

## Deutsche Glasfaser select Media Excel encoders for expansion of IPTV services in Germany

IBC 2017, BOOTH #14.P05

**Austin TX, September 8, 2017** — Fiber-optics telecommunications company Deutsche Glasfaser is expanding its IPTV service offerings across Germany, with a particular focus on ensuring rural areas have access to best in class fiber-to-the-home (FttH) services. The company has chosen to include Media Excel encoders as an integral part of achieving these expansion plans.

Deutsche Glasfaser has since been successfully rolling out its FttH networks in Germany since the company's founding in 2011, quickly becoming a leading competitor in the market. Their offerings also include a full IPTV service — DGTV. DGTV currently provides a wide range of German and International (HD-)TV and Radio channels, as well as innovative functions such as the DGTV Go App, time shifting, cloud recording, replay TV and access to video-on-demand (VoD) libraries.

The technical experts at Garland, specialists in IP digital video solutions and an established value-added reseller of Media Excel, worked with the team at Deutsche Glasfaser, to bring the use of Media Excel's HERO encoders into their IPTV technical solution for expansion. The encoding platform offers a wide set of features in addition to excellent future proofing and superb local technical support. The Garland team provided technical support throughout the three-month testing phase designed to ensure a seamless customer experience on roll-out.

"HERO offers unique features that we knew could be of benefit to Deutsche Glasfaser in their expansion plans," says Lorna Garrett, Commercial Director at Garland. "One benefit is the ability to convert in real-time from DVBSubs to ISMT providing text-based player-switchable subtitles. Users can take advantage of an upgrade path to HEVC and SMPTE-2022 support. HERO's powerful management and redundancy systems, provides flexibility, density and high-quality transcoding."

"We're very pleased with the options the Media Excel encoders provide and the support we received from Garland," says Niels Jonkman, Business Manager at Deutsche Glasfaser. "Ultimately, this is about continuing to provide our customers with the best service, including quality and choice, that we can. We are pleased that we are able to maintain the high standard we have set."

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**About Deutsche Glasfaser**

The Deutsche Glasfaser group, headquartered in Borken (Northrhine-Westfalia) plans, builds and operates open, non-discriminatory end-to-end fiber-optical networks for private households and companies. Deutsche Glasfaser has pioneered state-of-the-art FTTH networks in rural areas through innovative planning and construction methods. As a private and strong investor, Deutsche Glasfaser is an independent and cooperative partner of the municipalities throughout Germany. Deutsche Glasfaser originates in the Dutch Reggeborgh Group. Since mid-2015, the company has been operating under the majority interest of the internationally active investor KKR. Around 1.5 billion euros of capital is available for further expansion with the provision of 1 million households and companies.

**About Garland**

Garland is an established UK company working with leading suppliers of digital video streaming and IPTV solutions to deliver professional, end-to-end systems for many applications, including Internet TV, mobile TV, IPTV, and broadcast services. The company focuses on meeting customers' system requirements, providing a full package of technical and commercial support with the best available products. Customers range in size and application, and Garland's strength is its flexibility in matching the right technology to client needs. For more information, visit Garland at [www.gpl-uk.co.uk](http://www.gpl-uk.co.uk)

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**About Media Excel**

Media Excel is the leading supplier of reliable software solutions for real-time multiscreen video delivery. Founded in 2000 and headquartered in Austin, Texas, the company has been the industry leader in the development of real-time video processing software to distribute video over IP networks. Solutions from Media Excel provide the reliability, scalability and performance required to deliver high quality video via appliance and cloud deployment models. Powering more than 350 million multiscreen subscribers worldwide, and with the #1 market share in multiscreen delivery for wireless carriers in North America, Media Excel assists Pay TV operators, content providers, broadcasters and telcos worldwide. To learn more, please visit [www.mediaexcel.com](http://www.mediaexcel.com)

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