Press release

Wednesday the 27th of May

German based CAS and DRM vendor Panaccess Systems GmbH recruits Jesper Stål as Senior VP Sales.

After bringing the Swedish CAS and SMS company CryptoGuard to the international market with worldwide representation, the former Sales Director, Jesper Stål, joins the German based CAS and DRM vendor Panaccess Systems GmbH.

In just a few years Panaccess has become one of the fastest growing companies on the CAS, DRM, SMS and content distribution market worldwide. Now they are moving their positions forward further with engaging the former CryptoGuard Sales Director.

"When we heard that Jesper had left CryptoGuard we moved fast and approached him directly. We have seen what he has done for CryptoGuard, taking them from being a local Swedish vendor to becoming a well-known and highly visible actor on the international CAS market" says Roland Schlichting, CEO of Panaccess.

Roland continues "Panaccess has spent the last years building the offer and technical platform and it is now time to make some substantial marketing activities and reach higher volumes across the globe. We already have over 150 installations in more than 40 Countries so I am convinced we have a good position to take big market shares fast and we are happy to have Jesper on board to take charge of this development.

Decided to leave the CAS business

After 4 years taking CryptoGuard global and almost 10 years in the TV distribution business Jesper Stål had decided to leave the business to do something completely different.

"I had started up my old sales and marketing company and already had a couple of customers who wanted my help to internationalise their business" Jesper comments and continues

"But when you get offers like the one I got from Panaccess you just can't say no. It is a once in a lifetime opportunity! I have always been envious of the Panaccess position and product portfolio. They can deliver a complete turn-key solution or just customised parts of the highest quality. We have everything the customer need, CAS, SMS, DRM, content distribution, HW and even content. Panaccess is approved by all big content providers around the world, has a really god rating from Farncombe and big echo system of partners. I am also astonished by the Panaccess support and delivery organisation that is better than anything I have seen before and this is essential if you want to have lasting success in this business. I think the combination of the low TCO (Total Cost of Ownership) and the ability to deliver fast and accurate will be the key factor for the Panaccess positive development over the next years".

Panaccess

Panaccess is a global vendor for conditional access, subscriber management and content distribution solutions. The products allow a flexible deployment in any kind of DVB o IP based TV network, such as DVB-C/T/S or IPTV. Network sizes vary from small closed hospitality networks to big cable or satellite operators. Panaccess is also very strong in IPTV, offering advanced security for over-the-top TV services and middleware based set top boxes, phones, tablets and PCs.

Panaccess has more than 150 installations in over 40 countries worldwide. The head quarter is in Munich, Germany and there are Panaccess offices in India, Brazil, Argentine and Sweden. Beside this there are Panaccess distributors in over 15 countries all over the world.

Panaccess can offer a complete turnkey solution or a customised platform to suit any need that an operator or broadcaster might have.

You can access our company presentation here:
http://www.panaccess.com/public/resources/cp_pr_en.pdf

An overview of products can be found here:
http://www.panaccess.com/public/resources/brochure_hd.pdf

The basic system architecture description is available here:
http://www.panaccess.com/doc/basic_architecture.pdf

For Mobile TV, Catchup TV and VOD here:
http://www.panaccess.com/doc/Over-The-Top.pdf

We are able to deliver a complete headend including CAS, Monitoring, Apple APP, Android APP, CDN system, Encryption, VOD, Catchup TV, OTT Encoder, EPG, Subscriber Management, Web shop, Credit Card interfaces and Billing System. We have installed a complete solution like this last year for our DTH client Satelio (www.satelio.com) and we do the complete operation of the system for this client.

More information

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