

Media Excel and VUALTO Expand Strategic Partnership in Multiscreen Video Delivery with Regional Sales and Support Services

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Media Excel, a leading provider of multiscreen encoding solutions, and VUALTO, a prominent solution provider for video delivery & orchestration, expand their strategic partnership to include sales and support services for Media Excel's products in VUALTO's regions of operation.

The two companies have been collaborating closely for over 10 years already, as Media Excel's HERO Live and VOD encoding/transcoding product portfolio is tightly integrated within VUALTO's orchestration, video delivery and monitoring solution (VUALTO CONTROL HUB). The integration spans across all combinations of form factors (on premise, virtual and cloud) and video workflows (Live, VOD, Live2VOD, VOD2Live). Together the two companies have delivered several high-profile projects across EMEA, such European Parliament, Bowtie TV, VRT and many more.

"VUALTO's video expertise and focus on customer satisfaction fully align with Media Excel's core values", stated John Hotchkiss Media Excel's COO, "We are delighted to have VUALTO represent Media Excel's HERO product portfolio in order to ensure local sales and support coverage for our customers".

"Media Excel's product portfolio addresses a multitude of video encoding use cases, workflows and form factors in a seamless and unified way", said James Burt, VUALTO's CTO & Co-Founder. "We are very excited to partner with Media Excel to offer enhanced support and solutions to our mutual clients. Clients can expect a seamless service as we align with a like-minded partner, with enhanced video delivery at the heart of both of our ethos's".

This partnership enables UK and EU multiscreen operators and service providers to obtain timely access to expert consultation and 24x7 support for Media Excel's entire product portfolio. VUALTO is also able to coordinate demo units and training sessions for Media Excel's HERO Live and VOD encoding/transcoding solutions. Media Excel's teams in North America and Asia remain available and accessible for support or inquiry escalations as needed.

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About Media Excel

Media Excel has been the industry leader 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 400 million multiscreen subscribers worldwide, and with the largest market share in multiscreen encoding, Media Excel assists Pay TV operators, content providers, broadcasters and telcos worldwide.

To learn more, please visit www.mediaexcel.com.

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About VUALTO

VUALTO are experts in cloud-based OTT Video Delivery & Orchestration, developing streaming solutions on a global scale. With three key products, the VUALTO CONTROL HUB (VCH) video orchestration tool, CLIP2VU live & VOD video clipping & syndication tool, and VUDRM Digital Rights Management, VUALTO deliver an adaptable, scalable & intelligent video delivery solution, taking your content from camera, right through to your chosen users, on multi devices. Working globally, VUALTO develop video solutions for a host of industries to include: Broadcasters, Sports, Governments, Media & Entertainment, OTT Service Providers and Telecoms & Operators.

To learn more, please visit www.vualto.com.

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