



License Delivery Network for Simplifying DRM

Dr. Susanne Guth-Orlowski - VP Sales & Business Development

Why should I listen?

Can you afford
that your premium video content
does not play?



You as a content service provider...



... need to support **multiple DRM-technologies** including PlayReady[®], Widevine[™], CLMA-OMA and FairPlay Streaming to **reach all screens**.

... need to support **high quality output formats** across **hardware**-based and **software**-based DRMs.

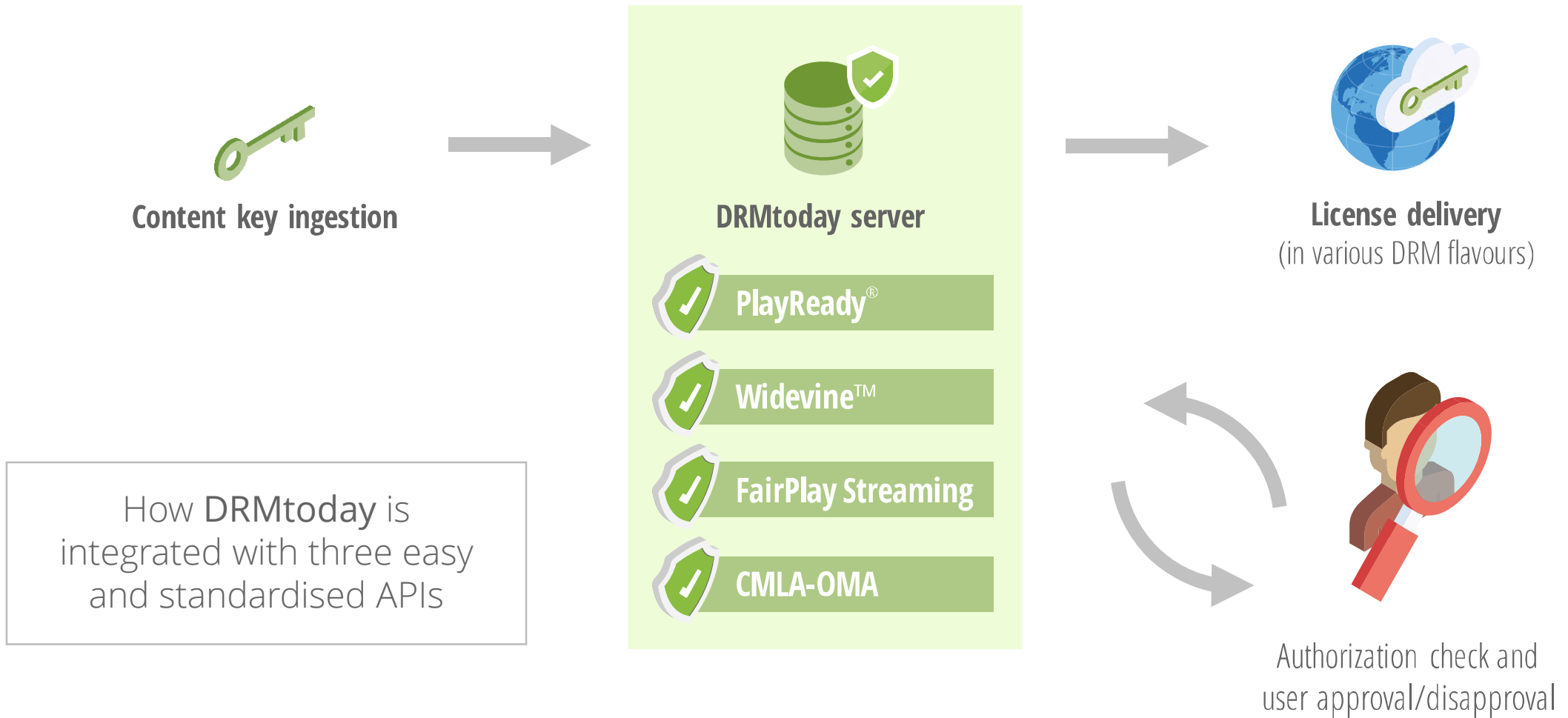


... need to reach **people world wide** at **anytime**



... need to support various **business models**

DRMtoday: Service Node





Cloud-based: scales to grow with your business



Automatic updates: no need to maintain or self-update service



Security audited: castLabs' service approved by all major Hollywood Studios



Preintegrated with:

- AWS Elemental,
- Wowza,
- Unified Streaming,
- Microsoft Azure Media Services,
- Harmonic,
- Broadpeak,
- Imagine Communications



Large feature-set:

device detection, geo-blocking, key-rotation, multi-tenancy, resolution-specific keys, and concurrent stream monitoring (**demo at booth!**)



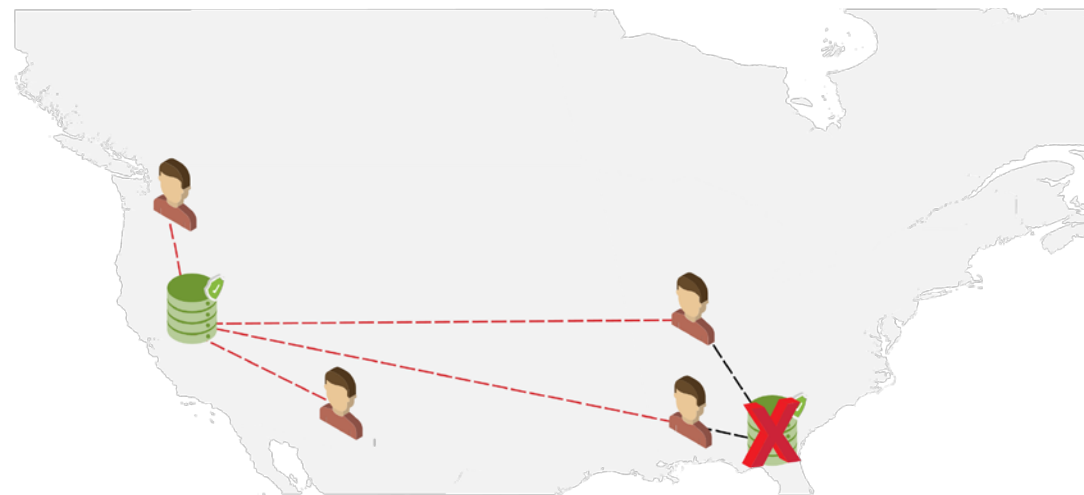
Business Models:

VoD, live, offline playback (downloaded), purchase, rental/ subscriptions

DRMtoday: License Delivery Network



If a server fails?



DRMtoday reaches **millions** of devices each month exceeding **200 licenses a second**.

DRMtoday continues to function through failover onto another linked server, **without service disruption** and **no lag in performance**.

DRMtoday's infrastructure is built on top of AWS infrastructure and



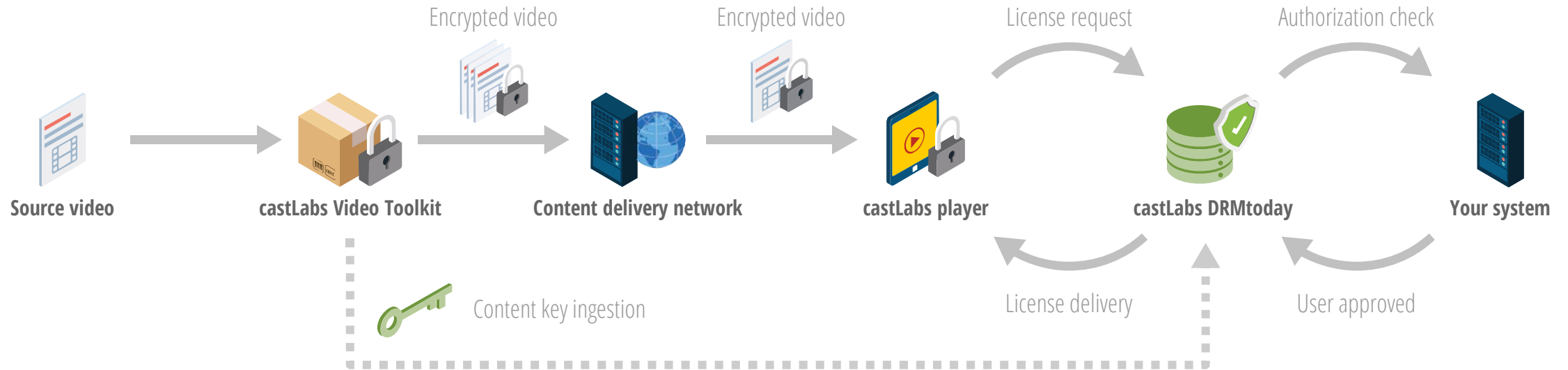
- has **greater operational availability** than AWS alone (i.e. **protects against server failure**, costs and reputational implications)
- the License Delivery Network remains **unaffected from AWS outages**



- Multi-region infrastructure reduces request times by up to a second on average* between customer and license server
- always chooses the node with the **least latency** for key delivery

*based on response time tests between Europe, North America and Australia

castLabs: End-To-End Delivery



Facilitating end-to-end delivery:

Content Processing, with **Video Toolkit**

Content Protection, with **DRMtoday**

Content Delivery, with **PRESTOplay** video player SDKs

castLabs: Security Expertise



High level of service support
from our experienced
technical team



Experts in studio-recognized
DRM since 2007 with close
relationship to Hollywood



Cartesian, Inc.

Undergone extensive
independent security audit
(all castLabs technologies)

Meet Us at Booth 14.L02



Dr. Susanne Guth-Orlowski
VP Sales & Business Development

susanne.guth@castlabs.com
+49 162 2678760 (mobile)
Skype: s.guth

castLabs GmbH
Wilhelmine-Gemberg-Weg 5-7
10179 Berlin
Germany

castLabs Inc.
WeWork Building
7083 Hollywood Blvd.
Los Angeles, CA 90028
USA

castlabs.com

