HDMI out with HDCP

USB 2.0 HOST HDMI 1 x SMARTCARD-READER 1 x COMMON INTERFACE



*** FULL HD ***

JAEGER

HD+ 2011



HDTV-DVB-S Receiver - PVRready

- USB 2.0 host for playback of external hard drive or USB flash drive
- 1 x Common interface slot
- PVRready. Direct recording via USB on external storage media possible
- HDTV & SDTV
- 1 x smart card reader
- Video-resolution 1080p, 1080i, 720p, 576p
- optical signal to the align the antenna
- HDMI out with HDCP

HDCI 2010



HDTV-DVB-S Receiver - PVRready

- USB 2.0 host for playback of external hard drive or USB flash drive
- 1 x Common interface slot
- HDTV & SDTV
- Video-resolution 1080i, 720p, 576p
- optical signal to the align the antenna
- HDMI out with HDCP
- Disecq 1.2 & USALS

MULTIMEDIA HOME GATEWAY

TOPFIELD

SRP-2401 CI+

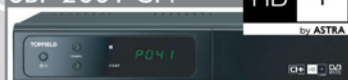


- Digital Satellite Receiver with CI and HDD
- 2 Common Interfaces for CONAX, CRYPTOWORKS, IRDETO, NAGRAVISION, SECA & VIACCESS
- MPEG-2 digital and fully DVB compliant
- 2 tuners
- SCPC and MCPC receivable from C/Ku-band satellites
- 10,000 Services TV (7,000) & Radio (3,000) programmable
- Favorite Service list editing
- 32-bit Color On-Screen Display (OSD)
- Firmware Update by Over-The-Air or USB-Stick
- S/PDIF for digital audio or
- Dolby AC-3 bitstream output
- Recoding capacity: Determined by USB-External HDD capacity
- Full Picture in Graphic (PIG) function
- Capable of time-shifting & single recoding
- MP3 (MPEG-1 Layer 3) decoding
- NTFS Read/ Write supported
- CI+ Service Descramble supported

HDTV Receiver Selection

TOPFIELD

SBP-2001 CI+



HDTV DVB-S Receiver

- HDTV PVR ready to external storage devices via USB port
- Output to 576i, 576 p, 720 p, 1080i
- Playback of DivX, DivX HD, MKV and VOB video files *
- Display subtitles (* .srt) media files
- Playback of MP3 files and display JPG files
- Timeshift/puffer with a length of up to 5 hours
- Fast forward and rewind with up to 64 x speed
- 2 CI + shafts modules for pay TV
- Firmware upgrade over USB4

TOPFIELD

CBP-2001 CI+



HDTV DVB-C Receiver

- HDTV PVR ready to external storage devices via USB port
- Output to 576i, 576 p, 720 p, 1080i
- Playback of DivX, DivX HD, MKV and VOB video files *
- Display subtitles (* .srt) media files
- Playback of MP3 files and display JPG files
- Timeshift/puffer with a length of up to 5 hours
- Fast forward and rewind with up to 64 x speed
- 2 CI + shafts modules for pay TV
- Firmware upgrade over USB4

STRONG

DIGITAL TV

SRT 7805 HD+



HDTV Receiver, USB PVR Ready

- HDTV (1080i) • USB port
- HD + compatible (HD+ smart card for 12 months including

SRT 7300 CI+



HDTV Receiver, USB PVR Ready

- HDTV (1080i)
- CI + compatible slot for most CA - modules
- USB port

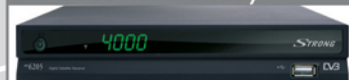
SRT 7000



HDTV Receiver, USB PVR Ready

- HDTV (1080i) • HDMI (V/A -Output)
- USB 2.0 port

SRT 6205 - PVR Ready



USB recording capability

- UHF Modulator to connect the receiver to TV
- 2 Common Interface slots
- USB port

New measurements on stock

Premium

Satlook ICE



- DVB satellite-receiver 920-2150MHz
- Spectrum-analyzer with expanded spectrum
- DVB-S (Free to Air) and Analog TV-picture
- Digital readout of BER and SNR.
- Super bright 5" 16:9 TFT-LCD color display and much more

Mid Range

Satlook LITE



- Very handy and easy to use Satellite-TVmeter.
- "EasyFind"-satellite identification
- Very sensitive
- Digital BER and S/N-ratio and much more

Cost Effective

Digitas PRO ACQU



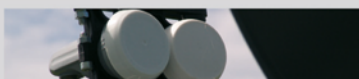
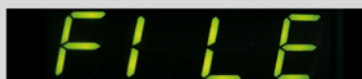
- Measure signallevel from two LNB's at the same time.
- Measured information are displayed on the LCD.
- DiSEqC, 22 kHz, 13/18v and mA readout.
- Generate DiSEqC, 22 kHz and 13/18v to control LNB/switch.
- and much more

Consumer

AirBeeper



- Very small and handy meter for installation of DVB-T antennas.
- Extremely easy to use, no buttons or knobs.
- Pitch-tone indication in the earphone and much more



HDTV & Ethernet connection

smart **NEW**

VX 10
DVB-S HDTV Receiver

- HbbTV
- PVR-ready
- WIFI compatible
- LAN / Ethernet connection
- FULL HD 1080p
- NAGRA embedded
- USB interface for external storage devices
- e-SATA interface
- Unicable ready

HDTV Receiver

VANTAGE

VT-1 Full HD PVR



DVB-S Twin FULL HDTV Receiver

- Two DVB-S2 tuner
- 4:3, 16:9, HDTV 720p, HDTV 1080p
- Video MPEG ISO 2/4, MPEG-4 HD / H.264
- 2x USB
- HDMI
- 2 CI and 2 Smart card Reader
- Time shift supported

Big Dishes

PRODELIN
A TriPoint Global Company



240 RXO

NEW



370 RXO

2.4M - C & KU-BAND

- Precision compression molded centered reflector
- Series 1252 - Az/El Mount
- Series 1253 - Polar mount
- Low transportation cost with three panel reflector
- Individual panels inter-changeable and field replaceable
- Galvanized steel mounts Reader

3.7M - C & KU-BAND

- C-Band Intelsat F1, H4 and GType approved: approval #IA031A00 (without LNA) and # IA031A00 (approved LNA included)
- Intelsat approved LNA kit eliminates costly field testing
- C-Band INSAT & wide-band available
- Precision compression molded four segment offset reflector
- Installation time reduced with improved mount design
- Fully galvanized steel Az/El mount
- Reflector/Feed electrical Anti-Icing available
- Two axis tracking configuration available

Dishes

CIBERTINI **TRIAx** **PRODELIN**



- 40 cm - White
- 70 cm - White, Black, Red
- 90 cm - White, Black, Red
- 100 cm - White, Black, Red
- 120 cm - White
- 130 cm - White, Black

Big dishes directly from our warehouse!

NEW

- 160 cm
- 180 cm
- 240 cm
- 300 cm
- 370 cm

Optical fibre LNB

INVACOM

Innovation in Communications

Fibre LNB / Fibre Flange LNB



with optical fiber connection



AVAILABLE ACCESSORIES:

Optical 2, 4 or 8 way MDU can imitate a twin, quad or quattro LNB, and you can have up to 32 MDUs from one Fibre Optic LNB

1x2, 1x4 or 1x8 optical fibre coupler

Optical cable from 1,0 meter up to 200 meters

The Fibre Optic LNB can feed the whole Ku-band up to 32 end-points.

Full LNB range INVACOM available as:

SNH-031, TWH-031, QTH-031, QDH-031, SNF-031, TWF-031, QTF-031 and QDF-031

Parts

Multifeed holder for 2, 3, or 4 LNB



Wallmounts

- 15 cm distance - Aluminium
- 25 cm distance - Aluminium
- 35 cm distance - Aluminium
- 45 cm distance - Aluminium
- 55 cm distance - Aluminium
- 35 cm distance - Steel
- 45 cm distance - Steel
- 50 cm distance - Steel
- 70 cm distance - Steel



- F-Connector - 7 mm
- F-Connector - 7 mm water resistant
- F-Connector - 4 mm and more

Remotesystems

- AV-Linker - Videosender for remote control
- Remote Blaster
- Zapline 2 and more

BIG Link



Koaxial cable

- High Quality coax cable
- Minicable Coax
- Mini-Twincable Coax
- > 100 dB / > 110 dB

Flat-Dishes

SELF SAT



- Works on all Ku-band Satellites
- Cross polarization improved
- Ideal for High Definition reception

SELF SAT Flat-Dishes available as:

H30D / H30D2 / H30D4



STRONG Slimsat SA Series

- Satellite antenna with integrated Single- Twin- or Quad LNB
- Simple: Installation within a few minutes

Slimsat Flat-Dishes available as:

SA 61 / SA 62 / SA 64

LNBs

- MTI
- BEST
- INVACOM
- ALPS
- INVERTO
- MAXIMUM
- TITANIUM, etc.

- Single Universal
- Twin Universal
- Quattro Universal
- Quad Universal
- Octo LNB
- Monoblock Single Universal
- Monoblock Twin Universal
- Monoblock Quad
- C Band
- Circular
- and many more



Inverto



- Red Extend - 40mm, 0,3dB
- Black Premium - 40mm, 0,2dB
- Black Ultra - 40mm, 0,2dB
- Black Multiconnect - 23mm, 0,2dB

All available as:

- Single Universal
- Twin Universal
- Quattro Universal
- Quad Universal

Full LNB range INVERTO available from stock

Motors

Aktuatoren/ Actuators

- Mini Actuators - 6", 10", 12"
- Regular Actuators - 12", 18", 24"
- Heavy Actuators - 24", 36"



H-H Mounts

- SG 99 / SG 99 II - up to 1,00 m
- SG 107 - up to 1,10 m
- SG 2500 A DiSeqC 1.2 - up to 1,00 m
- Stab HH100 DiSeqC 1.2 - up to 1,00 m
- Stab HH120 DiSeqC 1.2 - up to 1,20 m

Multiswitches/ DiSeqC-Switches

- SPAUN
- DTRON
- JAEGER
- JOHANSSON
- MAXIMUM
- BEST



From 2 in/1 out
up to 17 in/36 out

SPAUN Full range

Balcony mounting parts



- 25 cm distance - Steel
- 50 cm distance - Steel

120 cm length - Ø 6 cm

ALSO AVAILABLE:

- Balcony stand 100 cm Aluminium
- Balcony stand 100 cm Steel
- Balcony stand "Holland"
- Balcony holder L-form 25 cm
- Balcony holder L-form 50 cm

Unicable solution

Inverto
digital-labs

IDLP-USS200-CUO10-8PP

This cascable Unicable switch is the smallest form factor Unicable switch enabling the reception of 2 satellites and installations with up to 8 satellite receivers over a single cable. In addition to its eight User Bands Unicable output, the multiswitch also features two legacy outputs, a terrestrial antenna input and is powered by an external power supply



AB 3DBox Converter



TELE-satellite Magazine
Business Voucher

www.TELE-satellite.info/11/09/ab3dbox

Direct Contact to Sales Manager

- ***Converts normal 2D TVs into 3D monitors***
- ***All 2D channels are presented in 3D***
- ***Simple and intuitive operation***
- ***Can process all 3D variants***
- ***Perfect lip synchronization***



ONVERTER
ching in 3D

AB 3DBox
www.ab3dbox.com

The Magic Box

A Box That Magically Turns Two Dimensions into Three Dimensions

Do you have to buy a new 3D TV for 3D programming? Which channels are already available in 3D and what possibilities are there for older programs not recorded in 3D?

Since there aren't that many real 3D films or 2D to 3D converted films available in the first place, it could be that you have no interest in these questions. But what would you say if there was a technical solution that would let you

watch all 2D programming in 3D right now and, on top of that, with your current normal TV?

AB-COM, a company headquartered in Topolcany in Slovakia, recognized the 3D trend some time ago and the result is a 12.5 x 9 x 3 cm box called AB 3DBox Converter that found its way to our TELE-satellite testing labs.

This converter box comes with a four-digit segment

display on the front panel that indicates its current operational status along with a variety of necessary connectors on the rear panel. There you'll find two HDMI signal inputs, an HDMI signal output, a jack for the external 5V power supply as well as a connector for the included infrared receiver.

This separate infrared receiver makes it possible to place the converter box inconspicuously somewhere

in your TV cabinet or hide it behind your receiver or TV.

The remote control supplied by the manufacturer does the job but it seems to be lacking some ergonomic characteristics. It has a total of 16 buttons that among other things let you switch back and forth between the two HDMI inputs as well as make it easy to choose the desired 3D mode. Even a Standby button found its place on the remote control.

What the remote control lacks in looks is made up for by the pocket guide that was printed directly on the remote control so that you can actually use the converter box without first having to refer to the information pamphlet that came with the package.

The AB 3DBox can operate in five different operational modes depending on if a 2D or 3D TV is used. Yes, you read that correctly, the AB 3DBox Converter can even supply 3D signals to your older 2D TV set, although, whatever type of TV you end up using,



GOOSAT

Serve the World Inspire the Future

Multimedia HDTV CI Plus PVR

DVB-S2



Model: S4-1HD

- Fully compliant with DVB-S and DVB-S2 (MPEG 2/ MPEG 4 / H.264)
- Common Interface Plus (CI+) available
- Optional smart card slot for embedded CA support
- Full HD output in 720p, 1080i, 1080p
- Up to two USB 2.0 available for software update and PVR
- Build-in 10/100M Ethernet MAC
- Multimedia functions: plays back files in MKV, AVI, MP4, TS, MPG, JPG, MP3 and etc.
- Timeshift supported with external hard drive disc
- CEC (Consumer Electronic Control) and Unicable supported
- Parental control, teletext and subtitle supported

- Multilingual Menu OSD supported
- Extension to ISDB-T, DVB-T, DVB-C HD Optional
- CE & RoHS, LPC, EuP, FCC Compliant



Satellite/Terrestrial/Cable Meter



Online Sat-finder

LED TV | 3D TV Google TV



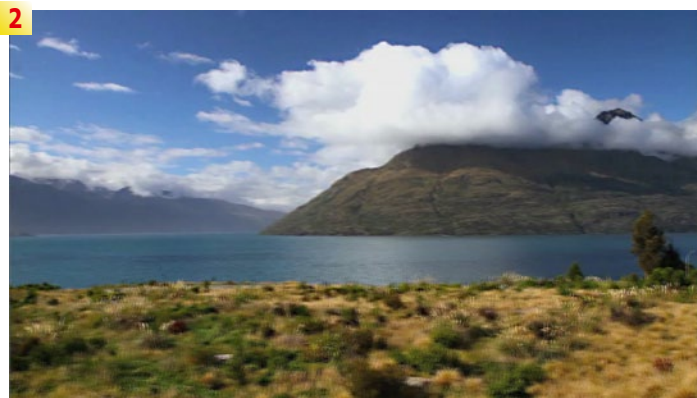
Display Size
• 26"
• 32"
• 42"

GlobalSat
International Technology Ltd.

Headquarters: F/17, China Youse Building, 6013 Shennan Avenue Futian Dist., Shenzhen 518040 P.R. China
Tel: 0086-755-8321-4789 | Fax: 0086-755-8322-2107 | E-mail: info@goosat.com | www.goosat.com

You can meet us in the following trade fairs every year:





1. 3D display in side-by-side mode for a 3D compatible TV

2. 3D display in line-by-line mode for a 3D compatible TV

3. The original picture via HDMI

it must have at least one HDMI input. In each operational mode, the box takes the HDMI video signal and manipulates it such that a 3D effect is the result.

Thanks to the HDMI input with HDCP support, all content delivered via these interfaces, whether it comes from a satellite receiver, cable box, DVD player or Blue Ray player, can be presented three-dimensionally.

If you already have a 3D TV, it was supplied with the matching glasses (either

polarized glasses or shutter lens glasses). The only thing you need to start enjoying the 3D experience is the processed 3D content.

The converter box delivers 3D content in two modes: Side-by-Side for 3D TVs that used shutter lens glasses and line-by-line for those 3D TVs that use polarized glasses.

As you can see by the pictures included with this test report, the converter box in side-by-side mode splits the video image into two halves and thus produces



4. 3D Signal (side-by-side) via TURKSAT 42° east

5. Conversion of a 3D side-by-side signal into 2D

6. 3D display of a 3D side-by-side signal as an anaglyphic picture for 2D TVs

a picture for the left and right eyes. In line-by-line mode the two split images are not as easy to recognize; the reduced sharpness of the image shows that the converter box is doing its work.

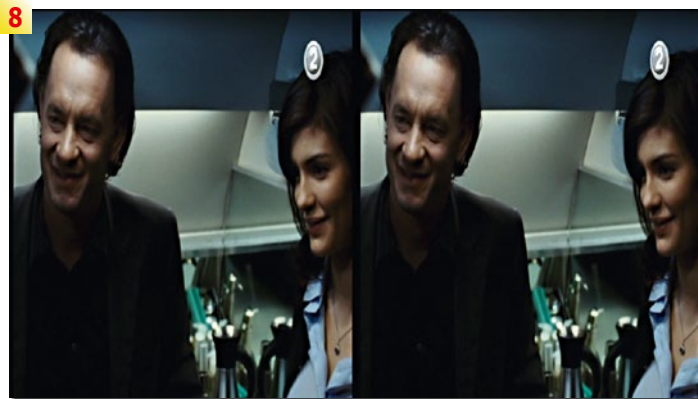
In our tests using a 42" LG 3D TV, we were very delighted with the results. An HD signal received from a satellite receiver that was passed through the converter box remained razor sharp and was perfectly expanded into 3D.

The AB 3DBox comes with

three predefined modes (soft, normal, strong) that adjust the strength of the 3D effect.

You can further customize the 3D effect (viewing angle and depth) by using the corresponding +/- buttons on the remote control. These individual customized settings can be stored to four programmable buttons so that they can be quickly recalled at a later time with the push of just one button.

Since our TV already has an integrated 3D convert-



7. 3D display of an anaglyphic picture for 2D TVs

8. 3D display in side-by-side mode for 3D compatible TVs

9. The original picture via HDMI

er, we naturally wanted to compare this to the capabilities of the AB 3DBox.

The AB 3DBox clearly won this race; this result was confirmed by a number of visitors to our test center that we invited to take part in our tests. According to our testers, the picture from the converter box was more three-dimensional with the overall 3D distribution across the entire picture highly rated by these testers.

The internal converter of our 3D TV simply could not

keep up. Even the individual customized settings capabilities of the AB 3DBox delighted our testers.

So, how does it look when the AB 3DBox is connected to a normal 2D TV? If you just bought a new LCD or plasma 2D TV, you're certainly not going to go out and buy a new 3D compatible TV a few months later.

The AB 3DBox was also designed with this situation in mind; in fact, this is probably where the converter box will be used the most. This is the simplest

way to convert a 2D TV into a 3D TV.

Two techniques are used in 3D TVs that are not compatible in 2D TVs: 3D with shutter lens glasses and 3D with polarized glasses. In the case of 3D with shutter lens glasses, the synchronization interface between TV and glasses is missing in 2D TVs and for 3D with polarized glasses a special coating is needed on the TV screen.

Aside from that, both methods require that the refresh rate of a 3D compatible TV be twice as high as a normal 2D TV, after all, both eyes have to be supplied with two separate images.

At the same time, the image itself needs to be three times brighter to make up for the attenuation of light that occurs through the glasses.

So, what can be used to create a three-dimensional picture on a 2D TV? The alternative is the anaglyphic presentation of images with the help of red/cyan glasses.

And it's exactly these glasses that are included with the AB 3DBox Converter so that the user can get right to using his 2D TV to watch 3D.

The box provides three different modes for 2D TVs:

- The conversion of 2D content into anaglyphic video where the red/cyan glasses would be used.
- The conversion of 3D content in side-by-side mode into anaglyphic video where again the red/cyan glasses would be used.
- The capability to convert 3D content in side-by-side mode into 2D so that these programs can

be viewed without glasses, but of course only in 2D.

The third variant, the conversion of side-by-side 3D content into 2D, functioned without any problems. But it doesn't make much sense since today there are hardly any TV programs available that can only be viewed in 3D. On the other hand, if this should ever occur, then it's nice to know that this setting is available with the AB 3DBox.

Obviously, the other two variants are far more interesting. The conversion of 2D content into anaglyphic images as well as the conversion of 3D side-by-side content into anaglyphic images works surprisingly well although in terms of quality it's not as awe-inspiring as the 3D effect created by polarized or shutter lens glasses.

For one thing, there's a noticeable color shift that can be seen through the red/cyan glasses, and secondly, the separation of the two images is technically not exactly squeaky clean resulting in the appearance of light shadow images. Even so, the 3D effect is remarkable considering you don't need anything more than a converter box and the red/cyan glasses to create 3D images using 2D equipment.

The visitors to our test center that we asked to take part in our tests were mostly all of the opinion that anaglyphic 3D TV was a remarkable experience and that it provided an interesting short-term alternative to 3D via polarized or shutter lens glasses. They all agreed though that if you're going to spend longer periods of time in front of the TV the latter two modes would be better.

During the course of our





Professional Producer of Digital TV Tuners for PC!

PCIe DVB-S2 TV Tuner Card (TBS 6925)

1. CCM, VCM and ACM mode support
2. Support Multiple Transport Stream Receiving
3. Support Generic Stream capture
4. Transponders blind scan
5. Up to 190 Mbit/s channel bit rate capture
6. Wide range symbol rates support,
from 200Ksps to 45Msps



PCIe DVB-S2 Quad Tuner Card (TBS 6984)

1. Quad Channels DVB-S2/S HD/SD TV Receiving Synchronously.
2. High-speed Data Download via Satellite.
3. Linux S2API Drivers Compatible with MythTV, VDR, XBMC, DVBLast, VLC, etc.



PCIe DVB-S2 Dual Tuner Dual CI Card (TBS 6992)

1. Dual DVB-S2/S Tuner.
2. Dual CI supported.
3. Transponders blind scan.



PCIe DVB-S2 Dual Tuner Card (TBS 6981)

1. Dual DVB-S2/S Receiving.
2. Windows 7 Media Center, Linux driver supported.
3. Low profile size.



USB DVB-S2 TV QBox CI (TBS 5980)

1. DVB-S2/S Transponders Receiving.
2. CI Support.
3. Windows 7 Media Center compatible.



USB DVB-C Stick

1. DVB-C Frequencies Receiving.
2. 16,32,64,128 and 256 QAM supported.
3. USB 2.0 interface.



USB DVB-C CI BOX

1. DVB-C Frequencies Receiving.
2. 16, 32, 64, 128 and 256 QAM supported.
3. CI supported.
4. USB 2.0 interface.



PCIe DVB-T2 TV Tuner Card (TBS6220)

1. Windows7 Media Center supported.
2. Freeview HD supported.
3. Low profile size.



PCIe DVB-T2 Dual Tuner Card (TBS6280)

1. Windows 7 Media Center supported.
2. Freeview HD supported.
3. low profile size.



tests, we supplied the AB 3DBox Converter with signals with a resolution of up to 1080p; the box had no trouble converting them.

Even the HDCP copy protection did not get in the way of things; all content was presented interference-free.

We were also quite impressed with the converter's lip synchronization. The conversion of the video signal inevitably results in a time delay that would be very noticeable without lip synchronization. The box eliminates this time delay so perfectly that it is totally imperceptible.

The converter's Bypass mode also turned out to be quite useful. It takes the box out of operation and allows the original HDMI signal to pass through. In this way the AB 3DBox acts as a switching point for two HDMI signal sources.

The 3D conversion of the AB 3DBox when used in conjunction with a 3D compatible TV worked the best. The experience was quite overwhelming. Thanks to

the numerous individual settings capabilities, the user can set up the converter box exactly the way they need it. And thanks to the box itself, 3D has become a standard that after only a short period of time you won't want to be without.

When used with normal 2D TVs, the AB 3DBox is an extremely cost-effective way to experience the world of 3D and all of its wonder.

And finally, a quick note: the better the quality of the original program, the better the quality of the 3D effect. If original HD programming is piped through the converter box, you'll get the best possible 3D results.

But the lesser the quality of the original program, the less the converter box can do to take advantage of its 3D capabilities.

The bottom line: the enjoyment of 3D content will depend a lot on the quality of the originally transmitted signal.

Expert Opinion

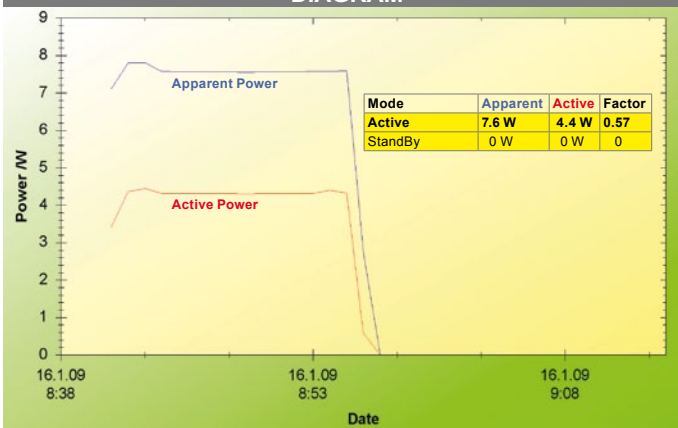
Technically perfect conversion of 2D into 3D
The box comes with all the variations that are technically possible
Individually programmable
Compatible with 2D as well as 3D TVs



Thomas Haring
TELE-satellite
Test Center
Austria

The extent of the 3D experience is strongly related to the quality of the original TV program.

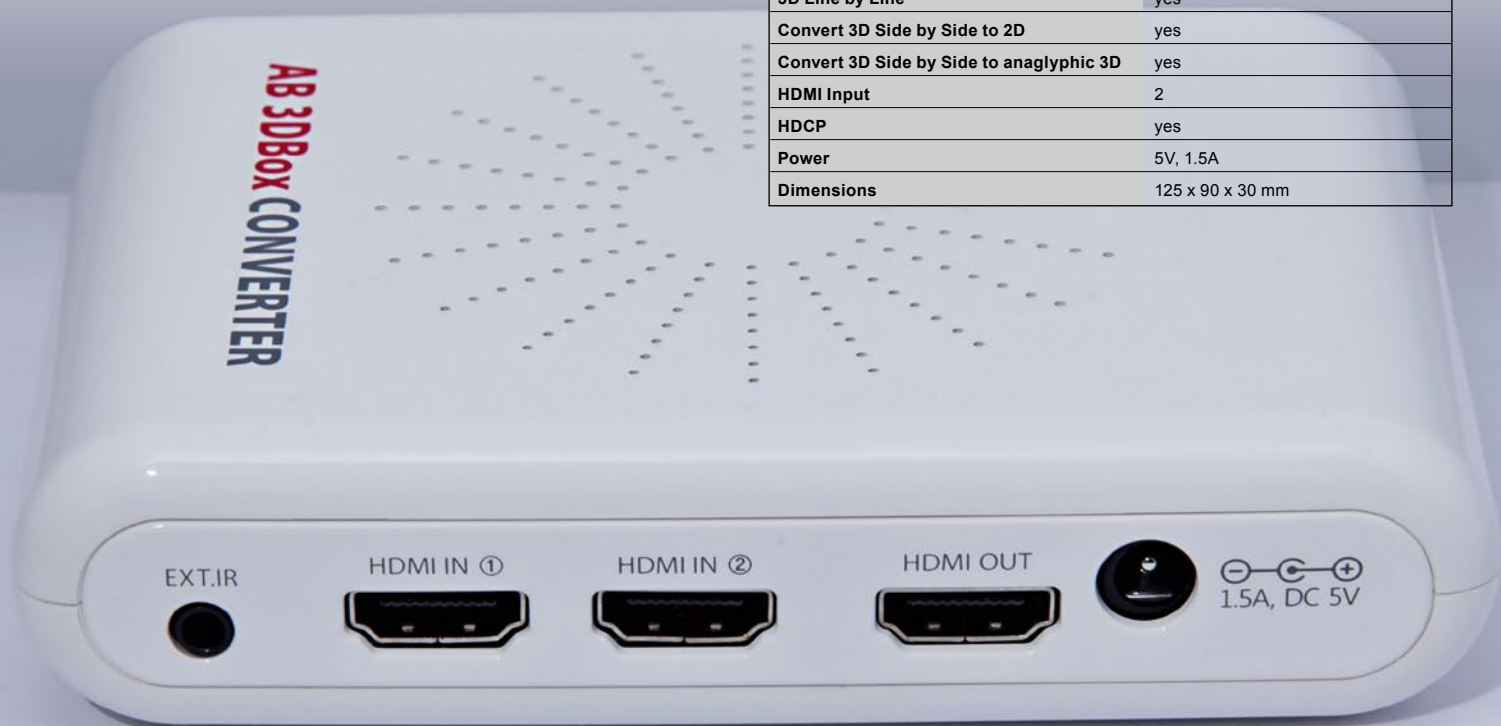
ENERGY DIAGRAM

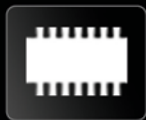


The first 15 Minutes: Active Operation
The second 15 Minutes: StandBy

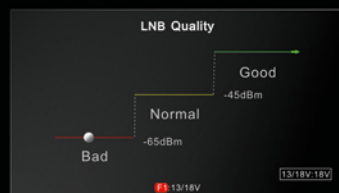
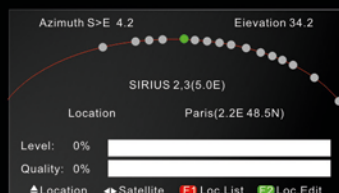
TECHNICAL DATA

Manufacturer	AB-COM s.r.o., M. Razusa 4795/34, 955 01 Topolcany, Slovak Republic
Email sales	pblaho@abcomeu.com
Internet	www.abcomeu.com
Model	AB 3DBox Converter
Function	Converts 2D content to 3D content for use on 2D and 3D TVs
3D Side by Side	yes
3D Line by Line	yes
Convert 3D Side by Side to 2D	yes
Convert 3D Side by Side to anaglyphic 3D	yes
HDMI Input	2
HDCP	yes
Power	5V, 1.5A
Dimensions	125 x 90 x 30 mm





DVB S2



Installation Meter & Full Measurement for DVB-S2

Real-Time and Multi-Analyzing Spectrum

Constellation Chart

LNB Test MDU & Unicable

BER, S/N(MER),FEC Measurement

Auto Search,Blind Search,NIT Search,Manual Search

Satellite Name & Degree Auto Detective & Display

Auto DiSEqC1.0/DiSEqC1.1/DiSEqC1.2,USALS

Local satellites list showing automatically

Easy upgrading by Ethernet & USB & RS232 Port

Satellite List Editable by Editor via PC

Li-ion Battery(2350mAH), last 6 hours, Fast Charge(2 to 3 hours)

Accessories: Adaptor,Car Charger,upgrading cable,AV cable,

Water-Proof Bag,Compass,User Manual

Size:162x100x42(mm) Weight: 0.45kg

Tiny But Mighty



Size:162mmx100mmx42mm

Xtra-S

Minisat-plus S2/NIT/DSS

Minisat-basic S2/NIT



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Comparing the Different Converting Modes

CONVERTING MODE

Macro Zoom



Close-up Stereoscopic Display Level

soft

normal

strong



Comparing the Different Converting Modes

CONVERTING MODE

Macro Zoom



Converting Modes

2d3s	3D Side by Side Mode
2d3L	3D Line by Line Mode
2d3r	3D Red-Cyan (for 2D Contents)
PASS	By-pass Mode (Original 2D & 3D contents by-pass)
353r	3D Red-Cyan (for 3D Contents)
352d	3D to 2D on 2D TV (for 3D contents)



Converting Modes for 3D TV:

- Side by Side format for Shutter Glass type 3DTV
- Line by Line format for Polarized type 3D TV
- strength and depth effect control

Converting Modes for 2D TV:

- 3D Red-Cyan stereoscopic image using Red-Cyan glasses
- 3D Side by Side image to 3D stereoscopic image using Red-Cyan glasses
- 3D Side by Side image to 2D normal image
- strength and depth effect control



To see the AB 3DBox in 3D use Red-Cyan glasses

TEST REPORT
该报告由技术专家所作

3D Converter |

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AB 3DBox Converter

- verwandelt normale 2D TV-Geräte in 3D-Monitore
- alle 2D Programme werden in 3D dargestellt
- einfachste und intuitive Bedienung
- kann alle 3D Varianten bearbeiten
- perfekte Lippsynchronisierung



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Muss man für 3D-TV ein neues Fernsehgerät kaufen? Welche Programme sind überhaupt schon in 3D verfügbar und welche Möglichkeiten gibt es bei der Darstellung älterer, nicht in 3D aufgezeichneter Programme? Nachdem das Angebot an echten 3D Filmen bzw. in 3D nachbearbeiteten 2D Filmen nur sehr gering ist, kann es sein, dass Sie diese Fragen nicht besonders interessieren. Aber wie entscheiden Sie sich, wenn es eine technische Lösung gibt, sofort alle 2D-Programme in 3D sehen zu können, und das auch noch mit Ihrem normalen TV-Gerät?

Die Firma AB-COM aus dem slowakischen Topolcany hat den Trend hin zu 3DTV bereits vor einiger Zeit erkannt und das Ergeb-

nis steht nun als eine 12.5 x 9 x 3 cm große Box mit Namen AB 3DBox Converter vor uns in der Testredaktion der TELE-satellite. Diese Konverterbox verfügt an der Frontseite über ein vierstelliges Segmentdisplay, das Auskunft über den aktuellen Betriebszustand gibt, während sämtliche notwendigen Anschlüsse an der Rückseite untergebracht hat. Konkret handelt es sich dabei um zwei HDMI Signaleingänge, einen HDMI Signalausgang, eine Buchse für das externe 5V Netzteil sowie einen Anschluss für den beigelegten Infrarotempfänger. Letzterer ermöglicht es die Box, unscheinbar im Wohnzimmer-schrank oder hinter einem Receiver oder dem TV-Gerät verschwinden zu lassen.

Die vom Hersteller mitge-

lieferte Fernbedienung ist etwas technisch ausgefallen und hätte ergonomischer gestaltet werden können. Sie umfasst insgesamt 16 Tasten, mit denen sowohl zwischen den zwei HDMI Eingängen umgeschaltet ebenso wie der gewünschte 3D Modus gewählt und individuell angepasst werden kann. Auch eine StandBy Taste fand natürlich den ihr zustehenden Platz.

Versöhnt mit der Fernbedienung hat uns die Tatsache, dass der Hersteller eine übersichtliche Kurzanleitung direkt auf die Fernbedienung gedruckt hat, so dass man die Konverterbox auch ohne Lektüre des beigelegten Informationsblattes bedienen und steuern kann.

Insgesamt verfügt die AB 3DBox über fünf ver-



schiedene Betriebsmodi, je nachdem ob ein 3D oder 2D TV-Gerät zum Einsatz kommt. Ja, Sie haben richtig gelesen, die AB 3DBox Converter kann auch Ihren älteren 2D Fernseher mit 3D Signalen versorgen, einzig ein HDMI Eingang am Fernseher ist unabdingbare Grundvoraussetzung. In allen Betriebsmodi passt die Box das über HDMI empfangene Videosignal so an, dass ein 3D Effekt entsteht, dank HDMI Eingang mit HDCP Unterstützung können alle über diese Schnittstelle verfügbaren Inhalte wie z.B. von Satellitenre-

ceiver, Kabelbox oder DVD bzw. Blue-Ray Player räumlich dargestellt werden.

Wer bereits ein 3D-fähiges TV Gerät sein eigen nennt, der wurde vom TV-Hersteller bereits mit der passenden Brille (entweder eine Polarisationsbrille oder Shutter Lenses Brille) versorgt und benötigt nur noch die entsprechend aufbereiteten 3D Inhalte, um mit dem dreidimensionalen TV-Vergnügen starten zu können. Hierfür bietet die Konverterbox zwei verschiedene 3D Ausgabemodi an: Side by Side für 3D TVs, die Shutter Lenses Brillen verwenden, und Line by Line für 3D TVs, die auf Polarisationsbrillen setzen. Wie Sie anhand der Screenshots zu diesem Bericht erkennen können, teilt die Konverterbox im Side by Side Modus den Bildschirm in zwei Hälften und gibt dort jeweils das Bild für das linke und das rechte Auge aus. Im Line by Line Modus sind die zwei getrennten Bilder nicht so deutlich zu erkennen, hier errahnt man ohne 3D Brille lediglich an der Unschärfe, dass die Konverterbox ihre Arbeit aufgenommen hat.

In unserem Praxistest mit einem 42" LG 3D-TV waren wir von den Ergebnissen der Konverterbox begeistert. Ein HD Signal, das wir via Satellit empfangen hatten und dann durch die Konverterbox schickten, blieb gestochen scharf und wurde perfekt um die dritte Dimension ergänzt. Die AB 3DBox bietet insgesamt drei vordefinierte Modi (Soft, Normal, Strong), je nach Auswahl ist der 3D Effekt also stärker oder schwächer ausgeprägt. Wer es ganz individuell liebt, der kann den 3D Effekt auch anhand von +/- Tasten für ViewPoint (Blickwinkel) und Depth (Tiefe) an der Fernbedienung steuern. Die so erzielten, individuellen Einstellungen können auf insgesamt vier frei belegbaren Tasten abgespeichert wer-

den und stehen zukünftig mit nur einem Tastendruck zum Aufruf bereit.

Da unser TV Gerät bereits über eine integrierte 3D Hochrechnungsfunktion verfügt, bot sich natürlich ein Vergleichstest zwischen dem internen System des Fernsehgerätes und der AB 3DBox an. Das Rennen entschied dabei ganz klar die AB 3DBox, ein Urteil das uns auch etliche Besucher in der Redaktion bestätigten, die wir kurzerhand zu einem Praxistest baten. Das Bild der Konverterbox von AB-COM wurde als deutlich dreidimensionaler wahrgenommen ebenso wie die Verteilung des 3D Effekts über das gesamte Bild von unseren Testern positiver bewertet wurde. Der interne Konverter unseres 3D TV-Geräts konnte dabei nicht mithalten und schließlich begeisterten auch die individuellen Einstellungsmöglichkeiten der AB 3DBox Converter unsere Tester.

Wie sieht das nun aus, wenn die AB 3DBox an ein normales 2D TV-Gerät angeschlossen wird? Denn wer erst kürzlich einen neuen LCD oder Plasma 2D TV-Monitor gekauft hat, der möchte nicht bereits wenige Monate später erneut in ein 3D fähiges TV-Gerät investieren. Für diesen Anwendungsfall ist die AB 3DBox ebenso geeignet, tatsächlich sogar wird dies der Regelfall sein, für den die Konverterbox eingesetzt werden wird. Denn so wird im Handumdrehen aus einem normalen 2D-TV-Gerät ein 3D-TV-Gerät. Wie schafft das die Konverterbox?

Bei 3D TV-Geräten werden zwei Techniken angewandt, die aber mit 2D TV-Geräten nicht kompatibel sind: die 3D Technik mit Shutter Lenses Brillen, aber hier fehlt bei 2D TV-Geräten die Synchronisationschnittstelle zwischen TV-Gerät und Brille, und die 3D Technik mit Polarisati-

onsbrillen, aber hierfür wird eine spezielle Beschichtung der Bildfläche benötigt. Beides geht also nicht, ganz abgesehen davon, dass die Bildwiederholrate eines 3D fähigen TV-Gerätes doppelt so hoch sein muss wie die eines 2D TV-Geräts, immerhin müssen beide Augen mit getrennten Bildern versorgt werden, ebenso wie eine ca. dreimal so starke Helligkeit notwendig ist, um die durch die Brille entstehende Abdunklung des Bildes auszugleichen.

Was bleibt also, um mit einem normalen 2D TV-Gerät dreidimensionale Bilder darzustellen? Die Alternative ist die Anaglyphen-Darstellung unter Zuhilfenahme einer Rot/Cyan Brille. Genau eine solche Brille liegt der AB 3DBox Converter bei, so dass der Anwender sofort loslegen kann und mit seinem vorhandenen alten 2D TV-Monitor 3D sehen kann. Die Box bietet insgesamt drei verschiedene Modi für 2D TV-Geräte:

- das Konvertieren von 2D Inhalten in ein Anaglyphenbild unter Zuhilfenahme der Rot/Cyan Brille
- das Umwandeln von 3D Inhalten im Side by Side

Verfahren in ein Anaglyphenbild, das über die Rot/Cyan Brille dargestellt werden kann

- die Möglichkeit, 3D Programme im Side by Side Verfahren in 2D zu konvertieren, so dass diese Programme ohne Brille, dafür aber natürlich nur in 2D, dargestellt werden können.

Die letztere Variante, das Konvertieren von 3D Inhalten im Side by Side Modus zu 2D, funktionierte problemlos. Es macht aber letztlich wenig Sinn, denn es gibt heute kaum Programme, die senderseitig nur in 3D verfügbar wären. Andererseits kann dieser Anwendungsfall vorkommen und so ist es schön, dass diese Einstellung bei der AB 3DBox vorhanden ist.

Viel interessanter sind natürlich die anderen beiden Varianten. Die Umrechnung von 2D Programmen in ein Anaglyphenbild bzw. die Darstellung von 3D Side by Side Inhalten als Anaglyphenbilder funktioniert erstaunlich gut, ist allerdings qualitativ nicht so beeindruckend im Vergleich zur 3D Darstellung über Polarisations- oder Shutter Lenses Brillen.

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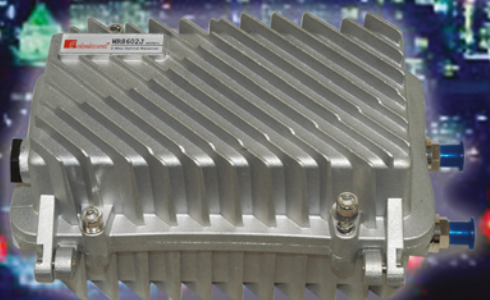
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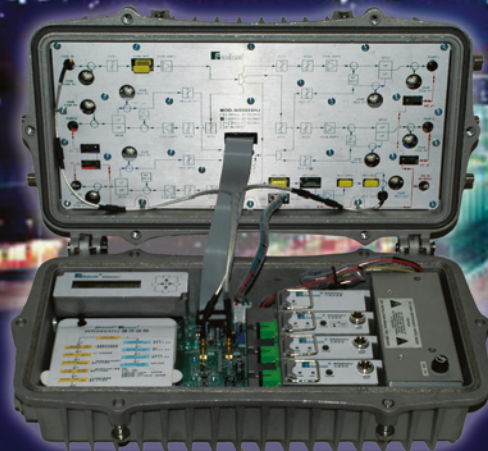
WR8602RJ OPTICAL AGC RECEIVER



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WR8602J 2 OUTPUT OPTICAL RECEIVER



WR8604HJ FIBER OPTIC NODE



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Jiuzhou DTS6696



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POWER

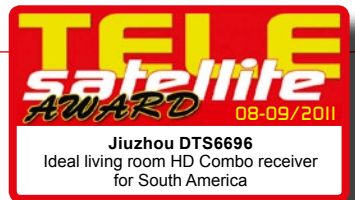
VOL-

with ISDB-T & DVB-S/S2 for

- *Fast terrestrial channel scan in two minutes*
- *Displays satellite as well as terrestrial channels in the channel list*
- *Adjustable video resolution with the push of a button*
- *Exceptional picture quality*



South America



Viva Receiver!

ISDB-T, DVB-S/S2 and PVR Functions in One Box

As we have come to expect from Jiuzhou, the DTS6696 comes in an elegant black housing that blends in nicely in any TV wall unit or cabinet. Six buttons can be found on the front panel that can be used to control the receiver. Behind a flap are hidden a card reader for the reception of PayTV channels as well as a USB

2.0 interface that can be used to connect to external storage media. There are also three LEDs on the front panel plus a seven-segment display that indicate the current operational status of the receiver.

The rear panel of the DTS6696 is fully loaded with connectors; there you'll find a satellite IF input with looped through

output, an ISDB-T input/output, an RF modulator, a total of eight RCA jacks for stereo audio, CVBS video and YUV, an S-Video output, a coaxial digital audio output, an RJ45 network interface, an RS232 serial interface plus, of course, an HDMI output for optimal video and audio. The manufacturer decided to do without a main power switch since the power supply is not located inside the receiver. Instead, the DTS6696 is powered by an

external 12V power supply. This makes the actual receiver quite light in weight (less than 1 Kg) and thus makes for an ideal camping receiver.

The included remote control sits comfortably in your hand although some of the buttons are placed quite close to each other making it sometimes difficult to push the correct button with your finger. This minor drawback is made up for by the pleasant coating on the keys; it



does make it a lot of fun to slide your finger across the remote control. The overall workmanship of the receiver left us with a very positive impression.

The Jiuzhou DTS6696 does not utilize an installation assistant; instead, when the receiver is turned on for the first time, you end up right in the main menu since at this point the channel list is still empty and waiting to be filled.

But first the on-screen display should be personalized the way you want it. Since the DTS6696 was developed for the South American market, the available menu languages are English, Spanish and Portuguese. Video output is available via HDMI in 576p, 720p as well as 1080i resolutions. In addition to switching manually between PAL (versions

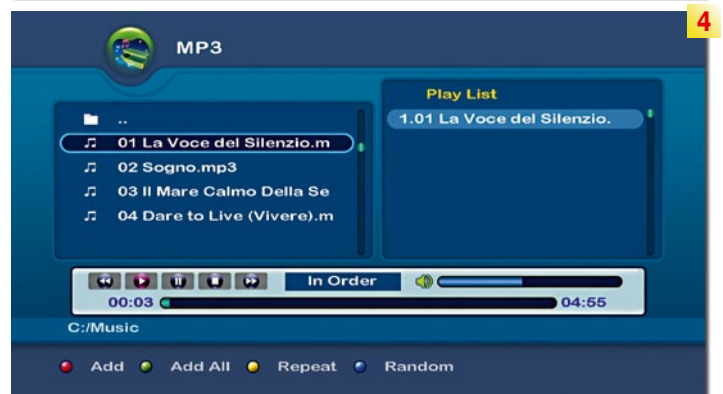
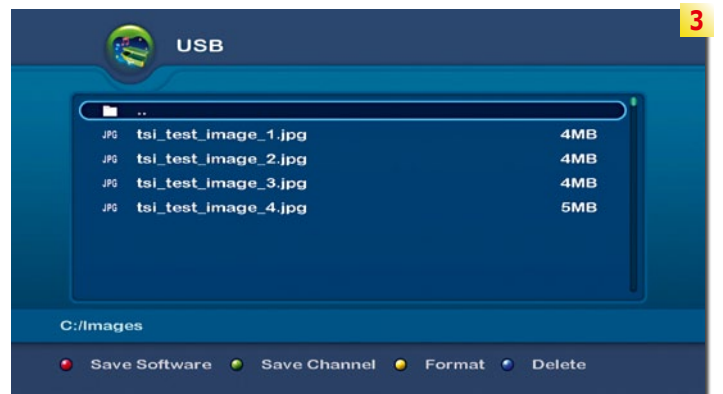
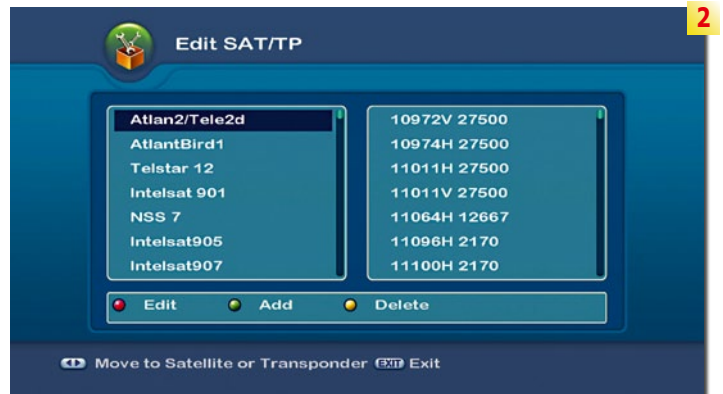
M and N) and NTSC, the DTS6696 can also manually switch between these to standards. We appreciated the ability to adjust the video resolution with the push of a single button on the remote control making it very easy for the user to quickly adjust for each individual channel.

Although the internal clock of the receiver can be set manually, it's not necessary since the time information can be obtained from the DVB-S/S2 or ISDB-T data stream. After working with the OSD for only a few minutes, it was clear that it reacted very quickly to the commands from the remote control.

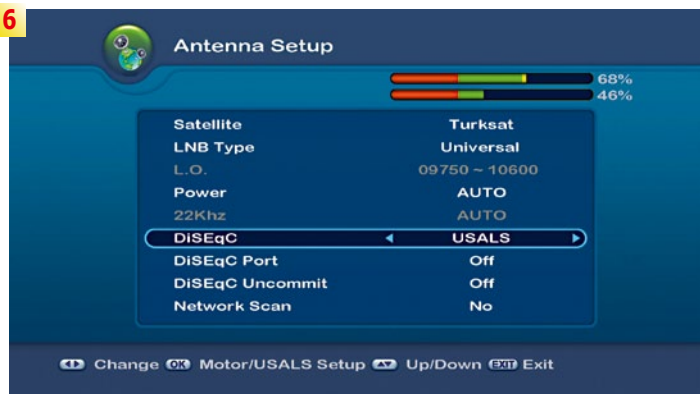
The excellent configuration with its STi7111 CPU, 16 MB of Flash and 128 MB DDR memory let you work quickly with this receiver even if an HD channel is being recorded or played back in the background.



1. The DTS6696 Main Menu
2. The extensive satellite and transponder lists
3. JPEG Playback
4. MP3 Playback
5. Antenna settings



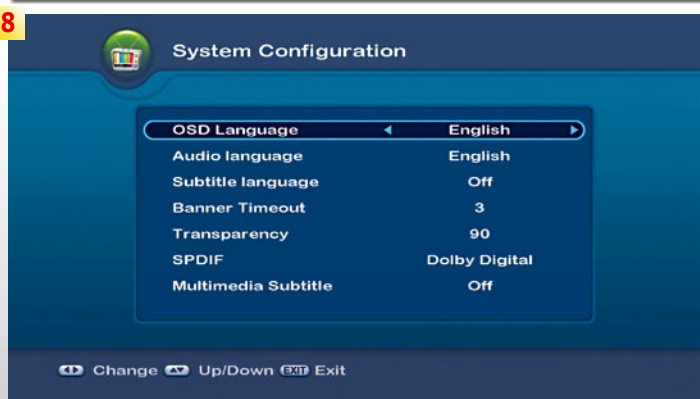
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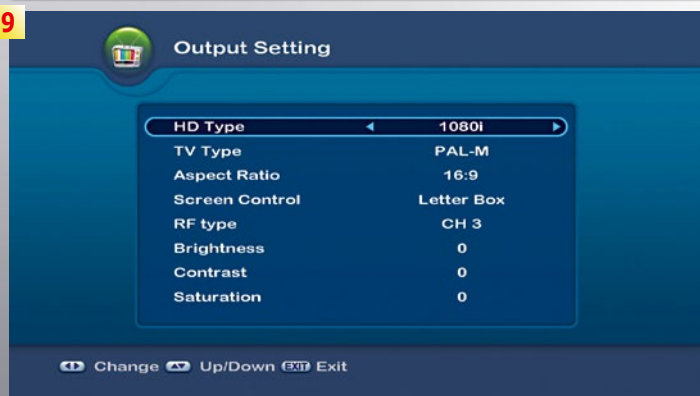
7



8



9



10



Once all of the basic settings have been taken care of, it was time to fill the 4000-entry channel list with channels. Since this receiver is meant for the South American region, it comes with 58 preprogrammed satellites made up mostly of South American satellites. The list can be expanded to as many as 64 satellites and 3500 transponders so that each user can add their own favorite entries.

The DTS6696 can scan for satellite channels automatically or manually and the scan can be limited to free-to-air (FTA) channels only or TV-only channels. There are also preprogrammed LOF values for the C-band and Ku-band and if necessary, LOF values can also be entered manually.

Owners of multi-focus and motorized antennas will be very happy with the DTS6696; it supports DiSEqC 1.0 for up to four satellites, DiSEqC 1.1 for up to 8 satellites as well as the motor control protocols DiSEqC 1.2 and 1.3 (USALS). The receiver can therefore be used with any reception system.

The Jiuzhou receiver needed a little more than seven minutes to scan an 80-transponder satellite and thanks to a network scan it was able to identify every available transpon-

der even if these weren't already in the relatively up-to-date satellite/transponder list in the receiver. Even SCPC reception presented no trouble for the DTS6696; it processed our test transponder with a symbolrate of just 2.0 Ms/sec without any difficulties. It also had no trouble with weaker signals demonstrating that the DVB-S/S2 tuners in the receiver were actually quite sensitive.

A further scan of multiple DVB-S2 frequencies in 8PSK and QPSK modulation also, as expected, did not give the tuner any problems.

In manual scan mode, the user can set a variety of parameters (frequency, polarization, FEC as well as modulation mode) themselves. A signal strength and signal quality display immediately indicates if a valid signal has been found with the settings entered by the user.

The ISDB-T scan is somewhat easier to work with. The user can opt for an automatic channel scan that covers the entire VHF and UHF frequency spectrum or a specific frequency can be selected from a preprogrammed list. The receiver can also be set to supply power through the coaxial cable to an antenna so that, if needed, a signal amplifier could be used. The channel scan, if desired, can also be limited to look for just freely available channels.

For digital terrestrial reception, the DTS6696 receiver has everything you

6. USALS control for DiSEqC motorized antennas is supported

7. ISDB-T Scan

8. Extensive system settings of the DTS6696

9. A/V settings

10. A total of seven timer entries can be set up

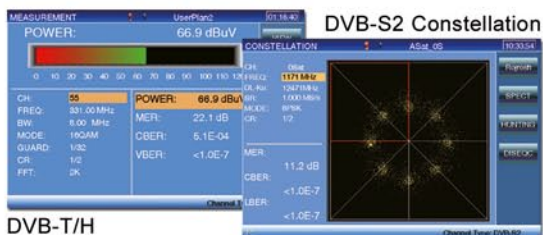
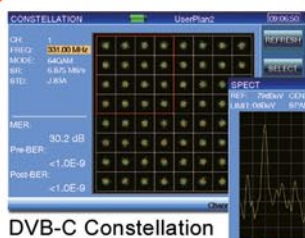
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11



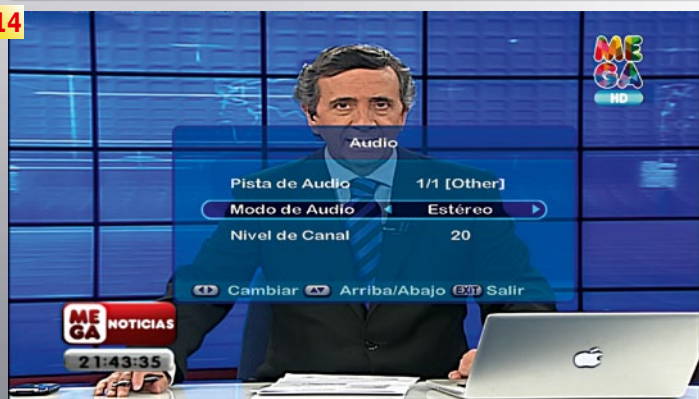
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13



14



15



could possibly want. When tested in Santiago de Chile, the Samsung tuner managed to scan the entire frequency spectrum in just two minutes and found the first group of channels in just 30 seconds.

If you should manage to fill up the channel list with 4000 channels, some organization of the list might be a good idea. Ideally you want to be able to find your favorite channels very quickly. And that's where the Favorites lists come in; a total of eight Favorites lists are available that allow you to either sort the channels based on its genre or allocate a list to each member of the family.

The channel list itself also has a number of editing functions. One or more channels can be marked after which they can be moved, deleted or locked out with a PIN code. You can also mark channels to be skipped over or to be renamed. The list can even be sorted alphabetically. All of these editing functions are available for DVB-S/S2 channels as well as for ISDB-T channels.

Once all the basic settings have been taken care of and a channel scan has been completed, the user can leave the main menu. This will take you to the first channel in the list. The channel list can be displayed at any time

while in normal operation by pressing the OK button. Thanks to sort and search functions, you can quickly find what you want; Encrypted channels are identified by a special symbol to distinguish them from freely available channels. With the help of a single button on the remote control, the satellite list can be displayed so that you can easily find a channel from a different satellite position or from the ISDB-T tuner.

Every time you switch to a new channel, an Info bar appears momentarily that identifies the current TV program as well as the next one. Of course, this is only true if the provider sends that information. A variety of symbols, for example, for encryption, subtitle, teletext or HD, give more details about the channel. Naturally, the channel's name as well as the date and time are also displayed.

In our tests, the PVR functioned without any problems. While a DVB-S/S2 channel is being recorded, you can watch another channel live from the same transponder at the same time. The same is true for ISDB-T channels although it was not possible to record an ISDB-T channel while watching a DVB-S/S2 channel.

Of course, all of the typical functions that you'd expect to find in a PVR receiver can also be found in the DTS6696, such as, fast forward, rewind and pause. The Time Shift feature is also available.

As with almost all PVR

- 11. Even a calendar is included by the manufacturer
- 12. Canal 13 HD in ISDB-T in Santiago, Chile
- 13. Expanded channel information
- 14. Selecting the desired audio signal
- 15. Recording list

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...and watch, record High Definition Television





receivers, the DTS6696 can playback content from an external storage device, but it can also display JPEG pictures as well as playback MP3 files. In addition, external storage devices can also be used to back up the channel list or to upload new software updates to the receiver.

We were very pleased with the video and audio quality of this new Jiu-zhou receiver; its fresh, contrast-rich colors were evident not only just with HD channels, but with SD channels as well. Every possible audio output was also available.

Our overall positive impression was further amplified by the ability to display subtitles as well as teletext signals. The fact that this receiver can work with a variety of audio sources is exactly what you'd expect in a quality product from a well-known manufacturer.

At the same time, we didn't run into any system crashes or other software problems during our tests. The recordings stored on an external storage device can be transferred to a PC where they can, for example, be converted and then burned to a DVD.

The DTS6696 receiver also has an RJ45 network interface port that can be used to place recordings

on a PC via the network per FTP connection as well as control the receiver from another location.

In all, the DTS6696 receiver from Jiu Zhou left us with a very positive impression. It is a fully equipped Combo receiver that can handle both DVB-S/S2 satellite signals as well as ISDB-T terrestrial signals. It functioned perfectly during our tests and is highlighted by the fully-featured PVR.



16. ISDB-T Scan

17. Network settings

18. The channel list contains both satellite and ISDB-T channels

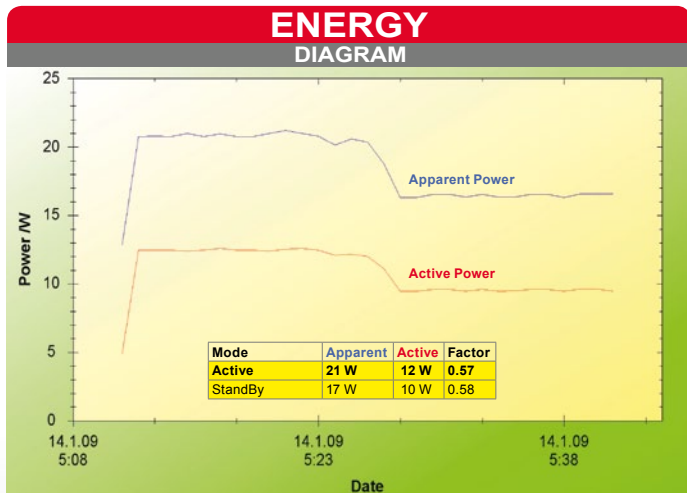
Expert Opinion

Living room compatible and fully featured PVR Combo receiver for DVB-S/S2 and ISDB-T reception. It is lightweight and compact thanks to its external power supply making it also an ideal camping receiver. The software is stable and sophisticated and it also sports a sensitive tuner.



none





The first 15 minutes: Active operation with recording, channel switching, etc., The second 15 minutes: Standby

TECHNICAL DATA

Manufacturer	Jiuzhou (Sichuan Jiuzhou Electric Group Co., Ltd.) - 7F, Jiuzhou Electric Building, Southern No. 12 Road, Hi-Tech Industrial Park, Nanshan District, Shenzhen, Guangdong 518057, China
Tel.	+86-755-2694 7128
Email	sales8@d-telemedia.com
Model	DTS6696
Input frequency DVB-S / DVB-S2	950-2150 MHz
Input frequency ISDB-T	54-88 MHz, 174-216 MHz, 470-806 MHz
Symbol rates	2-45 Ms/s (DVB-S) & 2-30 Ms/s (DVB-S / DVB-S2)
SCPC compatible	yes (tested >2 Ms/s)
USALS	yes
DiSEqC	1.0, 1.1, 1.2, 1.3
EPG	yes
C/KU band compatible	yes
HDTV support	yes (up to 1080i in MPEG-4 AVC/ H.264)
Input terminal	F-type 75 Ohm
Modulations	QPSK, 8PSK, DQPSK, 16 QAM, 64 QAM
HDMI	yes
YUV, CVBS, Stereo Audio	yes
S-Video	yes
RF-Modulator	yes
Ethernet	yes
USB 2.0	yes
RS232	yes
PVR Function	yes
Power consumption	According to manufacturer: Running: <20W, StandBy: <2W
Power supply	12V, 2.5A



TEST REPORT
该独享报道由技术专家所作

HDTV Combo PVR Receiver

JIUZHOU

Jiuzhou DTS6696

- schneller Scan der terrestrischen Sender in 2 Minuten
- zeigt sowohl Satelliten wie terrestrische Programme in der Kanalliste an
- Videoauflösung kann per Tastendruck geändert werden
- hervorragende Bildqualität



mit ISDB-T & DVB-S/S2 für Südamerika

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Der Jiuzhou DTS6696 wird, wie wir das von Jiuzhou gewohnt sind, in einem eleganten Gehäuse geliefert. Dank dessen schwarzer Lackierung bleibt es dezent im Hintergrund und fällt im Wohnzimmerregal oder im TV-Racks nicht auf. An der Frontseite befinden sich insgesamt 6 Tasten zur Steuerung des Receivers. Gut versteckt hinter einer Klappe verbergen sich ein Kartenleser zum Empfang von verschlüsselten Pay-TV Sendern sowie ein USB 2.0 Anschluss zur Verbindung mit externen Speichermedien. Insgesamt 3 LEDs sowie ein vierstelliges 7-Segmentdisplay geben Auskunft über den aktuellen Betriebszustand.

Richtiggehend vollgestopft mit Anschlüssen ist die Rückseite des

DTS6696, dort findet man einen Sat-ZF Ein-/Ausgang, den ISDB-T Ein-/Ausgang, einen RF-Modulator, insgesamt 8 RCA Buchsen für Stereo Audio, CVBS Video sowie YUV, eine S-Video Buchse, einen koaxialen Audiodigitalausgang, eine RJ45 Netzwerkbuchse, einen RS232 Anschluss sowie natürlich einen HDMI Ausgang für die optimale Bild- und Tonwiedergabe.

Auf einen mechanischen Netzschalter hat der Hersteller verzichtet, dafür wartet der Receiver mit einer anderen Besonderheit auf: Jiuzhou hat das Netzteil nicht im Gehäuse des DTS6696 untergebracht, sondern dafür dem Lieferumfang ein externes 12V Netzteil beigelegt. Eine wie wir finden durchaus clevere Lösung, wird doch der

Receiver dadurch ziemlich leicht (er wiegt lediglich 1 kg) und eignet sich somit ideal z.B. für Campingausflüge.

Die mitgelieferte Fernbedienung liegt gut in der Hand, manche ihrer Tasten befinden sich jedoch sehr dicht nebeneinander, so dass man gelegentlich Mühe hat, die richtige Taste mit dem Finger zu treffen. Dieses kleine Manko gleicht die äußerst angenehme Beschichtung der Tasten jedoch spielend aus, dank der es eine wahre Freude ist, mit dem Finger über die Fernbedienung zu gleiten. Insgesamt hinterlässt die Verarbeitungsqualität des Receivers einen sehr positiven Eindruck.

Der Jiuzhou DTS6696 verfügt über keinen Installationsassistenten, so



dass man nach dem ersten Einschalten im Hauptmenü landet, denn schließlich enthält die Kanalliste noch keine Einträge; sie muß erst mit Sendern gefüllt werden. Als Erstes gilt es jedoch, die On-Screen Anzeige an die persönlichen Bedürfnisse anzupassen.

Da der Jiuzhou DTS6696 für den südamerikanischen Markt entwickelt wurde, stehen die Sprachen Englisch, Spanisch und Portugiesisch als Menüsprachen zur Verfügung. Die Bildausgabe erfolgt via HDMI in den Auflösungen 576p, 720p sowie 1080i und lässt

somit keine Wünsche offen. Neben den Farbnormen PAL (in den Versionen M und N) sowie NTSC unterstützt der Jiuzhou DTS6696 selbstverständlich auch die automatische Umschaltung zwischen beiden Farbnormen.

Sehr gut hat uns im Test gefallen, dass die Videoauflösung mit nur einem Tastendruck an der Fernbedienung verändert werden kann, so ist der Anwender in der Lage, rasch und individuell für jeden Sender eine Anpassung vorzunehmen.

Wie üblich ist es nicht notwendig, sehr wohl aber möglich, die interne Uhr des Receivers manuell anzupassen, denn alle erforderlichen Informationen besorgt sich der Jiuzhou DTS6696 über den DVB-S/S2 bzw. ISDB-T Datenstrom. Schon beim ersten Arbeiten mit dem OSD des Receivers fiel uns auf, dass dieses sehr zügig auf Fernbedienungsbefehle reagiert.

Die großzügige technische Ausstattung mit der CPU STi7111, einem 16 MB Flash und 128 MB DDR Speicher leisten also gute Dienste, auch wenn im Hintergrund ein HD Sender aufgezeichnet bzw. dargestellt wird. Nachdem die wichtigsten Grundeinstellungen vorgenommen wurden gilt es, die insgesamt 4000 Einträge umfassende Kanalliste mit Programmen zu füllen. Entsprechend dem Zielmarkt hat Jiuzhou diesen mit einer insgesamt 58 Einträge umfassenden Satellitenliste ausgestattet, die besonders den südamerikanischen Raum umfasst. Praktischerweise kann die Liste jedoch auf bis zu 64 Satelliten und 3500 Transponder erweitert werden, so dass jeder Anwender die für ihn wichtigen Einträge auch selbst hinzufügen kann.

Für den Satellitenempfang steht ein automatischer und manueller Suchlauf zur Verfügung, der jeweils auf freie Sender beschränkt

werden kann, ebenso wie Radiosender übersprungen werden können. LNB seitig stehen vorprogrammierte LOF Werte für das C- und Ku-Band zur Auswahl, auf Wunsch können diese aber auch manuell vom Anwender eingegeben werden.

Große Freude wird der DTS6696 allen Besitzer von Multifocus bzw. drehbaren Empfangsanlagen bereiten, unterstützt er doch sowohl DiSEqC 1.0 für bis zu 4 Satelliten, DiSEqC 1.1 für bis zu 8 Satelliten als auch die beiden Motorsteuerprotokolle DiSEqC 1.2 und 1.3 (USALS). Der Receiver ist somit universell für praktisch alle Empfangsanlagen einsetzbar.

Insgesamt benötigte der neue Jiuzhou Receiver etwas mehr als 7 Minuten für einen Suchlauf auf einem 80 Transponder Satelliten, dank Netzwerksuche wurden dabei auch wirklich alle verfügbaren Transponder erkannt, selbst wenn diese nicht in der an sich relativ aktuellen Transponder- und Satellitenliste enthalten waren. Auch beim Thema SCPC Empfang gab sich der Jiuzhou DTS6696 keine Blöße und verarbeitete unseren Testtransponder mit einer Symbolrate von nur knapp 2 Ms/s problemlos und störungsfrei, ebenso störungsfrei übrigens wie besonders schwache Signale, mit denen wir die Eingangsempfindlichkeit des DVB-S/S2 Tuners auf die Probe stellten.

Ein weiterer Scan von mehreren DVB-S2 Frequenzen in den Modulationen 8PSK und QPSK rundete den positiven Eindruck ab; wie nicht anders zu erwarten war hatte der Tuner keinerlei Probleme, diese zu verarbeiten. Im manuellen Suchlaufmodus kann der Anwender sämtliche Parameter (Frequenz, Symbolrate, Polarisation, FEC sowie Modulationsverfahren) selbst festlegen, eine Signalpegel und Signalqua-

litätsanzeige offenbart so gleich, ob mit den eingegebenen Daten ein gültiges Signal gefunden werden konnte.

Etwas einfacher gestaltet sich der ISDB-T Suchlauf, hier kann der Anwender entweder eine automatische Suche über das gesamte Frequenzspektrum des UHF bzw. VHF Bandes starten oder er wählt die passende Frequenz manuell aus einer vorprogrammierten Liste. Gut gefallen hat uns auch, dass der Receiver eine angeschlossene Antenne über die Koaxialleitung auf Wunsch mit Spannung versorgen kann, so dass ein in die Antenne integrierter Signalverstärker einsatzbereit wird. Auf Wunsch kann übrigens auch der ISDB-T Suchlauf auf frei empfangbare Sender beschränkt werden. Im Praxistest liess der DTS6696 beim terrestrischen Digitalempfang keine Wünsche offen. Am Teststandort Santiago de Chile erledigte der von Samsung stammende Tuner das komplette Frequenzspektrum in nur zwei Minuten - die ersten Programme entdeckte er bereits nach 30 Sekunden.

Ist die insgesamt 4000 Einträge fassende Kanalliste mit Sendern gefüllt so empfiehlt es sich, gründlich für Ordnung zu sorgen, schließlich möchte man im Alltagsbetrieb rasch auf die Lieblingssender zugreifen können. Hierfür bietet sich in erster Linie die Favoritenfunktion an. Insgesamt 8 Favoritenbereiche stehen zur Verfügung, so dass Sender entweder nach Themenbereichen aufgeteilt werden können, oder jedes Familienmitglied nimmt eine der Listen für sich in Beschlag.

Auch die Kanalliste selbst besticht durch vielfältige Bearbeitungsmöglichkeiten, so können einzelne oder mehrere Sender markiert und danach verschoben, gelöscht oder mit einem PIN Code versehen werden. Weiters ist es möglich, Sender zum Überspringen zu markieren sowie diese umbenennen.

Auch eine praktische, alphabetische Sortierung steht zum Einsatz bereit. Alle Bearbeitungsmöglichkeiten sind selbstverständlich sowohl für DVB-S/S2 als auch ISDB-T Sender anwendbar.

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MEGASAT

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Brillant TV Product Highlights

Dome antennas



Campingman
Campingman Portable Twin / AutoSkew

The antenna will find automatically within 30 seconds the desired satellite. By pressing a button, the antenna is directed automatically to the satellite and thus enables the best possible satellite reception in a parked station wagon trailers or mobile homes. The antenna is an elegant plastic cover provide maximum protection against physical damage. Nuisances and disassembly at the site is deleted.



Shipman
Seaman 37
Seaman 45
Seaman 60

The antenna will find automatically within 30 seconds the desired satellite and also save automatically the position of a moving vehicle. It is therefore ideal for use on boats, yachts, trucks and buses suitable. Live satellite television is therefore guaranteed with a moving ship or bus.



40mm / 0,1dB low noise

LNBS Diavolo

Megasat Single LNB Diavolo
Megasat Twin LNB Diavolo
Megasat Quad LNB Diavolo
Megasat Quattro LNB Diavolo
Megasat Octo LNB Diavolo



40mm / 0,1dB low noise

LNBS Monoblock Diavolo

Megasat Monoblock Single LNB Diavolo
Megasat Monoblock Twin LNB Diavolo
Megasat Monoblock Quad LNB Diavolo



40mm / 70dB gain

LNBS High Gain

Megasat High Gain Single LNB
Megasat High Gain Twin LNB



23mm / 0,1dB low noise

LNBS Multifeed

Megasat Multifeed Single LNB
Megasat Multifeed Twin LNB
Megasat Multifeed Quad LNB



from 4 in / 1 out up to
17 in / 16 out



Multi switches

Megasat Multischalter 5/8*
Megasat Multischalter 5/16
Megasat Multischalter 9/8
Megasat Multischalter 9/16
Megasat Multischalter 17/8
Megasat Multischalter 17/16
Megasat DiSeqC Switch 4/1



Dishes

60cm - white / steel
80cm - white / steel
100cm - white / steel
110cm - white / steel
120cm - white / steel



Selfsat

Satellite antenna with integrated
Single- Twin- or Quad LNB

Selfsat H300
Selfsat H3002*
Selfsat H3004

Simple installation!

Set-Top-Boxes



Linux Software

Megasat HD 950

HDTV Receiver / alphanumeric display / 1 CI slot (common interface) / Conax card reader / 1x Scart output / 4x USB 2.0 (PVR ready) / Support USB WIFI dongle / Output: 576i, 576p, 720p, 1080i



Megasat HD 800

HDTV Receiver / alphanumeric display / 1 CI slot (common interface) / 2x Scart output / USB 2.0 (PVR ready) / output: 576i, 576p, 720p, 1080i / LAN interface / Conax card reader



PRICE-PERFORMANCE WINNER

Megasat HD 550 CI

HDTV Receiver / 7-segment display / 1 CI slot (common interface) / 2x Scart output / USB 2.0 (PVR ready) / Output: 576i, 576p, 720p, 1080i



Megasat 4100 Combo

SDTV Receiver / 7-segment display / 2x Scart output / Sat- and terrestrial input / USB 2.0 (PVR ready) / Conax card reader

Equipment



wall bracket WH 25 - aluminium / TÜV / 25cm distance
wall bracket WH 35 - aluminium / TÜV / 35cm distance
wall bracket WH 45 - aluminium / TÜV / 45cm distance
wall bracket WH 25 - steel / TÜV / 25cm distance
wall bracket WH 35 - steel / TÜV / 35cm distance
wall bracket WH 45 - steel / TÜV / 45cm distance



for 2, 3 or 4 LNBs

Multifeedholder

Coax cable



Megasat Coaxialcable 90dB 100m
Megasat Coaxialcable 120dB 100m
Megasat Coaxialcable Quadshield 120 100m
Megasat Coaxialcable fullcopper 100dB 100m
Megasat Coaxialcable fullcopper 128dB 100m

F-Connector



F-Connector 4,5mm
F-Connector 7mm
F-Connector 7,5mm

MEGASAT

a **b2c** brand
electronic

8dtek DSM Desired

- *includes features normally only found in much higher priced products*
- *shows constellation and spectrum*
- *handles all DiSEqC variants including motors*
- *thanks to a remote control it can be used as satellite receiver*
- *easy-to-read LED display ideal for installers*



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For the Professionals

A HDTV signal analyzer with 16:3 screen

In TELE-satellite 06-07/2011 we presented the DSM Gifted meter, a very powerful satellite finder in an attractive design. But the manufacturer 8D Technology didn't stop there: they expanded their range of meters with another very advanced meter and called it DSM Desired. It sports a 16:9 LSD screen and has many additional numeric buttons. There is a secondary 2-digit LED display located in the top right corner, which shows the quality of a signal. This is quite useful in direct sunshine when it is hard to read the main liquid crystal display.

There are two F type connectors: to one you connect

the antenna system while to the other one (the loop through) you can connect a receiver. We intentionally say "the antenna system" and not just LNB because the DSM Desired can control not only DiSEqC switches, DiSEqC motors (1.2 and US-ALS) but also any combination of switches and motors.

Hidden under the flaps on both meter sides are: DC power socket (mains power unit and car charger are included), combined A/V plus RS-232 output, USB port for software upgrades and data storage and an Ethernet port that can be used to test your Internet connection. Rather unexpectedly, there is also a remote control included in

the set. Well, perhaps there are situations in which you would like to put the meter on the ground or at a distance and operate it with a remote control. However, 8D Technology offer you another solution for difficult operating positions – you can use an included protective meter bag and wrap its strap around your wrist. This innovative solution seemed more practical to us.

On the other hand, the remote control unit may be useful if you would like to use your DSM Desired as your satellite receiver. Yes, it can show live channel video. To start viewing, all you have to do is to scan a selected satellite or a transponder so

that list of channels is created, out of which you then can choose from. Of course, its usability is limited and can not be compared to a regular satellite receiver but it is a nice addition.

You can fully control the DSM Desired either with the remote control or directly – using the front panel membrane keyboard. Menu button is used for entering menu items and for leaving them. SPCM stands for Spectrum and is a shortcut taking you directly to signal spectral view. The big round SAT button is another shortcut – to Local Sat menu. F1-F4 function buttons have varying functions depending where you are in the menu



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International Market Department

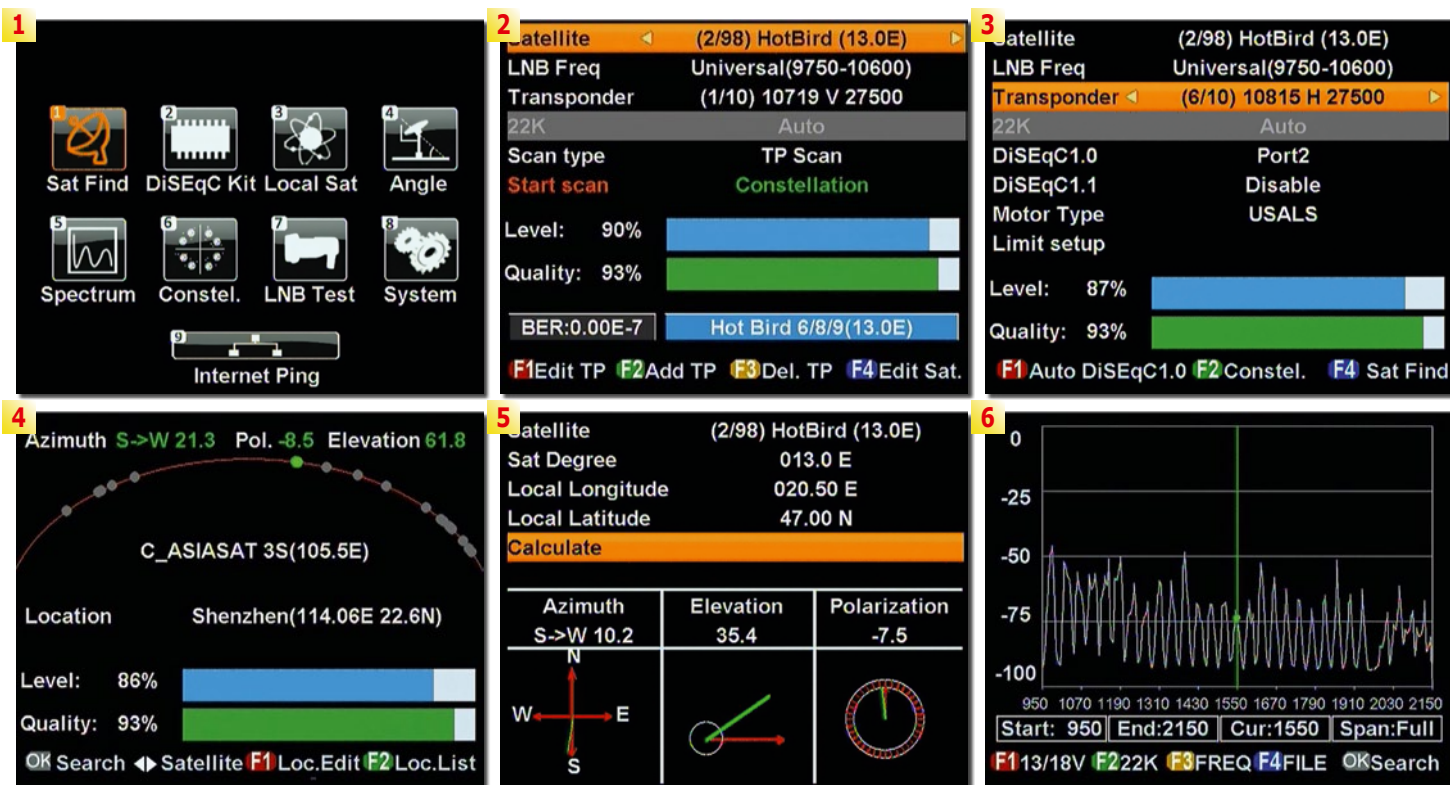
Tel: +86-28-87838905/8906/8908/8911

Fax: +86-28-87838898

E-mail: svec@china.com

becky@svec.com.cn





system. Four LED's located near the bottom indicate charging status, signal lock, and LNB voltage as well as high/low band switching signal (22 kHz).

The Local Sat windows shows you graphically what satellites are located in which position over horizon at your location. Just overwrite the default settings (which in our case were for the manufacturer's hometown Shenzhen in China) with your own location and the pre-programmed list of satellites, which contains the "birds" from all over the world, will show you the satellites visible at your location.

If you already know quite well what satellite you want to receive, you might be interested in the Angle menu item. In this screen, you enter your coordinates, select the satellite and DSM Desired calculates all necessary angles: azimuth, elevation and LNB tilt.

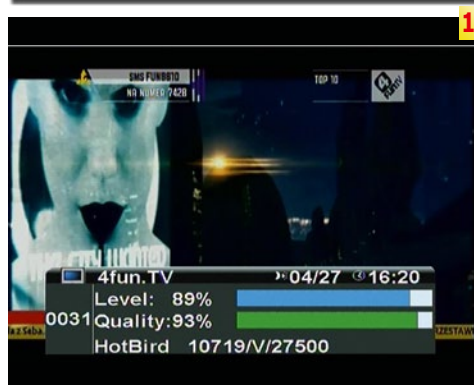
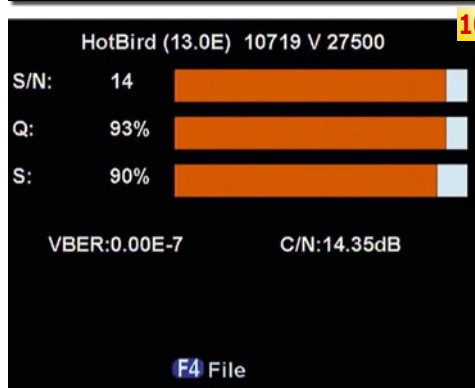
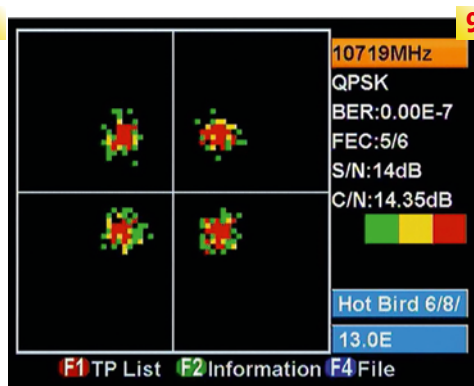
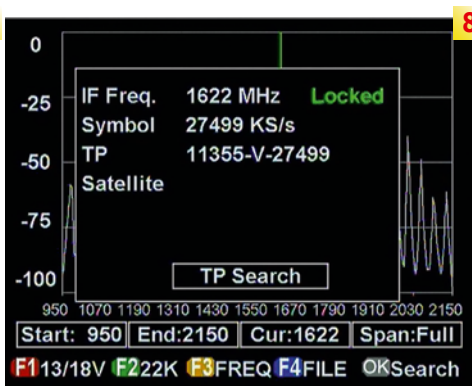
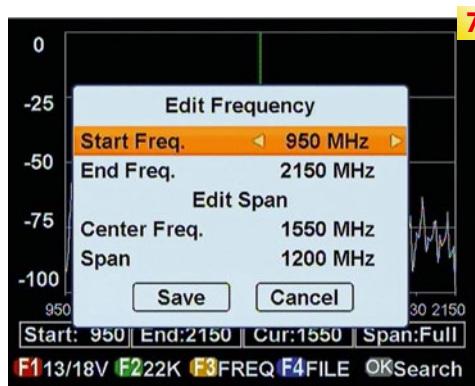
Now, you have to inform

the meter if this is a simple fixed antenna for one satellite or a multifeed system with DiSEqC switches, DiSEqC motors or a combination of them. This is done in the DiSEqC menu item. Every satellite is set independently. So, some of them may be configured as received with a motorized dish and the others as fixed feeds connected to given inputs of DiSEqC switches.

When you are ready to start turning your dish, we suggest using the first menu item: Sat Find. Here you can select the satellite, your LNB LOF's, the transponder you want to tune to and the meter displays the signal strength and signal quality expressed in percentage, Viterbi BER, and the satellite name it recognized analyzing received signal. If you prefer, you can switch to the constellation graph view – either directly from the Sat Find window or from Main menu.

8D Technology can really be proud of the number of frequencies they offer in the





1. Main Menu
2. Sat Find window
3. DiSEqC settings
4. Local Sat window
5. Angle calculation screen
6. Spectrum viewer
7. Setting spectrum viewer parameters
8. Measuring transponder parameters in spectrum view
9. Constellation graph window
10. Detailed signal measurement results
11. LNB test
12. Systems settings
13. Internet Ping window
14. Watching channel video

Sat Find menu item. Here is the impressive list of local oscillator frequencies (LOFs) you can select in DSM Desired: 5150, 5750, 5950, 9750, 10000, 10050, 10450, 10600, 10700, 10750, 11250, 11300, 5150-5750, 5750-5150, Universal (9750-10600) and SCR (9750-10600).

The constellation menu not only shows you the constellation but additionally displays S/N and C/N

measurement results. From here, press F2 and you can go deeper into a window we could name "detailed signal quality". Here you can see all relevant signal parameters in large font along with bar graphs. Alternatively, when

you are still in the constellation window, you can change transponder or store the results to a USB stick (F1 and F4 buttons respectively).

Spectrum analyzer has more possibilities compared

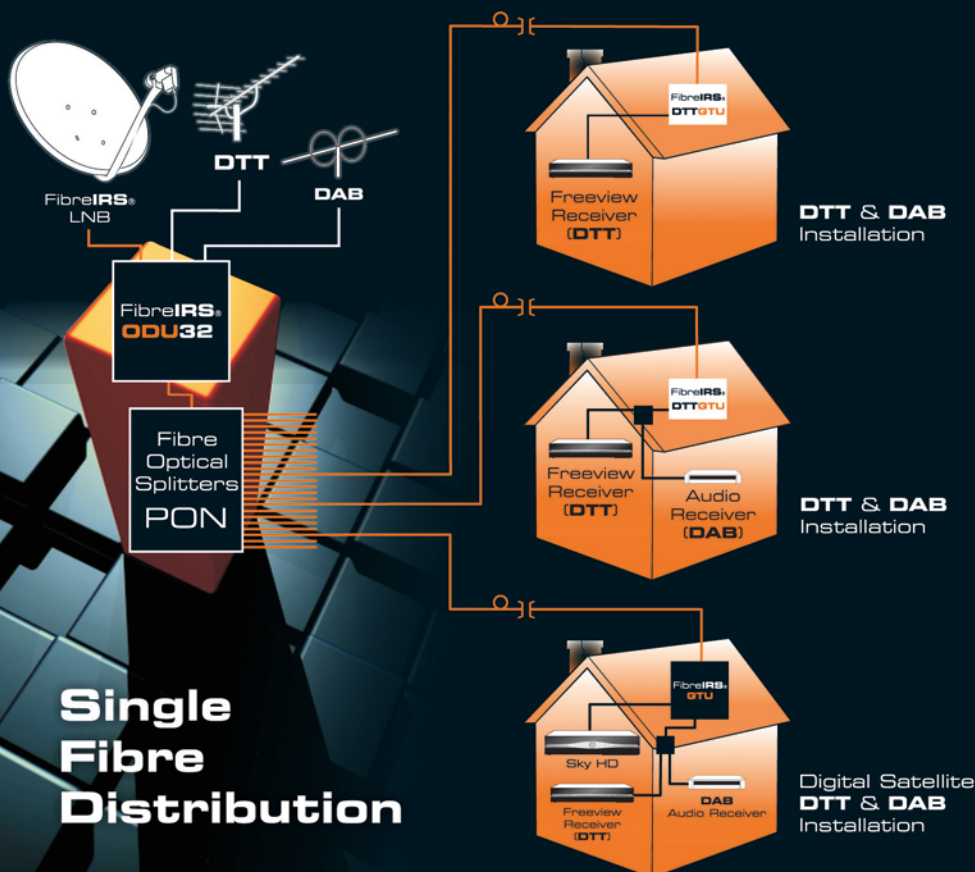
to the previously tested DSM Gifted (see TELE-satellite 06-07/2011). You can set frequency span and you can lock to a marked transponder and measure its basic parameters. However, it is still quite slow so do not count





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*Compared with existing Fibre Systems

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on using it for fast signal detecting when initially setting up your dish.

System menu lets you customize meter settings as well as initiate firmware upgrades. We did firmware and transponder upgrades twice and all of them were very fast and easy. You can also set here the Internet connection you would like to test using the meter's Ethernet port. If the connection is realized via a DHCP router, you should configure it accordingly in the system menu.

When we started taking actual measurements we realized that the DSM Desired has similar limitations as its simpler brother. The quality readings were changing not with 1% step but with 6-7%. So in the ascending order the signal quality may take only one the following values: 46%, 53%, 60%, 66%, 73%, 80%, 86%, 93% and 99%. 46% is already below reception threshold, so practically we are left with 8 discreet values. The other signal quality measures: S/N and C/N have equally fixed discreet values. For example for Quality=93%, S/N is always 14 dB and C/N 14.35. For Q=80, S/N=12 and C/N=12.35dB, for Q=73%, S/N=11 and C/N=11.35dB. Since the measurement results are only in fixed steps, you should treat them as indications rather than precise results.

As a result, DSM Desired has a measurement performance similar to its brother DSM Gifted. But its full color display, possibility to watch MPEG-2 channel video and audio and interesting menu functions look like something taken from a much more expensive and powerful meter, like the showing of constellation and spectrum views, a feature only found in much more expensive products.



Another feature typical for more advanced meters is an A/V output, but available in the DSM Desired. All the screenshots accompanying this report were taken from this output. If you use the meter on the desk, you should connect it to a suitable screen with a CVBS video input. The graphics is very nice indeed.

Along with its accessories DESM Desired is very practical. Its battery has a high capacity and the meter can be used to turn DiSEqC motorized dishes without a fear that it will die in a minute or two. It can drive even more complex DiSEqC switch/motor antenna systems. So except for antenna alignment, you may also use it for checking signal distribution.

Although its precision and accuracy does not match that of high class professional meters, DSM Desired should perform quite satisfactory in aligning fixed dishes for strong European satellites like ASTRA 1 or HOTBIRD.

Expert Opinion

Measures DVB-S, DVB-S2 and analog signals. Support for DiSEqC 1.0/1.1 and SCR. Suitable for turning motorized dishes (DiSEqC 1.2 and USALS).

Quality readings duplicated on an easy to read LED display.

Big enough and well readable 16:9 LCD.

Looped through signal output to connect a receiver.



Jacek Pawlowski
TELE-satellite
Test Center
Poland

No MER measurement

Signal quality, S/N and C/N readings in only 8 steps

No MPEG-4 decoder

TECHNICAL DATA

Manufacturer	8D Technology Ltd., Hong Kong
Webpage	www.8dtek.com
Email	8dtek@8dtek.com
Fax	+852 3965 3222
Model	DSM Desired
Description	Satellite meter for antenna alignment
C/Ku Band	Yes
Unicable	Yes
DiSEqC	1.0 – 1.2 and USALS
Quantities measured	Signal level [%], signal quality [%], BER
Inputs	L-Band (950-2150 MHz), DVB-S/S2 and analog signal
Video Decoder	MPEG-2
Outputs	L-Band (looped through), A/V (composite + mono)
Data ports	USB, RS-232
PSU	100-240 V 50/60Hz
Dimensions	140 x 100 x 40 mm (ca. 5.5 x 4 x 1.5")

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| Satelliten Messgerät |

Pitek

8dtek DSM Desired

- bietet Funktionen, die normalerweise nur in teureren Geräten gefunden werden
- zeigt die Konstellation und das Spektrum
- verfügt über alle DiSEqC Varianten einschließlich Motorsteuerung
- dank einer Fernbedienung kann er wie ein Satelliten-Receiver genutzt werden
- leicht ablesbares LED-Display ideal bei Installationsarbeiten



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In TELE-satellite 06-07 2011 präsentierten wir das DSM Gifted Messgerät, ein mächtiger Satellitenfinder mit attraktivem Äußeren. Aber der Hersteller 8D Technology blieb damit nicht stehen:

Er erweiterte den Messbereich mit einem weiteren verbesserten Gerät und nannte es DSM Desired. Dieses besitzt einen 16:9 Bildschirm und mehrere zusätzliche Drucktasten. Es gibt eine zweite zweistellige LED-Anzeige im oberen rechten Eck, das die Qualität des Signals anzeigt. Das ist besonders nützlich, wenn die Flüssigkristall-Anzeige im Sonnenlicht schlecht abgelesen werden kann.

Es gibt zwei F-Anschlüsse, deren einer das Antennen-

system anschließt, während der andere als Durchschleif-Ausgang den Anschluss eines Receivers ermöglicht. Wir sagen absichtlich Antennensystem und nicht LNB, weil der DSM Desired nicht nur DiSEqC-Schalter, DiSEqC-Drehmotoren (1.2 und USALS), sondern auch jede Kombination von Schaltern und Drehmotoren steuern kann.

Unter den Klappen auf beiden Seiten verbergen sich: DC-Anschluss (Netzteil und Auto-Lader sind mitgeliefert), sowie A/V und RS-232-Ausgang, USB-Buchse für Software-Upgrades und Datenspeicherung. Ein Ethernet-Anschluss ermöglicht, die Internet-Verbindung zu testen. Etwas unerwartet besitzt das Gerät

auch eine Fernbedienung, Nun, vielleicht gibt es Situationen, wo es sinnvoll ist, das Messgerät auf den Boden zu legen oder aus der Ferne mit der Fernbedienung zu bedienen. Allerdings bietet 8D Technology für schwierige Anwendungsfälle eine andere Lösung - man kann eine mitgelieferten Tragetasche nehmen und seine Halteschlinge ums Handgelenk wickeln. Diese Neuerung schien uns viel praktischer zu sein.

Andererseits kann die Fernbedienung nützlich werden, wenn man das GSM Desired als Satelliten-Receiver nutzen will. Ja, man kann mit ihm ein laufendes Video-Programm betrachten. Damit man es sehen kann, muss man nur einen



Satelliten oder Transponder scannen, damit eine Kanalliste erzeugen und einen Kanal davon auswählen. Natürlich ist es keine vollwertige Lösung und nicht mit einem ordentlichen Satelliten-Receiver vergleichbar, aber es ist ein schöner Zusatz.

Volle Kontrolle des DSM Desired hat man mit der Fernbedienung oder direkt mit der Folientastatur an der Frontplatte. Die Menü-Taste ruft die Menüpunkte auf oder verlässt sie. SPCM bedeutet Spektrum und ruft die Ansicht des Spektrums

direkt auf. Ein weiterer Direktbefehl ist die runde SAT-Taste, sie führt zum Local Sat Menü. Die Tasten F1 bis F4 haben unterschiedliche Funktionen, abhängig davon, wo man sich im Menüsystem befindet. Vier LEDs an der Unterseite melden den Batteriestatus, Signalsperre und die LED-Spannung sowie die Signal-Umschaltung zwischen oberem und unterem Frequenzband (22 kHz).

Das Local Sat Fenster zeigt grafisch, welche Satelliten sich in welcher Position über dem Horizont befinden. Vorgegeben sind (in unserem Fall) die Ortsdaten der Heimatstadt des Herstellers in Shenzhen, China. Überschreiben Sie einfach die vorgegebenen Werte mit Ihren eigenen Ortsdaten und aus der vorprogrammierte Liste aller Satelliten, welche die Erde umkreisen, wird Ihnen ausgelesen, welche Satelliten an Ihrem Wohnort sichtbar sind. Wenn Sie schon wissen, welchen Satelliten Sie empfangen wollen, interessiert Sie bestimmt das Angle Menu. Auf diesem Schirm tragen Sie Ihre Koordinaten ein, wählen den Satelliten und DSM Desired berechnet alle erforderlichen Winkelwerte: Azimut, Elevation und LNB-Neigung.

Nun müssen Sie dem Messgerät eingeben, ob Sie eine feste Einzelantenne oder ein Multifeed-System mit DiSEqC-Schaltern, ein DiSEqC-Drehmotor oder eine Kombination haben. Das geschieht im DiSEqC-Menüpunkt. Jeder Satellit kann einzeln konfiguriert werden. So können Sie einige für eine motorisierte Schüssel konfigurieren, andere als feste Quellen eingeben, die verbunden sind mit vorgegebenen Eingängen zu DiSEqC-Schaltern.

Wenn Sie bereit sind, mit der Ausrichtung der Antenne

zu beginnen, empfehlen wir mit dem ersten Menüpunkt zu beginnen: Sat find. Hier wählt man den Satelliten, die LOFs des LNB und den Transponder, den man eichen will, worauf das Messgerät die Signalstärke und Signalqualität in Prozent anzeigt. Zusätzlich wird BER und der bei der Analyse des empfangenen Signals gefundene Satelliten-Name angezeigt. Wenn Sie wollen, können Sie zur grafischen Konstellations-Anzeige entweder direkt im Sat find Fenster oder über das Hauptmenü umschalten.

8D Technology kann wirklich stolz sein auf die Vielzahl von Frequenzen, die sie im Menüpunkt Sat Find bieten. Hier die eindrucksvolle Liste der Local Oscillator Frequenzen (LOFs), die man im DSM Desired wählen kann: 5150, 5750, 5950, 9750, 10000, 10050, 10450, 10600, 10700, 10750, 11250, 11300, 5150-5750, 5750-5150, Universal (9750-10600) und SCR (9750-10600).

Das Konstellationsmenü zeigt nicht nur die Konstellation, sondern auch noch die Messergebnisse von S/N und C/N. Von hier führt ein Druck auf F2 in ein weiteres Fenster, das man als "detaillierte Signalqualität" bezeichnen kann. Hier können Sie alle relevanten Signalparameter in großen Buchstaben und in Balkendarstellung sehen. Alternativ können Sie, wenn Sie noch im Konstellationsfenster sind, den Transponder wechseln oder die Ergebnisse auf einem USB Stick speichern (Tasten F1 beziehungsweise F4).

Der Spektrum Analyzer hat mehr Möglichkeiten als das zuvor getestete DSM Gifted (siehe TELE-satellite 06-07/2011). Man kann den Frequenzabstand festlegen und man kann zu einem markierten Transponder

springen und seine Basiswerte messen. Aber er ist ziemlich langsam, man kann sich auf ihn nicht allzu sehr verlassen, wenn man beim Einrichten der Schüssel eine schnelle Signalerkennung braucht.

Das System Menü dient zum Einrichten des Messgeräts sowie um Firmware Upgrades zu starten. Wir führten zweimal Firmware und Transponder Upgrades durch, alles ging sehr schnell und leicht. Hier kann man auch die Internet-Verbindung eingeben, will man den Ethernet-Anschluss des Messgerätes testen. Soll die Verbindung über einen DHCP-Router gehen, muss man entsprechend dem System Menü konfigurieren.

Als wir begannen, aktuelle Messungen vorzunehmen, zeigte es sich, dass das DSM Desired ähnliche Einschränkungen zeigt wie sein einfacherer Bruder. Die Qualitätsmessungen bewegten sich nicht in 1%- sondern in 6- bis 7 %-Stufen. So kann eine ansteigende Signalqualität nur einen dieser Werte erreichen:

46%, 53%, 60%, 66%, 73%, 80%, 86%, 93% and 99%. 46% ist schon unter der Empfangsschwelle, weshalb praktisch nur acht diskrete Werte übrig bleiben.

Die anderen Signalqualitäten: S/N und C/N haben die gleichen festen Anzeigewerte. Beispielsweise für Qualität=93% ist S/N immer 14 dB und C/N 14,35 dB. Bei Q=80% ist S/N=12 dB und C/N=12,35 dB, bei Q=73% ist S/N=11 dB und C/N=11,35 dB. Da die Messergebnisse nur in festen Schritten sind, sollte man sie eher als Indikatoren als als genaue Werte betrachten.

DSM Desired hat demnach ein Messverfahren, das dem seines Bruders DSM Gifted ähnlich ist. Aber sein Farbdisplay, die Fähigkeit MPEG-2 Kanal-Videos und Audios wiederzugeben, sowie interessante Menüfunktionen deuten darauf, dass einiges von einem teureren und mächtigeren Messgerät übernommen wurde, wie die Darstellung der Konstellation und die Spektrum-Anzeige, die man nur in wesentlich teureren Produkten findet.

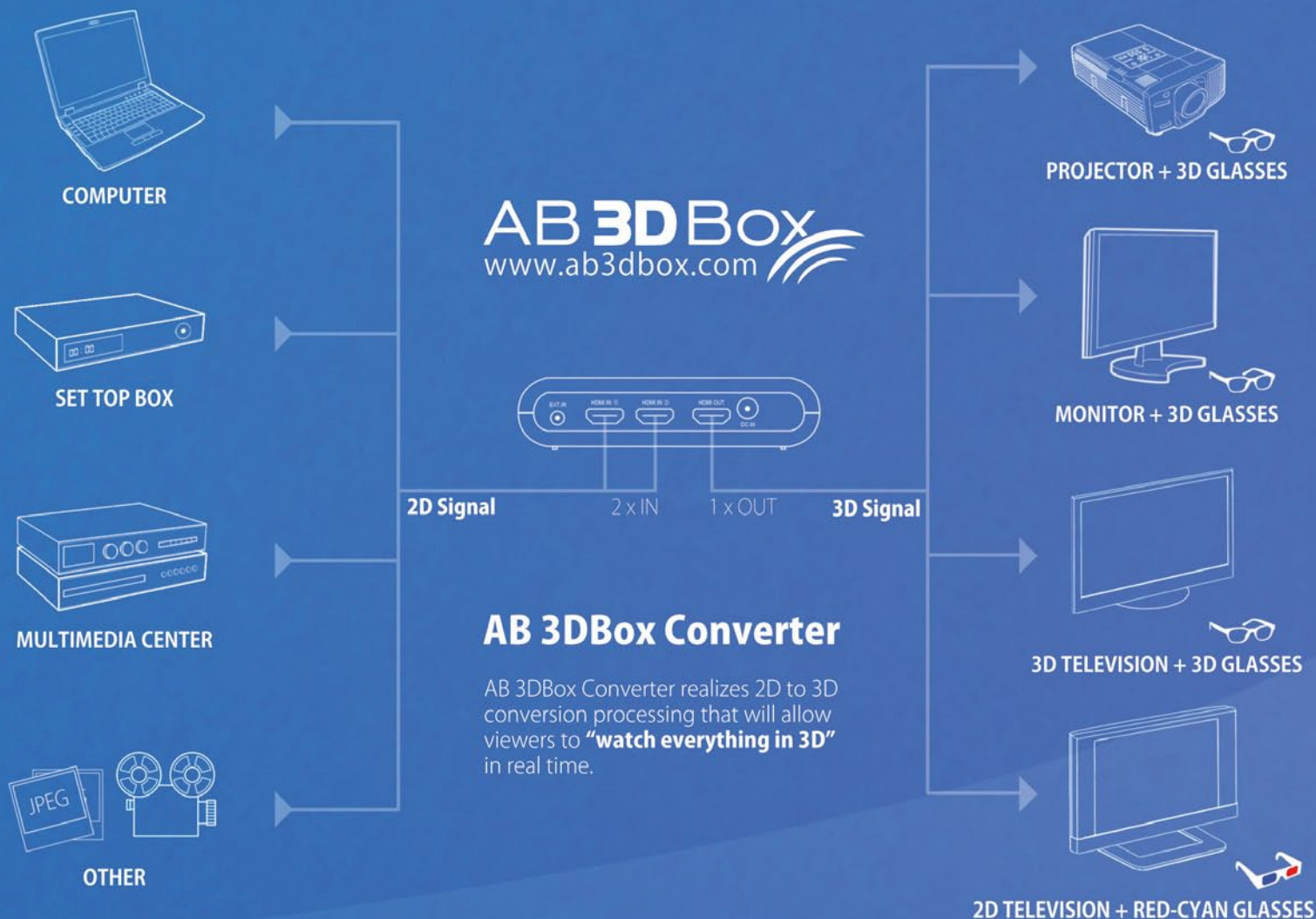
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The image on this page is converted by Anaglyph 3D method which is one of the basic forms of 3D conversion. To see the 3D image you need to use Anaglyph 3D glasses (referred to as Red-Cyan glasses). The quality of the 3D effect is based on the type of glasses being used as well as the print quality.

Icecrypt S3000HDCCI



ICECRYPT

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DIGITAL SATELLITE RECEIVER S3000HDCCI DV3
Digital Video Broadcasting





Master of Blind Scan

The term "well rounded" comes to mind when studying the specifications of this receiver. Although it has only one tuner and not that many interfaces as you might find in top-of-the-line models, all the main functions and features of a PVR-type satellite receiver are there. But how does it perform? Is it fast enough? Is its software stable and are its submenus logically organized and easy to follow? Will it be good for family use or is this more a model for a satellite enthusiast? Our TELE-satellite test gives clear answers to these questions and other ones like that.

Its elegant black design pleases the eye. We especially liked the eight-character 14-segment green display mounted on the left hand side of the front panel. Also the labels for the eight front panel buttons look great. On the right side of the front panel is a flap behind which we can find the USB 2.0 port, a smart card slot and a CI slot. The smart card reader is described in the specifications as compatible with Conax but it is in fact a uni-

versal one. We confirmed in our tests that it can work with smart cards of at least two other CA systems: Viaccess and SECA.

The rear panel has everything you expect from a single tuner box: LNB input and looped-through output, digital outputs: HDMI and optical S/PDIF audio, analog outputs: 2 x SCART, 6 x RCA with composite, component video and stereo audio, data interfaces: Ethernet and RS-232 and a main power switch. The USB port is not duplicated on the rear panel – so when you connect a memory device you have to keep the flap open on the front panel.

In our opinion the remote control unit does not look as elegant as the box. It's a puzzling thing: why does the design of a remote control often have no resemblance to the design of the box? That's a fact for quite a few A/V devices. It would be great if you could look at several remote controls spread out on a table and be able to instantly match the remote control with the receiver simply by comparing its appearance to that

of the receiver.

The S3000HDCCI does not have an installation assistant. Right after powering up the unit, you are taken to the main menu. Navigation in the menu is simple and fast. The menu consists of six submenus: Edit Channel, Installation, System Setup, Tools, Game and REC. It would help to have some experience with satellite TV receivers in order to install the S3000HDCCI properly. We'll describe this process a little to assist our less experienced readers.

The first and most obvious step is to set the OSD language so that you can understand all the menu items. By pressing the down arrow button twice in the Main Menu, the System Setup submenu is shown. A push of the OK button takes you to the right hand side of the menu and the Language submenu is highlighted. After pressing the OK button again, the content of this menu is displayed. You can choose from the following language options: English, French, German, Italian, Spanish, Portuguese, Russian, Turkish, Polish, Ara-

bic, Dutch, Czech, Slovak, Greek and Hungarian. Not only can the OSD language be set here but you can also select the preferred audio language (first and second) as well as the preferred teletext language. When a new channel is selected, the S3000HDCCI will always try to connect to the soundtrack in the language that was selected as the first audio. If it's not available, it will try to find the second audio and only if the second preferred audio is not available will it connect to the first available soundtrack of a given channel.

Now that a proper OSD language has been chosen, the next step would be setting up the TV system, which can be found in another submenu in Systems Setup. If you are using an HDMI connection and your





TV supports 1080i resolution, we suggest setting this value as the Video Resolution in the receiver's submenu. We also suggest leaving the other menu items in their default settings (Aspect Mode = Auto, Video Output = YUV, etc.). You can adjust them later if necessary.

The next submenu you should visit is the Local Time Settings where you tell the receiver what your local time is with respect to Greenwich Mean Time (UTC). You can also configure the S3000HDCCI to automatically adjust the receiver's time to daylight savings time if this is in use in your country.

At this point you'll want to match the antenna system connected to the LNB IN jack to the receiver. This

can be taken care of in the Installation Menu. From the Antenna Connection menu you have two options: Fixed Antenna and Motor Antenna. If it's a simple installation, you would choose the Fixed Antenna option. In the next submenu you can identify which satellites you want to receive with your dish. Depending on the settings in these two menus, the third menu item – Antenna Setup – gives you an opportunity to set up your reception system in more detail.

The LOF frequencies have to be chosen from the list – they cannot be entered manually. Fortunately,

there's no need to worry, the list is quite extensive. It contains the following frequencies: 5150, 5750, 5950, 9750, 10000, 10050, 10450, 10600, 10700, 11250, 11300, 5150-5750, 5750-5150, Universal (9750-10550), Universal (9750-10600), Universal (9750-10700) and Universal (9750-10750). By default the most popular choice in Europe for the Ku-Band is Universal (9750-10600). These settings must match your LNB LOFs.

Depending on the type of antenna you have, there are different DiSEqC op-

tions available. For a fixed antenna, you can select between DiSEqC 1.0, 1.1 or no DiSEqC (= direct). If you have just one LNB and do not use any DiSEqC switches between your receiver and the LNB, then 'no DiSEqC' is the proper choice.

For a motorized antenna, you can select either DiSEqC 1.2 or USALS depending on the type of motor you have. If USALS is se-

1. Edit Channel
2. Installation submenu
3. System Setup submenu
4. Tools submenu



5



6



7



8



9



lected, you must enter the geographical coordinates of the antenna's position. All of this is fairly logical.

Once the antenna setup is completed, you can move on to channel searching. We can search either one satellite or a number of satellites in a single pass. Of course, the latter is possible if motorized or multi feed antenna systems are in use. The factory preprogrammed satellite list is not very long and has only 41 positions. Some important satellites for the European market are missing – for example, HELLAS SAT at 39° east is not in the list. However, as you will see, this is not a big problem at all.

We started with an automatic scan of the HOTBIRD satellite at 13° east. The S3000HDCCI required almost 7 minutes to scan 92 factory preprogrammed transponders; this is fairly good. 1239 TV channels and 357 radio channels were found. After resetting the box and turning on the Network Search option, the scan was repeated. This time it took 8 minutes and 45 seconds but the number of channels grew significantly: 1510 TV channels and 418 radio channels. But here's the best part: as the proud owner of an S3000HDCCI, you can opt for yet another option – a blind scan. We couldn't wait to test it. There are no options to be set for this kind of a scan (like frequency range or polarization) so you just select blind scan and let the box take care of the rest. We expected

the blind scan to take much longer than the automatic scans based on the preprogrammed transponder lists. But we were shocked when the box reported the end of the process after only 5 minutes and 15 seconds. It found 98 transponders, 1485 TV channels and 417 radio channels. That's an outstanding result and far better than we expected!

As mentioned before, the HELLAS SAT was missing from the satellite list. Keeping in mind the results from the HOTBIRD scans, we decided to add the HELLAS SAT channels using the blind scan feature and not the automatic scan because this would have required us to manually enter in a number of transponders. Within just a couple of minutes the blind scan was finished; it found 27 transponders and 231 TV channels. For this test we were looking only for TV channels and noticed that not only high symbol rate transponders were detected and processed but SCPC transponders as well – for example 11139 MHz V with a symbolrate of 2.891 Ms/sec.

Considering that the blind scan was so successful, we decided to perform the installation as if we were doing it for our own home receiver. We deleted all of the factory preprogrammed satellites and entered only the satellites that can be received at our location with a 90 cm motorized dish. That turned out to be 25 satellites – from HISPASAT at 30° west to INTELSAT 12 at 45° east. The blind scan's job was to find all the FTA TV and radio channels on these satellites and we started it in the Multi Satellite Search submenu. After leaving the box unattended for about two and half hours, we dis-

5. Three video games are available

6. REC submenu to configure a USB memory device

7. Satellite List

8. Setting up a USALS compatible motorized antenna

9. Ready for scanning one satellite - HOTBIRD 13 E

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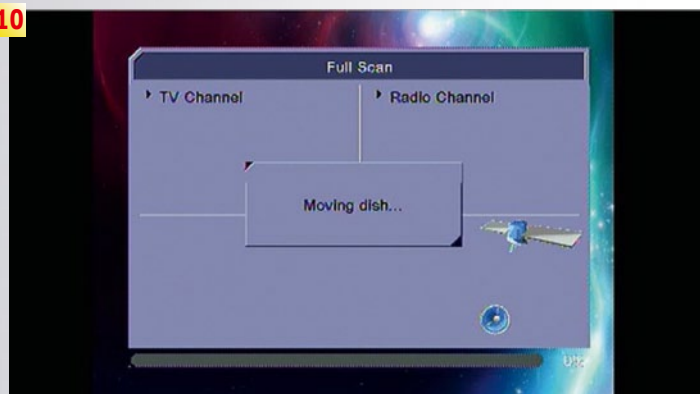
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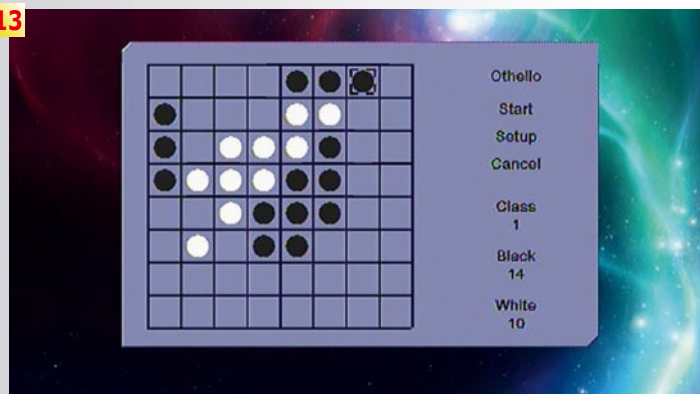
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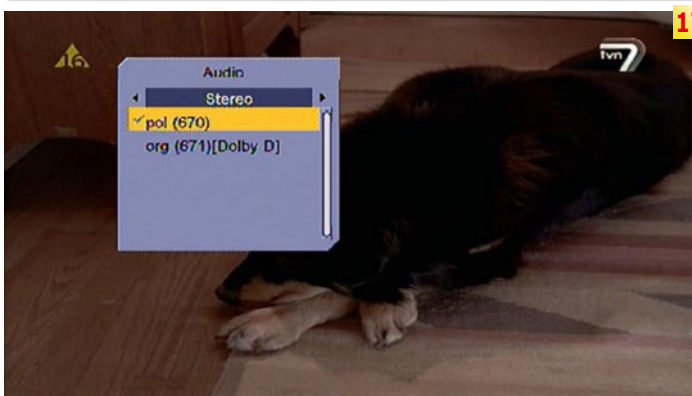
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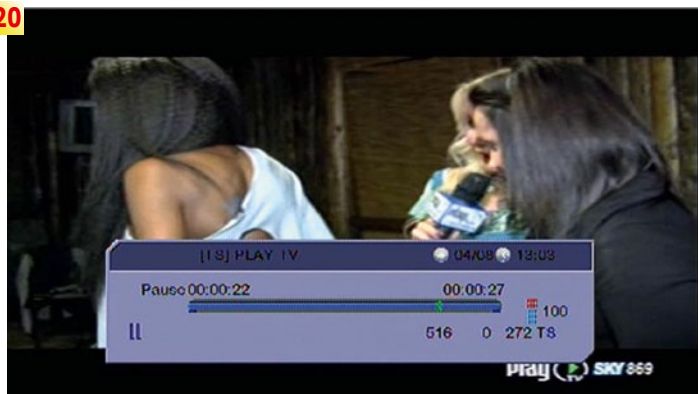
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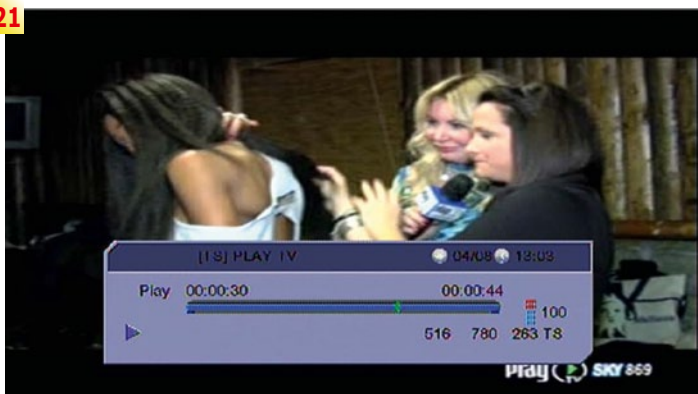
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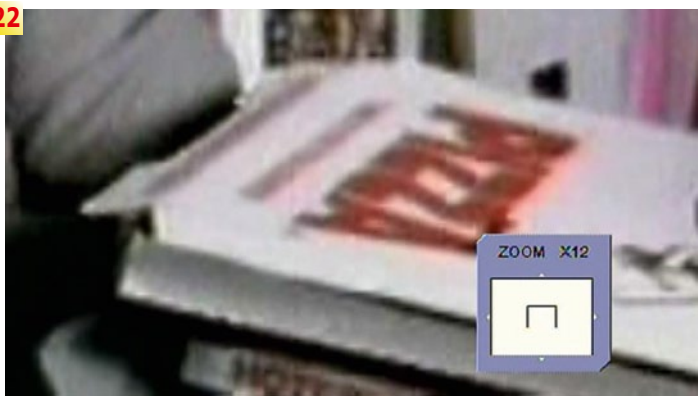
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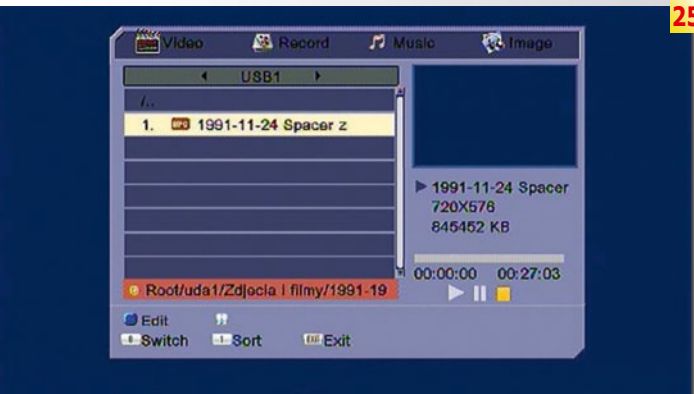
covered that the scan had finished and the receiver's channel list was filled up. We counted 2437 FTA TV channels and 1854 FTA radio channels. Since the box has a memory capacity of 5000 channels, there were still over 700 unoccupied channels. They could be used for PayTV channels.

Among the channels found we noticed there were quite a number of SCPC transmissions, like: SOLIDARIA on HISPASAT (SR=2.222 Ms/sec), RIT on ATLANTIC BIRD 1 (SR=2.139 Ms/sec) or ISHTARFEED A on ATLAN-

TIC BIRD 2 (SR=2.098 Ms/sec). Generally all symbol rates were present from the very high (30 Ms/sec), through medium (4-6 Ms/sec) to the very low (around 2 Ms/sec). This means that the blind scan function of this receiver is very scrupulous in detecting all active transponders. The receiver tuner also detected and correctly processed the weaker transponders which would occasionally produce some glitches when viewed with other receivers. All in all, we were very pleased with the performance of the blind scan function in

10. Automatic channel scan in progress
12. Signal strength and quality of a transponder
13. Othello is a simple but addictive game
14. Info bar
15. Electronic Program Guide
16. The Find function helps you find a channel in a long channel list
17. Switching soundtracks
18. Extended channel description
19. Teletext displayed as OSD
- 20, 21. Timeshift function
22. SD channel video zoomed 12 times; maximum zoom is 16x
23. Media player ready to show JPG pictures
24. Mosaic of JPG pictures
25. The S3000HDCCI is ready to play back an MPG movie stored on a USB device
26. List of recordings

25



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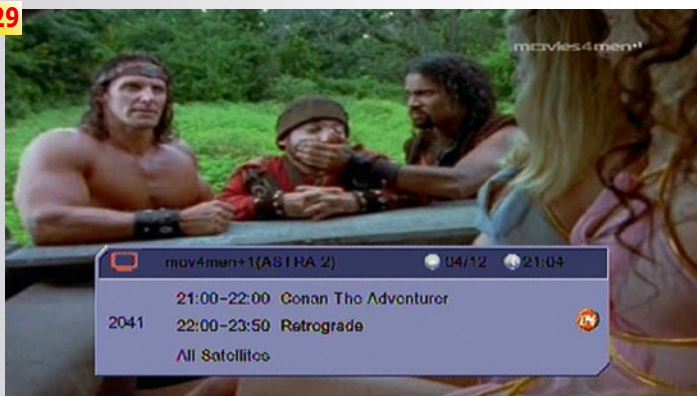
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29



30



31



the S3000HDCCI as well as the sensitivity of its tuner. We heartily recommend using the blind scan option for channel searching.

With the channel search portion complete, the S3000HDCCI took us to the very last channel it had found. We could now start enjoying watching TV. The time to switch between channels was very short – one second or slightly above one second. Channel surfing was a real joy. The info bar appeared momentarily after each channel change and displayed typical data: channel name and number, current and upcoming program and icons identifying channel features like scrambling or the presence of EPG data. The info bar can be displayed at any time when watching TV by pressing the Info button. Pressing the Info button again displays more information about the channel and the transponder – including signal strength and signal quality.

To see extended programming descriptions, you have to visit the EPG screen. The EPG has only one format – grid form – but it's probably the most desired one. It shows the programming guide for channels transmitted within the current transponder. If you highlight the program you are interested in and press OK, its extended description is shown. Of course, this is only true if the provider makes this information available. You can mark the programs to be recorded directly in the EPG. Up to eight timer settings are allowed.

27. Organizing channels

28. Transponder editor

29. Channel info bar

30. Electronic Program Guide

31. Programming a new recording in the EPG

The S3000HDCCI comes with channel editing functions that are quite straightforward to use. You can do everything that you normally would expect from a channel editor, such as, locking a channel with a PIN, setting a channel to be skipped during channel surfing with the PR+ and PR- buttons, moving a channel within the channel list, deleting a channel or renaming it. You can also sort channels in a number of ways. When in the editor screen, the video of the currently selected channel is visible in an insert and information about the satellite, transponder and channel PIDs are also shown.

The availability of 32 Favorites lists is a number that will satisfy every user. The S3000HDCCI allows you to name them as you wish. Simply enter the proper menu item and use the on-screen keyboard to change the name of the list.

During normal viewing, the color function buttons can be used to change the soundtracks (if more than one are present), display teletext, change the video resolution of the HDMI signal or start the Find function. The Find function filters the channel list in accordance with the first several letters entered by the viewer. This is a very helpful feature when looking for a specific channel among hundreds or even thousands of others.

The S3000HDCCI has PVR functionality. After connecting a USB storage device to its port, the box turns into a fully functional digital recorder. You can program a recording from the EPG, from the timer submenu or manually by pressing the RECORD button when watching a program. Every mode worked

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perfectly in our tests. While recording, you can watch another channel from the same transponder but you cannot play a previously recorded program. This is only a minor limitation of this receiver.

Even when recording and watching another channel at same time, you still can use the Timeshift function. The Timeshift function is started by pressing the PAUSE button. The picture freezes and everything from that moment on is recorded on a USB storage device. You can restart the video a little bit later by pressing the PLAY button. Similarly to normal playback of regular recordings,

you can also rewind or fast forward a program when watching it in time shifted mode. This is an especially useful feature when viewing channels with lots of commercial breaks.

The S3000HDCCI's media player is not just limited to playing the receiver's recordings; it will happily work with MP3 music or JPG/BMP images located on your USB storage device. When in slideshow mode, the media player can switch between 4 MB JPG files every 5 to 7 seconds. It's not as fast as a regular PC but it's much faster than older receivers.

Video recordings in AVI and MPG formats stored on USB storage devices can also be played with the S3000HDCCI media player. However, be aware that some of the video file formats are not supported by this receiver. Fortunately, there are many free video converters available so you can convert the most important files to a format recognized by the S3000HDCCI. So the next time your aunt comes to visit, you can turn on your media player and show her all the videos and photos you took from your last vacation. If you do that in a clever way, chances are she won't visit you again anytime soon.

If watching live channels, recordings, MP3's or JPG's are not enough, you can go to the Game submenu where you'll find three video games: Tetris, Othello and Sudoku.

The receiver's software can be updated from the Internet either via the RS-232 port or the USB port. The default settings for an Internet update didn't work for us so we visited the manufacturer's webpage and downloaded the latest firmware version for the S3000HDCCI. After uncompressing the file, we transferred it to a USB stick and connected it to the receiver's USB port. The update process went smoothly - the receiver had programmed its internal memory, rebooted and



Expert Opinion

Excellent blind scan – very fast and accurate
Supports smart cards of different CA systems
Very fast channel surfing
Extremely low energy consumption in stand-by

Firmware update erases all user satellite and channel data



Jacek Pawlowski
 TELE-satellite
 Test Center
 Poland

the new firmware (version 2.10B4) was installed. Unfortunately, all our satellite and channel information disappeared. That was a surprise! Hopefully Icecrypt will address this issue as soon as possible; user data should not vanish like that. We suggest that you should start with updating the receiver's software first before proceeding to receiver configuration and channel search.

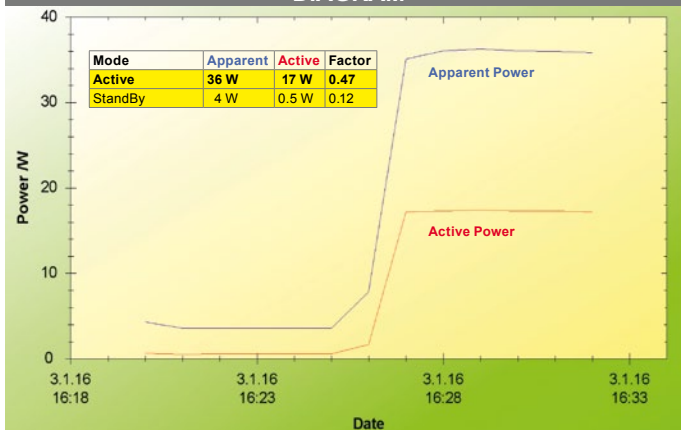
Throughout the entire test the S3000HDCCI performed very well and did not give us any hardware or software problems. We were able to figure out most of the receiver's fea-

tures and functions without any reference to the user manual. The manual explains all of its major functions, comes with numerous screenshots and will confidently guide you through the receiver's installation even if you happen to be new at this sort of thing. This receiver is suitable for family use as well as for both single and multi-satellite reception systems. It is obviously limited by its single tuner unit but if you can live without the ability to record one channel while watching another from a different transponder, you should be very happy with the S3000HDCCI.

TECHNICAL DATA

Manufacturer	Icecrypt, Sittingbourne, United Kingdom
Website	www.icecrypt.com
Email	info@icecrypt.com
Fax	+44-1795 427 666
Model	S3000HDCCI
Description	Digital Satellite Receiver/ PVR ready
C/Ku Band Compatible	Yes
SCR Compatible	No
DiSEqC Compatible	1.0 – 1.3 (USALS)
PVR ready	yes
Input	1 x L-Band (950-2150 MHz), DVBS, DVBS-S
LNB power	13/18VDC, max.400mA
SCPC Compatible	Yes (from 2 Ms/sec)
Transport Stream	MPEG-II ISO/IEC 13818-2 MP@ML, H.264 MPEG4 part 10
Audio Decoding	MPEG-1 Layer I & II, PCM Downmix, IEC958 SPDIF, Dolby 5.1 channel, Dolby Downmix 2 Channel, Dolby Prologic 2
Main Processor	ALI 3602
Memory	Flash-ROM : 4 MBytes
SDRAM	64 Mbytes
Power Supply	AC 175 ~ 250, 50/60Hz
Size (W x H x D)	260mm x 45mm x 213mm

ENERGY DIAGRAM



TEST REPORT
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| HDTV Satelliten Receiver |

ICECRYPT

Icecrypt S3000HDCCI

- Extrem schneller Blind Scan, der auch schwache Kanäle findet
- Unterstützt eine Vielzahl von CA-Systemen
- Eingebaute Multi-Sat-Steuerung (USALS) ermöglicht, jeden Kanal Ihres Multi-Sat- Systems automatisch zu finden
- Volle PVR Funktionalität über USB



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Der Begriff "allumfassend" fällt einem ein, wenn man die Spezifikationen dieses Receivers liest. Obwohl er nur einen Tuner besitzt und keine der vielen Schnittstellen hat, die man bei einem Spitzenmodell finden kann, hat er alle Hauptfunktionen und Eigenschaften eines PVR-Satelliten Receivers. Aber wie kann das sein? Ist er schnell genug? Ist seine Software stabil und sind seine Untermenüs so logisch aufgebaut, dass man sich leicht zurecht findet? Reicht er für den Hausgebrauch oder ist er eher ein Modell für einen Satellit-Enthusiasten? Unser TELE-satellite-Test gibt auf diese und andere Fragen klare Antworten.

Das elegante schwarze Design sieht gefällig aus. Besonders gefielen uns die acht grünen Zeichen in

14-Segment-Technik, die auf der linken Seite der Frontplatte angeordnet sind. Auch sehen die Anzeigen der acht Tasten großartig aus. Auf der rechten Seite der Frontplatte befindet sich eine Klappe, hinter der man den USB 2.0-Anschluss, einen Schlitz für eine Smart Card und ein Common Interface findet. Der Leser für die Smart Card wird in der Spezifikation als Conax-kompatibel ausgewiesen, ist aber universell einsetzbar. Wir stellten bei unseren Tests fest, dass er mit mindestens zwei weiteren CA-Systemen zusammenarbeitet: Viaccess und SECA.

Die Rückseite hat alles, was man von einer Box mit einem Tuner erwartet: LNB-Eingang (LNB IN), Durchschleif-Ausgang (Loop-through), digitale

Anschlüsse: HDMI und optisches S/PDIF Audio, Analog Anschlüsse: 2xSCART, 6x RCA mit Composite, Component Video und Stereo Audio, Daten-Interfaces: Ethernet und RS-232 sowie ein Netz-Hauptschalter. Ein zweiter USB-Anschluss fehlt an der Rückseite - deshalb muss man einen USB-Datenspeicher an der Frontplatte anschließen, weshalb dann die Klappe offen stehen muss.

Nach unserer Meinung sieht die Fernbedienung nicht so elegant aus wie die Box. Es ist eigenartig: Warum hat das Aussehen der Fernbedienung keine Ähnlichkeit mit dem der Box? Das kommt bei nicht zu wenigen A/V-Geräten vor. Es wäre gut, wenn man aus einer Anzahl von Fernbedienungen, die auf dem Tisch



verteilt liegen, die richtige schneller finden könnte, weil sie im Aussehen dem Receiver ähnelt.

Der S3000HDCCI hat keinen Installations-Assistenten. Gleich nach dem Einschalten befindet man sich im Hauptmenü. Darin zu navigieren ist einfach und schnell. Das Menü besteht aus sechs Untermenüs: Edit Channel, Installation, System Setup, Tools, Games und REC. Es würde helfen, wenn man schon Erfahrungen mit Satelliten-Receivern hatte, um den S3000HDCCI effektiv zu installieren. Nun, wir wollen den Vorgang den

weniger geübten Lesern genauer beschreiben.

Der erste und naheliegendste Schritt ist, die OSD-Sprache festzulegen, damit man alle Menü-Angaben versteht. Drückt man im Hauptmenü zweimal die Down-Taste, erscheint das System Setup Menü. Mit OK erscheint auf der rechten Seite das Sprachen-Untermenü. Drückt man nochmals auf die OK-Taste, so wird der Inhalt dieses Menüs angezeigt. Sie können nun aus folgenden Sprach-Optionen wählen: Englisch, Französisch, Deutsch, Italienisch, Spanisch, Portugiesisch, Russisch, Türkisch, Polnisch, Arabisch, Holländisch, Tschechisch, Slowakisch, Griechisch und Ungarisch. Hier wählt man nicht nur die OSD-Sprache, man kann auch die bevorzugte Audio-Sprache (erste und zweite) sowie die Teletext-Sprache wählen. Wenn ein neuer Kanal gewählt wird, versucht S3000HDCCI immer die Tonspur in der Sprache zu finden, die im Eintrag 'erste Audiosprache' steht. Gibt es diese nicht, versucht er es mit der zweiten Audio-Sprache und erst, wenn diese auch nicht verfügbar ist, wählt er die erste Sprache des gewählten Kanals.

Nachdem die richtige OSD Sprache gewählt wurde ist der nächste Schritt die Einstellung des TV Systems, was man im nächsten Untermenü des Systems Setup findet. Wenn Sie eine HDMI-Verbindung einsetzen und Ihr Fernsehgerät die 1080i-Auflösung unterstützt, empfehlen wir, diesen Wert im Untermenü als Video-Auflösung einzutragen. Wir raten auch, die Default-Werte der anderen Menüpunkte zu lassen (Aspect Mode=Auto, Video Output= YUV, usw.). Diese kann man später nach Bedarf ändern.

Das nächste Untermenü, das Sie wählen sollten ist die Einstellung der Ortszeit, wo Sie dem Receiver mitteilen, welche Zeitverschiebung Ihre Ortszeit gegenüber der

Greenwich Meantime (UTC) hat. Auch können Sie dem S3000HDCCI eingeben, dass er Sommerzeit berücksichtigt, falls diese in Ihrem Land gilt.

Jetzt sollten Sie das Antennensystem anpassen, mit dem der Receiver über die LNB-IN Buchse verbunden ist. Das geschieht auch im Installationsmenü. Für die Antennen-Verbindung haben Sie zwei Optionen: Fixed Antenna oder Motor Antenna. In einer Anlage, die nur einen Satelliten empfängt, werden Sie wohl die Option Fixed Antenna wählen. Im nächsten Untermenü legen Sie fest, welchen Satelliten Sie mit Ihrer Schüssel empfangen wollen. Abhängig von den Einstellungen in diesen zwei Menüpunkten gibt Ihnen der dritte Menüpunkt - Antenna Setup - die Möglichkeit, Ihr Empfangssystem genauer einzustellen.

Aus der Liste muss man die LOF-Frequenzen auswählen - sie können nicht manuell eingesetzt werden. Aber das ist glücklicherweise unnötig, denn die Liste ist sehr umfangreich. Sie enthält folgende Frequenzen: 5150,5750, 5950, 9750, 10000, 10050, 10450, 10600, 10700, 11250, 11399, 5150-5750, 5750-5150, Universal (9750-10550), Universal (9750-10600), Universal (9750-10700), und Universal (9750-10750). Als Default wird die in Europa gebräuchlichste Einstellung für das Ku-Band Universal (9750-10600) vorgegeben. Die Werte müssen zu den LOF-Werten Ihres LNB passen.

Abhängig vom Typ Ihrer Antenne können Sie verschiedene DiSEqC-Optionen wählen. Für eine fest montierte Antenne können Sie DiSEqC 1.0, 1.1 oder auch NO (= direct) wählen. Die Einstellung "NO DiSEqC" ist sinnvoll, wenn Sie nur ein LNB haben und keinen Multischalter zwischen LNB und

Receiver haben. Bei einer motorisierten Antenne können Sie entweder DiSEqC 1.2 oder USALS wählen, je nachdem, welchen Drehmotor Sie einsetzen. Wählen Sie USALS, dann müssen Sie die geografischen Daten Ihrer Antennenposition eingeben. Das ist natürlich logisch.

Sobald die Antennen-Einstellung durchgeführt ist, kann man mit der Kanalsuche beginnen. Man kann entweder einen Satelliten oder mehrere Satelliten gleichzeitig absuchen lassen. Natürlich ist letzteres nur möglich bei einer motorisierten oder einer Multifeed-Antenne. Die werksseitig vorgegebene Satelliten-Liste ist nicht allzu umfangreich, sie enthält nur 41 Positionen. Einige Positionen, die im europäischen Bereich interessant sind, fehlen - beispielsweise fehlt HELLAS SAT auf 39° Ost in der Liste. Sie werden jedoch sehen, dass dies überhaupt kein großes Problem macht.

Wir starteten mit einem automatischen Suchlauf beim HOTBIRD auf 13° Ost. Der S3000HDCCI benötigte knapp 7 Minuten, um die werksseitig vorprogrammierten 92 Transponder ab-

zusuchen; das ist recht gut. Dabei wurden 1239 TV Kanäle und 357 Radio-Kanäle gefunden. Nach einem Reset der Box und der Erweiterung auf Network-Suche wurde die Suche wiederholt. Diese benötigte dann 8 Minuten und 45 Sekunden, aber die Anzahl der Kanäle stieg beträchtlich an: 1510 TV Kanäle und 418 Radio-Kanäle.

Aber jetzt kommt das beste: Als stolzer Besitzer des S3000HDCCI kann man eine weitere Option wählen - einen Blind Scan. Wir konnten es kaum erwarten, diesen zu testen. Für diese Art der Suche ist es nicht nötig, Parameter (wie Frequenzbereich oder Polarisation) einzugeben, man wählt einfach den Blind Scan und die Box kümmert sich um den Rest. Wir vermuteten, der Blind Scan würde wesentlich länger dauern, als die automatische Suche der vorprogrammierten Transponder-Liste. Aber wir waren überrascht, als die Box das Ende der Suche bereits nach 5 Minuten und 15 Sekunden meldete. Gefunden wurden 1485 TV Kanäle und 417 Radio-Kanäle. Das ist ein außerordentliches Ergebnis und weit besser, als wir erwartet hatten.

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Manufacturer	Amino
Website	www.aminocom.com
Function	IPTV Set-top-Box
Stream Protocol	UDP
Menu Standards	NetUP Middleware
WLAN	—



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AMINO



Manufacturer	Jiuzhou
Website	www.jiuzhou.com.cn
Function	IPTV Set-Top-Box
Stream Protocol	UDP
Menu Standards	HTML4, Javascript 1.5, Java Virtual Machine
WLAN	• (via USB stick)



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IPTV Receiver Equipped
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Manufacturer	NetUP
Website	www.netup.tv
Function	IPTV Gateway for DVB Signals
Stream Protocol	UDP
Menu Standards	NetUP Middleware
WLAN	—



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Manufacturer	AZBox
Website	www.azbox.com
Function	HDTV DVB-S2 and IPTV receiver with various Multimedia&Internet Features
Stream Protocol	UDP
Menu Standards	html
WLAN	—



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Manufacturer	Icecrypt
Website	www.icecrypt.com
Function	Digital Satellite Receiver with PVR ready
DVB-S2/LAN	• / •
Channel Memory	5000
DiSEqC	1.0 / 1.1 / 1.2 / 1.3 (USALS)
S-Video/HDMI	— / •
Scart/Digital Audio	• / •



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French	Français	.../fra/inpax.pdf	Turkish	Türkçe	.../tur/inpax.pdf



Manufacturer	Jiuzhou
Website	www.jiuzhou.com.cn
Function	DVB-S2, DVB-T, PVR Digital Receiver
DVB-S2/LAN	• / •
Channel Memory	4000
PVR	•
S-Video/HDMI	• / •
Scart/Digital Audio	— / •



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Manufacturer	Inpax
Website	www.inpax.com
Function	HDTV Satellite Receiver with PVR
DVB-S2/LAN	• / •
Channel Memory	10000
DiSEqC	1.0 / 1.1 / 1.2 / 1.3
S-Video/HDMI	— / •
Scart/Digital Audio	• / •



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Manufacturer	Amiko
Website	www.amikostb.com
Function	Digital HDTV DVB-S2 including dual boot
DVB-S2/LAN	• / •
Channel Memory	unlimited
DiSEqC	1.0 / 1.1 / 1.2 / 1.3
S-Video/HDMI	— / •
Scart/Digital Audio	• / •



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Website	www.abcom.eu.com
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DVB-S2/LAN	• / •
Channel Memory	10000
DiSEqC	1.0 / 1.1 / 1.2 / 1.3
S-Video/HDMI	— / •
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Manufacturer	Fulan
Website	www.fulansoft.com
Function	Digital HDTV Receiver with Dual-Boot and Spark online-platform
DVB-S2/LAN	• / •
Channel Memory	unlimited
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Manufacturer	AB-COM
Website	www.abcomeu.com
Function	Twin DVB-S2 Multimedia Receiver
DVB-S2/LAN	• / •
Channel Memory	10000
DiSEqC	1.0 / 1.1 / 1.2 / 1.3
S-Video/HDMI	— / •
Scart/Digital Audio	• / •



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AB IPBOX



Manufacturer	Jaeger / Doebls
Website	www.doebls.de
Function	Digital HDTV DVB-S2 Receiver with Smart Card reader for HD+
DVB-S2/LAN	• / —
Channel Memory	5000
DiSEqC	1.0 / 1.2
S-Video/HDMI	— / •
Scart/Digital Audio	• / •



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JAEGER



Manufacturer	AZBox
Website	www.azbox.com
Function	Digital HDTV Receiver with DVB-S2 and ISDB-T Tuners and various Multimedia & Internet Features
DVB-S2/LAN	• / •
Channel Memory	15000
DiSEqC	1.0 / 1.1 / 1.2 / 1.3
S-Video/HDMI	— / •
Scart/Digital Audio	• / •



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AZBOX



Manufacturer	Jiuzhou
Website	www.jiuzhou.com.cn
Function	Digital PVR DVB-T Receiver
DVB-T2/LAN	— / —
Channel Memory	1000
PVR	•
S-Video/HDMI	— / •
Scart/Digital Audio	• / •



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JIUZHOU





Manufacturer	AZBOX
Website	www.azbox.com
Function	HDTV DVB-S2 receiver with various Multimedia & Internet Features
DVB-S2/LAN	• / •
Channel Memory	15000
DiSEqC	1.0 / 1.1 / 1.2 / 1.3
S-Video/HDMI	— / •
Scart/Digital Audio	• / •

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Manufacturer	AB-COM
Website	www.abcomeu.com
Function	Digital Linux-based HDTV PVR Receiver
DVB-S2/LAN	• / •
Channel Memory	10000
DiSEqC	1.0 / 1.1 / 1.2 / 1.3
S-Video/HDMI	— / •
Scart/Digital Audio	• / •

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Manufacturer	TeVii Technology
Website	www.tevii.com
Function	PCI-E card for TV & Radio reception on the PC in SDTV and HDTV with two separate Tuners
Channel Memory	unlimited
Satellite Memory	178 preprogrammed - added by user: unlimited
Symbol Rates	2-45 Ms/sec
DiSEqC	1.0, 1.1, 1.2, 1.3

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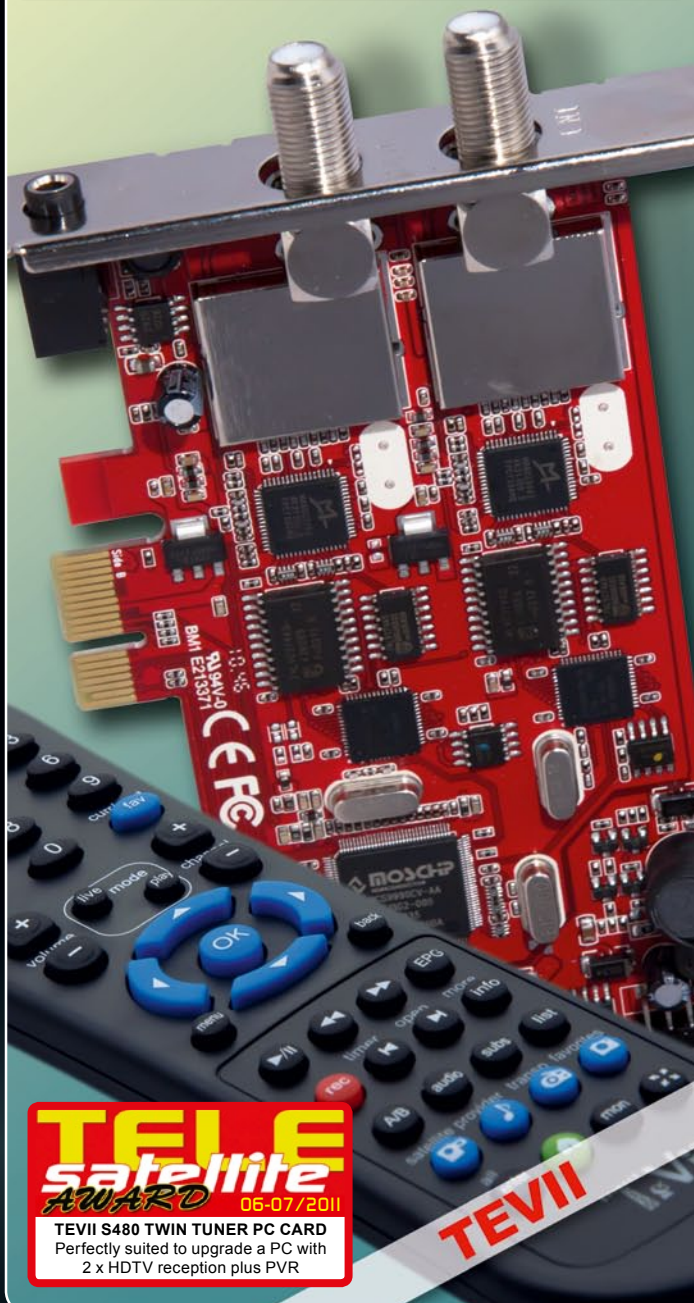


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Manufacturer	Tenow International
Website	www.tbsdtv.com
Function	PCI-E card for SDTV and HDTV with two separate tuners and PVR
Channel Memory	unlimited
Satellite Memory	176
Symbol Rates	1-45 Ms/sec (QPSK), 10-31 Ms/sec (8PSK)
DiSEqC	1.0, 1.1, 1.2



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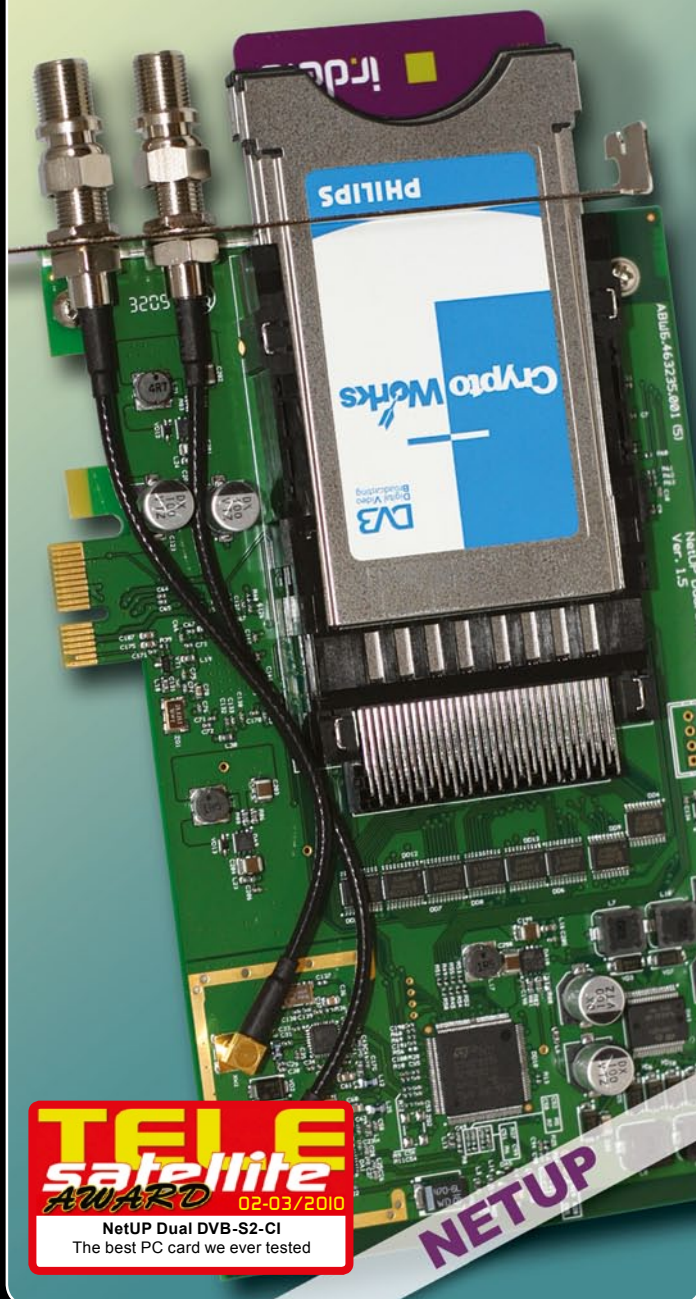
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Manufacturer	NetUP
Website	www.netup.tv
Function	Two Tuners DVB-S2 PCIe card
Channel Memory	unlimited
Satellite Memory	—
Symbol Rates	1 to 47 Ms/sec (QPSK), 1 to 31.5 Ms/sec (8PSK)
DiSEqC	1.0, 1.1, 1.2



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Manufacturer	TeVii Technology
Website	www.tevii.com
Function	PCI-E card for TV reception on the PC in SDTV and HDTV
Channel Memory	unlimited
Satellite Memory	177
Symbol Rates	2-45 Ms/sec
DiSEqC	1.0, 1.1, 1.2, 1.3



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Manufacturer	8dtek Technology
Website	www.8dtek.com
Function	Satellite Meter for Antenna Alignment
Frequency Range	L-Band (950-2150 MHz), DVB-S/S2 and analog signal
Video Output	A/V (composite + mono)
Built-in Monitor	Color graphic 16:9 LCD



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Manufacturer	8dtek Technology
Website	www.8dtek.com
Function	Satellite Meter for Antenna Alignment
Frequency Range	L-Band (950-2150 MHz), DVB-S/S2 and analog signal
Video Output	Composite
Built-in Monitor	Color graphic LCD



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Manufacturer	SatCatcher
Website	www.satcatcher.com
Function	Signal meter for digital signals in DVB-S, DVB-T and DAB. Analogue signals in FM radio.
Frequency Range	46-870 MHz
Video Output	Composite
Built-in Monitor	120 x 64 3.5" LCD color display

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Manufacturer	Horizon Global Electronics
Website	www.horizonhge.com
Function	Antenna Alignment Meter
Frequency Range	950-2150 MHz
Video Output	—
Built-in Monitor	LCD display



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Manufacturer	SPAUN Electronic
Website	www.spaun.de
Function	TV Signal Analyzer with WiFi Receiver
Frequency Range	45~865 MHz (terrestrial) and 950~2150 MHz (satellite)
Video Output	RCA Composite
Built-in Monitor	7 inch 16:9 color LCD display



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Manufacturer	Horizon Global Electronics
Website	www.horizonhge.com
Function	Digital and analog terrestrial TV meter with spectrum analyzer and USB data output
Frequency Range	49~861 MHz
Video Output	—
Built-in Monitor	LCD display



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Manufacturer	SatCatcher
Website	www.satcatcher.com
Function	Signal Meter for DVB-T, analogue TV, digital DAB radio, analogue FM radio
Frequency Range	46-870 MHz
Video Output	—
Built-in Monitor	120x64 3.5" LCD color display

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Manufacturer	Horizon Global Electronics
Website	www.horizonhge.com
Function	DVB-C and analog cable TV meter
Frequency Range	51-858 MHz
Video Output	—
Built-in Monitor	LCD display



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Manufacturer	8dtek Technology
Website	www.8dtek.com
Function	DVB Signal Meter with tv monitor for DVB-S and DVB-T
Frequency Range	950~2150 MHz (satellite) and UHF/VHF (terrestrial)
Video In/Output	RCA/RCA
Built-in Monitor	3.5" LCD color display



8DTEK

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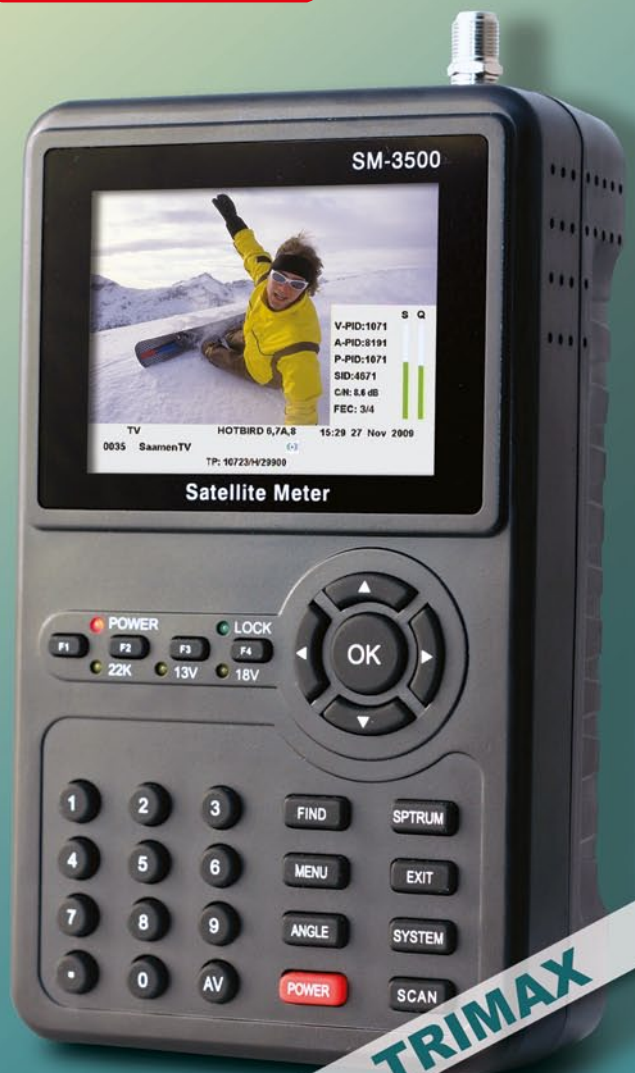


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Manufacturer	Trimax Technology
Website	www.trimaxtec.com
Function	Satellite Meter with TV and Spectrum
Frequency Range	930~2150 MHz
Video Output	RCA Composite
Built-in Monitor	3.5" LCD color display



TRIMAX

TELE-satellite World

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French	Français	.../fra/nanosat.pdf	Turkish	Türkçe	.../tur/nanosat.pdf

Manufacturer	Horizon Global Electronics
Website	www.horizonhge.com
Function	Handheld Satellite Meter for fast and easy Dish Alignment
Frequency Range	950~2150 MHz
Video Output	—
Built-in Monitor	128x64 Pixel LCD

TELE-satellite World

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Manufacturer	Global Invacom
Website	www.globalinvacom.com
Function	Signal Analyzer with an Optical Input
Frequency Range	950(160)~2150 MHz
Optical Range	+10 to -25 dBm
Video Output	—
Built-in Monitor	Eight-digit LCD display



TELE-satellite World

Read Indepth Review of This Product Online

www.TELE-satellite.com/TELE-satellite-0911/eng/satcatcher.pdf



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Manufacturer	SatCatcher
Website	www.satcatcher.com
Function	Fully-fledged Signal Meter with TV display
Frequency Range	930~2150 MHz
Video Output	RCA Composite
Built-in Monitor	120x64 3.5" LCD color display



TELE-satellite World

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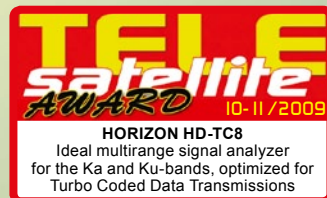


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Manufacturer	Horizon Global Electronics
Website	www.horizonhge.com
Function	Satellite Meter optimized for Ka-Band
Frequency Range	950~2150 MHz
Video Output	—
Built-in Monitor	LCD display



“In



TELE-satellite Magazine Business Voucher

www.TELE-satellite.info/11/09/megasat

Direct Contact to Sales Manager



■ In front of the entrance to the 850 square meter company premises that MEGASAT has been occupying since 2010 in an industrial area of Niederlauer. The official company name is b2c Electronic, even though MEGASAT is used as brand name vis-à-vis the outside world.

the Heart of Germany”



- *80% of distributed products come from in-house MEGASAT brand*
- *full range of satellite components*
- *special focus on self-aligning camping antennas*
- *distribution to the whole of Europe*

MEGASAT wholesaler and distributor rises from the heart of Germany



Where is it, the much-proclaimed heart of Germany? How do you define its actual location? Sven Melzer, founder and General Manager of satellite wholesaler and distributor MEGASAT has a rather pragmatic approach to those questions. "We are right in the heart of Germany," and by that he simply means the region he's at home. The name of the place is Niederlauer, which is a small town north of Schweinfurt in northern Bavaria. As a matter of fact, if you look up Niederlauer in Google Maps the marker pops up right in the centre of Germany.

■ MEGASAT founder and General Manager Sven Melzer likes to stay up to date with TELE-satellite.





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No. 3 PingGong One RD, Technology Industrial Zone, NANPING Town, Zhuhai, China
Tel: +86-756-8699310 Fax: +86-756-8699312
Mobile: +86-13823060786
E-mail: sales@boiingsat.com
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RUA TRIBUNA 118A CHUNPEK GARDEN RCA Macau
Tel: +853-439694 Fax: +853-438633
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Mobile: +86-13703006026 & +886-983210314
Attn: Jason

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It's only natural that such a central location comes with a goodie-bag full of strategic benefits. "Transport routes from us to our clients are very efficient," states Sven Melzer with a hint to close-by autobahn A71. "Every day we load three DPD trucks with our products – one is dispatched at noon, with the remaining two leaving our premises in the evening." Any order arriving by 4 pm will be dispatched on the same working day.

In its position as a wholesaler MEGASAT supplies 800 trading partners: "60% are right here in Germany, and the remaining 40% can be found in neighbouring countries," Sven Melzer adds, lending proof to the assertion that the heart of Germany extends beyond national borders.

"We're always looking for new trading partners in other European countries as

well," he goes on, since his company's location is ideal for deliveries all across continental Europe.

What does MEGASAT have to offer satellite shops and installers? "Our range consists of more than 300 products with the MEGASAT brand name," beginning with satellite receivers, satellite antennas and LNBs and extending all the way to cables, mounting material and multi-switches. "All our products are manufactured on our behalf and meet our strict quality standards."

Obviously, we want to find out more about those products, but first we would like to know how MEGASAT came into being in the first place. "By training, I'm a radio and television technician," company founder Sven Melzer reveals. "In 1990, I obtained my master craftsman diploma in that trade."

Sven Melzer did not only pass the

examination, he was best in class and received a special certificate for his achievement. "Everything I do comes from the bottom of my heart," he continues and thus gives a reason for his brilliant results in the craftsman diploma.

Sven Melzer kick-started his career at a leading German manufacturer of professional antennas, where he was given a chance to put his commitment into practice. He started out in the technical department, moved into sales and later even progressed into management.

"While I was lucky enough to have such a wonderful job, it still did not allow me to implement my own ideas and to do things my way," Sven Melzer explains, and this was actually the reason why he decided to quit a successful career and establish his own business in 2004.

■ **Eva Schneider is in charge of financial accounting.**



SmartWi wireless Multi Room Solution



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Please let us introduce the new SmartWi. The market leader in wireless multi-room solutions now comes with a range of improved technical features, and we are frankly very proud of the new design. Coming from Denmark it is almost like the fairy tale 'The Ugly Duckling' that turned into a beautiful swan.

The improved qualities make SmartWi the obvious choice of Multiroom Solution for Operators. It is very flexible and may be adopted to the specific preferences of an Operator in terms of technology, design or commercial setup. The final result is increased customer loyalty and a stronger future market presence for the Operator.

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Walking down memory lane, he tells us "I actually set up my first satellite system as early as 1988, and that's why I decided to team up with two fellow employees to establish a wholesaler for satellite components."

At first, the start-up business distributed components sourced from other manufacturers and "by 2005 our turnover broke through the 1 million euro ceiling." Sven Melzer then realised that mark-ups were too low to make a consistent profit, with the only alternative of entering the market as a dedicated manufacturer as well. "In 2006 we launched our own DVB-S receivers under the MEGASAT brand, as well as three different LNB models."

This strategy turned out to be spot

on and generated huge success. "Even in the first year the share of MEGASAT products increased to 20 percent". New employees joined the team and the number of staff rose to five.

Today MEGASAT has a workforce of 21 and the percentage of in-house MEGASAT products has reached a whopping 80 percent in 2011. And this success story is set to continue, with General Manager Sven Melzer convinced to reach 90 percent by 2012. Only a few niche products are still sourced from third-party suppliers.

"In 2011 total sales will likely reach EUR 8 million and in the following year EUR 10 million is a realistic scenario." How can he be so optimistic? Quite simple, 2012 is the year of analog switch-

off of German channels transmitted via ASTRA. "We will witness a huge pick-up in demand for digital components."

Still, MEGASAT does not only rely on analog customers being forced to go digital. One of the target markets is camping antennas, a segment that will continue to grow in the long term. "We call MEGASAT the home of camping TV," Sven Melzer explains with a smile.

With an ageing population the number of RV owners is on the rise. Many of them are on comfortable incomes and looking for top-quality products. MEGASAT has a special treat in store for that market of tourists: a range of self-aligning satellite antennas.

"We're talking about small antennas with a convenient diameter of 38 cm,

MEGASAT
Wholesaler and Manufacturer, Germany
www.b2c-electronic.de

www.TELE-satellite.com/TELE-satellite-1109/eng/megasat.pdf

Company Details

Engineers in Research & Development | Total Number of Employees
0.....12.....25

Average Turnover (Previous, This, Next Year Estimates)
0.....5.....10 Mio €uro

Production Certificates
DVB

Production Categories
own brand **MEGASAT**

Main Products
Satellite Receiver for DVB-S/S2, LNB with normal size and extremely small size, dishes, multiswitches, Mobile Satellite Systems with automatized two axis motors (CampingSat)

1. A total workforce of twelve employees takes care of sales and distribution at MEGASAT, some of whom can be seen on this picture. "Two more will start their jobs shortly so that our staff currently totals 22," according to Sven Melzer.

2. Product Manager Lothar Gold always keeps his focus on making MEGASAT receivers even better. Every product line is put to the test in his shack.

3. Technical customer service is the hallmark of any top-notch business. Service Manager Thomas Umbreit tracks down even the tiniest of errors.

2



3







■ One of three warehouse staff is preparing a customer dispatch in the 600 square meter warehouse. Packages full of self-aligning camping antennas can be seen on the left. They make up one of MEGASAT's most important products lines.

protected by a kind of domed hood. They come fully equipped with a motor that aligns the antenna to the selected satellite," he tells us and adds "there are seven different types of domed antennas, with or without GPS and in a variety of equipment levels from splash-proof to fully water-proof for use on boats and yachts."

All domed antennas come with an auto-alignment feature which works like that: "The built-in software has a list of active transponders on each satellite and keeps scanning available satellites until the selected position is found. Models that are equipped with a GPS module obviously complete this job faster as the software knows right away which elevation and Azimuth values it has to choose."

Due to their small size MEGASAT camping antennas are perfectly suited for strong DTH satellites, but according to Sven Melzer "we will soon also launch larger antennas with diameters of 45 and 60 cm."

He also adds that "in 2012 a revised model of our camping range will be

available with a diameter of 85 cm." Antennas of that size need not be protected by a domed hood any longer but will be unfolded with the help of an electric motor. "The reason we chose that concept is that the whole antenna is only 20 cm high when not in use, which means it will fit nicely on any RV," Sven Melzer explains. The construction principle of this new model bears striking similarities to VSAT dishes.

What about other product ranges in MEGASAT's portfolio? "Right now we're in the process of introducing our latest high-end receiver which is called MEGASAT HD950 and is based on Linux."

Another highlight that is eagerly awaited is an HDMI DVB-S2 receiver stick with HDTV which brilliantly complements the camping range. "Our LNB range is in for some major innovations as well: extremely narrow LNBs that can be mounted with a spacing of only 3 degrees in order to receive satellites that are positioned very close to each other."

Sven Melzer has even more in store:

"A new LNB with 70 dB output power will be a welcome product in areas with somewhat restricted reception quality." Conventional LNBs have a gain of around 58 dB, so the increased output of MEGASAT's new model can truly make a difference. TELE-satellite prepares an in-depth test report in its upcoming issue.

Even though MEGASAT is both young in age and young at heart it is following a steady path of expansion. Interesting innovations without a hefty price tag (the entry-level self-aligning domed antenna can be had for way less than EUR 1,000, for example) make MEGASAT a competitive point of contact for satellite dealers in Europe and beyond.

MEGASAT's slogan in the 'heart of Germany' is at same time a commitment to Europe, as Germany is as well in the heart of Europe. Who knows, one day the MEGASAT slogan may well be 'in the heart of Europe.'

■ Warehouse manager Robert Mölter with a MEGASAT antenna. "We also run a second warehouse with a surface area of 1,000 square meters."





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X-9100 Linux HD PVR

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Technical Specifications

MPEG Decoding
Transport Stream & Profile Level MPEG-4/H.264,
MPEG-2 MP@ML, MP@HL,
MPEG-4/AVC
Aspect Ratio 4:3 / 16:9
Output NTSC / PAL
Video Format 576i, 576p, 720p, 1080i

TUNER

Input frequency: 950MHz to 2150MHz
Input impedance: 75 ohms
Input level: -65dBm to -25dBm
Input socket: F type connector
LNB Power & Polarization: Horizontal: +18V;
Vertical: +13V;
Current: Max. 500mA; Short circuit protection
Band switch: 22KHz, DiSEqC

DEMODULATOR

Waveform: QPSK S2
Symbol rate: 2-45MS/s
Outer decoder: RS (204,188,8)
Code rate: 1/2,2/3,3/4,5/6,7/8

MAIN SYSTEM

CPU NXP8735 350Mhz
Flash Memory 64 Mbytes
SDram Memory 128 Mbytes

CONNECTION OUTPUT

TV SCART TV Video output (CVBS, RGB)
HDMIHD Video/Audio
Ethernet RJ45
A/V RCA CVBS
Digital Audio S/PDIF Digital Audio output RCA and
Fiber Optical

GENERAL

Supply voltage: 100-240VAC 50/60Hz
Power consumption: 20watts max.
Standby Power 3watts max.
Operation temperature: +5° to +40°
Storage temperature: -20° to +70°

Key Features

Based on NXP 8735E chipset
Ethernet function: YOUTUBE; INTERNET RADIO;
Linux Based !!!
Multi CAS Reader
1 Record 1 to watch in the same TP.
Full Media Player to support .AVI, .MKV, .MP4, .VOB, .MPG, .FLV, .wmv etc...
USB 2.0 PVR -- Record and play HDTV content
Real Timeshift -- do not miss any exciting moments.
Update software through USB interface.
Low Power --- 3 Watts
Support USB stick and Hard Drive Disk
Support WIFI dongle

Features

DVB-S/DVB-S2 Satellite Compliant (MPEG-II/ MPEG-IV/ H.264)
DiSEqC 1.0, 1.1, 1.2 & 1.3 (USALS) Compatible
SCPC & MCPC Receivable from C/Ku Band Satellites LNB Supported:
Variable Aspect Ratio (4:3,16:9) with Pan Vector or Letter Box
Output Resolution: 576p & 576i, 720p & 1080i
CAS reader
8 Favorite Group and Parent Lock Function
4 Kinds of Sort Function for Channels
On-screen Display with True full Color(32 bits) Resolution
Teletext and Subtitle Supported (OSD & VBI)
Blind Scan
7 days EPG (Electronic Program Guide) for On-Screen Channel Information
1 Scart, (RGB, CVBS)
Multi Language Menu
Supported FTP Download S/W, Channel List, Message and other additional
information.
OTA Download
Supported Unicable
8 favorite group and parental lock supported.
PIG-Small screen picture and zoom in function.
Supported setting timer, you can add up 8 timer event at most.
Multi-Picture supported
S/W download, upload and download channel data
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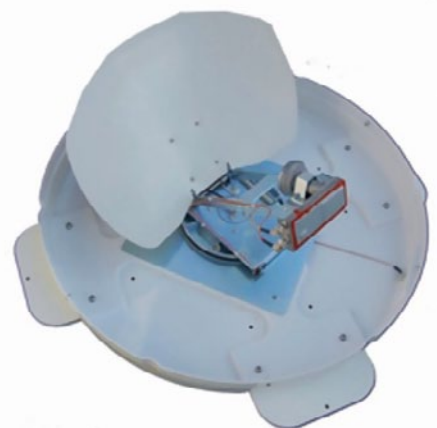
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1

1. A small selection of the extensive MEGASAT product range.
2. These 38 cm camping antennas below a dome are the signature products of MEGASAT. Thanks to a built-in motor these antennas find satellites fully automatically thanks to pre-stored transponder frequencies.



2



COMPANY REPORT
遠東衛星廣播由廣播電台製作

Großhändler und Hersteller MEGASAT, Deutschland

MEGASAT b2c

"Im Herzen von Deutschland"



- vertreibt zu 80% die Eigenmarke MEGASAT
- Komplettsortiment an Satellitenbauteilen
- ein besonderer Schwerpunkt sind sich selbst ausrichtende Campingantennen
- Vertrieb in alle Länder Europas

Vor dem Eingang des 2010 bezogenen 850 Quadratmeter großen Firmengebäudes am Gewerbegebiet des Ortes Niederlauer. Der ehemalige Firmennamen lautete b2c Electronic, aber nach außen hin tritt das Unternehmen unter der Marke MEGASAT auf.

Download this report in German

www.TELE-satellite.com/TELE-satellite-1109/deu/megasat.pdf

Wo ist die Mitte von Deutschland? Wie berechnet man die? Sven Melzer, der Gründer und General Manager des Satelliten Großhandels und Herstellers MEGASAT, hat diese Frage ganz pragmatisch beantwortet: "Wir liegen hier genau im Herzen von Deutschland," und meint damit die Region, in dem MEGASAT zuhause ist: im kleinen Ort Niederlauer, nördlich von Schweinfurt im Norden Bayerns. Und tatsächlich, ruft man den Ort Niederlauer in Google Maps auf, deutet der Google Marker genau in die Mitte des Landes.

Natürlich hat die Mittellage strategische Vorteile: "Die Lieferwege zu unseren Kunden sind von hier aus am optimalsten," verweist Sven Melzer auf die nahe

Autobahn A71. "Täglich verladen wir 3 Lastwagen von DPD mit unseren Produkten, eine Abholung erfolgt Mittags und zwei weitere am Abend." Erreicht eine Bestellung MEGASAT bis 16:00 Uhr, erfolgt die Auslieferung noch am gleichen Tag.

Als Großhändler beliefert MEGASAT 800 aktive Handelspartner: "60% davon hier in Deutschland und die übrigen 40% unserer Firmenkunden in den anliegenden Ländern," sagt Sven Melzer und macht damit deutlich, dass sich das Schlagwort "Im Herzen von Deutschland" weiter fassen lässt. "Wir sind offen für weitere Handelspartner in weiteren europäischen Ländern," sagt er, denn die Lage seines Unternehmens ist eben sehr günstig für

Lieferungen in alle Richtungen Europas.

Was erhält man als Satelliten-Shop oder Installateur bei MEGASAT? "Wir bieten über 300 Produkte unter dem Markennamen MEGASAT an." Das beginnt bei Satelliten Receivern, geht weiter zu Satellitenspiegeln und LNB und endet bei Kabeln, Befestigungsmaterialien und Multiswitches. "Alle Produkte werden in unserem Auftrag hergestellt und entsprechen unseren Qualitätsanforderungen." Bevor wir näher auf die Produktpalette eingehen, wollen wir wissen, wie MEGASAT überhaupt entstanden ist. "Ich bin gelernter Radio- und Fernseh-techniker," erfahren wir von Firmengründer Sven Melzer. "In 1990 machte ich die Meisterprüfung in



diesem Handwerk." Sven Melzer war damals der Jahrgangsbester und erhielt sogar eine Urkunde dazu. "Wenn ich etwas tue, dann mache ich es aus vollem Herzen," gibt Sven Melzer die Begründung, warum er bei der Meisterprüfung so erfolgreich abschloss. Sein Engagement konnte er anschließend bei einem führenden deutschen Hersteller professioneller Antennen beruflich bestens einsetzen. Er arbeitete zunächst im technischen Service, dann im Vertrieb und gelangte schließlich sogar in die Geschäftsführung.

"Alles war wunderbar, aber ich konnte meine eigenen Ideen nicht so umsetzen, wie ich mir das wünschte," verrät uns Sven Melzer seinen Grund, warum er die erfolgreiche Berufslaufbahn verliess und sich 2004 selbstständig machte. "Ich hatte meine erste Satellitenanlage bereits 1988 aufgebaut," erinnert er sich, "und so startete ich mit zwei weiteren Mitarbeitern einen eigenen Großhandel für Satellitenbauteile." Zunächst verkaufte das junge Unternehmen nur Bauteile, die von anderen Großhändlern bezogen wurden. "Schon 2005 erzielten wir einen Umsatz von 1 Million Euro." Aber schon bald bemerkte Sven Melzer, dass die Handelsspannen so gering waren, dass es langfristig nur die Option gab, selbst als Hersteller auf den Markt zu treten. "In 2006 starteten wir mit eigenen DVB-S Satelliten Receivern der Marke MEGASAT und drei verschiedenen LNB Modellen." Der Erfolg der Eigenmarken war enorm: "Schon im ersten Jahr stieg der Anteil unserer eigenen Produkte gegenüber Fremdfabrikaten auf 20%." Der Erfolg war so groß, dass MEGASAT weitere Mitarbeiter einstellen mußte und nun 5 Mitarbeiter zählt.

Heute in 2011 beschäftigt MEGASAT 22 Mitarbeiter und der Anteil an eigenen MEGASAT-Produkten im Angebot liegt bei 80%. General Manager Sven Melzer ist sich sicher, dass sein Unternehmen in 2012 bereits zu 90% nur eigene MEGASAT Produkte anbieten wird. Nur einige Nischenprodukte werden weiterhin von anderen Herstellern bezogen. "In 2011 erwarten wir einen Umsatz von 8 Millionen Euro und für 2012 wird dieser voraussichtlich auf 10 Millionen Euro steigen." Die enorme Erwartung für das kommende Jahr begründet er mit der Abschaltung der analog ausgestrahlten

deutschsprachigen Satellitenprogramme über den Satelliten ASTRA. "Das wird einen enormen Boom geben," ist er sich sicher.

Aber MEGASAT verläßt sich nicht nur auf die alten Analog-Kunden, die nun auf digitalen Satellitenempfang umstellen. Das Unternehmen ist sehr stark aktiv in einem interessanten, weil wachstumsstarken Zukunftsmarkt: Campingantennen. "Wir nennen MEGASAT auch 'Home of Camping TV'," schmünzelt Sven Melzer. Durch die immer älter werdende Bevölkerung steigt auch der Anteil der Wohnmobil Besitzer und Benutzer. Genau für diese Zielgruppe der etwas solventeren umherreisenden Touristen bietet MEGASAT sich selbst positionierende Satellitenantennen. "Es handelt sich um kleine Spiegel mit 38cm Durchmesser, die mit einer Kuppel geschützt sind. Sie werden mit einem Motor auf die richtige Position zum Satelliten gedreht," erklärt er uns und ergänzt: "Wir bieten diese Kuppelantennen in 7 verschiedenen Varianten an, mit und ohne GPS und verschiedenen Ausführungen von wassergeschützt bis seewassergeschützt zum Einsatz auf Booten und Yachten."

Allen Kuppelantennen gemeinsam ist ihre automatische Ausrichtung auf den Satelliten. Sven Melzer erklärt, wie das technisch funktioniert: "Die Software enthält eine Liste der aktiven Transponder jedes Satelliten und sucht solange automatisch die Satelliten ab, bis der passende Satellit gefunden ist. Bei den Modellen mit GPS geht das natürlich schneller, weil in diesem Fall die Software bereits weiß, auf welche Elevation und Azimuth sie sich ausrichten muß." Das funktioniert aufgrund des geringen Spiegeldurchmessers natürlich nur bei den starken DTH Satelliten.

"Schon bald bieten wir die Kuppelantennen auch mit Spiegelgrößen von 45cm und 60cm an," reagiert er auf dieses Argument und ergänzt: "In 2012 wird es eine weitere Version dieser Campingantenne mit einem 85cm Spiegel geben." In diesem Fall wird der Spiegel nicht mehr unter einer Kuppel geschützt, sondern motorisch ausgeklappt. "Der Vorteil ist, dass die Anlage im eingeklappten Zustand nur 20cm Höhe aufweist und darum bequem auf einem Campingmobil montiert werden kann," erläutert er das Prinzip dieser Konstruktion, die an einen VSAT-Spiegel erinnert.

Wie sieht das mit weiteren neuen Produkten von MEGASAT aus? "Wir bringen gerade unseren neuesten High-End Receiver heraus, das Model MEGASAT HD950 auf Linuxbasis." Ein weiteres Highlight, das besonders auch im Campingbereich gute Anwendung finden wird, ist ein HDMI-Stick DVB-S2 Satelliten Receiver in HDTV. "Auch bei unseren LNB gibt es neue Produkte: extrem schmale LNB, die man im 3° Abstand montieren kann, um so auch eng

beieinanderliegende Satelliten empfangen zu können." Sven Melzer verweist auf einen weiteren neuen LNB. "Dieses Modell verfügt über eine Ausgangsleistung von 70dB und eignet sich besonders für schwierige Empfangsverhältnisse." Normale Standard-LNBs liegen im Bereich 58dB Verstärkung. Über die neuen LNB von MEGASAT bereitet die TELE-satellite einen Testbericht für die kommende Ausgabe vor.

Das noch relativ junge Unternehmen MEGASAT ist kräftig am expandieren. Mit interessanten neuen Produkten zu günstigen Preisen (die kleinste sich selbst ausrichtende Kuppelantenne wird z.B. für einen Preis von deutlich unter 1000 Euro angeboten) wird MEGASAT zu einem attraktiven Ansprechpartner für Satellitenhändler europaweit und darüberhinaus. Denn die Lage von MEGASAT "im Herzen von Deutschland" ist auch eine Aussage für Europa: auch Deutschland liegt im Herzen Europas! So könnte der Slogan von MEGASAT eines Tages zurecht lauten: "Im Herzen Europas".

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SAPRO is Expanding



- *Covers every price segment with its four brand names*
- *Starting expansion to surrounding countries*
- *In-house design and production (assembly line)*
- *Produces 100,000 receivers per year*



TELE-satellite Magazine Business Voucher

www.TELE-satellite.info/11/09/sapro

Direct Contact to Sales Manager

■ An external heating pipe runs right past SAPRO's administration, warehouse and production buildings. The company is located in the industrial city of Třinec in the northeastern end of The Czech Republic, not too far from Ostrava.

Receiver Fabrication in the Industrial City

There's a large industrial zone in the northeastern portion of the Czech Republic. There you'll find large amounts of ore that can be turned into iron; there are also quite a few rivers that supply water power as well as a large expanse of forest for its enormous supply of building materials. Because of all this, an enormous steel works factory, the „Třinecké Železářny (Třinec Steelworks)” came into exis-

tence 170 years ago in the city of Třinec. This city currently has 40,000 inhabitants and everywhere you look you can see fabrication systems with their superstructures and interconnecting pipes.

One of these pipes, an exterior heating pipe, passes just a few centimeters away from manufacturer and wholesaler SAPRO's building.

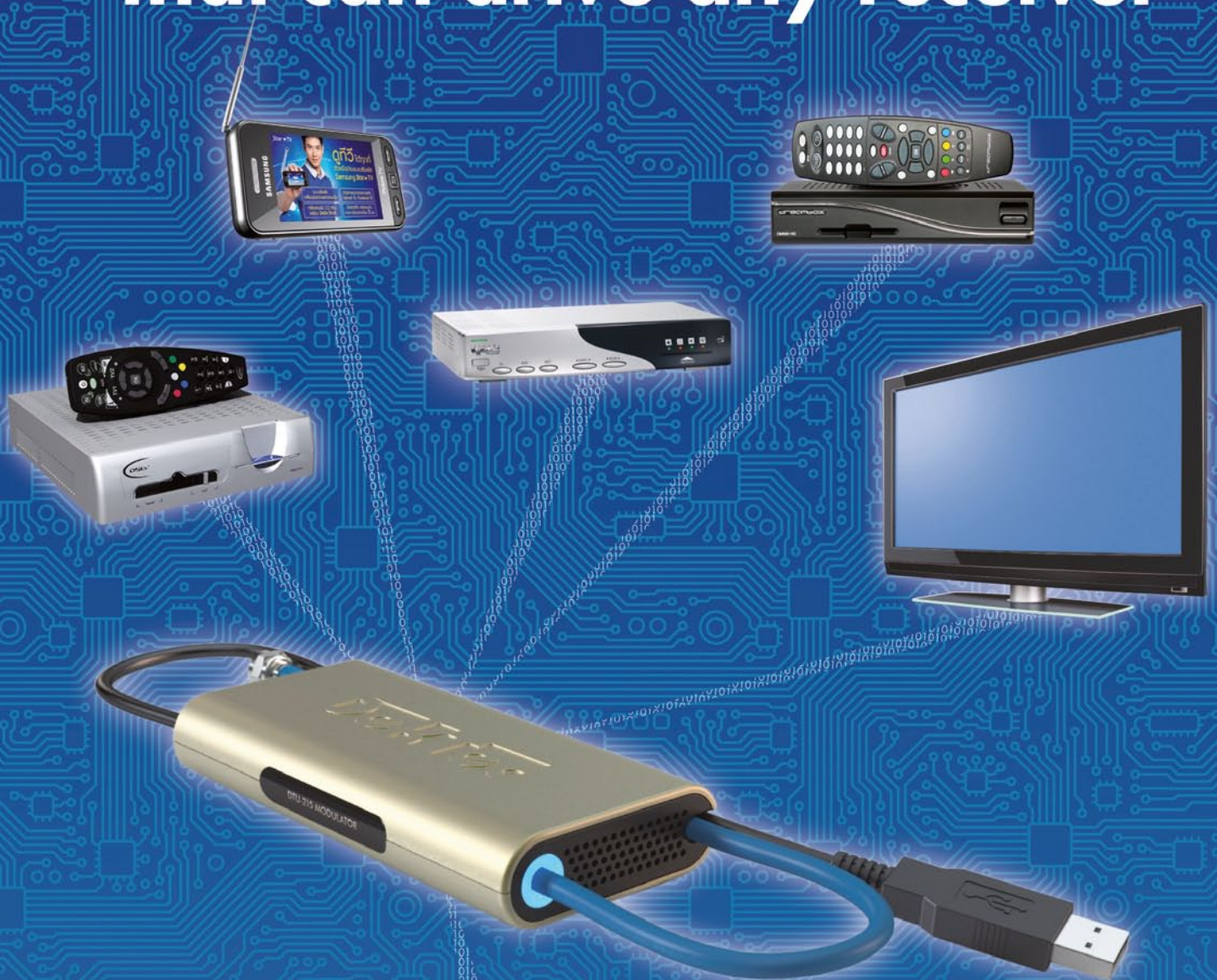


But SAPRO doesn't interfere with it at all, rather, this heating pipe goes perfectly with this company: components for satellite receivers have been designed and developed here since 1992. It's a perfect match for the industrial atmosphere here. SAPRO's

■ SAPRO's Founder and Chief Lubomír Probošzcz standing in front of a cabinet full of SAPRO receivers. In his hand is the flagship product, a box from the HD-Box series.



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DeKtec
www.dektec.com



■ SAPRO is opening up a branch office in Topoľčany in Slovakia. To avoid any confusion with the home office, the branch office was christened SUPERSAT.

founder is also a product of the industry: Electrical Engineer Lubomír Proboszcz started his working career at an electronics manufacturer in the Czech Republic.

That all changed in 1992: together with his friend and equal partner Andrzej Sajdok along with two other engineers, they founded SAPRO as a private company. "The SA in SAPRO stands for the first two letters in my partners name Sajdok and the PRO stands for my last name", explains Lubomír Proboszcz regarding the secret of the company's name. "Later on we reinterpreted it as meaning SATellite PROfessionals", grins Lubomír.

Back then it was the era of analog satellite reception. A Korean TV manufacturer imported TVs into the Czech Republic and was looking for a way to expand their sets for analog satellite reception. The little SAPRO team developed a satellite receiver card that was manufactured at first by an outside company but later was produced by SAPRO themselves. It was quite a success. "We were optimistic and started distribution of all kinds of electronic devices", remembers Lubomír Proboszcz. At one point satellite components only made up about 10% of their overall sales.

Those good times came to an end in 2005. Prices for satellite receivers began to fall which meant a decision had to be made: either go at it full throttle

or find a new niche market. The two partners decided to go at it full throttle and focus their entire business on satellite receivers and do away with all other types of electronic devices. Next they began to import boxes from other providers: "We still do that with our wholesale business today", confirms Lubomír Proboszcz pointing out that SAPRO has a wide variety of different brand names.

In 2008 it was time: SAPRO introduced the first of their own brand names Di-Way (it stands for Digital Way). The boxes were assembled by SAPRO and were based on components from various manufacturers in Asia. "Our first product was a DVB-S FTA receiver and it was a huge success: we sold 20,000 units the first year!" says Lubomír Proboszcz proudly about his company's first success.

Di-Way was conceived as an economical brand name. In 2009 the second brand name SatElita appeared followed by the third brand name Dreamsky a year later. Both of these names are in the intermediate pricing category. "In 2009 we started our high-end brand name HD-Box", says Lubomír Proboszcz. Now SAPRO has all three price segments covered. "In our 2009-2010 business year we were able to sell 100,000 receivers", he reveals. For 2011 he's expecting similar sales figures.

Who's buying all of these receivers?

"We serve a group of regular customers of about 500 dealers that consistently order from us." Half of them are in the Czech Republic with another 40% in Slovakia – the same language (almost) is spoken in both countries. The remaining 10% is made up of Poland and other nearby countries.

Clearly, most of SAPRO's products are delivered to the Czech Republic and Slovakia; the question then becomes, is it supposed to stay like this? "Not at all", answers Lubomír, "we are actively in the process of expanding our dealer network into other countries." At this early stage, interested dealers especially those in Eastern Europe can contact Lubomír Proboszcz directly, maybe they can become a SAPRO representative in their country. "As part of a first step, we opened up our own operations office in Slovakia a few weeks ago", he says.

Up until now, we've only seen SAPRO the manufacturer. But SAPRO is also a wholesaler. "About 60% of our sales are achieved with the manufacture of receivers and 40% is related to our wholesale business", explains Alina Proboszcz. She is responsible for maintaining the SAPRO's books and is Lubomír's wife. She has more information for us: "This building is 1200

SAPRO is not only a receiver manufacturer but also a satellite wholesaler. A cabinet displays the products that wholesaler SAPRO sells and includes every LNB variant, terrestrial antennas and everything in between.





1

square meters in size and we have a second warehouse building that is 400 square meters." And according to Alina, "SAPRO has ten employees in production, three sales managers, three service engineers as well as two engineers in the R&D team. There are also warehouse employees and drivers for our three delivery trucks."

After finding our way back to Manager and Founder Lubomír, he tells us a little about himself: "I'm also a satellite enthusiast. At home I installed a number of dishes: a 1.8-meter dish, a 1.6-meter antenna, an 85cm dish and a multi LNB Antenna." On top of that, he also has a smaller 60cm dish. "The small antenna is for our family receiver for the reception of local TV programming", grins Lubomír.

Is there anything we can expect from SAPRO in the near future? Lubomír Proboszcz was waiting for this question: "Now in the fourth quar-



1. Lubomír Proboszcz at his work station. It's not clean and neat; instead it's full of receivers. "I'm always testing and probing", says electronic fan Lubomír.

2. Lubomír set up a small museum of old radios in his work office. It reminds him of the incredible progress made in wireless transmissions. He's also an amateur radio hobbyist, "but I'm no longer active", he admits. Now he can often be found surfing the Internet reading through all the pertinent satellite forums. "If I come across any comments on SAPRO receivers, I handle it right away", says Lubomír showing his strong desire to continuously improve the quality of his receivers.

2



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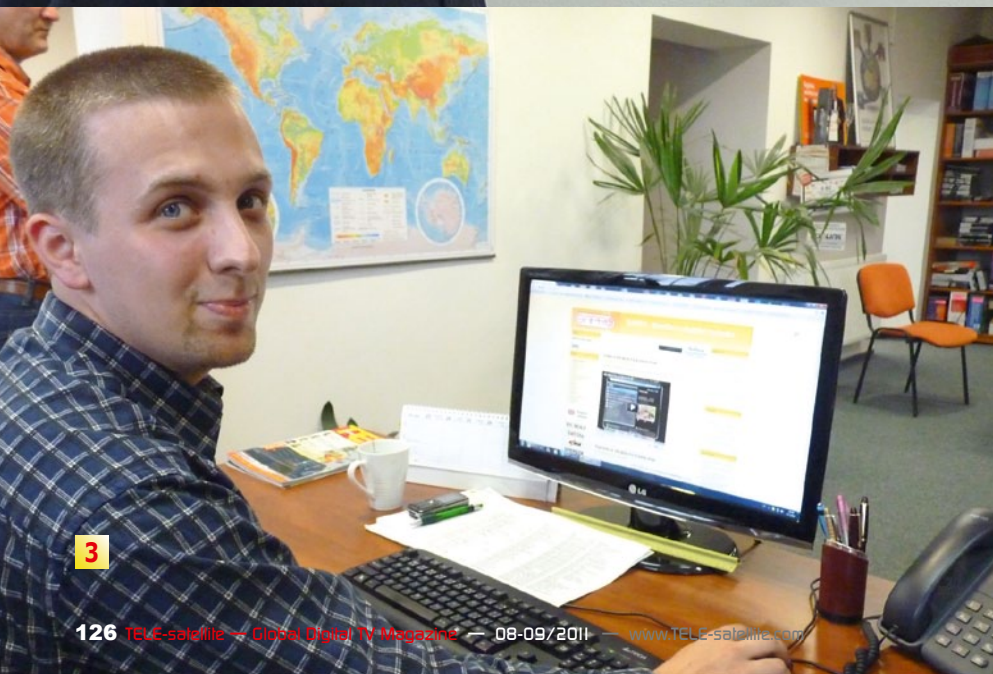
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ter of 2011 we'll be coming out with an Android based receiver under the Dreamsky brand name; this will be followed by a DVB-T2 receiver in 2012." For the HD-Box and Dreamsky line of receivers, 2012 will bring with it a number of enhancements related to the Internet: "The Dreamsky series will see a box with IPTV enhancement", he reveals to us, "For cable operators we are planning a DVB-C receiver."

Lubomír's schedule is full. With a variety of new products, he's expanding in the market as well as moving into the surrounding countries. Because of his engineering background and his personal love of his satellite



4



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reception hobby, he tests all the products himself and is thereby able to immediately recognize any weak spots.

In this way he can be confident that the production line only puts out products that meet his requirements. SAPRO is on the way up.

1. Alina Proboszcz is responsible for SAPRO's bookkeeping and is also the founder's wife.

2. Petr Zwrtek is Sales Manager for The Czech Republic. He is showing us on the map where Trinec is located: right at the point where The Czech Republic, Slovakia and Poland meet.

3. Marek Roszka is Marketing Manager. You can see SAPRO's website on his monitor (www.sapro.cz) that he also maintains. "I also translate the user manuals", says Marek who is fluent in English and German.

4. Jana Proboszczová is Sales Manager for Slovakia and all of the remaining countries.

5. Service Technician Milan Martynek tests a satellite signal analyzer that SAPRO distributes under its own brand name.

6. Should there ever be any problems with a SAPRO receiver, the returns land with Customer Service Manager Ester Vrábelová, who scans the bar code of all incoming problem items.

7. Service Technician Petr Schlesinger is at work repairing a receiver circuit board.

Manufacturer and Wholesaler, Czech Republic

www.sapro.cz

Company Details

Engineers in Research & Development | Total Number of Employees

0.....12.....25

Average Turnover (Previous, This, Next Year Estimates)

0.....2.5.....5 Mio Euro

Production Certificates

DVB

Production Categories

own brands Di-Way, Di-Box, SatElita, Dreamsky, HD-Box

Main Products

Satellite Receivers for economic range, mid range and high range, Wholesaler for LNBs, dishes, accessories

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1. Production of Receivers: The employees assemble the components together.
2. A production employee tests the function of a just-assembled receiver. They must operate for several hours without any hiccups before they are cleared to be packaged and sold.
3. Karin Szopová makes sure that the customers receive exactly what they ordered. Here she has a SAPRO Di-Box receiver in her hands.
4. Anna Chodvová is concentrating on preparing a package for a customer.
5. Warehouse employees are loading one of the three SAPRO delivery trucks.
6. A look in the warehouse. "We regularly have 20,000 receivers in stock", explains Lubomír Probošzcz, "sometimes more, sometimes less, our turnover is very high."



3



6

COMPANY REPORT
遠東衛星廣播有限公司

Hersteller und Großhändler SAPRO, Tschechien



SAPRO expandiert

- deckt mit 4 Marken alle Preissegmente ab
- Expansion in die umliegenden Länder gestartet
- eigene Entwicklung und Produktion (assembly line)
- produziert 100.000 Receiver pro Jahr



■ Eine Fernwärmeleitung führt direkt am Verwaltungs-, Lager- und Produktionsgebäude von SAPRO vorbei. Die Firma befindet sich in der Industriestadt Třinec im Nordosten der Tschechien, nicht weit von Ostrava

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Im Nordosten der Tschechien liegt ein großes Industriegebiet. Dort gibt es große Mengen an Erzen, das man zu Eisen verarbeiten kann, dazu viele Flüsse, die die Wasserkraft liefern, und viel Wald, der einen großen Vorrat an Baustoffen bietet. So entstand in dieser Gegend in der Stadt Třinec vor 170 Jahren ein riesiges Stahlwerk, das „Třinecké Železářny (Třinec Steel Works)“. Dieses Werk beherrscht heute noch die Stadt, die mittlerweile 40.000 Einwohner zählt, und man sieht überall Fabrikanlagen mit ihren endlosen Aufbauten und Verbindungsrohren. Eines dieser Rohre, eine Fernwärmeleitung, führt

abseits der Stadt im ansonsten grünen Hügel nur ein paar Zentimeter neben dem Gebäude des Herstellers und Großhändlers SAPRO auf ihren Stelzen vorbei.

Aber SAPRO stört sie nicht, ist diese Fernwärmeleitung doch so passend für das Unternehmen: hier werden seit 1992 Bauteile für Satelliten-Receiver entworfen und produziert. Da paßt das industrielle Ambiente hervorragend. Aus der Industrie stammt auch der Gründer von SAPRO, Elektroingenieur Lubomír Probošcz. Er startete seine Arbeitskarriere bei einem großen tschechischen Hersteller elektronischer Geräte.

Das änderte sich 1992:

Zusammen mit seinem Freund Andrzej Sajdok als gleichberechtigten Partner sowie zwei weiteren Ingenieuren gründeten sie SAPRO, zunächst nur als private Kooperation. „Das SA steht für die ersten beiden Buchstaben meines Partners Sajdok und das PRO für meinen Nachnamen,“ lüftet Lubomír Probošcz das Geheimnis der Namensfindung. „Später haben wir das dann uminterpretiert als SATellite PROfessionals,“ schmunzelt Lubomír.

Damals war die große Zeit des analogen Satellitenempfangs. Ein koreanischer TV-Gerätehersteller importiert seine TV-Geräte nach Tschechien und suchte nach einer



Lösung, wie die Geräte für den analogen Satellitenempfang erweitert werden könnten. Das kleine SAPRO-Team entwickelte eine Satelliten Receiver Karte, die zunächst bei einer Fremdfirma hergestellt wurde, später aber dann direkt von SAPRO produziert wurde. Das ganze war ein toller Erfolg. „Wir waren optimistisch und gründeten sogar einen Vertrieb für alle möglichen Elektrogeräte,“ erinnert sich Lubomír Probošcz an damals. Das

ging soweit, dass der Anteil an Satellitenbauteilen schließlich nur noch 10% des Umsatzes des damaligen Großhandels ausmachte.

Die schöne Zeit brach 2005 ab. Die Preise für Satelliten Receiver begannen zu fallen und nun hieß es, entweder Vollgas oder eine neue Nische suchen. Die beiden Partner entschieden sich für Vollgas und konzentrierten sich komplett auf das Geschäft mit Satelliten Receivern und verzichteten auf alle anderen Gerätearten. Zunächst importierten sie Geräte von anderen Anbietern: „Das machen wir mit unserem Großhandel auch heute noch,“ verweist Lubomír Proboszcz darauf, dass SAPRO eine Vielzahl von Marken im Angebot hat.

2008 war es soweit: SAPRO gründete die erste eigene Marke Di-Way (das steht für: Digital Way). Produziert werden die Geräte selbst, basierend auf Bauteilen, die von verschiedenen Herstellern aus Asien bezogen werden. „Unser erstes Produkt war ein DVB-S FTA Receiver und wurde sofort ein Riesenerfolg: wir verkauften im ersten Jahr über 20.000 Geräte!“ ist er stolz auf diesen ersten Erfolg seiner Firma. Di-Way war als ökonomische Marke konzipiert. Deswegen folgte in 2009 als zweite Marke Sa-Elita und ein Jahr später Dreamsky. Beide Marken sind im mittleren Preissegment angesiedelt. „In 2009 starteten wir unsere High-End Marke ‚HD-Box‘,“ sagt Lubomír Proboszcz. Damit hatte SAPRO alle drei Marktsegmente abgedeckt. „Im Geschäftsjahr 2009-2010 konnten wir 100.000 Receiver verkau-

fen,“ verrät er aus seiner Statistik. Für 2011 erwartet er ein ähnliches Ergebnis.

Wer kauft all diese Receiver? „Wir bedienen eine Stammkundschaft von etwa 500 Händlern, die regelmäßig bei uns bestellen.“ Die Hälfte davon befindet sich in der Tschechien und 40% in der Slowakei - in beiden Ländern wird ja (fast) die gleiche Sprache gesprochen. Die übrigen 10% teilen sich auf in Polen und übrige Länder.

Es fällt natürlich auf, dass SAPRO nur die zwei Länder Tschechien und Slowakei in großem Stil beliefert und da stellt sich die Frage, ob das so bleiben soll. „Keineswegs,“ betont Lubomír, „wir sind aktiv dabei, unser Händlernetz in andere Länder auszuweiten.“ In diesem frühen Stadium können sich interessierte Händler vor allem im Osten Europas direkt an Lubomír Proboszcz wenden, vielleicht können sie SAPRO-Verteter in ihrem Gebiet werden. „In einem ersten Schritt haben wir vor wenigen Wochen unser erstes eigenes Vertriebsbüro in der Slowakei eröffnet,“ erfahren wir von ihm.

Bislang haben wir uns nur SAPRO, den Hersteller angesehen. Aber SAPRO ist auch Großhändler. „Etwa 60% unseres Umsatzes erzielen wir mit der Herstellung der Receiver und 40% entfallen auf das Großhandelsgeschäft,“ erfahren wir von Alina Proboszcz. Sie ist zuständig für die Buchhaltung bei SAPRO und ist Lubomírs Ehefrau. Sie kann uns noch mehr Daten nennen: „Unser Gebäude hier ist 1200 Quadratmeter groß und wir verfügen noch über ein zweites Lagergebäude

mit 400 Quadratmetern.“ Sie verrät uns auch die Zahl der Mitarbeiter: „Bei SAPRO arbeiten 10 Mitarbeiter in der Produktion, 3 Sales Manager, 3 Service Ingenieure sowie 2 Ingenieure im R&D Team. Dazu kommen Lagerarbeiter sowie die Fahrer für unsere firmeneigenen 3 Lieferwagen.“

Wir wenden uns wieder an den Chef und Firmengründer Lubomír, der nun noch etwas privates preisgibt: „Ich bin auch Satelliten Enthusiast und habe zuhause mehrere Spiegel aufgebaut: einen 1.80m, einen 1.60m, einen Spiegel mit 85cm und einen Multi-LNB Spiegel.“ Außerdem steht bei ihm zuhause noch ein kleiner Spiegel mit 60cm. „Der kleinste Spiegel ist für die Familie reserviert zum Empfang der lokalen TV-Programme,“ schmunzelt Lubomír.

Was können wir in der nächsten Zeit von SAPRO erwarten? Auf diese Frage hat Lubomír Proboszcz nur gewartet: „Jetzt im 4. Quartal 2011 werden

wir mit einem Receiver auf Android-Basis unter unserer Marke Dreamsky herauskommen, in 2012 folgt dann ein DVB-T2 Receiver.“ Für die Receiver der HD-Box und Dreamsky Reihe werden 2012 eine Vielzahl von Erweiterungen im Internetbereich kommen. „In der Dreamsky Reihe wird es ein Gerät mit IPTV Erweiterung geben,“ verrät er uns und fährt fort: „Für die Kabel-Betreiber planen wir einen DVB-C Receiver.“

Lubomír's Programm ist also voll. Mit vielen neuen Produkten expandiert er im Markt und ist dabei, weiter in die umliegenden Länder vorzustossen. Durch seine Vorbildung als Ingenieur und seine persönliche Liebe zum Hobby Satellitenempfang testet er selbst alle Produkte und erkennt dann sofort mögliche Schwachstellen. Damit stellt er sicher, dass in der Produktion nur Geräte hergestellt werden, die seinen Ansprüchen genügen. SAPRO ist auf dem Weg nach oben.

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Direct Contact to Sales Manager



■ In this building in Pacoima, north of Los Angeles, can be found WS International's west coast office/warehouse

First the USA, then the world

Robby Dosetareh patiently built up his company WS International one small step at a time. He's still young and since he has already brought his company quite a long way in the USA, his expansion to the rest of the world shouldn't have any obstacles. In July 2010 he opened a 2nd distribution branch & offices in the small town of Pacoima, California in order to make it cost efficient for customers in the Western part of the USA and Canada. That's where we met up with Robby Dosetareh. He explains to us how it all began.

Robby Dosetareh was born and raised in Shiraz, Iran. But his father was watched and mistreated by the regime at that time. When Robby was ten

years old, the family had an opportunity to flee the country, first to Pakistan and then for a few months to Austria. The UN acquired all the necessary paperwork as well as the required visas and finally in April 1992 the family arrived in their land of their dreams – USA. They ended up in Atlanta, Georgia on the US east coast.

Young Robby came to a new world, a place where it's normal to get a free glass of water in a restaurant. The teenager quickly acclimated himself to his new surroundings. After graduating from High School, he immediately joined the work force. Since he was always interested in electronics and tele-

communications, he accepted an offer from a DishNetwork dealer and began working there as a Sales Manager.

After a few months his father became ill and Robby Dosetareh had to help him communicate with the doctors; his father's English wasn't good enough. Unfortunately, his time off from the DishNetwork dealer was getting too much and towards the end of 2000 the dealer had to let him go. Robby Dosetareh



■ Robby Dosetareh is the very young founder and President of satellite wholesaler and manufacturer WS International. Here we see him in his Pacoima, California office located north of Los Angeles that he opened just one year ago





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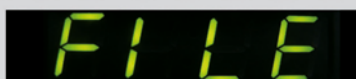
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came to the conclusion that this would never happen to him again: to be in charge of his own time he had to start his own company. He then started as a dealer for DishNetwork and installed customer satellite systems. After a few months though he realized how dangerous this business was: DishNetwork only paid the dealers when the customers paid DishNetwork. All of the risk was in the hands of the dealers, a risk that was difficult to calculate.

Robby Dosetareh decided that there was no future in this! Since he had already sold systems and components to installers in the past, he decided to become a satellite wholesaler. "On April 1, 2001, I founded WS International", remembers Robby Dosetareh. Robby, who actually had no business experience or background, was very courageous in this decision and had at the same time a little foresight: the WS in the company name stands for "World Satellites".

But the "World" in his company name also stands for the business field that he selected for his company. Since the satellite reception of English-language programming in the USA is generally monopolized by DishNetwork and DirecTV, Robby looked around at other TV programming. As a native from Iran, the obvious choice was foreign language programming for the ethnic minorities living in the USA. There are several of these groups that want TV programming in their own language. Robby Dosetareh provides an overview on these groups: "In my case of course, the first group would be TV channels in Farsi, after that it's programming in Arabic, Vietnamese, Thai, Chinese, Russian, Armenian as well as the English-language Christian channels." Most of these TV channels, many of which are produced locally in the USA, can be received for free and thus make a very interesting product to offer these ethnic groups here in the USA.

Robby got right to work. From Marietta, Georgia, a small city near Atlanta with 100,000 inhabitants that he now

calls home, he managed to become the number one satellite dealer in just a short time thanks to his extensive marketing. "In 2002", remembers Robby, "WS International sold roughly 200 systems a month."

Over the years sales numbers increased steadily and one day, not surprisingly, he decided he no longer wanted to be dependent on other importers and started up his own production line with the help of an office in Guangzhou in southern China. "Today we produce LNBs as well as 75cm and 90cm satellite dishes ourselves", comments Robby. In 2009 his own receiver line that Robby named Lexium was also added to the palette. There's even a website under this name: www.lexium-dvb.com. "In 2010 we sold roughly 30,000 DVB-S receivers", says Robby and then explains that a DVB-S2 variant of this receiver will be available by the time this issue of TELE-satellite hits the newsstands.

Since 2010 Robby has built up his product palette to the point that any component that an installer could possibly need can be obtained from him under his own label. "This includes dishes as small as 75cm to as large as 4.5 meters", lists Robby, "and in addition to cables and receivers, all the necessary accessories such as DiSEqC switches." He even has satellite signal analyzers. "Our model 5100 Pro can automatically recognize the satellite that a dish is pointing to", highlights Robby and then continues, "The model 7100

Pro was designed especially with the professionals in mind." And there's still more: "Soon we'll be introducing an adjustable monoblock LNB with which you can set the offset anywhere between 4° and 10°. For installers we're preparing a toolbox that will contain all the tools needed to install our products."

How is Robby doing all of this? He started WS International in Atlanta (more precisely Marietta). There are six employees in the 4600 square foot office/warehouse: "Two sales managers, a technical support manager, an assistant as well as two employees in the warehouse", explains Robby. To better serve his customers on the west coast, Robby opened a branch office in Pacoima, California, near Los Angeles. Not long after that he decided to move out to Los Angeles himself. "Since then I go back to visit the Atlanta office every two months for one week", says Robby. He is proud to say that he has employees in Atlanta that can operate the business without him having to constantly look over their shoulders.

The branch office in Los Angeles is 5000 square feet in size but only has three employees: Sales Manager Joseph Bassala, who Robby can speak to in Farsi, Shipping Manager Jeff Bynum and a warehouse employee. "We also have one more employee in our Guangzhou, China office who takes care of production and overseas transport", adds Robby.

How successful is WS International?



■ Joseph Bassala is WS International's Sales Manager in Los Angeles. He receives the customer orders primarily from those on the west coast of the USA



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We also offer value-add products like subtitle insertion system,EPG,STB advertisement service system,browser,channel tracing table.All the products fully comply with DVB standard.



■ A look in the warehouse with the 75cm dishes. In the background is Shipping Manager Jeff Bynum whose job is to make sure that customers receive their products timely and quickly



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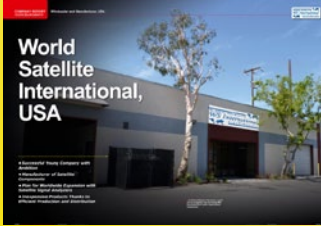


"In our first year 2001 we had sales of roughly US\$ 200,000", remembers Robby, "and for 2010 we achieved about US\$ 4 million." For 2011 Robby is expecting a similarly high sales figure: "WS International was also hit by the economic crisis."

But for 2012 Robby is expecting an increase in sales. "I'm planning to jump into a new business field: IPTV." Robby is already in negotiations with programming and receiver providers. But let's get back to WS International's products that Robby mostly sells (80%) to the USA and Canada: "20% of our products are exported half of which go to Australia and New Zealand", reveals Robby as he looks at his customer list, "The remainder goes to every other possible country." With his new satellite signal analyzers, Robby sees an opportunity to greatly expand abroad: "These units are designed with the international market in mind and can be used anywhere."

Building up a new company and planning to expand internationally would normally require an enormous investment. Where is Robby getting the money for all of this? His answer was rather surprising: "WS International has al-

WS INTERNATIONAL
Wholesaler and Manufacturer, USA
www.wsidigital.com



World Satellite International, USA

www.TELE-satellite.com/TELE-satellite-1001eng/wsinternational.pdf

Company Details

Engineers in Research & Development | Total Number of Employees
0.....10.....20

Average Turnover (Previous, This, Next Year Estimates)
0.....2.5.....5 Mio USD

Production Certificates
DVB

Production Categories
own brands LEXIUM

Main Products
Receiver for DVB-S, dishes 75cm up to 4.5m, LNB and LNB holders for KU and C band, DiSEqC switches, signal analyzers

ways expanded on its own; all profits were immediately reinvested. WS International does not owe any money to banks." Sure enough, Robby Dosetareh is always working; he hasn't even explored the surrounding area of his new home in Los Angeles: "I still don't know exactly where that world famous HOLLYWOOD sign is", admits Robby (it's 20 km from his office as the crow flies). While enjoying an excellent lunch at Raffi's, a Persian restaurant in Glendale, Robby confessed to his one weakness in terms of luxury: "When I moved to Los Angeles a year ago I bought myself a Mercedes." Otherwise, Robby is very careful regarding expenditures. "A little closer to Los Angeles and rent jumps 50% compared to here", reveals



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3



2

1. A parade of LNBs available from WS International under their own label: from the left a Ku-band Twin and single LNB, a Monoblock LNB, a satellite finder as well as single and dual output C-band LNBs

2. To the left is an adapter that allows a Ku-band LNB to be mounted on a C-band dish. To the right is the opposite device: an adapter to let you mount a C-band LNB onto a Ku-band dish. Robby Dosetareh explains, "This adapter is especially meant for our 90cm antenna. Several C-band satellites in the USA as well as in Australia and New Zealand are strong enough to be received with our 90cm Ku-band dish"

3. Robby Dosetareh with his satellite receiver model "Lexium". Robby is the host of a radio program: once a week he can be heard on a local Persian-language station discussing the latest developments in the satellite market

Robby explaining why he opened his new office/warehouse in Pacoima.

Robby Dosetareh did it. He managed to start from nothing and in just a few years bring his company WS International to the top amidst intense competition and pricing pressure. Now he wants to take this success and bring it to countries outside of North America. His relentless focus on his company that leaves him very little time to have a private life along with his precise cost controls suggest that there is still quite a bit of growth to come for WS International.

■ For more precision, the choice is this satellite finder set which comes complete with a compass



■ A simple satellite finder available from WS International

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- IPTV.



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COMPANY REPORT
遠東衛星通訊由美國總代理

Grosshändler und Hersteller, USA |



WS International, USA

- erfolgreiches Jungunternehmen mit Ambitionen
- eigene Herstellung von Satelliten Bauteilen
- weltweite Expansion mit Satelliten Meßgeräten geplant
- kostengünstige Produkte dank kostenbewußter Produktion und Distribution

In diesem Gewerbegebäude in Pacoima im Norden von Los Angeles befindet sich das Lager/Büro für die Westküste von WS International

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In kleinen Schritten, aber sehr beharrlich, hat Robby Dosetareh sein Unternehmen WS International aufgebaut. Er ist noch jung und da er es jetzt schon mit seiner Firma in den USA weit gebracht hat, steht seiner weitere Expansion in die weite Welt nichts entgegen. Erst im Juli 2010 eröffnete er in Los Angeles eine Zweigstelle und Büros im kleinen Ort Pacoima im Norden von Los Angeles, um dort seine Kunden an der Westküste und in Kanada kosteneffizienter zu bedienen. Hier treffen wir Robby Dosetareh. Er erzählt, wie alles begann.

Geboren und aufgewachsen ist Robby Dosetareh in Shiraz im Iran. Aber sein Vater wurde vom damaligen Regime verfolgt und mußhandelt. Als Robby 10

Jahre alt war, gab es die Gelegenheit für die Familie zu fliehen, zunächst nach Pakistan, dann für ein paar Monate nach Österreich. Die UN besorgte die notwendigen Papiere und kümmerte sich um das Visum und schließlich, im April 1992, landete die Familie in der erträumten neuen Heimat USA: in Atlanta, Georgia, an der Ostküste der USA.

Der junge Robby kam in eine neuen Welt, in der es selbstverständlich war, im Restaurant kostenlos ein Glas Wasser zu bekommen. Schnell paßte sich der Teenager an. Nach Abschluß der Highschool sprang er so gleich ins Berufsleben. Da er sich schon immer für Elektronik und Telekommunikation interessierte, nahm er das Angebot eines

DishNetwork Händlers an und startete dort als Sales Manager.

Nach ein paar Monaten wurde sein Vater krank und Robby Dosetareh mußte ihm helfen, mit den Ärzten zu kommunizieren; sein Vater sprach nicht ausreichend englisch. Aber die Fehlzeiten bei seinem DishNetwork Händler waren zu hoch - irgendwann Ende 2000 entließ ihn der Händler.

Robby Dosetareh kam zum Entschluß, dass ihm so etwas nicht noch einmal passieren würde: um Herr über seine Zeit zu sein, mußte er eine eigene Firma gründen. Zunächst startete er ebenfalls als Händler für DishNetwork und installierte die Anlagen bei den Kunden. Aber nach ein paar Monaten realisierte er, wie



gefährlich dieses Geschäft war: DishNetwork zahlte die Provision an die Händler nur, wenn die Kunden tatsächlich zahlten. Das Risiko lag also bei den Händlern und war damit nur schwer kalkulierbar.

Robby Dosetareh entschied: das hat keine Zukunft! Da er schon zuvor Anlagen und Bauteile an andere Installateure verkauft hatte, entschied er sich, Satelliten Großhändler zu werden. „Am 1. April 2001 gründete ich WS International“, erinnert sich Robby Dosetareh. Robby, der ja eigentlich keinerlei Ahnung

vom Geschäftsleben hatte noch irgendeine Vorbildung dazu, bewies enormen Mut mit dieser Entscheidung und gleichzeitig weise Voraussicht, denn das WS in seinem Firmennamen steht für „World Satellites“.

Aber das „World“ in seinem Firmennamen steht auch für das Geschäftsfeld, das er für seine neue Firma wählte. Da der Satellitenempfang englischsprachiger Programme in den USA von den zwei nationalen Satellitenprovidern DishNetwork und DirecTV monopolisiert ist, sah sich Robby nach anderen TV-Programmen um. Als geborener Iraner gab es eine offensichtliche Marktlücke und das sind die fremdsprachigen Programme für die ethnischen Minoritäten in den USA.

Dabei gibt es einige Hauptgruppen, die besonders gut mit TV-Programmen in ihrer Sprache bedient werden. Robby Dosetareh gibt einen Überblick, um welche Gruppen es sich handelt: „In meinem Fall steht natürlich an erster Stelle die Gruppe der TV-Programme in Farsi, dann die Programme in Arabisch, in Vietnamesisch, in Thai, in Chinesisch, in Russisch, in Armenisch sowie die englischsprachige Gruppe der christlich orientierten Programme.“ All diese TV-Programme, von denen viele lokal in den USA produziert werden, sind fast alle frei empfangbar und damit eine interessante Zielgruppe, um den jeweiligen Sprachgruppen FTA Empfangsmaterial anzubieten.

Robby stürzte sich in die Arbeit. In seiner neuen Heimat Marietta, einem 100.000 Einwohner Ort nahe von Atlanta, schaffte er es, durch viel Marketing in kurzer Zeit zum Number One Satellitenhändler zu werden. „Im Jahr 2002“, erinnert sich Robby, „verkaufte WS International etwa 200 Empfangssysteme pro Monat.“ Über die Jahre

wuchsen die Umsatzzahlen immer mehr und es kam, wie es kommen mußte: eines Tages entschied sich Robby, nicht mehr von anderen Importeuren abhängig zu sein und er startete seine eigene Produktion mit Hilfe eines eigenen Büros in Guangzhou in Südchina. „Jetzt produzierten wir die LNB und Satellitenspiegel mit 75cm und 90cm selbst“, bemerkt Robby.

In 2009 kam sogar eine eigene Receiverlinie dazu, die Robby „Lexium“ nannte. Unter diesem Markennamen läuft auch eine eigene Webseite (www.lexium-dvb.com). „Im Jahr 2010 verkauften wir etwa 30.000 DVB-S Receiver“, merkt Robby an und erklärt, dass eine DVB-S2 Variante des Lexium Receivers mit Erscheinen dieser TELE-satellite Ausgabe auf den Markt kommt.

Seit 2010 hat Robby sein Produktangebot so ausgebaut, dass er für jedes Bauteil, das ein Installateur benötigt, Produkte unter eigenem Label anbietet. „Das reicht von kleinen 75cm Spiegel bis hin zu großen 4,5m Spiegeln“, listet Robby auf, „und neben Kabeln, Receivern auch die Accessories wie DiSEqC Switches.“ Auch Satelliten Meßgeräte hat Robby im Angebot. „Unser Modell 5100 Pro erkennt selbständig den angepeilten Satelliten“, weist Robby auf die Besonderheiten dieses Produkts hin und ergänzt: „Das Modell 7100 Pro ist besonders für die echten Profis ausgelegt.“

Robby hat noch mehr Highlights auf Lager: „In Kürze bringen wir einen anpassbaren Monoblock LNB auf den Markt, bei dem man den Abstand von 4° bis 10° beliebig einstellen kann. Für die Installateure bereiten wir eine Toolbox vor, die alle Werkzeuge enthält, die ein Installateur benötigt, um unsere Produkte zu installieren.“

Wie managt Robby das

alles? Gestartet hat Robby WS International in Atlanta (genauer: in Marietta). Dort arbeiten im 4600 Square Feet großen Lager/Büro 6 Mitarbeiter: „Zwei Sales Manager, ein Technical Support Manager, ein Assistant sowie zwei Lagerarbeiter“, zählt Robby die Mitarbeiter auf. Um die Kunden an der Westküste der USA besser versorgen zu können, eröffnete Robby die Zweigstelle in Los Angeles (genauer: in Pacoima) und entschied kurzerhand, gleich selbst nach Los Angeles umzuziehen. „Seit dem bin ich etwa jeden zweiten Monat für eine Woche zurück in Atlanta“, betont Robby und kann damit stolz darauf sein, in Atlanta Mitarbeiter zu haben, die selbständig und ohne seine ständige Anwesenheit das Geschäft betreiben.

In Los Angeles sind es in der neuen Zweigstelle mit 5000 Square Feet Fläche nur drei Mitarbeiter: Sales Manager Joseph Bassala, mit dem Robby sich auf Farsi unterhält, Shipping Manager Jeff Bynum, und ein Lagerarbeiter. „In unserem Büro in Guangzhou arbeitet noch ein Mitarbeiter,

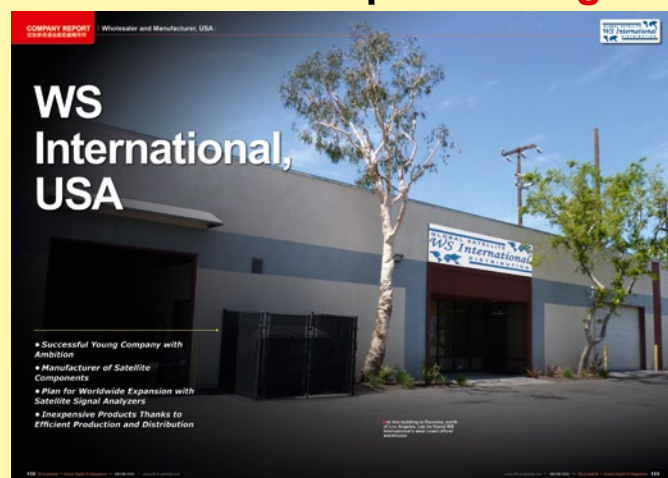
der sich um die Produktion und den Übersee-Transport kümmert“, ergänzt Robby die Auflistung seiner Mitarbeiter.

Wie erfolgreich ist WS International? „Im ersten Geschäftsjahr in 2001 betrug der Umsatz etwa 200.000 US-Dollar“, erinnert sich Robby, „und in 2010 erreichte er etwa 4 Millionen USD.“ Für 2011 erwartet Robby einen gleich hohen Umsatz: „Auch WS International spürt die ökonomische Krise.“

Für 2012 sieht Robby aber bereits eine Umsatzsteigerung voraus. „Ich plane, in ein neues Geschäftsfeld einzusteigen: IPTV.“ Robby ist bereits in Verhandlungen mit entsprechenden Programm- und Geräteanbietern.

Aber zurück zu den WS International Produkten, die Robby zum größten Teil (80%) in den USA und Kanada absetzt: „20% unseres Verkaufs geht ins Ausland, davon allein die Hälfte nach Australien und Neuseeland“, verrät Robby mit Blick auf seine Kundenliste, „der Rest davon geht in alle möglichen anderen Länder“.

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Direct Contact to Sales Manager

3D

- *iPONT's software solution converts 3D for use with auto-stereoscopic monitors*
- *3D enjoyment without annoying glasses*
- *Potential for receiver manufacturers to expand their STB's to include 3D*
- *Compatible with the variety of manufacturer auto-stereoscopic monitor solutions*

■ To the left is the "Allee" shopping mall in Budapest, Hungary in which iPONT has already installed their 3D system. To the right is the "Allee Corner Office" building in which the startup company iPONT can be found.



3D Without Glasses Digital TV in Three Dimensions Using an Auto-Stereoscopic Flat Screen

Alexander Wiese



If you wear glasses like I do, the idea of carrying a second pair of special glasses just so that I can watch 3D TV is not really attractive. Wearing one pair of glasses on top of another pair just doesn't work for an eyeglass wearer like me. This method would still be acceptable if I were going to a movie theater but it would feel uncomfortable to have to do this at home on my own couch.

The situation would look different if 3D could be displayed without the need for any special glasses. But how would

that be possible? One company that has come up with a solution to this dilemma is the startup firm iPONT in Hungary. Instead of 3D glasses, you would need an auto-stereoscopic monitor.

To find out more about all of this we decided to pay a visit to iPONT in downtown Budapest. They are located in a brand new office building directly adjacent to the equally brand new "Allee" shopping mall. And just like many shopping malls today, the "Allee" mall has a number of monitors scattered about displaying advertisements and trailers

from all the different shops in the mall. But, wait a minute, this one monitor is showing these advertisements in "3D without glasses". iPONT has already secured the mall next door as a customer. It's a perfect form of advertising for this young company!

iPONT is run by two entrepreneurs: Zoltan Korcsok is the CEO and Andor Pasztor is the CTO (responsible for technical development). CEO Zoltan Korcsok explains to us how it all began: "iPONT was founded in 2003. Back then we developed software for the Internet." In 2007 it became interesting: Andor Pasztor discovered the first stereoscopic monitors at an electronic trade show. The two long-time friends knew instantly that there was something new on the rise, but they still had to figure out exactly what.

Technical Manager Andor Pasztor explains to us the basics of an auto-stereoscopic view: "To perceive three dimensions you need two images; one for the left eye and the other for the right eye." A 3D movie is captured using two cameras, that is, stereoscopically. For playback, the question becomes how to get these two images to the eyes of the viewer. One way would be to deliver the two images individually left and right to each eye of the viewer or you simply bypass this method and generate a three-dimensional picture right on the monitor.



■ iPONT's secret is hidden inside this server box: the software that converts the 3D signals so that they can be viewed on an auto-stereoscopic monitor without any special glasses.

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1



1. The two friends and business partners: CTO Andor Pasztor and CEO Zoltan Korcsok in their headquarters in Budapest in front of one of iPONT's "3D without glasses" auto-stereoscopic monitors. The company that currently has 40 employees operates two other offices in Hungary: the software engineers are in Szeged while the creative team can be found in Bekescsaba.

2. Ervin Farkas takes care of customer service for iPONT's professional customers.

2



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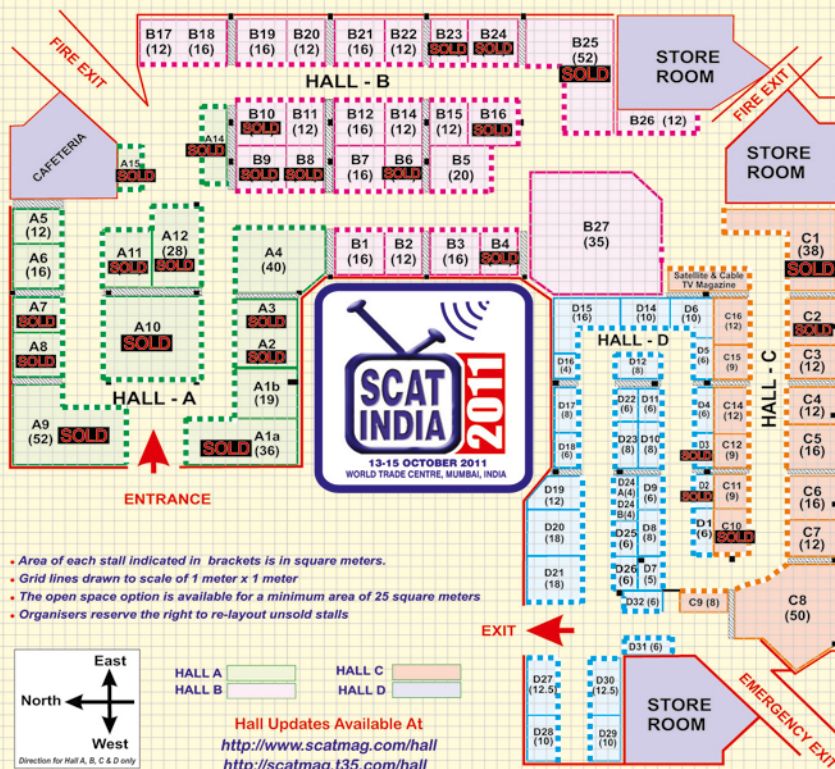


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Magazine



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- Cable Modem And Broadband Services Deployed
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YOUR COMPETITORS WILL ALL BE THERE, WILL YOU?

Andor Pasztor explains how it works: "Depending on the system technology, auto-stereoscopic monitors require between five and ten images." The two original images from a 3D film are multiplied to 5 to 10 images using special software. And what is this special software? This is exactly what was developed by the software specialists at iPONT: software that can take two images from a 3D source and generate between five and ten images (de-

pending on the capabilities of the auto-stereoscopic monitor that is used). This allows an auto-stereoscopic monitor to present a 3D image that will appear three-dimensional to a viewer as long as he's sitting within a certain angle and distance from the monitor.

At this point the technology is still so expensive that it really can only be put into service by professional users. Zoltan Korcsok explains, "In 2009 we

got our first professional customer – a media partner in The Middle East – who is using 3D monitors in shopping malls and airports." By 2010 they added an additional five professional customers and for 2011 the two partners are expecting another five professional customers to come on board. By then iPONT will be overseeing several thousand 3D monitors; they not only provide the technology but the entire handling of the system and technology. "We can



■ "Out of Home Media" is one of iPONT's professional customers. This company operates 3D monitors in shopping malls like the "Allee" mall here in Budapest, Hungary. This mall is located conveniently right next door to iPONT's offices. The customers in the mall can view ads and trailers on these monitors in 3D without the need to put on special glasses ("3D without glasses").

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1

1. Glen Harper, who previously worked at a software company, is President of iPONT USA.

2. iPONT at CES 2011 in Las Vegas introducing their new home-grown 3D system.

control each and every monitor via the Internet", explains CTO Andor Pasztor.

So much for the professional side of iPONT's business. This technology will also become interesting for the end-user before too long. "The prices for auto-stereoscopic monitors are coming down and will eventually become affordable for private TV viewers", says Andor Pasztor. But what will end-users be able to see with an auto-stereoscopic monitor? "Some monitor manufacturers will have their own solution", Andor Pasztor is convinced, "but it's receiver manufacturers that will have new doors opened for them." They could upgrade their boxes with 3D auto-stereoscopic.

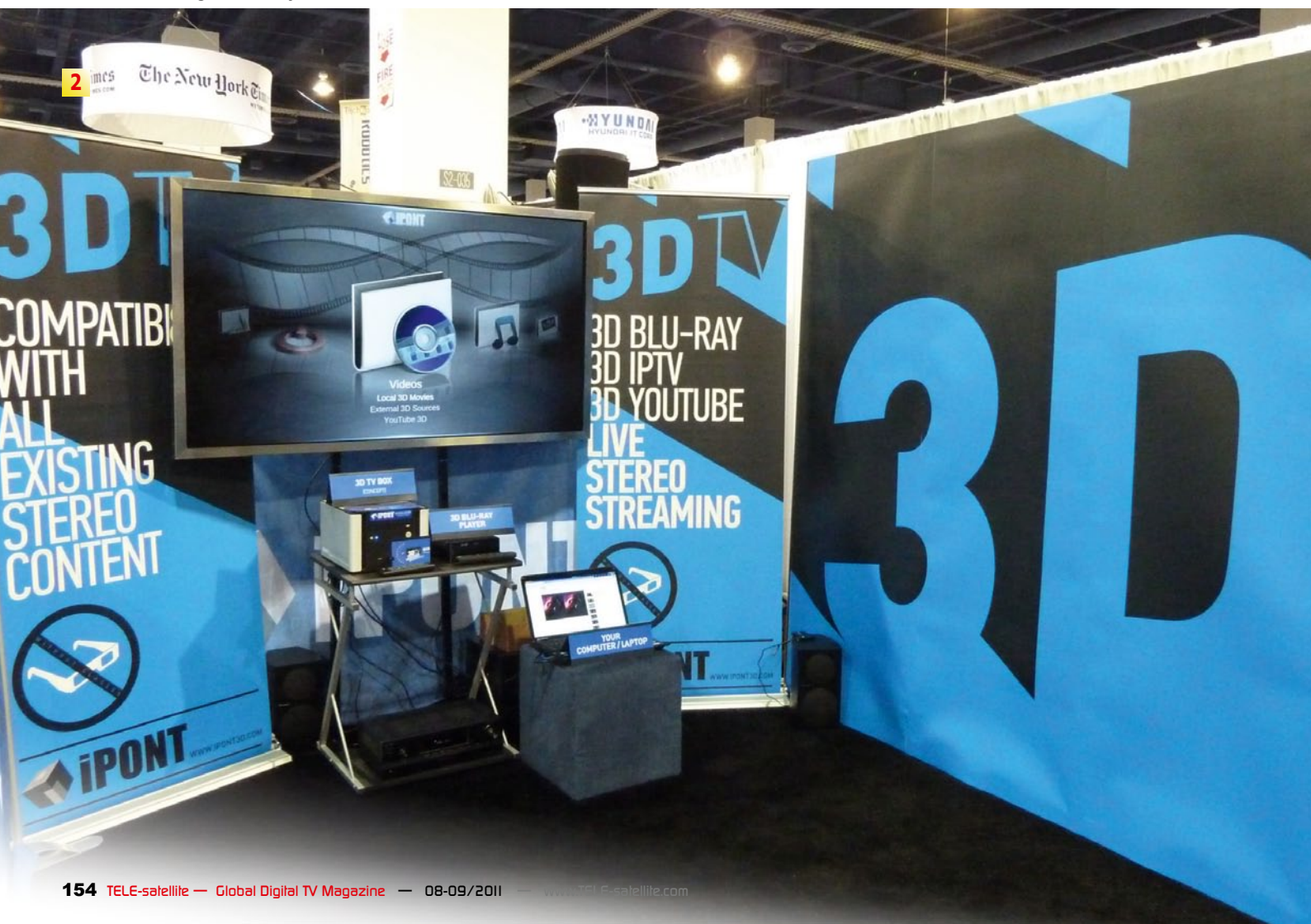
The two business partners Zoltan Korcsok and Andor Pasztor already have some concrete ideas on how this could all work: "Receiver manufacturers could obtain a license from us or we could deliver blueprints for a auto-stereoscopic converter box to them", explains Zoltan Korcsok. Andor Pasztor expands on this: "Our software runs via Linux." The commercial possibilities for this new "3D without glasses" technology is so enormous that the two part-

ners are open to the idea of additional capital investment. "This would allow us to expand on an even faster scale and improve our software even further." If interested, the two partners can be reached by Email: investors@ipont.com

iPONT is already on an expansion course: The company has recently opened a sales office in Toronto, Canada and is in the process of opening two more sales offices in the USA; one in Dallas, Texas and the other in San Francisco, California. iPONT has discovered a very interesting market niche that for the time being only has meaning for professional users but could also become relevant for private end-users in a very short time if receiver manufacturers start incorporating this new technology in their receivers. Actually, it's not a matter of "if" but "when".

We can't wait to see the first receivers with "3D without glasses" technology!

Note: See also our report in this issue of TELE-satellite about a 3D converter for "3D with glasses"



China Satellite

China Satellite 2011

Hotel Nikko New Century Beijing, China

CONFERENCE: October 27-28, 2011

EXHIBITION: October 26-28, 2011

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Ministry of Industry and Information Technology

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China Academy of Space Technology

China Satellite Communications Corporation

China Education Television

China Transport Telecommunications & Information Center

National Remote Sensing Center of China

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China Center for Resource Satellite Data and Applications

China Satellite 2011
中国卫星应用大会

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<http://www.china-satellite.org>

David Huang and His Satellite Team



● **Satellite Installer in Southern China with Three Employees**

● **Over 300 Installations a Year**

● **Clever Marketing Targeting Expatriates**

In most cases satellite installers have some kind of technical background. One exception to this is David Huang who majored in business when he attended the university.

Even so, he managed to take his little company a long way in just a few years.

Perhaps this is because he actually didn't have a technical background and focused more on marketing. We arranged to meet David Huang in a Starbucks café so that we could hear his story.

It all started after his studies when he began working for an export company

as an English translator. A few of his customers were foreigners who lived in Guangzhou (southern China; also known as Canton) and for David they were the first point of contact since they couldn't speak Chinese.

They wanted to watch English-lan-



■ David Huang is the driving force behind this little, young company, Guangzhou Satellite TV, that installs satellite systems for foreigners that live in the Pearl River Delta region (this covers the cities of Guangzhou and Shenzhen). In one of the many Starbucks cafés David Huang shows us a brochure from TV provider DishHD out of Taiwan.



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Professionals International



World Teleport
Association

Official Hotel



روتانا
Rotana

guage TV so David asked around until he found a satellite installer that set up the proper system. After being a spectator a few more times, he said to himself, "I can do that too!" Coincidentally, his brother Abu Huang majored in Computer Technology and David managed to warm up his brother to the idea of satellite reception.

It has to be mentioned that satellite reception in China is officially only allowed for the Chinese satellite CHINA-SAT and then only in rural areas where cable reception is not possible. Satellite reception in the cities is absolutely forbidden and yet a gray zone does exist: if foreigners want to watch satellite TV, no one seems to bother them.

Most of the foreigners are expatriates and live just one to two years in China and then disappear again. Chinese authorities don't see a reason to prevent this group from enjoying their evening in front of the TV. It is far more problematic for the installers of these satellite systems: the necessary components are officially not even available.

It was actually a challenge for Abu Huang to accept his brother David's offer of working in the new company. But David had a good argument: "Being self-employed we controlled our time and work load, not someone else." So, in 2005, David and his brother left their

jobs and founded the company Guangzhou Satellite TV. David remembers, "In our first year we installed 50 systems for foreigners." In 2006 it became 70 installations and then in 2010 business took off: "We installed roughly 300 systems."

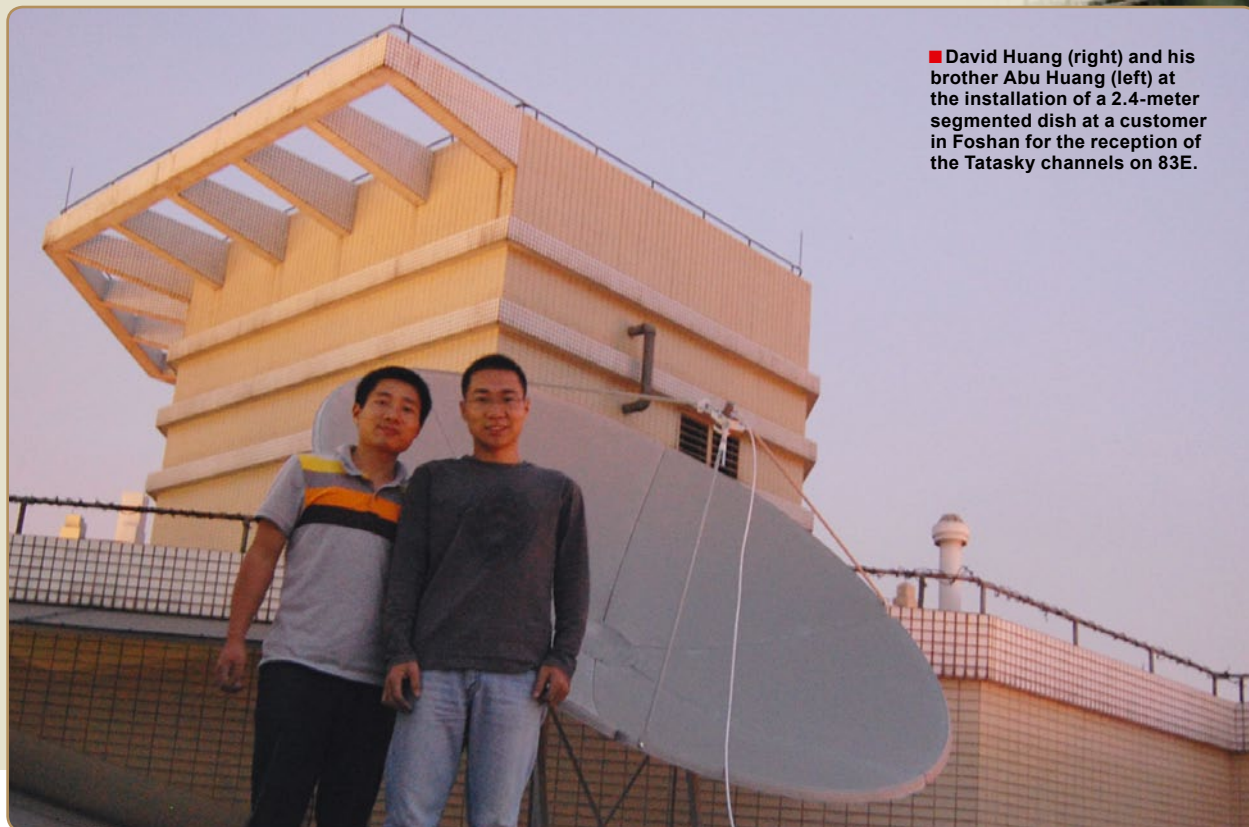
Obviously, the sharp increase in installations didn't come just from word-of-mouth. David put his business background to work and is one of the few installers who invested in marketing: "In 2009 we placed an ad for the first time in a local English-language monthly magazine for the Pearl River Delta region."

The ad cost the young company 12,000 RMB (about 1200 Euros). For 2011 David set up an actual marketing budget just like larger companies do it: "We plan to spend 50,000 RMB (about 5000 Euros) for advertisements."

But that's not all: "We are working together with the International School in Guangzhou and with the expatriates sport clubs. Whenever we're informed that an event is taking place, we'll set up a demonstration stand and show satellite reception. In this way we should get quite a few new customers."

Do these advertising costs finance this small company? David explained his calculations: "On average, the cost of each customer installation is roughly 1500 RMB (150 Euros). This includes the dish,

■ David Huang (right) and his brother Abu Huang (left) at the installation of a 2.4-meter segmented dish at a customer in Foshan for the reception of the Tatasky channels on 83E.



cable and the actual installation." Since every installation involves the reception of PayTV services, the costs of a TV subscription naturally are added as well and these costs also typically include the receiver. Thus, an initial installation could easily bring in 6000 RMB (600 Euros) with successive years costing an additional 3600 RMB (360 Euros).

David is very optimistic about the future: "One of the PayTV providers will be ceasing operations and then all those thousands of customers will have to select one of the other services. 2011 should be a booming year for us!"

David Huang, who managed to convince not only his brother Abu but also his cousin Bob Huang to join his com-

pany, is showing so much energy in the expansion of his business that you get the feeling that his little three-man operation will soon get even bigger and may also become a wholesaler.

This is all happening because of David's well-thought-out marketing strategy and his precise marketing analysis. He has expanded precisely the niche in the marketplace that the State will tolerate.

If you can recognize your limits and then stay within those limits, you already have the foundation for additional growth.

■ Abu Huang, David Huang's brother and partner at Guangzhou Satellite TV. Here we see him at the installation of a 1.8-meter dish. Antennas of this size are not the norm in Guangzhou; 45cm dishes are typical for reception of 122E and 134E, 60cm for 100.5E and 100cm for the satellites at 132E and 78.5E





Satellite Shop, Germany



Software Programming, Belgium



Satellite Distributor, Netherlands



Fibre Optic Products, UK



Satellite Shop, Netherlands

[illegible]

www.TELE-satellite.com/TELE-satellite-1005/eng/eeshop.pdf

Software Programming. UK



www.dishpointer.com

[illegible]

www.TELE-satellite.com/TELE-satellite-0803/eng/dishpointer.pdf

Satellite Shop, Netherlands

COMPANY REBERT | Satellite Shop in The Netherlands

Worldwide Satellite in Northern Holland

The Dutch are known for their love of RV's and especially campers. In the early 1980s, however, no Dutch mobile homes were available. The first mobile homes were imported from the United States. In 1982, the first Dutch mobile home was built in the Netherlands. It was a simple wooden house with a small kitchen and a bathroom. It was built by a Dutchman who had lived in the United States for many years. He had seen the mobile homes there and wanted to bring them to the Netherlands. He called it "The Dutch Mobile Home". It was a success. In 1983, the first Dutch mobile home was sold in the Netherlands. It was a simple wooden house with a small kitchen and a bathroom. It was built by a Dutchman who had lived in the United States for many years. He had seen the mobile homes there and wanted to bring them to the Netherlands. He called it "The Dutch Mobile Home". It was a success.

...and now it's all about the satellite. The first Dutch satellite was built in 1983. It was a simple wooden house with a small kitchen and a bathroom. It was built by a Dutchman who had lived in the United States for many years. He had seen the satellite there and wanted to bring it to the Netherlands. He called it "The Dutch Satellite". It was a success.

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The building is a large, modern, two-story structure with a prominent glass facade. It has a clean, industrial look with horizontal lines on the upper floors. A small satellite dish is mounted on the roof. In front of the building, a white motorhome is parked on a paved area. The sky is clear and blue.

A man in a dark jacket and light-colored pants stands next to a large, white satellite dish. He is looking at the dish. In the background, other people are visible, and there are more satellite dishes and equipment on display. The setting appears to be an outdoor exhibition or trade show.

A man in a light-colored shirt and dark pants stands next to a large, white satellite dish. He is looking at the dish. In the background, other people are visible, and there are more satellite dishes and equipment on display. The setting appears to be an outdoor exhibition or trade show.

www.TELE-satellite.com/TELE-satellite-0903/eng/worldwidesatellite.pdf

Maritime 3-Axis Dish Manufacture. UK

COMPANY REPORT

Maritime 2-Axis EHF Craft Manufacturer

Sea-Tel Alexander Wiese

Head of Sales and Marketing, Sea-Tel Maritime GmbH, Germany

Relevant and relevant have become synonymous with the company's business strategy. The company's focus is on the maritime sector, which is a highly competitive market. The company's products are designed to meet the needs of the maritime sector, which is a highly competitive market. The company's products are designed to meet the needs of the maritime sector, which is a highly competitive market.

For the company and its products, the company's focus is on the maritime sector, which is a highly competitive market. The company's products are designed to meet the needs of the maritime sector, which is a highly competitive market.

A high-quality building with a modern design and a large glass facade, the company's headquarters in the maritime sector.

Sea-Tel has been a leader in the design and development of maritime EHF craft for over 20 years. The company's products are designed to meet the needs of the maritime sector, which is a highly competitive market. The company's products are designed to meet the needs of the maritime sector, which is a highly competitive market.

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A high-quality building with a modern design and a large glass facade, the company's headquarters in the maritime sector.

www.TELE-satellite.com/TELE-satellite-0803/eng/seatel.pdf

Distributor. Netherlands

COMPANY REPORT | Distributor in The Netherlands

Clark Electronics 70 Years Old and Full of Ideas

Clark Electronics is another Holland export at the entrance to the Rotterdam harbor. The company has been in business for 70 years and is a well established and successful business with three retail and two wholesale units in the country spreading over 10,000 sqm.

And what you know is in their stores when you head to a large electronics store, you will find Clark Electronics. The sales are there only when in Rotterdam and the other three units are in the Netherlands. The company has a long history of being a pioneer in the electronics market in the Netherlands. The company has a long history of being a pioneer in the electronics market in the Netherlands. The company has a long history of being a pioneer in the electronics market in the Netherlands.

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John Kame

When Dick Buijssens became confident enough to get the first order for a satellite dish, Clark Electronics was confident enough to get the first order for a satellite dish. The company has a long history of being a pioneer in the electronics market in the Netherlands.

by Dick Buijssens and John Kame

www.TELE-satellite.com/TELE-satellite-0811/eng/clark.pdf

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COMPANY REPORT

Manufacturers of Measuring Instruments HORIZON

1. Reappraising, from the beginning, the relationship between the Queen's Award and Horizon.

The Queen and Horizon

What else made Horizon so successful for the Queen? The Queen's Award is actually awarded to the company, not the product. So Horizon's success was due to the company's commitment to excellence, not just the product itself. Horizon's commitment to excellence was also a result of the company's commitment to excellence. Horizon's commitment to excellence was also a result of the company's commitment to excellence.

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2. Horizon's new customer installation team, located in Milton Keynes. The team is responsible for the company's new customer installation team.

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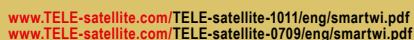
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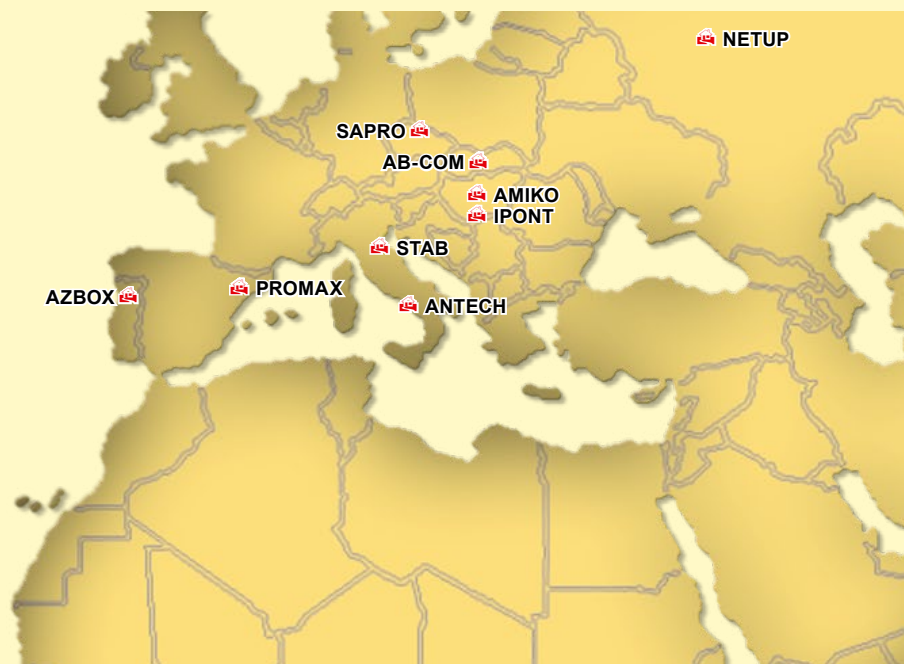


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Company Details

Engineers in Research & Development | Total Number of Employees

0 12 25

Average Turnover (Previous, This, Next Year Estimates)

0 2.5 5 Mio €uro

Production Certificates

DVB

Production Categories

own brands Di-Way, Di-Box, SatElita, Dreamsky, HD-Box

Main Products

Satellite Receivers for economic range, mid range and high range, Wholesaler for LNBs, dishes, accessories

AMIKO

Receiver Manufacturer, Hungary



www.amikostb.com



www.TELE-satellite.com/TELE-satellite-1107/eng/amiko.pdf

Company Details

Engineers in Research & Development | Total Number of Employees

0 50 100

Average Turnover (Previous, This, Next Year Estimates)

0 10 20 Mio €uro

Production Certificates

ISO, RoHS, DVB

Production Categories

own brands AMIKO, SYNAPS - cooperation with FULAN

Main Products

Receiver for DVB-S/S2, DVB-T/MPEG-4, DVB-C, award winning product Dual Boot Linux receiver for DVB-S/S2 and DVB-T

3D Software Solutions

COMPANY REPORT 3D TV

iPont conquers 3D

» iPont's software solution converts 3D for use with auto-stereoscopic monitors

» 3D enjoyment without annoying glasses

» Potential for receiver manufacturers to expand their STB's to include 3D

» Compatible with the variety of manufacturer auto-stereoscopic monitor solutions

"I have been using iPont for a few weeks now and I am very impressed with the results. The software is easy to use and the results are excellent. I have been able to convert a large number of 3D movies and they look great on my auto-stereoscopic monitor. I would highly recommend iPont to anyone looking for a 3D solution."

3D TV

www.TELE-satellite.com/TELE-satellite-1107/eng/jpont.pdf

AZBOX

Satellite Receiver Manufacturer, Portugal



www.azbox.com

COMPANY REPORT | Satellite Receiver Manufacturer: AZBOX, Portugal



AZBOX's Quick Ascent
Alexander Weiss

AZBOX, founded in 2005, really came out running right from the gate. The truth is, it's actually later than that since AZBOX has only been a manufacturer of satellite receivers since 2007; for 2003 they report sales of 300,000 HD receivers. We wanted to get a better understanding of this success story so we decided to make our way to northern Portugal in Mazo's industrial zone in the Murgilho district. One kilometer further north and we would be in Spain.

Hugo Cordovil is the company's CEO. We met up with him in one of his small offices in Mazo's industrial zone. He is a man in a suit and tie, but he has a cup of coffee. Hugo is a satellite addict. "I can't live without my satellite TV receiver," he says. "I have a satellite TV receiver in my car, in my house, in my office. I have a satellite TV receiver in my car, in my house, in my office. I have a satellite TV receiver in my car, in my house, in my office."





Hugo Cordovil, CEO
Hugo Cordovil, CEO
Hugo Cordovil, CEO

Hugo Cordovil, CEO
Hugo Cordovil, CEO
Hugo Cordovil, CEO

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NETUP

IPTV Software and Hardware Producer, Russia

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PROMAX

Accessory Manufacturer, Spain

[illegible]

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AB-COM

Satellite Receiver Manufacturer, Slovakia



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ANTECH

Uplink Technology, Italy

SATELLITE TRANSMISSION **UpLink**

Antech Uplink Car 'One Touch and Go'

Here are the days of large white truck-mounted mobile earth stations that would leave a mobile operator with a headache. Antech's revolutionary small earth stations, equipped with a fully automated system for the satellite, is part of the EPOC® Connection, which is portable and adaptable to satellite technology trends in the future.

Peter E. Beckwith of National Instruments (NI) says he is one of the most satisfied customers of the EPOC system. He says the system has made his work easier and more efficient. He says the system is easy to use and can be used in a variety of applications.

NI's EPOC system is a portable, self-contained system that can be used in a variety of applications. It is a portable, self-contained system that can be used in a variety of applications.

Some users of the EPOC system have found it to be a very useful tool. They say it is a portable, self-contained system that can be used in a variety of applications.

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The EPOC system is portable and can be used in a variety of applications.

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BEST DIGITAL TV COMPANIES in MIDDLE EAST

YAHYA

ATLANTA
COMINTOUCH
ECHOLINK

ATLANTA

Satellite Wholesaler, UAE

COMPANY REPORT | Satellite Wholesaler: ATLANTA, Dubai

SmartWi Distributor ATLANTA in Dubai

This report was written because of SmartWi, the Card Sharing Module that lets you watch every channel in every room in your house using just one pay-TV card. SmartWi in Denmark distributes their products all over the world and this includes the Middle East. SmartWi's ever increasing sales figures in this region are due in large part to the non-stop efforts of local distributor ATLANTA headquartered in Sharjah in the United Arab Emirates.

While having based at an office near Sharjah on Sheikh Zayed Bin Qasbi Road since 2004, the Atlanta Satellite Systems store has moved to a new location in Dubai, near the Jumeira Beach Hotel. The new location is a state-of-the-art facility with a large stock of products and a professional customer service team. ATLANTA is a leading distributor of satellite products in the Middle East, and this is reflected in the number of customers who visit the store to purchase products and services.

Atlanta Satellite Systems is a leading distributor of satellite products in the Middle East, and this is reflected in the number of customers who visit the store to purchase products and services.

Atlanta Satellite Systems is a leading distributor of satellite products in the Middle East, and this is reflected in the number of customers who visit the store to purchase products and services.

www.TELE-satellite.com/TELE-satellite-1007/eng/atlanta.pdf

ECHOLINK

Satellite Wholesaler, UAE

COMPANY REPORT | Satellite Wholesaler: ECHOLINK, Dubai

TRIMAX Distributor ECHOLINK in Dubai

One of the largest satellite wholesalers in the Middle East, ECHOLINK has a long history of providing high-quality satellite products and services to its customers. The company is a leading distributor of satellite products in the Middle East, and this is reflected in the number of customers who visit the store to purchase products and services.

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www.TELE-satellite.com/TELE-satellite-1007/eng/echolink.pdf

COMINTOUCH

Satellite Wholesaler, UAE

COMPANY REPORT | Satellite Wholesaler: COMINTOUCH, Dubai

SPAUN at COMINTOUCH in Dubai

SPAUN is a leading distributor of satellite products in the Middle East, and this is reflected in the number of customers who visit the store to purchase products and services. The company is a leading distributor of satellite products in the Middle East, and this is reflected in the number of customers who visit the store to purchase products and services.

SPAUN is a leading distributor of satellite products in the Middle East, and this is reflected in the number of customers who visit the store to purchase products and services. The company is a leading distributor of satellite products in the Middle East, and this is reflected in the number of customers who visit the store to purchase products and services.

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www.TELE-satellite.com/TELE-satellite-1007/eng/comintouch.pdf

YAHYA

Software Programming, KSA

COMPANY REPORT | Software Translator

Enigma in Arabic – How does it work? Paying a visit to Yahya in Saudi Arabia

When you switch on a receiver for the very first time you are usually asked which language you prefer. English, German or French are obvious choices. But what about Arabic? Or, Arabic? From a technical point of view, translating one language into another is no big deal. But while most languages are written from left to right, Arabic is written from right to left. This is a major problem for software developers. We set off to meet Yahya and to learn how these problems can be solved. We lived somewhere in Saudi Arabia and would either not have this and name published because what he does is considered a grey zone by some, even though it's not against the law.

Yahya is a leading software translator in Saudi Arabia, and this is reflected in the number of customers who visit the store to purchase products and services. The company is a leading software translator in Saudi Arabia, and this is reflected in the number of customers who visit the store to purchase products and services.

Yahya is a leading software translator in Saudi Arabia, and this is reflected in the number of customers who visit the store to purchase products and services. The company is a leading software translator in Saudi Arabia, and this is reflected in the number of customers who visit the store to purchase products and services.

www.TELE-satellite.com/TELE-satellite-0911/eng/yahya.pdf



BEST DIGITAL TV COMPANIES in MAGHREB

BYA

Dish and Receiver Manufacturer, Algeria

TELE-satellite Recommended **QM Qualified**
www.bya-electronic.com

COMPANY REPORT | Dish and Receiver Manufacturer BYA, Algeria

Perforated Dishes from Algeria
Alexander Wimmer

With a new series of satellite dishes made out of perforated metal, Algerian manufacturer BYA Electronic wants to start an export offensive. Are there reasons to expect success in the strongly contested satellite dish market? It won't be easy for BYA, but there are several reasons which would make one optimistic. **Stéphane Ali Nila, Founder of BYA, gives us the reasons for this optimism.**

TELE-satellite Africa **COMPANY PROFILE**

BYA was founded in 1995. Since then, the company has grown steadily. Today, it has a production capacity of 10,000 dishes per month. The company is also a leading manufacturer of satellite receivers. The company is currently looking for new markets and is planning to expand its production capacity in the near future.

BYA ELECTRONIC

www.TELE-satellite.com/TELE-satellite-1107/eng/bya.pdf

Company Details

Engineers in Research & Development | Total Number of Employees

0 75 150

Average Turnover (Previous, This, Next Year Estimates)

0 5 10 Mio €

Production Certificates

RoHS, DVB

Production Categories

OEM, ODM

Main Products

Satellite Dishes with Full and Perforated Metal (60, 105 and 120cm), **TV-Sets** with CRT, LCD (32 and 40 inch) or Plasma (42 and 50 inch), **Satellite Receiver** for DVB-S/S2

BOMARE

TV and Receiver Manufacturer, Algeria

TELE-satellite Recommended **QM Qualified**
www.bomarecompany.com

COMPANY REPORT | TV-Sets and Receiver Manufacturer Bomare, Algeria

Bomare: a new OEM Manufacturer

In 2005 the European Union entered into an agreement with the Democratic Peoples Republic of Algeria to support economic cooperation between the two. This agreement provides an interesting opportunity for satellite receiver manufacturers and, in the case of the Algerian company Bomare, also for TV manufacturers. Actually, Bomare produces both products. For 2011 Bomare has decided to take their products and service capabilities to the European market. We paid a visit to Bomare's production facility in Birtoula, about 20km from Algiers, and had a look around.

Stream

BOMARE COMPANY

TELE-satellite Africa **COMPANY PROFILE**

Bomare was founded in 1995. Since then, the company has grown steadily. Today, it has a production capacity of 10,000 TV sets per month. The company is also a leading manufacturer of satellite receivers. The company is currently looking for new markets and is planning to expand its production capacity in the near future.

www.TELE-satellite.com/TELE-satellite-1103/eng/bomare.pdf

Company Details

Engineers in Research & Development | Total Number of Employees

0 75 150

Average Turnover (Previous, This, Next Year Estimates)

0 12.5 25 Mio €

Production Certificates

RoHS, DVB

Production Categories

OEM, ODM

Main Products

LCD and Plasma TV-Sets with integrated DVB-Tuner, **Satellite Receiver** for DVB-S/S2, DVB-T, Home Theatre Systems

BEST DIGITAL TV COMPANIES in TAIWAN, KOREA

YONGSAN 三星
NASA CNS 三星
TOPFIELD 三星
ARION 三星
SEKISAT 三星

TEVII 三星
AZURESHINE 三星
MOTECK 三星

TEVII

PC Card & Receiver Manufacturer, Taiwan



www.tevii.com

Company Details

Engineers in Research & Development | Total Number of Employees

0 25 50

Average Turnover (Previous, This, Next Year Estimates)

0 2.5 5 Mio US\$

Production Certificates

RoHS

Production Categories

OEM, ODM

Main Products

PC Cards for DVB-S/S2 and DVB-T/MPEG-4, Boxes for DVB-S/S2, DVB-T/MPEG-4, PC Sticks for DVB-S/S2

COMPANY REPORT

PC Card & Receiver Manufacturer Tevii, Taiwan

Tevii Tapping Into New Markets

Tevii - while being young of age - has already worked up a solid reputation for its PC cards and USB boxes and is now in the progress of launching a new range for new markets. Headless Liu is the founder of Tevii and the company's top-selling sales director. He reveals some future plans in a meeting we had with him in March, one of a number of global distributors he recently visited.



Headless Liu, founder of Tevii

In March, Headless Liu was in the office of a local distributor in the USA. He was there to discuss the company's new range of USB boxes and PC cards. He was also there to discuss the company's new range of USB boxes and PC cards. He was also there to discuss the company's new range of USB boxes and PC cards.



Headless Liu is the founder of Tevii and the company's top-selling sales director. He reveals some future plans in a meeting we had with him in March, one of a number of global distributors he recently visited.

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www.TELE-satellite.com/TELE-satellite-1101/eng/tevii.pdf

AZURESHINE

Professional Dish Manufacturer, Taiwan



www.azureshine.com.tw

MOTECK

Antenna Motor Manufacturer, Taiwan



www.moteck.com

COMPANY REPORT

Satellite Dish Manufacturer Azure Shine

Dishes in Focus

Alexander Wiese



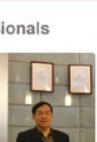
www.TELE-satellite.com/TELE-satellite-0707/eng/azureshine.pdf

COMPANY REPORT

Antenna Motor Manufacturer MOTECK

MOTECK's Motor Professionals

Alexander Wiese



www.TELE-satellite.com/TELE-satellite-0707/eng/moteck.pdf

TOPFIELD

High-End Receiver Manufacturer, Korea

COMPANY REPORT | High-End Receiver Manufacturer, Korea | **TOPFIELD**

Premium Brand Topfield
Alexander Wiese

Topfield has been an established player in the high-end satellite receiver market for many years. The new THS super box will further strengthen Topfield's footprint in the top-quality market. TELE-satellite wanted to learn more about the company's future strategy and spoke with Dang Hyun Suk of the Topfield marketing team.

TELE-satellite World

www.TELE-satellite.com/TELE-satellite-0905/eng/topfield.pdf
www.TELE-satellite.com/TELE-satellite-0801/eng/topfield.pdf

YONGSAN

Satellite Shop, Korea

COUNTRY REPORT | Satellite Shops in Korea | **YONGSAN**

Techno Shopping in Yongsan

Individually the biggest shopping area for electronics, PC's and mobile phones - creating the number of visitors in the area comparable with the largest shopping center in Seoul. This area is also the main hub for satellite shops in Korea. The shops are mostly located in the Yongsan area, which is a major shopping district in Seoul. The shops are mostly located in the Yongsan area, which is a major shopping district in Seoul. The shops are mostly located in the Yongsan area, which is a major shopping district in Seoul.

TELE-satellite World

www.TELE-satellite.com/TELE-satellite-0807/eng/koreasatshop.pdf

ARION

High Quality Receiver Manufacturer, Korea

COMPANY REPORT | High Quality Receiver Manufacturer, Korea | **ARION**

Arion on its way

More than a year ago TELE-satellite published a report highlighting the success of South Korean manufacturer of high-quality receivers Arion with headquarters in Anyang, one of the southern suburbs of Seoul. This time we visited to find out how Arion has managed to sail through the rough seas of last year and which expansion plans are on the road map for 2009.

TELE-satellite World

www.TELE-satellite.com/TELE-satellite-0903/eng/arion.pdf
www.TELE-satellite.com/TELE-satellite-0801/eng/arion.pdf
www.TELE-satellite.com/TELE-satellite-0701/eng/arion.pdf

NASA CNS

Satellite Wholesaler, Korea

COMPANY REPORT | Satellite Wholesaler NASA CNS, Seoul, Korea | **NASA CNS**

NASA in Seoul

NASA CNS is a leading satellite wholesaler in Seoul, Korea. The company has a long history of providing high-quality satellite services to its customers. The company has a long history of providing high-quality satellite services to its customers. The company has a long history of providing high-quality satellite services to its customers.

TELE-satellite World

www.TELE-satellite.com/TELE-satellite-0805/eng/nasacns.pdf

OPERATOR MARKET Qualified

Classification for Best Digital TV Companies



Attributes of Qualified Company:

- High Production Volume ■ Quality Controlled
- Customized Product Case ■ Customized Product Software
- Aftersale Service

SEKISAT

Satellite Wholesaler, Korea

COMPANY REPORT | Satellite Wholesaler SEKISAT, Korea | **SEKISAT**

SEKI SATELLITE, Seoul

SEKISAT is a leading satellite wholesaler in Seoul, Korea. The company has a long history of providing high-quality satellite services to its customers. The company has a long history of providing high-quality satellite services to its customers. The company has a long history of providing high-quality satellite services to its customers.

TELE-satellite World

www.TELE-satellite.com/TELE-satellite-0801/eng/sekisat.pdf



BEST DIGITAL TV COMPANIES in CHINA

DEVISER

Signal Analyzer Manufacturer, China



www.devisertek.com



www.TELE-satellite.com/TELE-satellite-1107/eng/deviser.pdf

Company Details

Engineers in Research & Development | Total Number of Employees

0 250 500

Average Turnover (Previous, This, Next Year Estimates)

0 12.5 25 Mio US\$

Production Certificates

RoHS, CE, UL, ISO 10012, ISO 90001

Production Categories

OEM, own brand

Main Products

Signal Analyzers for Cable, Terrestrial, Telecommunications, Fiber Optic and Satellite, Spektrum Analyzers, Vector Network Analyzers, Broadcasting Measurement Instruments, QAM Meters

PREVAIL

Fiber Optic and CATV Manufacturer, China



www.prevail-catv.com



www.TELE-satellite.com/TELE-satellite-1105/eng/prevail.pdf

Company Details

Engineers in Research & Development | Total Number of Employees

0 250 500

Average Turnover (Previous, This, Next Year Estimates)

0 12.5 25 Mio €uro

Production Certificates

RoHS

Production Categories

OEM

Main Products

Fiber Optic Nodes and Systems, Optical Receivers and Transmitters, CATV Equipment, Bi-directional Network Transmission Equipment, Head-Ends, Splitters, Taps

LNB Manufacturer, China



www.boiingsat.com

Company Details

Engineers in Research & Development | Total Number of Employees

Average Turnover (Previous, This, Next Year Estimates)

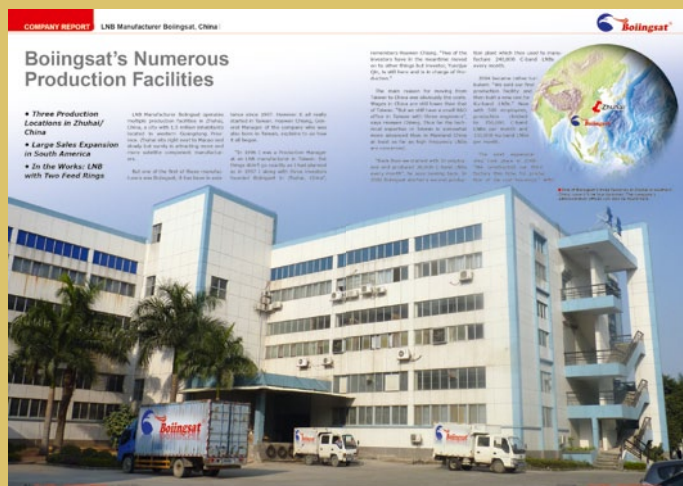
0.....12.5.....25 Mio US\$

Production Certificates

RoHS in preparation

Main Products

LNBS for Ku and C bands, Ka band in preparation. Variants in Single, Twin, Quad, Quattro and Octo.



www.TELE-satellite.com/TELE-satellite-1105/eng/bojiingsat.pdf

TENOW

PC Card Manufacturer. China



www.tenower.com

Company Details

Engineers in Research & Development | Total Number of Employees

Average Turnover (Previous, This, Next Year Estimates)

0.....1.5.....3 Mio €uro

Production Certificates

RoHS, DVB

Main Products

PC-Cards for DVB-S/S2, DVB-T/T2, DVB-C with single, dual and quad tuner, CAM Box for DVB-S2, USB-Stick for DVB-S/S2, DVB-C and ISDB-T



www.TELE-satellite.com/TELE-satellite-1103/eng/tenow.pdf

GLOBALSAT

Receiver Mass Manufacturer, China



www.globalsatdyb.com

Company Details

Engineers in Research & Development | Total Number of Employees

0 125 250

Average Turnover (Previous, This, Next Year Estimates)

0.....75.....150 Mio US\$

Production Certificates

RoHS, FCC, UL, CE, DVB, ISO

Main Products

Receiver for HDTV and SDTV in DVB-S/S2, DVB-T, DVB-C, ISDB-T, HD+, CI+ and HbbTV, Multimedia Receiver, IPTV Boxes, Media Player



www.TELE-satellite.com/TELE-satellite-1103/eng/globalsat.pdf

TRIMAX

Signal Analyzer Manufacturer, China



www.trimaxtec.com

COMPANY REPORT Digital TV Meter Manufacturer Trimax, China

New Products from Trimax

- New from Trimax: HDTV Signal Analyzer with HDTV Monitor
- Expansion into New Business Sectors such as Fiber Optics
- Manufacturing on Their Own Since 2008




Research continues to be the key to success in the digital TV market. Trimax has been successful in this regard, as evidenced by its new products. The company's focus on research and development has led to the creation of a wide range of products, including the HDTV Signal Analyzer with HDTV Monitor. This device is designed to provide a comprehensive analysis of digital TV signals, allowing users to identify and troubleshoot any issues. The company's expansion into new business sectors, such as fiber optics, is also a testament to its commitment to innovation. Since 2008, Trimax has been manufacturing its own products, ensuring quality and reliability for its customers.

www.TELE-satellite.com/TELE-satellite-1103/eng/trimax.pdf

Company Details

Engineers in Research & Development | Total Number of Employees

0 25 50

Average Turnover (Previous, This, Next Year Estimates)

0 1 2 Mio US\$

Production Certificates

RoHS, FCC, DVB

Main Products

Signal Analyzer with built-in Monitor for DVB-S/S2, DVB-T and DVB-C

SOWELL

OEM Receiver Manufacturer, China

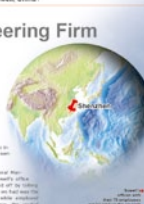


www.sowell-tech.com

COMPANY REPORT Receiver Manufacturer Sowell, China

Sowell, an Engineering Firm that's an OEM

- Founded by 5 Partners
- ISDB-T and DVB-T2 Receiver in 2011
- Overseas Offices in the Plan
- User Friendliness is Company Philosophy




Sowell is a leading engineering firm that specializes in the design and development of digital TV receivers. The company was founded by five partners and has since grown into a major OEM manufacturer. In 2011, Sowell introduced its ISDB-T and DVB-T2 receivers, which are designed to provide high-quality reception and excellent user friendliness. The company's philosophy is centered around user friendliness, ensuring that its products are easy to use and reliable. Sowell has established overseas offices in various regions, allowing it to serve a global customer base. The company's commitment to innovation and quality has made it a leading player in the digital TV receiver market.

www.TELE-satellite.com/TELE-satellite-1103/eng/sowell.pdf

Company Details

Engineers in Research & Development | Total Number of Employees

0 50 100

Average Turnover (Previous, This, Next Year Estimates)

0 25 50 Mio US\$

Production Certificates

DVB

Main Products

Receiver for DVB-S/S2, DVB-T/T2, DVB-C and ISDB-T, Receivers with 3D graphics

JIUZHOU

Receiver Manufacturer, China



www.jiuzhou.com.cn

COMPANY REPORT DTT at Jiuzhou, China

Terrestrial Receivers at Jiuzhou

Our readers are very familiar with Jiuzhou - have a look at TELE-satellite issue 02-03/2007. In 2009 Jiuzhou celebrated their 50th birthday and moved into their new Jiuzhou Electric Building (see TELE-satellite issue 02-03/2009). In September 2009, when the Shenzhen Metro Line 2 was extended, Jiuzhou became close to a Metro station. It's a five minute walk to the station which has a nice and fitting name: "Yi Tech Park".




Jiuzhou is a leading manufacturer of terrestrial receivers. The company has a long history and a strong reputation in the industry. In 2009, Jiuzhou celebrated its 50th birthday and moved into its new headquarters, the Jiuzhou Electric Building. The company's commitment to innovation and quality has made it a leading player in the terrestrial receiver market. Jiuzhou's products are known for their reliability and performance, and the company has established a strong presence in the global market. The company's move to the new building is a testament to its growth and success.

www.TELE-satellite.com/TELE-satellite-1003/eng/jiuzhou.pdf
 www.TELE-satellite.com/TELE-satellite-0903/eng/jiuzhou.pdf
 www.TELE-satellite.com/TELE-satellite-0803/eng/jiuzhou.pdf
 www.TELE-satellite.com/TELE-satellite-0703/eng/jiuzhou.pdf

SVEC

Professional Dish Manufacturer, China



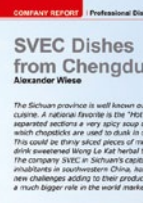
www.svec.com.cn

COMPANY REPORT Professional Dish Manufacturer SVEC, China

SVEC Dishes from Chengdu/Sichuan

Alexander Wieser

The Sichuan province is well known outside of China for its spicy cuisine. A national favorite is the "Hot Pot", in one pot with two separated sections a very spicy soup and a mild soup are heated up into which ingredients are used to cook different types of food for a few minutes. This could be things like pieces of meat or vegetables. Along with that you drink sweetened long tea. But what has to do with the spiciness of the hot pot? The company SVEC in Sichuan's capital city of Chengdu, a city with eight million inhabitants in southwestern China, has its own spicy menu. SVEC is looking for new challenges adding to their production of satellite dishes: they want to play a much bigger role in the world market with high quality products.




SVEC is a leading manufacturer of satellite dishes. The company has a long history and a strong reputation in the industry. SVEC's dishes are known for their high quality and performance, and the company has established a strong presence in the global market. The company's commitment to innovation and quality has made it a leading player in the satellite dish market. SVEC's products are used by a wide range of customers, from individual users to large organizations. The company's move to the new building is a testament to its growth and success.

www.TELE-satellite.com/TELE-satellite-1003/eng/svec.pdf

High Volume Receiver Manufacturer, China

www.TEI-E-satellite.com/TEI-E-satellite-0905/eng/aluosat.pdf

www.TEI-E-satellite.com/TEI-E-satellite-1007/eng/yinhe.pdf

Satellite Receiver Manufacturer. China

www.TELE-satellite.com/TELE-satellite-1003/eng/changhong.pdf

www.TELE-satellite.com/TELE-satellite-1003/eng/kaifa.pdf

CAM Manufacturer, China

www.TELE-satellite.com/TELE-satellite-1009/eng/boxsam.pdf

www.TELE-satellite.com/TELE-satellite-0703/eng/smit.pdf



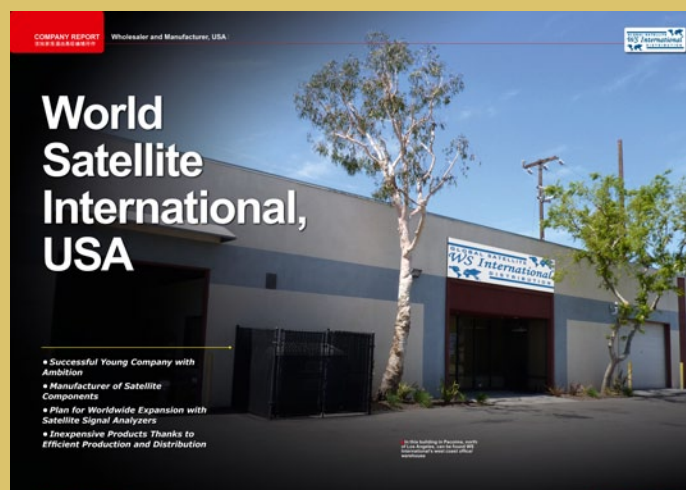
BEST DIGITAL TV COMPANIES in AMERICA

WS INTERNATIONAL

Wholesaler and Manufacturer, USA



www.wsdigital.com



www.TELE-satellite.com/TELE-satellite-1109/eng/wsinternational.pdf

Company Details

Engineers in Research & Development | Total Number of Employees

0 10 20

Average Turnover (Previous, This, Next Year Estimates)

0 2.5 5 Mio USD

Production Certificates

DVB

Production Categories

own brands LEXIUM

Main Products

Receiver for DVB-S, dishes 75cm up to 4.5m, LNB and LNB holders for KU and C band, DiSeqC switches, signal analyzers

GLOBAL SATELLITE

Satellite Dealer, USA



www.TELE-satellite.com/TELE-satellite-1007/eng/globalsatellite.pdf

QUALITY SATELLITE

Satellite Dealer, USA



www.TELE-satellite.com/TELE-satellite-1005/eng/qualitysatellite.pdf

- *the tricks used to create a third dimension*
 - *it's more easy than you think*
 - *it won't be perfect, but adds a lot more fun*
 - *only possible with digital tv*
-

Automatic 2D-to-3D Conversion

RAI Amsterdam

Conference 8-13 September : Exhibition 9-13 September



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Software automatically creates the third dimension (depth)

Jacek Pawlowski

The majority of all television programming content is two-dimensional (width x height). It is best viewed with one single eye. However, most people are using two eyes, which enables them to notice if an object is closer or farther away. This is the depth, which is the third dimension. But there is not much programming content in 3 dimensions on the market. So what to do, when we all prefer to watch with both our eyes and therefore would welcome the third dimension in all our television viewing?

You could wait for generic 3D content to be produced over time, but smart software engineers came up with a solution to artificially create the third dimension out of two-dimensional content. So how do they do it? We took a closer look behind the scenes and lifted the curtain to their amazing tricks.

Generally, to convert 2D picture to 3D, we need to make two steps. Step 1 is to assign depth information to various parts of the 2D picture. Step 2 is to show the original picture to one eye and create the additional picture for the second eye. In technical literature, these steps are referred to as: Depth Map Estimation and Depth Image Based Rendering.

Let's first discuss depth estimation. There are various cues our brain uses to assess depth in the observed picture but in the automatic conversion usually the following three ones are most often used:

1. depth from blur
2. vanishing point based estimation
3. depth from motion parallax

"Depth from blur" takes into account the focal sharpness of the different object on the screen assuming that the closer objects are sharper than those further away and the very distant ones are quite hazy – see Figure 1.



Fig. 1 Depth can be recognized from object sharpness.



Fig. 2. Vanishing point – a well known concept to everybody who attended art lessons in school is also a very good clue for picture depth estimation. The boat-house is closer to the vanishing point thus it is farther away than the flowers.

"Vanishing point based estimation" deals with object perspective. It is very easy to understand when one observes a picture showing architecture – see Figure 2. The closer the object is to the vanishing point, the greater the chance it is "deeper" in 3D.

The two principles described above can be used for both still and moving pictures. The third one is useable only for moving pictures. To put it simple, when you look through the window in a train, you notice that the objects closer to the train are moving back faster than the objects located further away. And the objects located near the horizon seem to not move at all. This principle is used in "depth from motion parallax" method. Although it may look quite difficult to perform this operation, actually it is easier in MPEG coded pictures than the previous two methods. This method is widely used in 2D-to-3D digital TV conversion.

Depth estimation produces depth map for the picture in which every pixel gets additional 8 bit information depicting its depth (0-255 decimally). 0 is the farthest value and 255 is the closest value. Such maps are then smoothed in special filters and in this way some errors are removed.

Now that we have the original picture plus its depth map, we can start thinking of creating the picture for the second eye. This process combines two operations: object warping and holes filling by averaging textures from neighborhood pixels.

Object warping is explained in Figure 3. Having depth information, the processor can re-project the object in 3D space and then calculate its view as seen from the perspective of the second eye.

Due to warping, objects on the picture are shifted and stretched or squeezed. This is true especially for the near objects. This leads to hole creation in the original picture. The holes need to be filled with something. This is not an easy task for the processor and various algorithms have been proposed to do that in the right way. Of course, the neighboring areas are taken into account but sometimes the

hole filling must be more sophisticated. As this is a very specific topic and requires high level math to address it precisely, we will not discuss it in this article.

Based on what has been written above, a reader may come to the conclusion that in the process of converting 2D to 3D there are a lot of small steps in which errors may arise. And this conclusion is generally correct. One cannot fully trust automatic 2D-to-3D conversion. The depth estimation may not work very well in complex pictures, and the hole filling may also create unnecessary noise. Today, only 2D-to-3D conversion done with human interaction can guarantee a really perfect result. This is a very

costly approach, but some movies are being converted in this way. However, conversely to what most of us would think, human eye is not a very precise instrument and it tolerates some amount of depth errors. That's why automatic 2D-to-3D conversion produces an artificial 3D picture which in most cases is considered to be significantly better than regular flat 2D.

If you are prepared to tolerate some lack of perfectness, you will enjoy automatic 2D-to-3D conversion. It will surely add more fun to you when both of your eyes pretend you to see something resembling much more closely real life, than the flat two dimensional, what we are all used to in today's television.

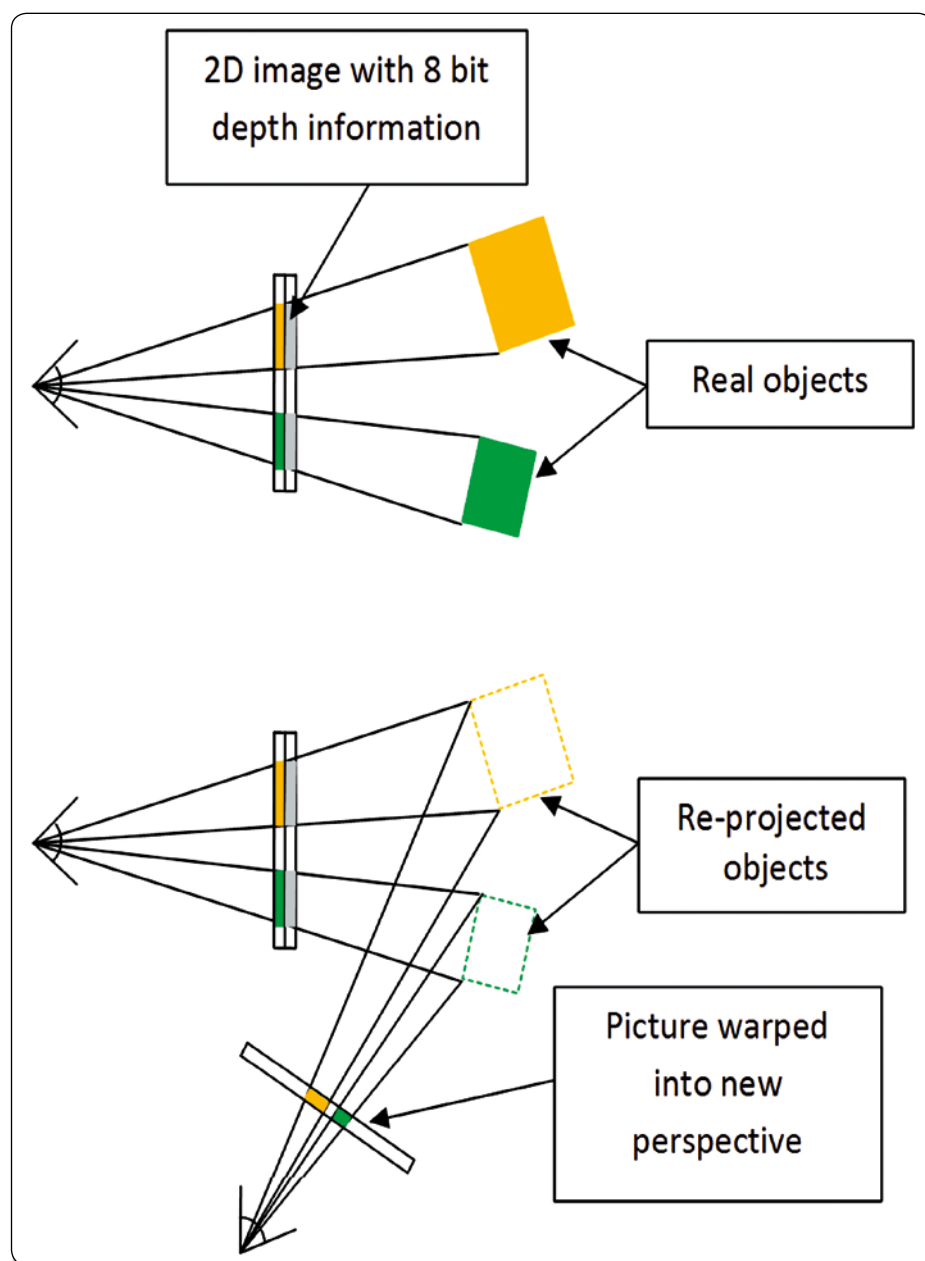


Fig. 3. Object warping – creating new perspective for the second eye.

SES ASTRA Spreading its Wings



■ SES ASTRA's
satellite farm at
Chateau Betzdorf
in Luxembourg

- ***34 million euro invested***
- ***SES with shareholding in world-wide Internet-via-satellite MEO system***
- ***44 satellites around the world***
- ***extremely low error tolerance makes for equally low failure rate***
- ***remote monitoring of all SES ASTRA satellites via company-run reception stations***



TELE-satellite Magazine
Business Voucher

www.TELE-satellite.info/11/09/ses-astra

Direct Contact to Sales Manager

Investing in technology and a new MEO system

With its 44 satellites SES ASTRA is one of the world's leading satellite operators. Founded in 1985 the company launched its first satellite ASTRA 1A in December of 1988. This was also the first commercially successful DTH (direct-to-home) satellite in Europe and thanks to clever marketing strategies SES ASTRA was successful in acquiring increasing numbers of renowned broadcasting customers.

■ Markus Payer, Vice President Media Relations, reveals surprising expansion plans to TELE-satellite readers



More channels in turn meant more viewers, as an attractive channel line-up motivated more and more Europeans to have a satellite antenna installed.

One thing led to another and today SES ASTRA operates a total of 17 satellites in Europe under the SES ASTRA brand and an additional 28 satellites with various global footprints under the SES World Skies brand.

Yet, just like in the past the status quo is never the final goal for SES ASTRA and that is why the company is currently in the process of tapping into new markets once again. All the more reason for TELE-satellite to embark on a journey to tiny Luxembourg and pay a visit to Chateau Betzdorf, which used to be the residence of the Grand Duke of Luxembourg and these days provides an impressive backdrop to an equally impressive high-tech facility that is second to none.

The number of antennas set up there is so high you simply lose count – it all starts with 15 giants featuring a diameter of 12 meters each which are used to monitor and control the broadcasting satellites in orbit. Station Support Team Leader Gaetano Ligotti tells us that

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SES ASTRA has three more of these antennas as backup in case one of the main dishes encounters problems. While these huge antennas are truly striking, there is of course a whole range of smaller transmission and reception antennas at the chateau's antenna farm. "Altogether, we operate 40 large communication facilities at this location," adds Gaetano Ligotti, "which are used to control our satellites and to feed them with content."

Next to these giants there are countless smaller antennas without uplink LNBs, which are for reception purposes only. "This is where we receive signals from our content customers," explains Andreas Breuer at the Program Con-

■ These 12 meter giants can be found at SES ASTRA headquarters in Luxembourg. They monitor and control the entire SES ASTRA fleet of satellites: four satellites are directed towards 19.2E, three towards 28.2E and two satellites each towards 23.5E and 31.5E.



trol Center which monitors every single channel that is transmitted via an SES ASTRA satellite.

The location in Betzdorf is ideal for receiving signals from orbital positions ranging all the way from 62W to 70E and – if required – also to uplink signals to these positions. Monitoring technology in the control center is even sophisticated enough to establish a direct hook-up with some 15 additional reception antennas all over the world. "These reception facilities are located either at our own uplink stations or at our large customers themselves," adds Andreas Breuer. With a simple mouse click he can perform technical checks on any given fleet

satellite. "We are even able to check and monitor several additional satellites as well with our monitoring equipment," he adds.

A total of twelve engineers are employed at the control center, with two of them always on duty at any given time so that the entire SES ASTRA fleet is under constant observation. "99 out of 100 error messages popping up on our screens refer to minor technical issues that hardly affect viewers at all." In other words, this statement lends proof to the top-notch technical facilities used at SES ASTRA which give out error messages for issues that would go unnoticed with a less stringent operating safety margin.



One of the major benefits of such an approach is that a series of minor problems could never grow into a major technical glitch. The crew at the control center is alerted to even the smallest of irregularities so that they are in a position to look at the root of a problem and take corrective action. Thus, the occurrence of

failures that are noticed by viewers or content customers is reduced to almost zero.

The SES ASTRA Ground Operating Center is in charge of technical functions of all antennas. "This is where we monitor and control every single antenna and make sure they operate according to

specification," senior technician Claude Hennuy explains. The huge number of monitors show a detailed summary of each broadcasting module, so that signals can immediately be switched in case of any malfunction. Here too, "two out of twelve engineers are on duty at any given time," according to Claude Hennuy.



1. Work in progress: Since 2010 an antenna farm is in the making that will ultimately comprise 40 dishes with a diameter of 9m, 5 of which are already finished. SES ASTRA is investing a total of 34 million euro here and in a new office building to keep abreast of future developments.



2. Can you spot him? Gaetana Ligotti looks tiny compared to the huge antenna above him. Here we see the Station Support Team Leader performing a check on the rotation mechanism inside the antenna.

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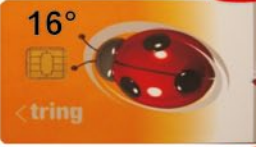
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1

1. View of the Program Control Room. Received and transmitted channels are shown on the monitors, while a display panel with bars indicates whether or not everything runs as required. If a bar turns from green to red an error has been detected by the system. Thanks to extremely low error tolerance at SES ASTRA, however, even a red bar means an error is too minor to ever be noticed by viewers in 9 out of 10 cases.



2

2. Meet Andreas Breuer, one of twelve Service Controllers in the Program Control Room. Here he can be seen working at Remote Spectrum Monitoring, which means remote monitoring of all SES ASTRA satellites around the world. All he has to do is select the required satellite on a list to obtain comprehensive technical parameters via SES ASTRA's internal data network, which provides direct access to 15 SES reception station worldwide. Once a link is established Andreas Breuer is able to check the entire broadcasting spectrum of the satellite in question.

3. Who transmits what? These guys decide which transponder on which satellite are fed which signal. Four broadcasting engineers are on duty at any given time to keep an eye on important parameters. They really need to be up to their task all the time, because nothing is worse than a signal being fed to the wrong transponder.

4. The Ground Operating Center is responsible for the technical state of all satellite antennas. Signal routes are shown on monitors, and employees such as senior technician Claude Hennuy are able to identify whether or not each component operates flawlessly. In case an error occurs the signal is instantly rerouted to a backup component until the original component is up and running again.

Right now SES ASTRA is in the process of expanding its existing facility: "We're spending 34 million euro for upgrading our technical equipment, building new antennas and creating additional office space," Markus Payer, Vice President Media Relations, lets us know.

The first five of the 9 meter antennas

are set up already and partially even in operation, with many more dishes to follow. Not all of them will be giants but also smaller variants for signal reception and uplink. Markus Payer saves the best for last when he reveals that "we're currently in preparation for implementing technical control of low-flying MEO (mid-

earth orbit) satellites." Now what's that all about? Markus Payer fills us in on the details: "SES ASTRA has a shareholding in O3B, which is planning to set up a fleet of satellite that will be positioned 8 km above ground and which will offer Internet services using the Ka band." What sounds like an utopic undertaking



3



4

from the future is in actual fact a cleverly thought-through solution: For existing geo-stationary satellites 36,000 km above the surface of the earth a signal takes 0.12 seconds to travel from a user up to the satellite and 0.12 seconds again to cover the distance from satellite to earth.

So in total a quarter of a second is lost simply for signal travel time, which for an Internet application equals an eternity. VoIP, for example, can hardly be implemented with that latency. If, on the other hand, a satellite travels 'only' 8,000 km above us over the equator, delay time can be reduced significantly and Internet via satellite becomes a very attractive and competitive proposition.

O3B is much more than a distant daydream, with companies such as SES (in charge of transmission technology), Google, HSBC and investment corporations like Allen & Company having shareholdings in the business.

2013 is the year envisaged for roll-out, which is when the first eight O3B satellites will be operated by SES ASTRA from Luxembourg. Internet reception from +45° to -45° geographic longitude across the entire globe will then become a reality with MEO in the Ka band. With special reception technology the footprint can even be extended to an area from +62° to -62°.

SES ASTRA is truly spreading its wings and flying even further – in the truest

sense of the word. Investments in its existing fleet of geo-stationary satellites will maintain lasting access, while new business fields are exploited with great vigour. Internet via low-flying satellites is one such vision that SES ASTRA will make a reality in the very near future.

Success is not only about mastering the future, it's about actively shaping the future.

More Information:

SES ASTRA:

www.ses-astra.com

SES World Skies:

www.ses-worldskies.com

O3B:

www.o3bnetworks.com

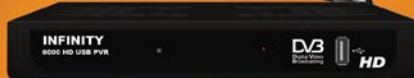
■ **Multi-LNB reception of a different kind:** In a worst-nightmare-scenario with all equipment failing simultaneously SES ASTRA would still be able to maintain control over its satellites from an underground command center. The multi-transmission and reception equipment seen here is available for emergency operations.





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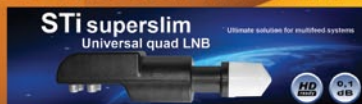


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Edited by
Branislav Pekic

EUROPE

GLOBECAST LAUNCHES HD DISTRIBUTION PLATFORM

GlobeCast has concluded a five-year contract with Eutelsat Communications for a third transponder on the Eurobird 9A satellite, which will carry a full HD DVB-S2 platform. The first clients on the platform already include Eurosport and Fashion One. Eutelsat's Eurobird 9A satellite was chosen for its potential to reach over five million DTH and cable homes. Eurobird 9A broadcasts over 250 channels, including 35 already in HD.

MTG LAUNCHES TWO HD CHANNELS IN 22 COUNTRIES

Modern Times Group (MTG) has launched two new HD channels in 22 European countries. Viasat History HD and Viasat Nature HD are now available across Central and Eastern Europe, offering HD versions of programmes currently broadcast on Viasat History and Viasat Nature in 29 countries across Europe and North Africa.

PENTHOUSE MEDIA EXPANDS 3D CAPACITY ON ASTRA

SES Astra has signed a capacity agreement with Penthouse Digital Media Productions for a second Penthouse 3D channel on Astra 23.5 degrees East for the encrypted distribution to TV platform providers across Europe. Penthouse 3D is the first worldwide 3D adult channel, broadcasting 100 percent native 3D content. A first 3D channel from Penthouse started on Astra 23.5 degrees East in March this year. In the meantime, Penthouse has concluded distribution agreements for its 3D channels with French IPTV provider Free and Turkish DTH provider Digiturk, while further agreements are expected shortly.

BOSNIA AND HERZEGOVINA

TELEMACH ADDS 6 HD CHANNELS

Cable TV operator Telemach has introduced six new HD channels to its existing offer, which already consisted of seven channels. The latest additions are HBO HD, Animal Planet HD, Travel Channel HD, Food Network HD, MTVNHD and ESPN HD.

CROATIA

MAXTV BRINGS FORMULA 1 IN HD

IPTV and DTH platform, owned by Hrvatski Telekom, is airing live coverage of the 2011 Formula 1 season in HD. Viewers can watch the races in HD on the Kreator F1 HD channel. During each GP weekend, subscribers can follow three free training sessions, the qualifying race, a press conference after the race, and two specialized programs before and after the race.

CZECH REPUBLIC

CZECH VOD PORTAL IN 3D

Central European Media Enterprises (CME) has started offering viewers 3D content through its online VoD portal. They include TV shows from TV Nova as well as movies. Content is streamed in analogue 3D, which means viewers have to wear a pair of retro 3D glasses with red and blue lenses to see the full effect.

GERMANY

N24 LAUNCHES IN HD

On July 1, N24 became the first German news channel broadcasting in HD, via HD+ and via satellite. HD+ is a technical platform from SES Astra for encrypted broadcasting and reception of commercial free TV programmes in HD quality via satellite. It includes 11 free TV channels: N24 HD, RTL HD, Sat.1 HD, ProSieben HD, VOX HD, kabel eins HD, RTL II HD, SPORT1 HD, Nickelodeon HD, Comedy Central HD and sixx HD. In addition, Das Erste HD, ZDF HD, arte HD, ServusTV HD and Anixe HD are available on DTH, bringing the total free German man HD channels to 16.

IRELAND

RTÉ STARTS BROADCASTING IN HD

RTÉ has begun broadcasting the first HD programmes by an Irish broadcaster as part of the official launch of the Saorview digital television service. Every Irish household that is not on satellite or cable will have to make the switch from analogue to digital television by the end of 2012.

ITALY

TELECOM ITALIA MEDIA, THOMSON LAUNCH HD SERVICE

Telecom Italia Media Broadcasting (TIMB) has launched Italy's first HD DTT service carrying live 3D content, through its LA7 channel brand. TIMB opted for Thomson Video Networks ViBE EM3000 to achieve the picture quality necessary for delivering the 3D experience. Its infrastructure for the new service includes Thomson's NetProcessor transport stream processor and XMS Network Management Systems.

SPAIN

DIGITAL+ LAUNCHES 3D DEMO CHANNEL ON ASTRA

Digital+ has launched a 3D demo channel via SES Astra's orbital position 23.5 degrees East. Canal+ 3D Demo is available free-to-air across Europe and its goal is to allow installers and retailers to showcase 3D television at the point of sales. The channel features high quality 3D content including features film clips and concert clips during daytime.

SWITZERLAND

SRG SSR SELECTS HARMONIC FOR NEW HDTV SERVICES

SRG SSR has selected a combination of Harmonic's multifunction video encoders, stream processing solutions and management tools to power its new HDTV services. The Harmonic solutions deployed for the new DVB-S system provide the video quality, bandwidth efficiencies and flexibility to enable SRG SSR to begin its migration to HD, while continuing to provide legacy channels until the transition is complete. SRG SSR is using Electra 8000 encoders, ProStream 1000 stream processing platform for bulk scrambling and NMX Digital Service Manager for easy configuration, control and monitoring of Harmonic and third-party video network elements.

UNITED KINGDOM

BBC AIRS WIMBLEDON IN 3D

The BBC made its first move into 3D with coverage of this summer's Wimbledon tennis championship. The public broadcaster aired 3D coverage of the men's and ladies' singles finals on its designated HD channel. The free-to-air broadcasts were available to viewers with 3D TV sets

and access to HD channels through the Sky, Virgin Media, Freesat and Freeview platforms.

NORTH AMERICA

CANADA

60% OF CANADIANS OWN HDTV SET

A March survey of 15,000 Canadians by BBM Canada has found that about six out of ten Canadians (57.6%) said they owned an HDTV while 28.5% said they owned an HD set top box or receiver. BBM predicts HDTV owners will rise to 59.8% by June of this year, up from 37.6% in June of 2008. Canadians with HD receivers is predicted to increase to 30.3% in June 2011, up from 14.1% in June 2008.

FOUR IN TEN SHAW CUSTOMERS HD CAPABLE

At the end of April, Shaw Communications had over 1.265 million customers capable of receiving HD programming. The number includes 835,000 HD capable customers at Shaw Cable and 430,000 HD customers at Shaw Direct, the company's DTH division. Overall the company has 3.2 million cable and satellite television subscribers which mean 39.3% of its customers can receive HD programming. Shaw's cable operation now offers over 120 HD channels as well as HD programming through its VOD, while Shaw Direct now offers 79 HD channels.

DISCOVERY CANADA BOOSTS HD CONTENT

Discovery Channel Canada plans to launch a new parallel HD service, Discovery Channel HD, allowing viewers to experience the spectrum of Discovery's programming showcased in high definition. Discovery's co-services Animal Planet, Discovery World HD, Investigation Discovery and Discovery Science will also launch HD simulcast channels by the end of the year.

UNITED STATES

HD TRANSITION YET TO GAIN MOMENTUM IN U.S.

Despite the perceived penetration of digital TV and HDTV, U.S. broadcasters are yet to fully convert to these technologies, according to a Positive Flux survey. Only 38% of surveyed stations made their internal production and master control systems fully HD, while 45% of respondents have one or more HD control rooms.

SHORTSHD LAUNCHES ON DIRECTV

Short-form entertainment company Shorts International launched a channel called Shortshd on DirecTV, available both as a linear channel and VOD. The channel is the only HD channel of its kind, screening such short films as Academy Award winners, CG-animated short films and international award winners. The network also launched on Dish Network and U-verse this year. The films are scheduled into 30- and 60-minute themes, including comedies, musicals, documentaries, thrillers, dramas and animation.

VELOCITY REPLACES HD THEATER

Discovery Communications is launching a new network targeted upscale males later this year. The network, dubbed Velocity, will replace HD Theater and will be in 40 million homes when it launches in the fourth quarter. The programming, which will be entirely in HD, will primarily be centered around the genres of automotive, sports and leisure, adventure and travel.

COMCAST AND SKYPE TEAM UP FOR HD VIDEO CALLS



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Comcast and Skype have formed a partnership for a HD video phone service. Comcast subscribers will be able to make and receive telephone calls through their TV sets via Skype. On top of that, the technology enables two people to video chat while watching the same TV program. Test trials of the service will start this year in anticipation of a 2012 official launch.

OUTDOOR CHANNEL HD IN 10 MILLION HOMES

Outdoor Channel HD now reaches more than 10 million homes across the U.S., a significant milestone since the launch of the HD service only three years ago. This represents a 34% year-over-year increase in the network's HD service.

CARIBBEAN

JAMAICA

FLOW ADDS 10 HD CHANNELS, TAKES TOTAL TO 21

Cable TV provider Flow, has introduced 10 new HD channels to its line-up, bringing the total HD offering to 21. The new HD channels added are, Lifetime HD; Lifetime Movie Network HD; Speed HD; Fox Soccer HD; World Fishing HD; MTV HD; TBN HD; Nickelodeon HD; Concert Channel HD; Rush HD. Flow has also introduced a new HD only set top box called the Pace Tango.

LATIN AMERICA

BRAZIL

PFC AIRS BRAZILIAN FOOTBALL LEAGUE IN HD

Pay-TV channel PFC will air a total of 132 football matches of the Brazilian Serie A in High Definition. Of the total, 76 will be broadcast on PFC HD and the others on SporTV. PFC is broadcasting the matches live and exclusively on Saturdays at 21:00 local time.

MEXICO

TV AZTECA EXPANDS HDTV SERVICE WITH HARMONIC

TV Azteca has deployed Harmonic's IP-based video processing solutions to facilitate satellite distribution of its expanded HDTV service to hundreds of retransmission sites throughout Mexico and Central America. The new DVB-S2-based distribution system relies on Harmonic's multifunction compression and stream processing solutions to reduce the cost of satellite uplink and transmission through more efficient use of the satellite bandwidth.

ASIA

MTVNHD LAUNCHES IN SINGAPORE, MALAYSIA

Viacom International Media Networks (VIMN) has launched the music channel MTVNHD in Singapore and Malaysia. The network is

available on Singaporean pay-TV platform StarHub and Telekom Malaysia's IPTV platform HyppTV. MTVNHD airs live music, documentaries and original productions.

3D NOT PRIORITY FOR BROADCASTERS

Broadcasters in the Asia-Pacific region rank production of 3D content and channels as their lowest technology investment priority and the lack of 3D programming is set to continue, according to analyst firm Ovum. In a new report, 53% of respondents globally said 3D content production was "not an important business consideration". However, production of 3D content was rated as a slightly higher priority by executives in Asia-Pacific companies. According to the report, the high cost of investment in infrastructure and personnel is a major factor in the reluctance of broadcasters to invest in 3D production.

MBC PLANS MASSIVE HDTV CAMPAIGN

MBC Group has announced a massive campaign to convert mass viewers in the Middle East and North Africa region to free-to-air HDTV. MBC said the campaign will promote and push for quicker HD shift and persuade free-to-air viewers to make a one-off purchase of a Technosat HD set-top box.

INDIA

AIRTEL CLAIMS ALL HD DTH BOXES 3D READY

DTH operator Airtel claims that all existing HD set top box users as well any new ones will be able to access 3D content on their TVs. The adoption rates of HDTVs and 3D TVs is quickly increasing. Airtel has also announced that it will soon upscale all the channels to 1080i or HD display resolution.

STAR INDIA LAUNCHES 5 HD CHANNELS

Star India launched five HD channels on its service including StarPlus, Star Gold, Star Movies, Star World and Nat Geo. Star's HD channels will be available to viewers with a HDTV set via DTH services like Tata Sky HD. In a related development, DTH operator Reliance Digital TV (RDTV) has partnered with Star India to showcase its bouquet of Asli HD channels like Star Plus, Star Movies, Star Gold and Star World for its HD and HD-DVR subscribers.

INDONESIA**HBO HITS HD LAUNCHES IN INDONESIA**

HBO Asia has launched HBO Hits HD on Indonesia's First Media, offering movies in HD and commercial free. HBO Asia also offers HBO HD, the first regional movie channel to broadcast in high definition in Asia, available in select territories.

JAPAN**WOWOW TO ADD 3 HDTV CHANNELS IN OCTOBER**

Pay-TV network Wowow has announced the launch of three new HD channels for October. Wowow Prime will be family oriented, focusing on dubbed versions of foreign dramas and movies, Wowow Live will mainly feature live music and sports events, while Wowow Cinema will broadcast 800 films per year. The current monthly fee of 2,415 yen (US\$ 29) for Wowow's single channel will give access to all the new channels.

SOUTH KOREA**SKYLIFE OPTS FOR ERICSSON HDTV SOLUTION**

SkyLife has deployed an Ericsson video processing solution that enables it to enhance its HD offering and move another step closer to realizing its vision of everything in HD by 2015. Ericsson's HD solution allows SkyLife to potentially deliver over 150 HD channels to more than 3 million subscribers. SkyLife has selected a system comprised of the Ericsson Video Processor with the EN8190 MPEG-4 AVC HD encoder modules, Ericsson MX8400 System Multiplexer and the Ericsson RX1290 Multi-format SD/HD professional receiver.

TAIWAN**TAIWAN ANNOUNCES HDTV CONTENT PLAN**

Taiwan's Prime Minister, Wu Dun-yi, in June announced that the country will subsidize from 2012 the government-run Public TV Service (PTS) and private TV-programming producers to make 1,855 hours of HDTV shows, and will start to invite funding bids by the end of this year. He expects that, by the start of the London Olympics in June 2012, all citizens of Taiwan will have access to HDTV channels to watch the games. The public TV service launched the HDTV channel HiHD in central Taiwan in June and the government has allocated NT\$ 898 million for a project to promote HDTV content next year.

OCEANIA**AUSTRALIA****THIRD OF SET-TOP BOXES NOT HD-READY**

A third of all set-top boxes being sold in Australia are not capable of streaming the five new HD digital TV channels, reports "The Australian". The Department of Broadband, Communications and the Digital Economy has revealed more than 30% of the set-top boxes sold in Australia are "standard definition only". Unlike HD set-top boxes or TV sets, they are not capable of streaming HD channels. More than one million households will miss out on getting the full benefits of the digital switchover.

WORLD**HD MIGRATION DRIVES STB GROWTH**

Revenues from set-top box sales in the 4Q 2010 increased from USD 5.3 billion to USD 5.7 billion year-on-year, as more advanced markets like North America and Asia-Pacific continued to migrate from standard- to high-definition devices, according to a new report from In-Stat. In the developing regions like the Middle East/Africa and Latin America, there has been a surge in SD boxes with HD just beginning to make an appearance. In North America, satellite TV set-top box shipments approached 18 million for 2010 as a whole, while in Latin America 8 million more standard-definition STBs were shipped than HD boxes.

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References



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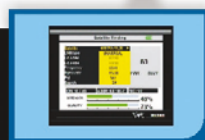
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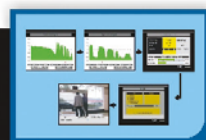
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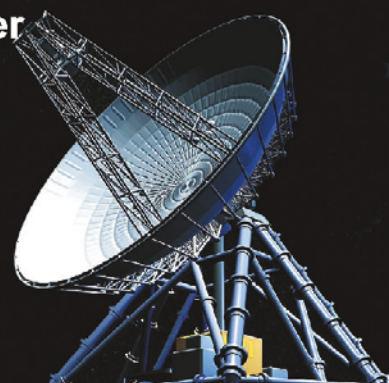


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Edited by
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EUROPE

HBO GO LAUNCHES STREAMING SERVICE

HBO Central Europe has launched its on-demand service in Serbia, Bosnia and Herzegovina, Slovenia and Hungary. HBO Go is available via cable and broadband providers Serbia Broadband (SBB), Telemach and TARR Tolna, Somogy and Baranya. HBO subscribers in the new HBO Go territories will also be able to gain access while travelling in Croatia, Montenegro, Macedonia and Bulgaria.

AUSTRIA

TELEKOM AUSTRIA RELAUNCHES IPTV SERVICE

Telekom Austria has rebranded its IPTV service under the new name A1 Kabel TV, and has also started expanding the service to include more regional and foreign-language channels. The operator had 165,000 subscribers by the end of the 1Q 2011 and offers around 110 channels in the basic package, as well as 10 HD channels and a range of 3DTV content.

BELARUS

BELTELECOM REACHES 300,000 IPTV SUBSCRIBERS

Beltelecom has reached 300,000 subscribers for its IPTV service Zala TV. Beltelecom recently started test transmissions of the first 3DTV channel, making it available at no extra charge to subscribers of the HD package.

CROATIA

T-HT CLOSE TO 300,000 TV SUBSCRIBERS

T-Hrvatski Telekom (T-HT) had reached 299,000 residential customers for its TV services (delivered via IPTV, DTH and cable) by the end of the 1Q, up 23.4% from one year previously. T-HT also had 18,000 business customers for its TV services by the end of March, up 24.4% from one year previously.

ISKON BOOSTS ONLINE TV OFFER

Iskon has added a number of channels to its online TV service Iskon.TV player, bringing the total available to 14. The new channels added to the service are: RTL2, RTL Plus, MTV Adria, Travel Channel, CNN, Playomania, Dorcel TV and X-Dream TV. These join the six existing channels of HTV1, HTV2, RTL, CMC, Baby TV and 24 sata TV.

FRANCE

BLUESTREAK WINS TWO CONTRACTS IN FRANCE

Bluestreak Technology has won contracts from Bouygues Telecom and Orange to power the next-generation interface for Bouygues Telecom's IPTV service BBox TV and deliver the new Orange Cinéma séries on-demand service to mobile devices and tablets. The new user interface for

BBox TV provides subscribers with a rich and intuitive portal and entertainment programming guide, based on Flash technology. The Bbox offers over 220 TV channels, including HD.

SFR RENEWS NETGEM CONTRACT

SFR has renewed and extended its contract with Netgem for another three years, covering a variety of areas including hardware, software, maintenance and services. SFR had 3.1 million IPTV subscribers by the end of 2010, of which around 600,000 are estimated to take its premium content offers, and around 90% of its subscriber base is believed to be HDTV-enabled.

GERMANY

GERMAN BROADCASTERS AGAINST VOD RULING

ProSiebenSat.1 and RTL are taking legal action over the decision by the country's anti-trust authority to block their proposed VOD service. The platform was blocked because Bundeskartellamt was concerned it would be closed to smaller content providers and could create a duopoly in the German VoD market. Meanwhile, public broadcasters ARD, ZDF are planning to set up an online streaming site, to be financed by a combination of advertising and paid downloads.

VODAFONE GERMANY WITH 25,000 IPTV SUBSCRIBERS

Vodafone Germany has acquired 25,000 subscribers for its Vodafone TV service launched in February, and reports that it is currently signing up 300 to 400 new customers per day. Vodafone

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will start to market the service more aggressively, with a large-scale marketing campaign planned for the 3Q 2011. At launch the service offered around 50 channels in the basic package.

NETHERLANDS

KPN ADDS 58,000 IPTV SUBSCRIBERS IN 1Q 2011

KPN added 58,000 subscribers for its IPTV service Interactieve TV in the 1Q 2011, reaching a total of 360,000 by the end of March. Approximately 75% of all IPTV customers choose a triple-play package. ARPU for its TV services increased 22% on an annual basis in the 1Q to reach €11. KPN is aiming to reach 250,000 homes served with FTTH connections by 2012.

NORWAY

ALTIBOX ADDS 5 BBC CHANNELS TO IPTV SERVICE

Altibox has signed a new agreement with the BBC under which five further channels have been added to its IPTV service. The five new channels are BBC World News, BBC Entertainment, BBC Knowledge, BBC Lifestyle and BBC HD. Altibox now has over 170,000 customers connected to its FTTH service.

POLAND

TP LAUNCHES NEW MULTIMEDIA PACKAGE

Telekomunikacja Polska has launched a new multimedia package which offers VDSL-based broadband, access to a VOD library of 2,000 movies, and an IPTV subscription with 49 channels. The new package is available in seven cities across Poland and this footprint will be increased during the autumn. TP had reached 113,000 IPTV subscribers by the end of the 1Q.

RUSSIA

NTV PLUS OPTS FOR VERIMATRIX SOFTWARE

The Verimatrix Video Content Authority System (VCAS) for IPTV has been deployed on the NTV-PLUS wholesale network to secure video for the IPTV NTV Plus service via local broadband network operators. NTV-Plus has added Verimatrix's card-less security solution to support a wider range of hybrid STBs. The NTV-Plus service currently features more than 140 SD and HD channels.

SPAIN

MEDIASET ESPANA STARTS HBBTV TESTS

Mediaset Espana started the first Beta test broadcast of Hybrid Broadcast Broadband TV (HbbTV) with TV programming connected to the Internet. Mediaset's Telecinco network is offering its mid-day news program and prime time fiction series, as well as products specifically designed for Internet with HbbTV technology. The HbbTV technology is created by Telefonica and backed by the EBU.

SWITZERLAND

SWISSCOM TOPS 500,000 IPTV SUBSCRIBERS

Swisscom has reached 500,000 customers for its IPTV service Swisscom TV, four and a half years after its launch. CEO Carsten Schlöter recently said that Swisscom hopes to reach 600,000 IPTV customers by the end of 2011, with 1 million customers the ultimate goal in the next few years.

UNITED KINGDOM

SEESAW OFF THE AIR

Online TV on demand service SeeSaw closed in June after parent company Arqiva failed to find a buyer. Featuring programming from the BBC, Channel 4, Channel 5, Universal and others the service was launched in February 2010 using technology originally developed for Project Kangaroo.

BBC NEWS LAUNCHES ON CONNECTED TVS

The BBC has launched its BBC News product for connected TV which will bring video news clips via the web to living-room TV screens, initially on Samsung's range of Smart TVs. It will subsequently be made available on a range of connected devices over time. The launch aims to tap into the growing internet-connected TV market, with predictions that almost 36 million TVs with built-in internet capability will be installed in UK homes by the end of 2016.

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BBC TO LAUNCH IPLAYER IN WESTERN EUROPE

The BBC will debut an overseas version of its iPlayer video-on-demand service in Western Europe in late summer. The service will initially be piloted as an app on Apple's iPad and will be offered on a pay-monthly basis and will show a combination of contemporary and older BBC shows, split into genres like music, comedy, factual, natural history and children's programmes.

NORTH AMERICA

CANADA

BELL ALIANT ENDS 1Q 2011 WITH 54,000 IPTV SUBSCRIBERS

Bell Aliant connected 40,000 homes and business with its FibreOP fibre-to-the home service in the first quarter of 2011, bringing its total customers to 178,000 at the end of March. The company said growth in its fibre service drove substantially all of its IPTV net customer additions during the quarter. IPTV revenues reached CA\$ 9 million from a total of 54,000 television customers at the end of March.

UNITED STATES

GTC BROADBAND SELECTS ENTONE FOR IPTV SERVICE

Granby Telephone Company (GTC Broadband) has selected Entone's Amulet IPTV Receivers and Janus Media Hubs for its rollout of HD IPTV services throughout south-western Missouri.

The deployment will enable GTC Broadband to offer linear HDTV services and whole-home DVR features, as well as the ability to access personal media and popular Web content and services from within the IPTV user interface.

AT&T ADDS TURNER CONTENT TO U-VERSE ONLINE

Subscribers to AT&T's U-verse IPTV service can now access Turner programming online, after the two companies extended an existing deal. Shows from Turner networks including Cartoon Network, Adult Swim, TBS, TNT and truTV are available via the U-verse Online service within 24 hours of their TV airing. U-verse Online now offers more than 25,000 full-length TV episodes on-demand.

VERIZON ADDS FIVE SPANISH LANGUAGE TV CHANNELS

Verizon has added a further five Spanish-language channels to its IPTV service FiOS. Subscribers can now watch entertainment channel CentroAmerica TV, Latele Novela Network, Pasiones, Ecuador's Telemazones Internacional and Hispanic children's programmer Vme Kids. FiOS now boasts more than 520 channels, 39 airing in Spanish and 140 in HD.

LATIN AMERICA

IPTV IN 5.5 MILLION HOMES IN LATIN AMERICA BY 2016

The number of homes paying for IPTV in Latin America is expected to increase from a very low base at the end of 2010 to reach 5.5 million

by 2016 - or 4.2% of TV households. According to a new report from Digital TV Research, IPTV penetration is expected to be highest in Chile and Colombia by 2016, with each reaching a 6% penetration rate. IPTV revenues in the region are expected to reach USD 752 million by 2016, compared to USD 45 million in 2010.

CHILE

MOVISTAR TO LAUNCH HD IPTV IN 2011

Movistar has confirmed that it is planning to launch HD IPTV services in Chile later this year, after more than a year of testing the service. In the first stage of its IPTV deployment, the service will only be available within certain parts of the country's major cities which already have access to the fibre network, which delivers downstream speeds of up to 40 Mbps. The IPTV service is likely to be based on the Microsoft Mediaroom platform.

ASIA

IPTV SUBSCRIBERS TO REACH 100 MILLION BY 2016

The number of homes paying for IPTV services in the Asia-Pacific region is expected to take off from a low base to reach nearly 100 million by 2016 - or 11.8% of TV households, according to Digital TV Research. Penetration is expected to be highest in Hong Kong and Singapore in 2016, at 38% and 36% respectively, while China is expected to contribute 70 million IPTV subscribers to the total by 2016. Revenues are expected to climb from USD 1.1 billion in 2010 to USD 5.4 billion

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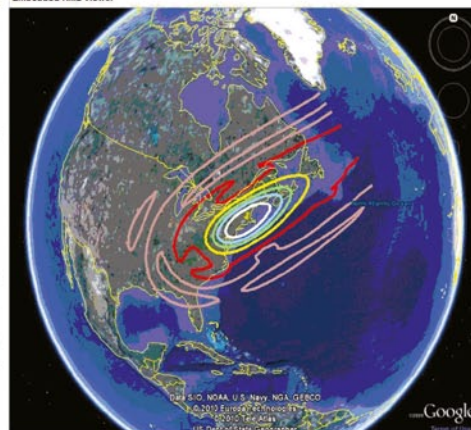
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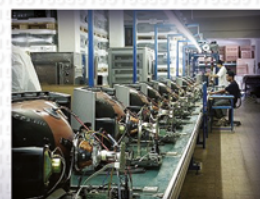
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TV Cyfrowy Polsat SD MPEG-2 19501 19512

TV Cyfrowy Polsat SD MPEG-2 19601 19612

TV Cyfrowy Polsat SD MPEG-2 19701 19712

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TV Cyfrowy Polsat SD MPEG-2 19901 19912

TV Cyfrowy Polsat SD MPEG-2 20001 20012

TV Cyfrowy Polsat SD MPEG-2 20101 20112

TV Cyfrowy Polsat SD MPEG-2 20201 20212

TV Cyfrowy Polsat SD MPEG-2 20301 20312

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in 2016, with China and Japan to each provide USD 1.6 billion of the 2016 total. Revenues from IPTV services in the Middle East and Africa will grow tenfold by 2016, to reach USD 586 million.

CHINA

WARNER BROS ENTERS LOCAL VOD MARKET

Warner Brothers Entertainment has become the first US studio to offer movies on-demand following a deal with a new national PPV service. The deal with YOU On Demand (YOD) has seen Warner offering new release and catalogue films. The VoD service has the potential to reach 200 million cable households in China, though YOD estimates that it will initially be available in three million homes by the end of this summer.

CHINA TELECOM OPTS FOR CISCO FOR TRIPLE-PLAY STRATEGY

China Telecom is deploying the Cisco Aggregation Services Router 9000 Series in multiple regions of China to support its triple-play strategy. The routers are to be initially deployed in China's developed coastal regions, including Shanghai, Fujian, and Guangdong, in order to provide new converged services including IPTV and VPN for users.

INDONESIA

SONY CHANNELS ON INDONESIAN IPTV PLATFORM

Sony Pictures Television Networks' Asian arm has signed a deal that has seen four of its channels broadcast on Indonesia's first IPTV plat-

form. The female-focused Sony Entertainment Television network, which airs US-produced drama, reality and variety shows, joined the TelkomVision-owned TV platform Groovia, alongside Sony's One network, which made its Indonesian debut on the IPTV service. The other two Sony stations that will join Groovia are AXN and AXN Beyond, both available on TelkomVision's cable and DTH pay-TV platforms.

MALAYSIA

ASTRO LAUNCHES IPTV SERVICE

Pay-TV operator Astro All Asia Networks (ASTRO) launched an IPTV service in partnership with fibre-optic network operator Time dotCom. ASTRO plans to reach 167,000 high-rise residences by the end of 2011, expanding coverage from the 60 high-rise condominiums and 11,000 homes signed to the service prior to its launch. The service allows customers to watch numerous Astro channels in HD with PVR and VOD.

MONGOLIA

TURNER SIGNS IPTV DEAL IN MONGOLIA

Turner Broadcasting System Asia Pacific has launched a selection of its top channels in Mongolia, as part of an agreement with the country's first IPTV operator, Univision. The multi-year deal will see a mixed genre package of Turner's premium channels, CNN International, Cartoon Network, Boomerang and truTV, offered as part of Univision's triple-play service to its network

covering Ulaanbaatar and other major cities, using high-speed fibre-optic technology.

NEPAL

NT AND NTV TO LAUNCH IPTV IN NEPAL

Nepal Telecom (NT) and Nepal Television (NTV) are preparing to introduce IPTV in Nepal with the assistance of ITU. As per the preliminary discussion, NT will provide technical infrastructure, including optical fibre, while NTV will provide contents for IPTV. Subscribers of 3G service will also have access to IPTV from their handsets.

UNITED ARAB EMIRATES

ETISALAT, LG TIE-UP FOR IPTV SERVICE

Etisalat and LG entered into partnership for delivering content through LG's smart TVs using Etisalat's broadband service in UAE. As result of this alliance, Etisalat announced its VOD service, OnDemand and web based video service OnWeb which will be available to its fibre-connected residential customers on all of Smart TVs of LG. Etisalat has plans to connect entire UAE with fibre network by 2012.

WARNERTV ARRIVES IN EMIRATES

Warner Bros has launched its WarnerTV VOD service in Dubai and UAE. The company's branded services division has signed an agreement with Prodea Systems to launch the subscription VoD product on the NXT platform from Texas-based Prodea System. WarnerTV features series such as Friends, ER, Supernatural and Fringe, along with 120 feature films each year.

The New IPTV Standard



- OIPF provides the IPTV market with open end-2-end IPTV specifications
- OIPF includes most IPTV stakeholders
- OIPF stimulates a go-to-market drive from the IPTV industry

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France

Tel: +33 4 92 94 43 83
Fax: +33 4 92 38 52 90
Email: contact@oipf.tv
Website: www.oipf.tv

OCEANIA

AUSTRALIA

OPTUS TO LAUNCH IPTV SERVICE WITH FETCHTV

Optus is partnering with wholesale IPTV service provider, FetchTV to jointly develop a converged IPTV service that will be available over its fixed broadband network and on smart phones and tablet devices. The service is scheduled for launch in the 2H 2011, simultaneously to fixed network broadband and smart phone/tablet customers.

GOCONNECT AND NETBAY IN IPTV JOINT VENTURE

IPTV company GoConnect and Victoria-based ISP Netbay Internet have formed a 50-50 joint venture devoted to distributing Asian language IPTV programming. The arrangement has led to the creation of an equally-owned company, Asia IPTV, which will initially serve up Cantonese and Mandarin language programming. The content is currently being offered by Netbay through its own MyiTV IPTV service, under license from the Australian subsidiary of TVB.

FIJI

MAI TV SELECTS VISIONARY SOLUTIONS FOR IPTV SERVICE

Mai TV has successfully deployed encoders from Visionary Solutions to stream programming for the broadcaster's new 24-hour Web channel, Mai TV Live. Mai TV, which relies exclusively on IPTV technology to power its broadcasts, is one of two free-to-air networks in Fiji, and the company has created the online channel primarily to serve the thousands of Fijians living overseas. The Mai TV network features many local programmes and other popular content from around the world, such as Al Jazeera.

WORLD

WESTERN EUROPE LARGEST REGIONAL IPTV MARKET

According to the In-Stat global report on pay-TV subscribers, Western Europe leads the regional market of IPTV subscribers with nearly 17.5 million subscribers, wherein France has nearly 11 million, led by CanalSat-TPS of Vivendi, and Free of Iliad. AT&T has reached fourth largest IPTV operator position in the world in 2010 as compared to its sixth place at the end of 2009.

OVER-THE-TOP TV TO EXCEED IPTV IN 2013

Over-the-top TV viewers will outnumber IPTV viewers by 2013, thanks to the increasing popularity of Internet-connected devices to access video content and the availability of brands like BBC iPlayer and Netflix, according to new research from Informa Telecoms & Media. The report forecasts that by 2015 some 380 million people around the world will watch online video using a connected device like a TV, game console or set-top box. The figure is more than twice as big as the 163 million IPTV subscribers Informa forecasts for 2015. By 2015, the number of U.K. IPTV viewers will fall to 3.6 million while 27 million will watch online video, Informa said.

IPTV SUBSCRIPTIONS TO REACH 70 MILLION BY 2014

A market analysis by SNL Kagan shows that Western Europe will continue to lead the world in IPTV subscriptions, reaching 26.7 million households by 2014. China will become the second largest IPTV market, reaching 12.4 million subscribers by 2014 and pushing the U.S. into third place. Latin America and Eastern Europe will see subscriber increases at respective 114 and 24.4% between 2010 and 2014. IPTV video service revenues will grow from US\$ 12.9 billion in 2010 to US\$ 27 billion in 2014, equal to 11% of global pay-TV revenues. The top five operators accounted for 44.3% of the global IPTV subscriber base at year-end 2010.



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DVB-T

MPEG-2

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Croatia**
Denmark**
Finland**
France
French Guyana
Germany*
Greece*
Indonesia
Ireland
Italy**
Luxembourg
Morocco
Namibia
Netherlands
Sweden*/**
Switzerland
Tunisia
UK**

* some
DVB-T MPEG-4

** some DVB-T2

* some
DVB-T MPEG-2

** some DVB-T2

DVB-T

MPEG-4

Azerbaijan
Belarus*
Bulgaria
Burundi
Central African Republic
Colombia
Czech**
Estonia**
Ghana
Guinea
Hungary**
Iceland
India
Iran
Israel
Kenya**
Latvia
Lithuania
Macedonia
Malaysia
Mauritius
New Zealand
Nigeria
Norway
Panama
Poland
Portugal
Romania
Russia
Rwanda
Serbia**
Slovakia
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Vietnam
Zambia

ISDB-TB

Argentina
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Brazil
Costa Rica
Chile
Ecuador
Paraguay
Peru
Philippines
Uruguay
Venezuela

ISDB-T

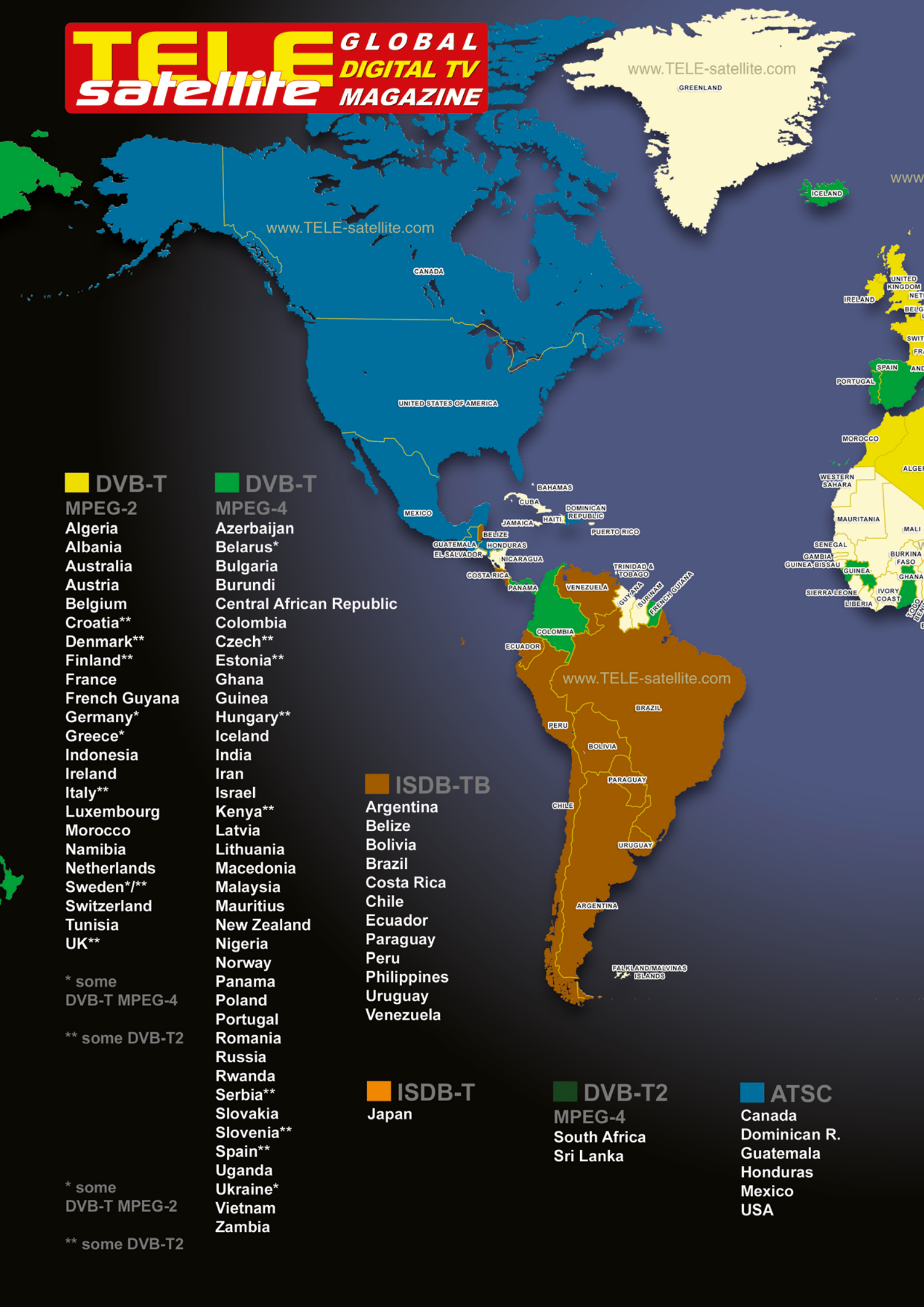
Japan

DVB-T2

MPEG-4
South Africa
Sri Lanka

ATSC

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Dominican R.
Guatemala
Honduras
Mexico
USA



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Digital Terrestrial Television of the World

Dominant System per Country

■ DMB-TH
China

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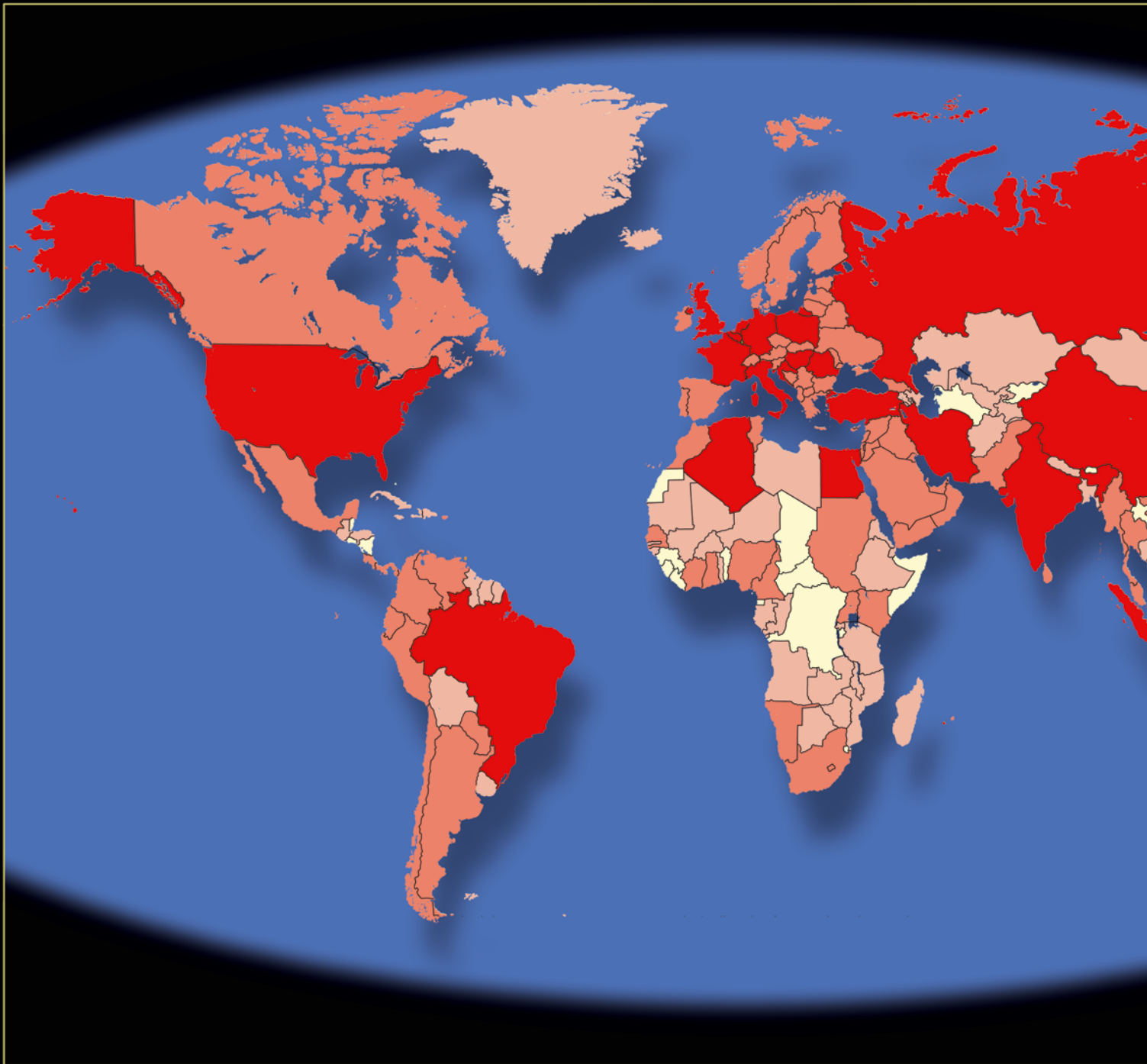
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Worldwide

Top 20 Countries > 5000 Readers

Germany	31142
USA	23759
Iran	19228
Italy	16422
UK	15088
Brazil	12029
Indonesia	11385
Romania	11362
Poland	10718
Netherlands	10626
Turkey	9729
Algeria	9361
China	9131
Hungary	8602
France	7751
Belgium	6325
Russia	6118
India	5520
Croatia	5405
Egypt	5060

Top 21 to 100 Countries > 205 - 5000 Readers

Bulgaria	4922
Greece	4738
Spain	4554
Canada	4508
Slovakia	4462
Czech Republic	4439
Ukraine	3979
Austria	3956
Saudi Arabia	3933
Morocco	3473
Sweden	3220
Pakistan	3082
Serbia	2990
Switzerland	2990
Norway	2829
Australia	2760
Iraq	2599
Portugal	2576
Tunisia	2553
South Africa	2277
Ireland	2231
Israel	2185
Aruba	2185
Malaysia	2185
Thailand	1817
Bosnia and Herzegovina	1794
Argentina	1495
South Korea	1426
Jordan	1334
Lebanon	1288
Denmark	1288
United Arab Emirates	1242
Chile	1219
Nigeria	1081
Sudan	1081
Philippines	966
Lithuania	966
Sri Lanka	943
Mexico	851
Macedonia	805
Finland	805
Syria	759
Kenya	690
Venezuela	690
Colombia	667
Japan	644
Yemen	598
Puerto Rico	552
Kuwait	529
Latvia	529
Cyprus	506
Montenegro	483
Vietnam	460
Oman	437
Ecuador	437
New Zealand	414
Estonia	391
Côte d'Ivoire	391
Moldova	391
Uganda	391
Senegal	391
Slovenia	391
Georgia	368
Qatar	345
Luxembourg	345
Hong Kong	322
Albania	322
Ghana	299
Peru	299
Mauritius	276
Myanmar	276
Paraguay	276
Namibia	253
Panama	253
Singapore	253
Cameroon	253
Belarus	230
Bahrain	207
Costa Rica	207
Palestine	207

Top 101 to 165 Countries < 205 Readers

Taiwan
Bolivia
Ethiopia
Guatemala
Dominican Republic
Trinidad and Tobago
Azerbaijan
Suriname
Brunei
Djibouti
Kazakhstan
Nepal
Afghanistan
Malawi
Iceland
Seychelles
Madagascar
Bangladesh
Zimbabwe
Comoros
French Guiana
Zambia
Rwanda
Burkina Faso
Tanzania
Guadeloupe
Gabon
Libya
Cambodia
Uruguay
Mali
Botswana
Mauritania
Guyana
Maldives
French Polynesia
Armenia
Martinique
Malta
New Caledonia
Netherlands Antilles
Congo
Gambia
Fiji
Honduras
Guernsey
Niger
Mozambique
Guinea-Bissau
Haiti
Greenland
Barbados
Jamaica
Uzbekistan
Réunion
Cuba
Togo
Turks and Caicos Islands
Eritrea
Angola
U.S. Virgin Islands
British Virgin Islands
Tajikistan
Papua New Guinea
Mongolia

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TELE-satellite Deadlines

Issue	TELE-satellite 08-09/2011	TELE-satellite 10-11/2011	TELE-satellite 12-01/2012
#	1109	1111	1201
Editorial Deadline	3 June 2011	5 August 2011	30 September 2011
Advertisement Deadline	10 June 2011	12 August 2011	7 October 2011
Hardcopies	15 July 2011	16 September 2011	18 November 2011
Online	5 August 2011	30 September 2011	2 December 2011

Digital TV Exhibitions

9 - 11 August 2011

ABTA 2011

São Paulo, Brasil

23 - 25 August 2011



Broadcast & Cable 2011

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and Services for Television
Engineering, Broadcasting and
Telecommunications*
Centro de Exposições Imigrantes,
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www.broadcastcable.com.br

2 - 7 September 2011

IFA 2011

Berlin, Germany

9 - 13 September 2011



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Hongkong, China

19 - 21 October 2011

EEBC 2011

Kiev, Ukraine

26 - 28 October 2011

CAPER 2011

*International Equipment & Services
Exhibition*

Centro Costa Salgero, Avenida
Costanera y Jerónimo Salguero,
Buenos Aires, Argentina

www.caper.org.ar

10 - 13 January 2012



2012 International CES

*Manufacturers, developers and
suppliers of consumer technology
hardware, content, technology
delivery systems and related
products and services*
Las Vegas Convention Center, Las
Vegas Nevada, USA
www.cesweb.org

7 - 9 February 2012



CSTB 2012

*Telecom operators, internet-
providers, cable operators, TV
broadcasters, content providers*
International Exhibition Center
„Crocus Expo“, Moscow, Russia
www.cstb.ru

28 February - 1 March 2012



CABSAT 2012

*Premier Broadcast & Satellite
Platform in the ME & North Africa*
Dubai International Convention and
Exhibition Centre, Dubai, UAE
www.cabsat.com

6 - 10 March 2012

CeBIT 2012

MesseGelände Hannover, Germany

21 - 23 March 2012



CCBN 2012

*China Content Broadcasting
Network Exhibition - largest
broadcasting technology and
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Beijing International Exhibition
Center, Beijing, China
www.ccbn.tv

21 - 23 March 2012

Convergence India 2012

New Delhi, India

March 2012

Satellite2012

Washington, USA



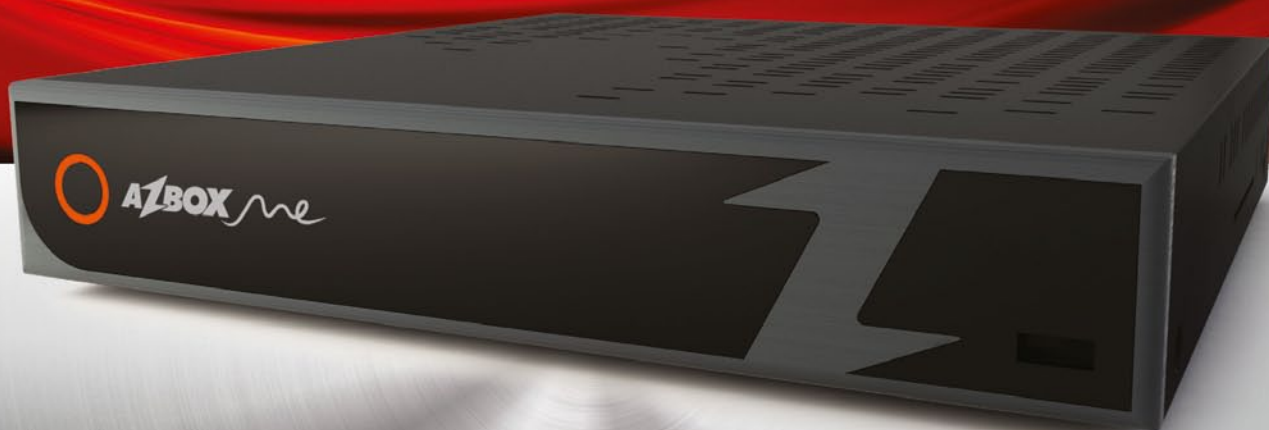
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