Case Study/ Success Story
Media Company- TVx Malaysia

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Channel Editing/ Broadcasting & Media

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Business Development process

End user required a solution for their servers and editor for the channel editing. SI give a clear explanation on the solution and Silicon propose a solution for the Customer.

SI consult with Disty, Disty and SI propose the recommended solution to customer together?
SI consult with us, then they propose to their customer themselves.

Before SI contact with disty, did SI know ATEN KE69xx? If yes, how?
SI do not know KE69xx before they approach with Silicon. Until Silicon intro KE series of product to them and they were very satisfy with the feature.

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Story

Media Company- TVx is a Malaysian private, free-to-air television
channel owned and operated by the Media Prima Berhad,
a Malaysian conglomerate.
*Can we have more information about TV3? Like what's their main focus
programmes? http://extra.tonton.com.my/channel-home/tv3/ Online
free channel? http://www.tv3malaysia.net/2010/06/tv3-malaysia-
online-streaming.html Or the trend of Malaysia TV broadcasting.*

- All of the servers will located at the server room.
  4 operators will required to Control 2 servers, Main and backup.
*Edit what kind of programmes? All programmes for all channels? Or specific
programme, like soap operas or live sport games?*
*Edit all programs for all channels. They use to add in the sub-title, censor the
movies content, cut the programs or movies and slot in the advertisement
and ect.*

- 1 person will do the monitoring job.
  He or she will required to monitor all the servers including the servers
  of the 4 operators.

Customer Pains

- Customer need <u>dual view</u> extender KVM solution.
  Why dual view? Because of editing SW? Designers prefer to have this?
  Yes, because of the SW requirement. 2 monitor to view 1 complete view of the SW.

- They need high Video Quality
- <u>Real time video</u> while editing
  Why they need real-time? Because they need to edit live programmes? Like live sport games, edit the subtitle then broadcast?
  Yes, they received from Satellite, edit before the channel go live. All the job must finished in short period of time. Or just for real time checking the editing result? Yes use for checking the content after edited.

- Customer need Over IP solution with <u>Virtual Media</u> Function.
  What kind of virtual media they need to use? For 4 operators or manager of all of them?
  The 4 operators will not able to access the KN series of KVM. Manager will use for it only. Virtual Media could be in USB thumbdrive for data transfer.

ATEN Solutions

- KE6940T*8
- KE6940R*5
- CCKM*1
- CS682*1
- KA7175* 10
- KN1116V*1

- 1 unit KE6940R will able to select 2 servers, main and backup. Use user access right to control the server usage.
- 1 unit KE6940R will cascaded to CS682 so that the administrator can select to monitor either KE6940T or KN1116V contain.

Winning points

- KE6940 support remote login security so that the company can control the servers usage via user access right.
- KE6940 can support dual display for their application and also real time video display without lagging.
- KN1116V can support virtual media.

Why they need KN1116v virtual media feature?

The Manager might transfer the log of their editing programs for auditing purposes via thumb drive.

User Benefits

- Manage their servers in the server room and extend the console to the work desk so that the operator work desk will look clean and tidy.
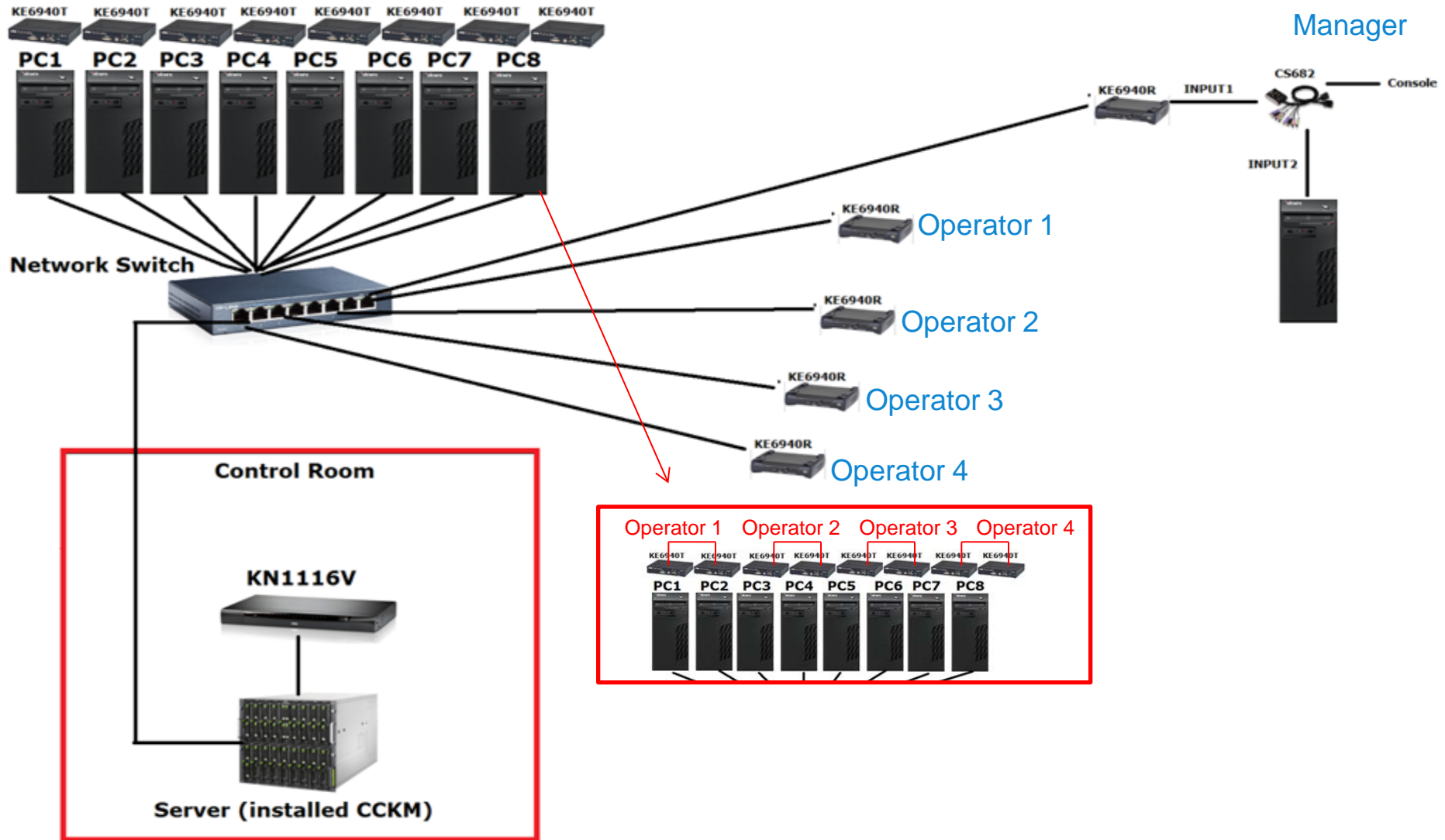
For both security control and need clean working area?
Yes, for clean working area and security purposes
so that the server room will be locked all the time.

- User access right help them to manage the user's servers usage (Main and backup) although all the servers have been centralize.

Diagram(Solution Architecture)

Scenario Detail

1. *How many servers connected with KN? If more than 1, what are these servers for?*

They do not provide more detail info for all this server. As what we knew is mail server, storage server to store the content after edited, log server, CCKM server and etc.

2. *1 operator can only access 2 PCs of 8? Or they can access any 2 of 8? Like below?*

1 operator can only access 2 fixed PC from the KE6940T with access right control. They cannot connect to some others PC that without authority. The beauty of this design is the 4 operators can access to the fixed 2 pc from any of the KE6940R receiver unit with their own user name and password.