

VISION

The customer newsletter from
Crystal Vision

WELCOME to the June issue of our "Vision On" newsletter.

In this edition you can read about the major upgrade of our VisionPanel control panel – mainly designed to improve the operation of our increasingly popular Safire 3 chroma keyer in a live situation, but also improving the operation of all of our boards.

Our IP development is progressing well, and you can find out what NAB visitors thought about our unique approach.

We've also been increasing our global sales coverage, with the appointment of two new US reps (covering 26 states in the central and southeast regions) as well as a new distributor for Israel.

MAJOR UPGRADE FOR VISIONPANEL

JUNE sees a major upgrade to our VisionPanel universal control panel, which improves the operation of the Safire 3 chroma keyer in a live situation as well as the general operation of all our boards. So what's new?

The response of the touch screen has been improved, while the size of the Home button on the touch screen has been increased to make it easier to press. The drop down menus on the touch screen have been replaced with a 'radio group' style control – something requested by expert frequent users. This allows faster operation; it used to take two steps to select something, now it takes just one. When you are within a menu on the touch screen, tabs for all the other menus within that menu group are now displayed. This again helps the faster operation as you no longer need to go via the home screen each time you want to change menus.

There is a major change to the knobs, with coarse and fine adjustment swapped around for easier operation. Turning the knobs now defaults to the more commonly-used faster speed adjustment. (Previously you had to hold them down and turn.) To get the finer slow speed adjustment you now hold down the Shift hard button and turn the knob. There is

also now a useful cal function: pressing down on the knob defaults the value of the slider you are adjusting.

The hard button for the card you are currently controlling is now lit bright, with other available cards dim. It's also now more obvious which hard button you need to press to select a particular board; the board list on the touch screen just used to show the board name but now additionally shows C1, C2, C3, C4, C5, C6, C7 or C8 to identify the relevant button.

The hard buttons located on the right hand side of the panel have been reassigned to help chroma keyer users. There is now a chroma key on/off toggle, accessed by holding down the Shift button. The chroma keyer Gain and Spill menu can

now be quickly accessed on a hard button; by holding down Shift this button also displays the Key Status menu.

To get the new features you will need to install VisionPanel software v1.6 and (to get the new cal feature) Indigo frame software v5.7 – while chroma keyer users will need software version 1.9 for Safire 3 or Safire 3 Xpress. Contact support@crystalvision.tv to get the latest software.



Getting IP Right

OUR US Product Manager Chris McLendon reflects on the NAB reaction to our IP products...

“ Each year, NAB is one of the most important events in our industry. From a Product Management standpoint, it has the added weight of a litmus test for new products and technologies that we have been toiling over for months. When we begin a new phase of development, we dive into standards, research, ask questions of customers, read more standards, do more research, and ask more questions. At some point, you have to put your head down and get to writing specifications and developing the technology.

NAB is one time that you find out what you have gotten right and what you haven't. The 2017 show was a huge success for Crystal Vision. We have gotten it right. We received a huge amount of positive feedback on our forthcoming IP gateway products and the new technology and platform that we have developed for our products moving forward. At the show we talked with many existing and new customers about real projects, discussed real applications and shared real solutions.

For example, our IP-IP-VF product fits into many applications and solves many real world problems. We had several discussions

about the need for a demarcation line between "outside" assets and the "inside" data networks. The IP-IP-VF product provides NAT capabilities, sorts out unicast and multicast requirements and synchronises signals. While doing this, it brings the added features of signal integrity status, signal alarm and clean switching capabilities.

All of our IP products are built on a newly-developed hardware platform that does the bulk of the signal processing in software. There are many advantages to this approach – from quicker, more agile development to much improved processing power. Our conversations at the show reinforced our belief that this is the correct direction moving forward.

Finally, NAB showed us that video over IP is real and it's here. Many of our broadcasters, while still working primarily with SDI, are beginning to design IP infrastructures. There are still more questions than answers, but it was incredibly rewarding to be part of the solutions. Crystal Vision is dedicated to getting IP right. We started many months ago by gathering information, putting our heads down and working hard at building our IP products from the ground up. NAB allowed us a moment to look up and feel that we have gotten it right. It's an exciting time for our industry. ”

Three datasheets are now available for the SDI6-IP-VF and IP-SDI6-VF IP gateways and the IP-IP-VF IP to IP translator – e-mail news@crystalvision.tv to request a copy.

JUNE 2017

ISRAEL DISTRIBUTOR APPOINTED

ARAN ELECTRONICS is the new Crystal Vision distributor for Israel.

Founded in 1969 and with 20 employees based in Givataim, Aran Electronics is one of Israel's leading companies in designing, developing, marketing and supplying hi-tech integrated professional systems in the broadcast video, digital RF transmission, security and communications fields. Crystal Vision wanted to develop this geographical area and Aran's experience made the company an obvious choice. Aran was keen to work with Crystal Vision due to the expertise of the people and the quality of the products.

Customers based in Israel should contact Eitan Beckenstein on 3 572 3000 or eitan@aran.tv.



WHO'S BUYING WHAT...?



Here are just a handful of the orders we've received in the last few months...

AUSTRIA

- National broadcaster ORF has bought 3GDA105N and VDA110M HD video distribution amplifiers, installed in one of its regional studios by BFE Studio.

CHINA

- Systems integrator Hangzhou HD Technology is installing down converters, video DAs, black generators and embedders/de-embedders for Taizhou Meteorological Bureau and Hangzhou Culture Radio and Television Group.

GERMANY

- Technical services company afm Medientechnik has bought 3GDA105N digital video distribution amplifiers from distributor SHM Broadcast.

ITALY

- National public broadcaster RAI has ordered Vision 3 frames containing ten TANDEM10-VF audio embedders/de-embedders from distributor Broadcast Digital Service.

MALAYSIA

- Broadcaster TV3 has purchased a Safire 3 chroma keyer from distributor Tegas Broadcast.
- The Royal Sabah Turf Club horse racing venue has bought a VDA110M HD analogue video distribution amplifier from distributor Tegas Broadcast.

SRI LANKA

- Broadcast graphics company Vizrt has supplied broadcaster EBC TV with a Safire 3 chroma keyer along with ViViD 3G video delays and an ADP 310 audio delay and processor.

UK

- Systems integrator VSC Design is installing 103 boards for the 20/20 project at BBC Broadcasting House, including Up-Down 3G up and down converters, SYNNER 310 synchronisers, Safe Switch 3G fail-safe switches, CoCo 3G colour correctors, TANDEM 310 and TANDEM 320 embedders/de-embedders and FTX-L 3G fibre transmitters – as well as video and audio DAs and converters.
- BBC Studioworks used two Safire 3 chroma keyers, 32 video delays and 28 up and down converters, as well as digital and analogue video DAs, for its coverage of the UK General Election.
- Hitachi has ordered Vision 3 frames filled with SYNNER-VF synchronisers, 3GDA-VF and VDA-VF video DAs, AADA-VF and DADA-VF audio DAs and TANDEM10-VF embedders/de-embedders for broadcaster ITV's OB vehicle.
- Systems integrator dB Broadcast has installed 31 boards at BBC Elstree, including FTX-L 3G and FRX 3G fibre transmitters and receivers, 3GDA204R dual digital video DAs and TANDEM 310 embedders/de-embedders.
- Broadcaster BBC Scotland has bought Up-Down-A 3G up and down converters along with 3GDA105C and VDA110M HD video distribution amplifiers, supplied by dealer CVP.
- Systems integrator dB Broadcast has supplied BBC Taunton with a Safire 3 Xpress chroma keyer along with a TANDEM 310 embedder/de-embedder and VDA110R HD and AADA416FM distribution amplifiers.
- Media company Global has purchased 12 AADA416FM analogue audio distribution amplifiers.
- Systems integrator IPE has bought AADA416FM analogue audio DAs and AADA-STM-1 stereo to mono DAs for the BBC's Virtual Local Radio (ViLoR) project.
- Systems integrator dB Broadcast has installed Q-Down-AG 3G down converters, TANDEM 320 dual audio embedders/de-embedders and 3GDA105R digital video DAs at the Scottish Parliament.

USA

- Research centre The Johns Hopkins University Applied Physics Laboratory has bought EMDEC-200 embedding decoders from dealer Human Circuit.

CRYSTAL VISION EXPANDS US SALES FORCE

CRYSTAL VISION is delighted to announce that it has established two new manufacturer's reps in the USA, working closely with Crystal Vision's US Product Manager Chris McLendon. As the industry moves in new directions, such as IP and 4K, reaching out and informing dealers and end users about the innovative solutions that we have is more important than ever. PMG and Emerald Communications will both manage dealers and deal directly with end customers.

REPRESENTING CENTRAL USA: PARADIGM MARKETING GROUP

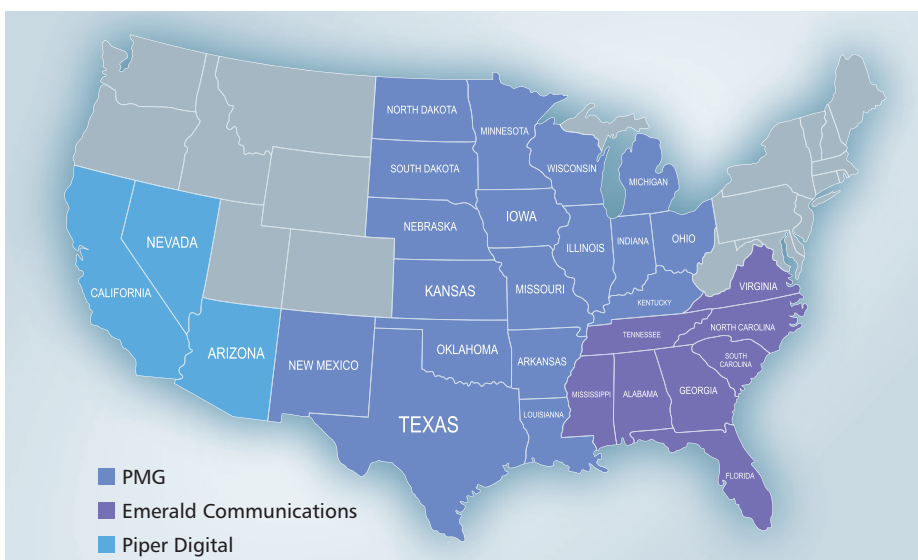
Paradigm Marketing Group (PMG) has been appointed as our representative for 18 states throughout the Central United States.

Although recently established, PMG staff have over 30 years of experience providing technical and operational support to the broadcast and professional video industries, and have established strong relationships with all of the leading design consultants, dealers, end users and systems integrators in the Central United States. PMG is currently the representative for three other manufacturers – 360 Systems Broadcast, Link Electronics and MNC Software.

Milwaukee-based Principal Bob Phillips is looking after the nine states of Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota and Wisconsin. Houston-based Bill Porter is looking after Arkansas, Louisiana, New Mexico, Oklahoma and Texas, while Indiana, Kentucky, Michigan and Ohio are the responsibility of Dan Weaver.

Following extensive training, PMG has quickly acquired extensive knowledge on the full Crystal Vision product range. Available resources include demo equipment and literature which they will be taking along to customer sites as well as regional shows.

Bob Phillips can be contacted on bob.phillips@pmg-central.com or 262-328-5072. Bill Porter can be contacted on bill.porter@pmg-central.com or 936-207-1001. Dan Weaver can be contacted on dan@dwareps.com or 502-228-4800.



REPRESENTING SOUTHEAST USA: EMERALD COMMUNICATIONS

Emerald Communications has been appointed as our representative for eight states throughout the Southeast United States.

Emerald will be using its vast dealer and systems integrator relationships to educate and specify Crystal Vision products into customer projects throughout the Southeast, and is particularly excited about the IP products. The combined experience and knowledge of Emerald's team gives them a unique understanding of customer needs as well as the concerns of manufacturers. They represent ten other manufacturers, including DNF Controls.

Hardy Morris is looking after the three states of Florida, Alabama and Mississippi and can be contacted on hardy@vidreps.com or 850-610-2775. Cameron Pach is looking after the five states of Georgia, South Carolina, Tennessee, North Carolina and Virginia; he can be contacted on cameronp@vidreps.com or 980-228-7125.

Our new reps join Piper Digital (glen@piperdigital.com or 310-379-8888), which has been the Crystal Vision representative for the states of California, Arizona and Nevada since 2014.