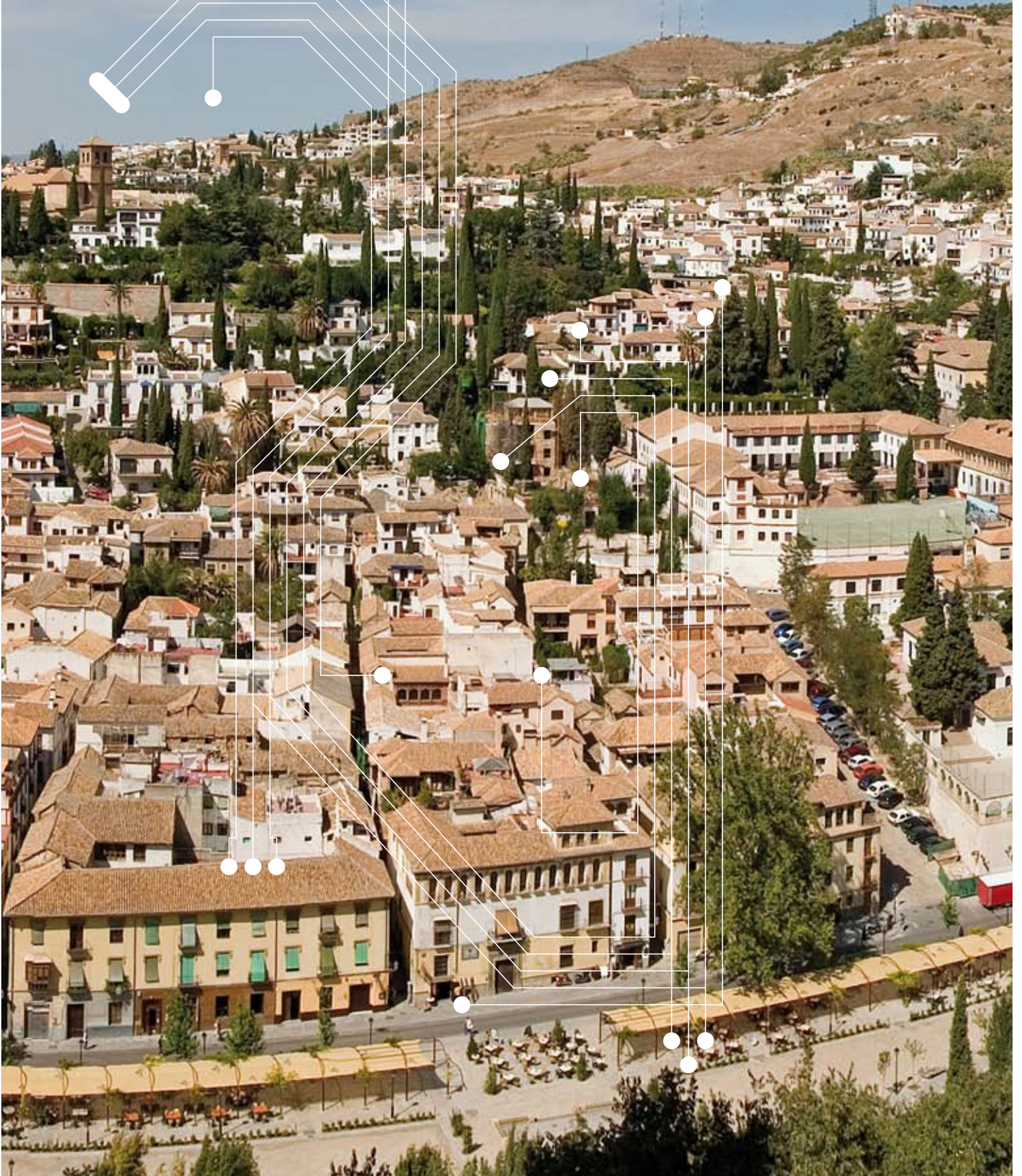


Luminato digital headend system to TM Digital

Digitalization of TV services due to changes in the national legislation in Spain, and the possibility to offer new services like IPTV in the future were the main reasons for TM Digital to update their headend system.



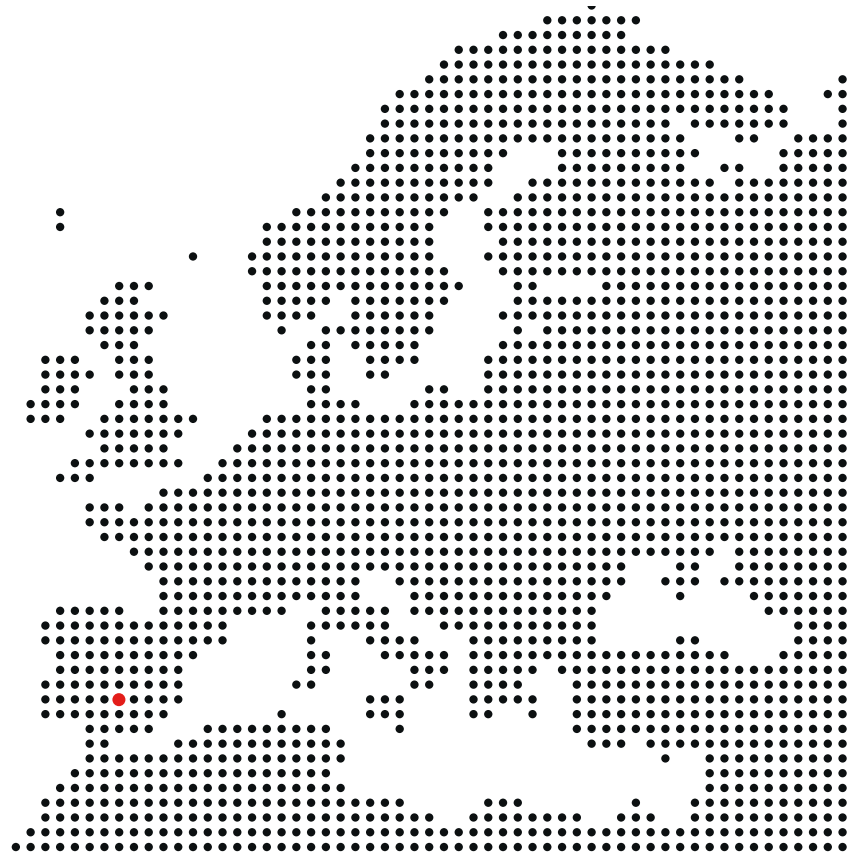


TM Digital

Having started their activities more than 20 years ago, in 1985, TM Digital has a long history in cable TV. At that time, there was no legislation about cable delivery services in Spain.

TM Digital started with TV services, including 12 TV channels and one local channel, which was locally produced. The concept was quite new and innovative service at that time as there were just two FTA TV channels in Spain.

TM Digital has now evolved to a triple play operator, providing Pay TV, Broadband access and telephony to their customers. The original network, with which they started the business, is located in the city centre of Granada. Granada is a historical city located in the south of Spain with 240.000 residents. TM Digital delivers their services to the city of Granada and to five other small villages close to Granada for their residential customers, as well as hotels in the city.



Transition in technology

TM digital started as an analogue cable TV operator and stayed in that technology domain for many years. But new technologies have emerged, customer demands have changed and even the legislation is changing. In April 2010, all the TV services in Spain must be digital.

This situation has two sides: while new investments (capital expenditure) are required, also new business opportunities will arise. With the analogue TV services, all the TV channels are to be included in a flat monthly fee. Now the mandatory investment to digital technology has also the possibility to increase business just by creating premium TV services.

Meeting the challenge

In order to successfully meet the challenge set by the technological evolution, TM Digital set the following requirements as mandatory for the new digital headend system and the provider:

- State of the art digital solution
- Possibility to create different premium TV channels and to control these
- The system must be easy to use
- Remote management and control
- Small footprint. The lowest possible power consumption.
- Strong local presence and support. Good references as a manufacturer of CATV solutions.



Teleste solution

Teleste Luminato was able to satisfy all the requirements and go even further than required. Its cutting edge technology with first class local service and business benefits was a perfect match to TM Digital needs.

As a result, Teleste Luminato caught the attention of the people in TM Digital straight from the beginning as it met their technology, service and commercial demands. Combined with the Teleste hosted CAS service, it definitely was a perfect solution for their needs.

Valued partnership

The TM Digital relationship with Teleste started in 2005. The first deliveries were amplifiers improving their HFC network while perfectly satisfying customer requirements. Since those days, each new purchase or technical consultation was ordered from Teleste as the preferred provider due to seamless co-operation between the companies.

Local service

Local Teleste presence was a fundamental requirement. It was seen as highly important to have a high class local service and close contact to a provider. TM Digital was looking for companies with the best solutions and correct prices. In addition to the Luminato technology and commercial competence, they also highly regarded Teleste's excellent local presence and references in supplying digital headends and services.

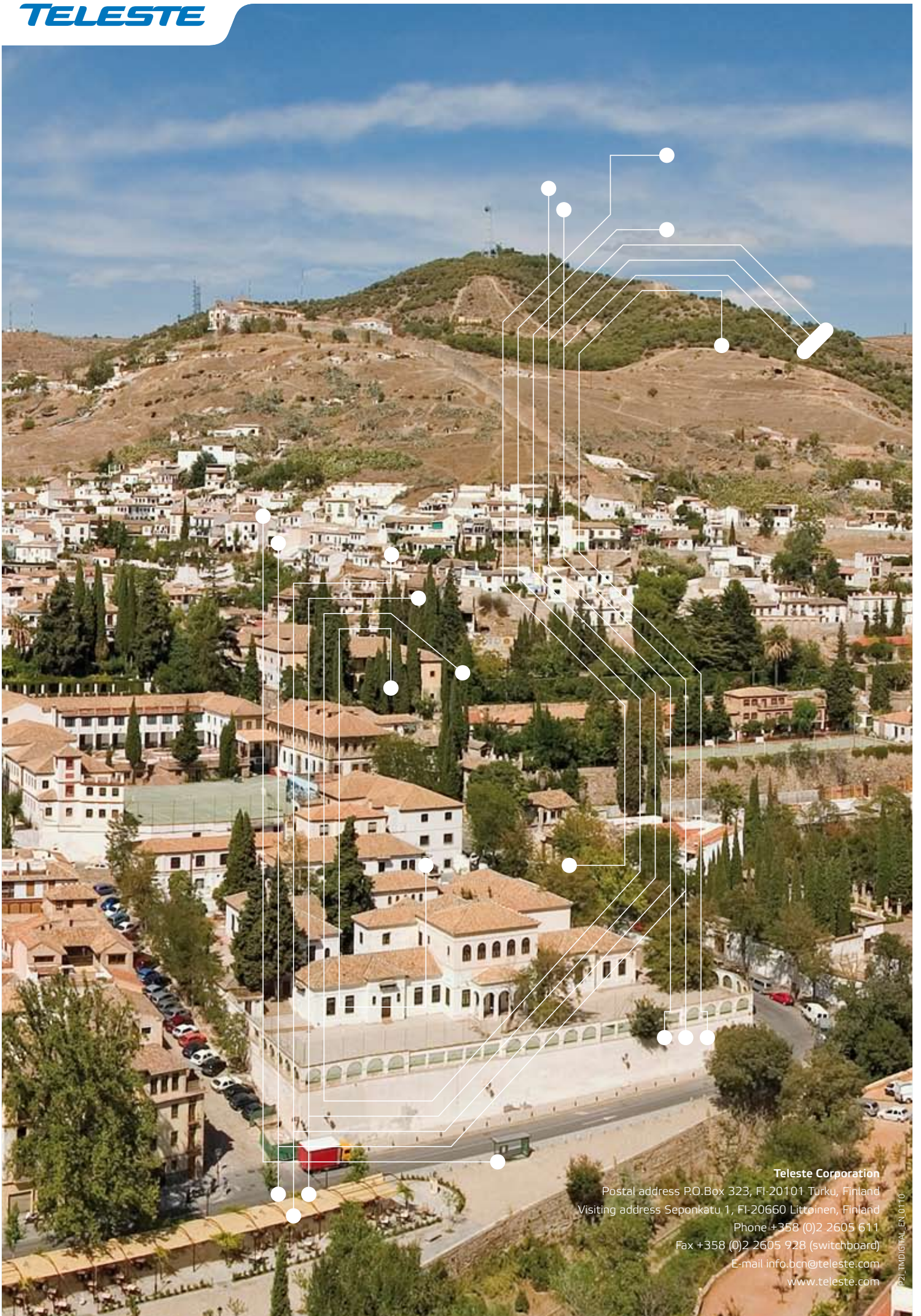
Simple management

Currently, TM Digital has Luminatos installed both on the main headend as well as on three regional headends. TV services are received at the main headend from satellites utilizing legacy receivers and terrestrial sources and then delivered via IP to remote headends where the services are QAM modulated for broadcasting. All this is done within Luminato, which greatly simplifies the management.

Mr. Antonio Fuentes, CEO and main shareholder of TM Digital, says:

"Teleste is the best partner we have ever had. They know how this business is, how to do the process of digitalization, and what the difficulties are. They have supported our migration to digital in an excellent way."

Our decision to buy Luminato, together with the CAS services provided by Teleste, allows us to be on the same level with other, much bigger operators, in the way that we can fight against them".



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