



UNIFIED VIDEO TECHNOLOGIES
MULTI-INGEST TO MULTI-DELIVERY EXPERTS

UNIFIED VIDEO TECHNOLOGIES STRENGTHENS GLOBAL COMMERCIAL TEAM

VP, Sales and Business Development and Client Solution Advisors to lead customer migration to Digital TV, OTT and next-generation IPTV workflows

Miami, Florida – April 30, 2013 -- Unified Video Technologies (UNIV), specialists in developing, integrating and operating complete high-performance media and broadcast ecosystems for broadcasters and enterprises, announces a series of new appointments that strengthens the commercial foundation of the company several months into its launch.

Edgar Moyano, VP of Sales and Business Development, is one of several broadcast and media industry veterans to join the UNIV team. Edgar will focus on enhancing UNIV's position as a top provider of comprehensive IPTV and OTT solutions for entertainment and media companies throughout the Americas. An expert in video delivery technologies and cloud services, Edgar previously held senior sales and business development positions at Alcatel-Lucent and worked with product development engineers and tier one customers to define new technologies and solutions.

UNIV is also pleased to announce that Lenzel Davis, Alex Cantos and Saad Jerri have joined the company as Client Solutions Advisors. A 25-year veteran of the Disney/ABC television network, Lenzel, whose focus is US Key Accounts, brings keen insight into networks' needs and how solutions can be tailored to meet them.

Alex Cantos, Client Solutions Advisor for Station Groups and Independent Media Companies, has been active in interactive TV and advertising for almost a decade. Having worked directly with more than 200 US broadcasters over the past three years, he brings extensive industry experience, knowledge and deep understanding of the business and technical challenges facing US TV stations today.

Saad Jerri is passionate about improving the performance and efficiency of broadcasters and entertainment companies in the international arena through innovative technologies. He brings 30 years of experience as an engineer, technology consultant, and broadcast solution developer with domestic and international corporate entities to his UNIV Client Solutions Advisor position, which focuses on English-Speaking Caribbean and Latin America regions. His previous experience crosses several continents, covering North and South America, Europe and the Middle East.

"UNIV is thrilled to welcome these proven leaders to the UNIV global commercial team," said Ariel Matzkin, UNIV CTO. "Each of these individuals brings to the company valuable knowledge, capabilities and experience that enables them to effectively guide customers in their migration to OTT solutions and



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next-generation workflows. With these new additions, UNIV's commercial team is strong and ready to work with customers to implement affordable systems that power high-demand, value-added video service offerings."

Unified Video Technologies (UNIV) provides complete high-performance workflows that seamlessly perform all media processing, delivery and management tasks, from ingest to distribution and rights management. Through close consultation and collaboration with its customers, UNIV empowers enterprises and broadcasters to leverage media to advance their business goals, and applies creativity and know-how to design ideal solutions. The visionary UNIV approach is based on integrating software in the video ecosystem to optimize video quality and performance while minimizing operating costs. UNIV provides a range of software-as-a-service, platform-as-a-service and on-premise software solutions that enable customers to fully exploit the capabilities of their media and broadcast technology. **Visit the company's website at www.univtec.com**

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