

PRESS RELEASE – September 5, 2012

TELESTE UBIQUE OTT SOLUTION SECURES REVENUES WITH VERIMATRIX

Comprehensive OTT solution with a strong focus on fast deployment and revenue security

TURKU, FINLAND – 6 September 2012 – Teleste, a leading technology and engineering service provider of broadband video and service platforms, has today announced its new Teleste Ubique OTT product providing complete turnkey solution for small and mid-sized cable TV operators to enter OTT service provision promptly and without excessive costs. Verimatrix, the specialist in securing and enhancing revenue for multi-screen digital TV services around the globe, has harnessed its Verimatrix Video Content Authority System (VCAS™) for Internet TV to provide Teleste Ubique with full support in securing operators' revenues.

Over-the-top video delivery (OTT) has taken the TV industry by storm. As content owners now have a direct connection to consumers, the role of cable operators is in jeopardy. OTT presents a huge challenge especially to small and mid-sized European cable operators, who may have high threshold in investing and building their own OTT services. Teleste Ubique is targeted to solve this challenge.

"We at Teleste have an extensive experience in cable TV industry and know the challenges our customers are facing. We were inspired by these challenges and wanted to smooth our customer's way to utilise a complete OTT service solution with pre-integrated revenue protection that is easier and faster to deploy than ever before. We believe Teleste Ubique is just the product to close the gap between small and mid-sized operators and access to professional OTT services," says Harri Pietilä, Director, Service management solutions, Teleste.

Teleste Ubique is a solution for cable operators to bring their services everywhere; to the customers' living rooms as well as their portable devices, wherever they are. As a complete pre-integrated platform with headend, transcoders, service management, content security and end-user applications it allows managing and delivering DVB, IPTV and OTT services and adding OTT to the service portfolio quickly and easily. In addition, differentiating service development is guaranteed by the platform's build-your-own possibilities and large feature support.

VCAS for Internet TV, powered by the multi-network VCAS platform, provides a complete digital TV security solution for OTT services over networks implementing HLS. Featuring multi-format support, VCAS for Internet TV secures OTT services to multiple screens and across multiple network types, including both broadcast (linear) and VoD delivery modes.

"We are pleased to cooperate with Teleste in bringing standards-based revenue security for OTT video services closer to operators' reach. Integration of VCAS content security platform into Teleste Ubique service management solution solves the revenue security for any device," states Steve Oetegenn, chief sales and marketing officer, Verimatrix.

Teleste Ubique will be showcased in Teleste's Booth 4.C72 / Hall 4 and on Verimatrix's Booth 4.B54 / Hall 4 at IBC 2012 Exhibition in Amsterdam, the Netherlands, 7-11 September. Visit for more information at http://www.teleste.com/about/events/ibc/ubique_ott_solution.

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Verimatrix specializes in securing and enhancing revenue for multi-screen digital TV services around the globe. The award-winning and independently audited Verimatrix Video Content Authority System (VCAS™) and ViewRight® solutions offer an innovative approach for cable, satellite, terrestrial and IPTV operators to cost-effectively extend their networks and enable new business models. As the recognized leader in software-based security solutions for premier service providers, Verimatrix has pioneered the 3-Dimensional Security approach that offers flexible layers of protection techniques to address evolving business needs and revenue threats. Maintaining close relationships with major studios, broadcasters, industry organizations, and its unmatched partner ecosystem enables Verimatrix to provide a unique perspective on digital TV business issues beyond content security as operators seek to deliver compelling new services. Verimatrix is an ISO 9001:2008 certified company. For more information, please visit www.verimatrix.com, our Pay TV Views blog and follow us at @verimatrixinc, Facebook and LinkedIn to join the conversation.

Teleste is an international technology group founded in 1954, which is specialised in broadband video and data communication systems and services. The group is active in two business segments, Video and Broadband Solutions and Network Services; in both fields, we are among the global leaders. Video is at the core of our business activities, with a focus on the processing, transmission and management of video and data for operators and public authorities who provide multiple video-related information, entertainment and security services to end-users. Video and Broadband Solutions business segment has the emphasis on product solutions for broadband access networks, video service platforms and video surveillance applications. Network Services segment deliver comprehensive network service solutions including new construction, rebuilding, upgrading, planning and maintenance services of cable networks. In 2011 the group's net sales totalled EUR 184 million and the group employed 1319 persons at the year-end. The company has approximately 30 offices world-wide and over 90% of Teleste's net sales are generated outside Finland. The company is listed on the NASDAQ OMX Helsinki Ltd. www.teleste.com for more information.