



### Shared media access from ingest to delivery

- Streamline workflow processes for faster completion of projects
- Fast, efficient file transfer between workstations & storage devices
- Seamless access to Apple's Xsan networked storage devices
- Convert a single file for sharing across multiple platforms
- Consolidate multiple storage devices into a single shared storage pool
- Proven interoperability between Teletream's FlipFactory and Quantum's StorNext

#### ***A Complimentary Workflow Solution: StorNext and FlipFactory***

Conventional networks and storage, like Network Attached Storage (NAS), are not designed to share large media files in an efficient and timely manner. These types of networks and storage devices are primarily designed for small file transactions like database records and emails. As a result, using these devices in studios, post-production houses and broadcast facilities means compromising network performance, human resources and time-to-market. StorNext and FlipFactory combine to provide a seamless solution for transcoding your media assets and sharing them across multiple applications.

#### ***Proven Success: StorNext and FlipFactory***

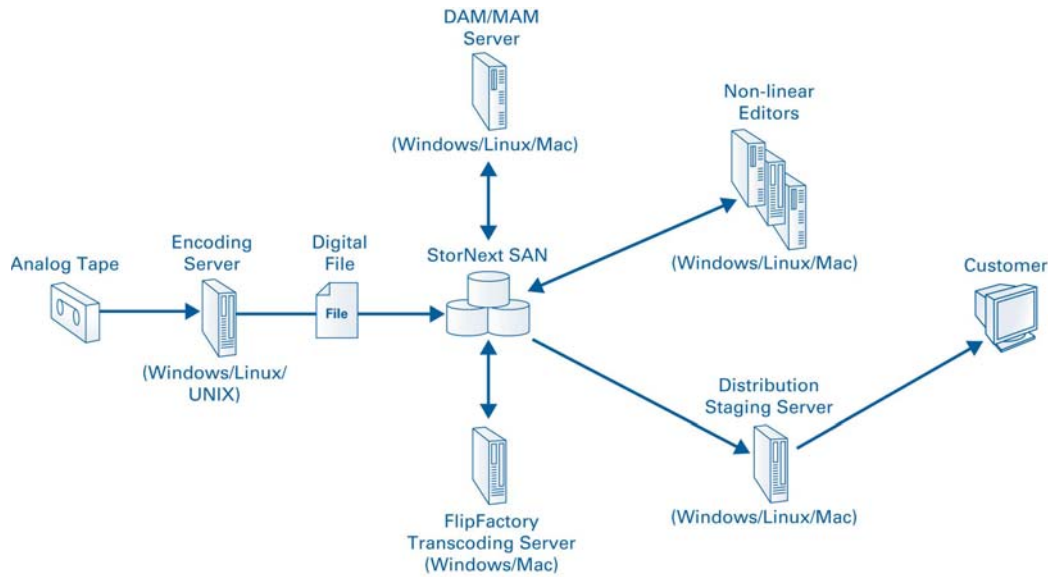
No matter what applications drive your workflow, Teletream and Quantum have the solutions to support a wide range of video and audio formats in a shared storage pool environment. FlipFactory automatically creates a wide range of professional digital media formats that are all natively supported by StorNext. In addition to Teletream's extensive qualification of StorNext, a number of entertainment customers have proven that StorNext and FlipFactory work seamlessly together. CNN, E! Entertainment, Lifetime TV, Technicolor and Warner Brothers are just a few of the market leaders who have benefited from the combined solution.

#### ***Combined Strengths***

StorNext provides a flexible repository for raw files being sent to FlipFactory for transcoding and distribution, as well as to house converted files exiting FlipFactory for distribution. For digital assets that require extended retention times or increased protection, StorNext SM automatically places files on less expensive and longer lasting storage medium (disk and/or tape).

Interoperability between FlipFactory and StorNext is seamless and easy to implement without requiring any special coding or complex integration. FlipFactory simply sees the StorNext filesystem as a native Windows volume with all file structures and native protections retained. Accessing Apple XSan environments from FlipFactory requires StorNext FX running on the FlipFactory Windows server.

Any single file within StorNext can be natively accessed by Windows, MAC, Linux and UNIX based applications without modifications to the application. The high performance file system protects workflows from downtime by sharing media processing across multiple workflow servers. If any given server is unavailable, the next available server continues the job to completion.



**The combination of FlipFactory and StorNext SAN file system creates a powerful platform for enhancing workflow efficiency and performance. The example diagram above depicts a common broadcast workflow environment.**

- Analog video assets are encoded, cataloged and stored in StorNext
- Digital video assets are transcoded into the required file formats by FlipFactory
- Upon completion of an application, the media asset file is available for additional transcoding by other applications or for distribution
- StorNext FX provides native access to Apple Xsan (replacing StorNext filesystem in the above diagram)

**About Quantum and its products**

Designed for media and entertainment companies, StorNext streamlines workflow processes and enables faster completion of projects. Using StorNext, applications running on different operating systems (Windows, Linux, UNIX, and Mac OS X) can simultaneously access and modify files on a common SAN storage pool. This centralized storage solution eliminates slow file transfers between workstations and dramatically reduces delays caused by single client failures.

StorNext also includes optional archive functionality to reduce the cost of long term data retention, without sacrificing accessibility. Using Quantum's iMover technology, StorNext SM transparently migrates digital assets to a secondary storage tier of disk or tape. This enables customers to store more files at a lower cost without having to reconfigure applications to retrieve data from multiple locations. StorNext also performs a variety of data protection services to guarantee that data is safeguarded both onsite and offsite.

StorNext FX enables greater consolidation of workflow processes in Xsan environments to save time and increase productivity. StorNext FX acts as a gateway for high speed data sharing, linking applications running on different operating systems (Windows, Linux, UNIX) to an Xsan storage

environment. With StorNext FX, applications running on almost any platforms can share data stored on cost-effective Xserve RAID.

**About Telestream and its products**

Telestream products have set the standard with the world's leading media and entertainment companies, corporations, and government institutions for the encoding, organizing, and delivery of digital media. Customers rely on Telestream products for convenient, cost-effective, and robust digital media access and exchange across data networks. The company's core workgroup and enterprise solutions and newer Flip4Mac tools streamline digital media workflows for content owners, creators, and distributors in any industry segment.

FlipFactory is flexible, scalable, server-based workflow automation software that provides unparalleled file transfer support for the wide range of systems and format variants found in today's broadcast and entertainment environments. FlipFactory seamlessly integrates with all the leading professional systems to enable digital video/audio ingest, metadata extraction, transcoding between formats, delivery of extracted metadata, and distribution of media to destination systems in the formats required by each. Telestream supports direct Ethernet connectivity from FlipFactory to StorNext and FibreChannel connectivity to an Apple Xsan through the StorNext FX card.