



Existing Customer Unique Offer

UPGRADE, MOVE FORWARD, OFFER YOUR CUSTOMERS MORE

Dear Customer,

Thank you for being a loyal customer and early adopters of our technology. As with all technology there is always new improvements which are driven by our customers to help us provide them with products necessary to make them more effective and efficient. I would therefore like to offer you an upgrade on your old BMC and identify why this would be good timing to start planning for this: each offer will be specifically tailored for each customer to benefit in power, efficiency and enhanced tools.

Why upgrade now:

- 1.**
The BMC is now superseded by the latest technology, BML and MCL6000 series. This provides the power and resilience required by our customers today to keep up with a very competitive market to win business.
- 2.**
No end of life hardware which customers are experiencing today - Spares are all fully available for the NEW BML's.
- 3.**
The NEW MCL 6000's series offers a single platform flexible codec mix which helps the SD to HD migration. The new Seachange software MCL6000 series include some of the following abilities not available on your current system:
 - SD or HD codec packages are available for each MCL
 - Easy software upgrade from SD to HD (also simulcast SD/HD)
 - Pay only what you need when you need it
 - Multi format support principles for play back to back
 - New codec support: DV100 & MPEG2 Long GOP < 80Mb/s or I-frame < 150Mb/s
- 4.**
The New BML's and MCL's also allow you to use the following products available through Seachange to give you new possibilities:

SMG - MediaGateway (SMG) ingest station

The file ingest gateway that can provide you with:

- Automatically check video file compliance and ID registration in video server inventory
- Required when BMLe/ex integrates into a tapeless environment
- Verify the file format compatibility with MCL supported formats
- Creates automatically metadata files for SeaChange inventory
- Allows manual or automated file transfers between source and destination
- SMG Utility for manual transfers
- Hot folders monitoring
- Various source & destinations such as XDCAM, XDCAM-HD, NTFS, BMLe/ex, BMC
- MOV to MXF conversion
- Transcodes high res files to WM9, MPEG1 or MPEG4 low bitrate proxies
- Works in conjunction of SMM
- Keyframes generation



Existing Customer Unique Offer

UPGRADE, MOVE FORWARD, OFFER YOUR CUSTOMERS MORE

SMM - SeaChange Media Manager

An asset manager database that helps keep track of thousands of video files in SeaChange broadcast servers.

- Non intrusive consolidation of assets metadata from the play to Air servers.
- User friendly web based application
- Asset cataloguing
- Search
- Browse of metadata, low res proxy and keyframes
- Multi SeaChange servers support
- Automatic transcoding and keyframe generation by SMG in the back ground.

To experience this one off offer please contact me in the next 7 days to discuss and register your interest.

Best regards

Marcello Dellepiane
Vice President EMEA

SeaChange EMEA Group Europe Middle East & Africa
Via Dante 2-184 - 16121 Genova ITALY
Tel. +39010 5530177
Fax +39010 5709961
Mobile: +39335 6269422
e-mail: mdellep@schange.com
website: www.seachangeemea.com