



## **RGB Networks Taps Incospec Communications to Resell its TV Everywhere Solutions to Canadian Video Service Providers**

*Worldwide Demand for RGB's Multi-screen Solutions Continues to Grow*

**SUNNYVALE, CALIF. – June 13, 2011** – RGB Networks, the leader in high-capacity multi-screen video delivery solutions, has enlisted Incospec Communications, a leading Canadian value-added reseller and systems integrator, to resell RGB's complete line of video processing solutions to video service providers in Quebec and Eastern Canada.

"RGB Networks' proven products have been widely deployed in Canada for years, but interest is only growing as cable operators, telecom carriers and other video service providers strive to offer both live and on-demand programming across TVs, PCs, tablets and mobile phones," said Mario Sebastiani, President and founder of Incospec. "The unmatched video stream processing density, advanced transcoding capabilities and outstanding reliability of RGB's products make them ideal for video service providers as they move from small-scale trials to offering TV Everywhere services to all their subscribers. We are proud to represent this cutting-edge company."

"For more than 30 years Incospec has been a trusted provider of MPEG video compression and broadcast technology to Canada's video service providers—their sterling reputation and deep understanding of technology make them an ideal partner to expand the distribution of our TV Everywhere solutions to Canadian broadcasters and IPTV providers," said Lou Mastrocola, RGB's Vice President of Americas Sales. "The demand for our unique multi-screen solution is growing as operators prioritize the delivery of high-quality video to PCs, tablets and other mobile devices—in addition to TVs—and we look forward to working with the Incospec team to continue this growth."

One of the keys to delivering a commercial-grade TV Everywhere service that offers both live and on-demand programming is the real-time transcoding of video content into thousands of individual video streams optimized for any device, ranging from a large screen HDTV, down to the smallest smartphone. Accomplishing this in an easily scalable and cost-effective manner, and with the best video quality, is precisely what RGB has focused on in the development of its comprehensive multi-screen solutions.

### **About RGB Networks' TV Everywhere Solutions**

RGB's TV Everywhere solutions includes its award-winning [Video Multiprocessing Gateway \(VMG™\)](#), the industry's highest capacity transcoder, capable of simultaneously transcoding 400+ MPEG-2 and MPEG-4/H.264 video streams into the growing number of formats required to serve an ever-expanding array of end user devices. The VMG utilizes a truly carrier-class chassis with extensive redundancy features to ensure reliable operation at all times.

Complementing the VMG is RGB's [TransAct Packager](#), an advanced adaptive streaming solution that ingests MPEG-4/H.264 video programs and outputs multiple versions of each

program encoded at different bit rates which are then packaged in the Apple HTTP Live Streaming, Microsoft Smooth Streaming and Adobe HTTP Dynamic Streaming formats.

Working together, the TransAct Packager and the VMG comprise the industry's most complete, flexible and highly scalable solution for delivering live and on-demand video to PCs, tablets, mobile devices and set-top boxes.

### **About Incospec Communications**

Incospec has been providing leading-edge solutions for the distribution of content for broadcast TV, radio, cable TV, satcom/TVRO, MMDS, telco, educational, business and government agencies for the past 33 years and they have been doing this with pride, integrity and commitment. Their experienced team offers innovative and best-of-breed solutions for the new challenges of HDTV, IPTV, file workflows, H.264, MPEG and IPTV test equipment, PSIP, 3DTV, multiplatform distribution including mobile TV and much more.

For more information visit: [www.incospec.com](http://www.incospec.com)

### **About RGB Networks**

RGB Networks enables video service providers to migrate to a [multi-screen](#) environment for the delivery of linear and on-demand video over managed and unmanaged IP networks. Wide adoption of the company's solutions is based on core strengths in transcoding, advertising and overlay insertion, and statistical multiplexing. RGB's solutions for video delivery to TVs, desktop and mobile devices are built to deliver the highest video quality at the best price-performance on the market—they uniquely offer the density and scalability required to support the growing demands of consumers with integrated functionality that simplifies operators' network architectures and minimizes operational costs. RGB's products are deployed by over 200 cable, telco, satellite, OTT and mobile operators in 30+ countries. Venture capital firms Accel Partners, Comcast Interactive, Focus Ventures, Granite Ventures, Institutional Venture Partners, Kleiner Perkins Caufield and Byers, and Mitsui & Co. Venture Partners have invested \$63 million in the company. RGB is a private, profitable company based in Sunnyvale, California with offices around the world. For more information, please visit [www.rgbnetworks.com](http://www.rgbnetworks.com).

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#### RGB press contacts, Americas:

John Giddings  
Mobility Public Relations  
(650) 245-2782  
[rgb@mobilitypr.com](mailto:rgb@mobilitypr.com)

#### RGB investor contact:

Catlin Walker  
RGB Networks  
(408) 701-2734  
[cwalker@rgbnetworks.com](mailto:cwalker@rgbnetworks.com)