

V0.1 2011

Marquis Consulting LLP

New Media and Broadcast Consultancy Services



Company Profile

About Marquis Consulting LLP

Marquis Consulting delivers a varied portfolio of consultancy services to the Broadcast and New Media industries. Marquis Consulting works with clients to identify solutions for improved operational efficiencies; it helps with the transition to new 'technology-enabled' business initiatives in order that these are carried out smoothly and cost effectively. Marquis consultants have extensive knowledge of broadcast, digital post and IT processes, each having enjoyed successful careers over many years with major organisations.

We are able to call on a broad skill & experience base either from our own staff or our extensive list of Associates and Associated Companies. This enables us to address virtually any technical, operational, managerial or process related issue that our clients may have.

Clients have come to rely on our integrity, impartiality, experience, expertise and commitment to delivering first class solutions to challenges of all sizes.

History

Marquis was established by Granby Patrick, Founder and Technology Director in 1998, as a result of his belief that it was the interaction between people and technology that effected the successful implementation of new digital systems. The company, which began as a workflow consultancy, quickly identified the need to develop software to ensure that its customers had the flexibility to mix and match the best array of tools for their requirements. This led to the realisation that the focus on integration software while useful was not enough and a number of its customers really required the services of an independent consultancy to help them to gain the maximum return from their investment in file based production.

In 2006 the company established a Consultancy Division to better meet the needs of its Clients; this division has grown rapidly under the control and guidance of Bob Gentry. In 2009 the company announced changes to its business structure with the establishment of Marquis Consulting LLP and Marquis Broadcast Ltd as separate companies, following continued growth of the software development and consultancy divisions. The restructure enables the respective business interests to strengthen further while independently seeking additional opportunities in the wider media communities.

The Marquis Approach

It is the Marquis approach that no assignment can be started without a full set of terms of reference for any given project and deliverables. The terms of reference clearly identify the deliverables and the criteria for success so our consultants and our clients can monitor the project effectively.

It is normal practice to agree fixed fees for our services once a clear set of deliverables and terms of reference have been granted.

We recommend that both the client and Marquis each allocate a senior contact capable of making the day to day decisions. A regular steering meeting is normally established to report and monitor against project deliverables which is attended by our Partner, the clients representative and the project manager.

Marquis maintains a peer review process internally to ensure any documentation provided by Marquis is reviewed by other members of the Marquis team prior to submission to the client.

Call us on +44 (0) 118 984 4111 for a friendly, no obligation discussion at your convenience.

Services

Consultancy

Technology Strategy and New Technology Transition Management

Technology developments and innovations are occurring at an ever increasing rate.

The goal of the experienced professionals at Marquis is to help you develop a plan that meets your strategic objectives, enables greater creativity and efficiency in your business, helps achieve the lowest possible Total Cost of Ownership (TCO) for your technology deployment and enables your business to become "technology enabled" rather than technology driven.

How well you deploy, integrate and plan to take advantage of technology solutions is the key to keeping your business competitive, profitable, flexible and efficient.

Marquis brings a breadth and depth of expertise from partners who have worked at board level and have had practical experience of driving technology strategy and organisational transformation.

Marquis has successfully supported numerous clients in the development of technology and change management strategies that support their business objectives and optimise their market differentiators.

How can Marquis help you with your technology planning :

- ▶ Does your competitive advantage rely on a technology platform?
- ▶ Are you planning to expand existing or develop new services?
- ▶ Do you plan to upgrade or replace your existing equipment?
- ▶ Could a change of technology solution enable growth or improved profitability?

Marquis assesses different strategies for individual clients. These strategies are then structured - through, architectural, operational and implementation roadmaps - to complement business goals and objectives.

Marquis can help you implement effective, solid technology strategies within your company.

We will work with you to:

- ▶ Assess your technology systems, future needs, priorities and capacity
- ▶ Apply fit for purpose technology solutions to realise your business requirements.
- ▶ Design change management processes for the introduction of new technology
- ▶ Determine how technology can improve your company's creativity, productivity, competitiveness and profitability
- ▶ Improve your company's technological know-how, training, and employee skills
- ▶ Assess your needs for e-commerce, security, information management and project management

Broadcast Channel, IPTV and Multi Media Service Start Up

Starting a TV channel may sound like a daunting task, but it needn't be. Thanks to digital technology, it has never been easier to launch a channel.

Marquis offer broadcasting services to businesses and individuals who are looking to start up.

Our aim is to enable you to develop a clear picture over costs, technology platforms, audiences and guide you through the regulatory routes and distribution options.

Marquis will help you through the process and working with you, develop the goals and objectives for the channel, work through business model options and define target audiences.

It is NOT our aim to teach you how to be a technologist, or how to design the infrastructure of a multimedia facility. However, we will help you to ask the right questions of your technology partner and help you to understand why the flexibility of your technology is so crucial to success in an environment where your business model may need to be constantly fine-tuned.

Our consultancy team consists of highly efficient, highly skilled professionals from the broadcast, telecommunications and media industries who have first-hand experience of delivering new channel solutions.

IPTV and Multi Media are at the heart of most new channels and at Marquis Consulting we are focused on helping you adapt to the changes and challenges you face as you move your systems into the digital arena.

We want to assist you in finding the best solutions and services to optimise your business processes and increase efficiency.

Our areas of expertise include:

- ▶ HDTV
- ▶ IPTV
- ▶ Video on Demand (VoD)
- ▶ Digital News Transition
- ▶ Mobile Television
- ▶ Content Archive and Distribution
- ▶ Content Security and DRM
- ▶ Scheduling, encoding, up-linking and satellite distribution

Marquis has the ability to support operators and service providers in the solution design, installation, integration and operation of IPTV services.

Marquis can provide the following:

- ▶ A complete understanding of how the IPTV industry is structured, how it works, what the key technologies are, and an explanation of the emerging business models that are made possible by multiplatform television.
- ▶ A complete understanding of how your business can generate revenues from interactive services, premium content and advertising funded as well as subscription based billing models.

Analogue to Digital Terrestrial Television

We support our Clients across all aspects of DTT Strategy, Regulatory Approvals, Public Service Responsibilities & Commercial / Business Opportunities; all ultimately underpinned by Technology planning, design and implementation to deliver agreed National & International DTT and Spectrum Utilisation objectives.

This top-down approach to migration is particularly important in the context of:

- Local and national upside / downside impacts on the viewer experience and services
- The cost / benefit opportunity that DTT presents to the content and delivery platform owners & operator
- Timely compliance with ITU spectrum utilisation mandates

Additionally Marquis Consulting offers its Clients extensive experience in DTT/DST/DCablePlatform Multiplex Centre Operations and Integration including all areas of DVB compliance and Programme Specific or Service Information set up including Conditional Access, Interactivity, VoD, Consumer Devices, PVRs and Set Top Boxes to underpin the commercial success of Pay TV and Restricted Rights Content distribution.

Benefits of the Marquis approach to DTT

Marquis Consultants have worked for Governments, Regulators and Broadcasters in the UK, Europe, Middle East, US and across the globe to deliver timely and commercially successful migration from Analogue to DTV/DVB Services.

Marquis Consultants have a deep understanding, borne out of practical experience, of the regulatory, business, operations and technology issues associated with the switch-over from analogue to digital broadcasting.

We recognise that in a fast changing media environment clients increasingly want to see an approach that aids innovation and provides for greater business flexibility.

Typical Deliverables from Marquis DTT Planning and Transition Service

- National DTT Benefits & Strategy Plan
- DTT Launch & Transition Plans
- Viewer Communications & Incentives Strategy

- ITU Communications & Approvals Plan
- Transmission Platform Upgrade Strategy
- Geographic Implementation Plans
- Transmission Platform Technology Specifications , RFPs and Technology / Service Provider Selection
- International Standards Compliance including DVB SI/PSI and DVB – T2/S2
- Conditional Access process design and implementation
- Integrated Platform Management
- Programme / Project Management of DTT Launch & Go-Live Service Transition

Media Projects and the Business of Change

For many media organisations, embarking on a major piece of technological change can be a daunting task that raises many concerns about cost, the quantification and delivery of benefits plus the risks and complexity associated with the increased dependency on IT software based solutions instead of a more traditional broadcast technology approach.

All of these require a different approach and set of disciplines than were used in the past. Perhaps most importantly there are few technology projects that do not impact on the people in the business, the way they work, how they are structured and organised.

Increasingly it is the value in the people that forms the bulk of the business benefits; requiring planning at an early stage in the process to develop a common understanding of work flow and how this is going to be managed. Understanding the impact on the way people work and being clear from the outset about why the project is being done is critical to the project's success.

Software and hardware suppliers are not always in a position, to provide truly independent advice to an organisation on how to tackle these challenges and quite often busy managers in the organisation wanting to make the changes may not have the time to tackle it in an optimum way.

Marquis has extensive experience of working with organisations to help shape the right solution and approach in a way that works for the business. Experience based on practical hands-on work delivering successful major technology change projects in the media industry.

The approach we take is tailored to the needs of the business and can be as much or as little as the organisation needs to deliver a successful project; from helping to define the business objectives to working alongside the organisation in the delivery.

Much of our work comes from recommendations, either from suppliers that have a potential client that would benefit from some external help, or past clients that we have helped to deliver major projects. We have wide experience of working with a variety of supplier and broadcast industry organisations around the World, but do so, on the basis of technology independence.

Benefits of the Marquis approach to Projects and the Business of Change

Marquis bases its work on years of practical experience of delivering successful technology projects and associated business change.

We work in a way that suits the client's individual needs and whilst we adopt an approach based on industry standards and processes, every business need is different and so we adopt a very customer oriented and team based approach.

We believe in working collaboratively with both clients and suppliers recognising that the best solutions come from teams working together to solve problems and deliver success.

We recognise that increasingly clients want to see a more modular approach to solutions that aid later innovation, change and development to provide greater business flexibility as we live in a fast changing media world.

Typical Deliverables from Marquis Projects and Business of Change Approach

- Development of the objectives for a project based around the business's overriding strategy
- Definition of the business requirement
- Quantification of the business benefits and support in preparation of the business case
- Development of the change programme, user engagement and communications plans
- Defining clear success criteria for each stage of a project
- Support in developing the project management approach, together with roles and responsibilities in the business, reporting and framework
- Analysis and design of workflow
- Project management, monitoring and reporting
- Tender documentation and supplier selection
- Contract schedules and deliverables
- Test plans and acceptance arrangements
- Stakeholder and client project management mentoring and support throughout the life of the project
- Problem management on troubled projects
- Support in specific aspects of project management or end to end solutions

Interim Senior Management

All Marquis Consultants have occupied successful Senior and Executive Roles in Major Organisations during their careers, many at Board level. We have therefore been asked to provide Interim Management Services to a number of Clients at the CTO/CIO/Director of Technology Level with assignment durations ranging from a few weeks up to many months. These assignments have all been in multi-platform, multi cultural and multi-disciplinary Commercial Enterprises where the ability to lead large teams of people, communicate effectively with Chief Executives and their colleagues and drive the strategic technology aspirations and day to day operations of the business has been essential.

Programme Management

Members of the Marquis Partner Team and all of our Senior Associates have considerable experience and a proven track record of success leading large and complex multi-million dollar Capital Investment programs of works from inception up to delivery, hand over and post launch support. Many of these projects have been carried out on behalf of Major Publicly funded Broadcasters and we have worked all over the Globe. We adopt standard PMP or PRINCE-2 project management methodologies and are able to adapt to other preferred practises where clients require this to be the case.

Contract Negotiation

The Marquis Team has considerable experience in the negotiation of large service or technology supply contracts both from the customer side and from the supplier side where members of our team have been responsible for lead the teams engaged in both activities. The services we provide range from simply providing third party expert advice on the specific technology or operational sections of major contracts up to and including taking on the lead role in negotiations with suppliers on behalf of our clients if required to do so. Marquis operates a strict policy of internal third party peer review for all such engagements so that accuracy, independence, and impartiality of the advice we give are always maintained. This process ensures we are able to deliver the highest possible quality of service to our clients.

Feasibility Studies & Market Research

If you are looking at ways to expand or develop your business or if you need to convince investors or executive management to approve and fund your initiatives, it is often critical that you are equipped with a feasibility study which demonstrates the validity of your ideas and shows that you have developed an execution plan that is practical.

When developing feasibility studies, Marquis conducts comprehensive industry, customer and competitor analyses in order to determine market opportunities. We then assess each of the opportunities, determine the optimal candidates, and create action plans for effective market penetration.

Technology & Operations Auditing

An audit of operational policies and procedures will help you to identify critical business risks, implement corrective actions and build controls that will give you a more secure, and efficient operation.

At Marquis we have a team of professionals who focus exclusively on ensuring that your processes and infrastructure match your business strategy. We don't presuppose the solutions you need. Instead, we help you to ask the right questions, understand the underlying business processes and achieve your critical business objectives. We will make recommendations for hardware and software to suit your business. We will also oversee the purchase and implementation of the new infrastructure and the accompanying processes.

Energy Platform Strategy

Increasingly, and in the World of the so called 'data deluge,' organisations are realising the critical importance of developing a long term and sustainable energy platform strategy as they manage their expansion programs and the specific environmental needs of high density, high availability data centres have to be taken into consideration. Within the Marquis Consulting LLP team specialist knowledge is available to assist Companies of all sizes to address the issues. Marquis Consulting has undertaken a complete Energy Platform design for a major supplier of media services, provided Consulting services to a large multichannel broadcaster on a major energy platform upgrade and been engaged as part of the team advising a major broadcast infrastructure project on the African Continent.

Business Continuity Planning

Cost efficiencies regarding headcounts, resourcing and budgets, are often seen as a prohibitive factor in ensuring businesses are prepared for significant disruption of any kind - over any prolonged time frame.

Marquis provide customers with individually tailored Business Continuity Planning and Management solutions through a collaborative process and in a cost effective way.

Following the guiding principles of:

- ▶ Disaster Recovery International Institute (DRII)
- ▶ British Standard (BS25999)
- ▶ Many years of experience in the field

Marquis offer the following modules:

- ▶ BIA & Risk Management Facilitation
- ▶ Training & Awareness
- ▶ Plan Development
- ▶ Exercise & Rehearsal
- ▶ Audit & Review
- ▶ Real Life Scenario Planning

Disaster Recovery Planning

Disaster recovery is one of the most critical business issues faced today. Are you ready?

Are you prepared to analyse current needs, plan effective procedures, write a plan, and keep it current through ongoing organisational and technical changes?

Our consultancy team consists of highly efficient, highly skilled, trained but adaptable professionals from diverse commercial backgrounds. As a team we have worked together to provide proven solutions and response to major incidents.

Training and Skill-base Development

Your new state-of-the-art media facility is only effective if your staff feels comfortable working within it, understands the end-to-end workflows and their individual context and contributions and is able to enjoy working and interacting with the production and delivery systems you have deployed. Marquis can help you achieve these goals to motivate and retain your key people and from this to secure optimum business benefit from your Team. We provide Operational and Technical training needs analysis and then Design, Support and Deliver training and end-user documentation, including Enterprise and Departmental level workflow and user guides.

Media Organisation, Design, Audit and Transformation

Marquis Consulting provides Advice and Support to its Clients across all aspects of Broadcasting, IPTV and Tri-Media Operations, ranging from Channel or Service Strategy & Licensing through Technology Strategy & Selection, Integration and Testing, Training, Launch and Support.

A key component of these services is Marquis' capabilities in Media Organisation, Design, Audit and Transformation.

In consultation with our Clients, Marquis typically converts the Business Goals and Channel or Service Strategy into an Operational Design supported by a Technology Strategy & Design.

Most importantly, Marquis adopts an " Enterprise Approach" to this process to ensure that a fluent, efficient and integrated operating model is established across the inevitably multiple vendor infrastructure.

This is particularly important in the context of digital file-based operations supported by a converged Media / IT infrastructure and where integration and coordinated version control & life-cycle management of multi-vendor software systems and platforms is vital to their ongoing evolution, support and service continuity.

Benefits of the Marquis approach to Media Organisation, Design, Audit and Transformation:

- ▶ All operational processes and technology selections are traceable to and underpin the Business Goals of the Client

- ▶ Operational processes are Designed, Documented, Trained and Managed into and during service operations to ensure optimal efficiency at all times and to allow controlled flexibility to support evolving Business Goals.
- ▶ Avoids dysfunctional islands of technology which do not integrate efficiently across the Enterprise
- ▶ Ensures that operational staff are trained on and understand the end-to-end workflow of the Enterprise in addition to the detail of each operational area which provides efficiencies and reduced Business Continuity Risk from the resulting multi-skilled workforce

Typical Deliverables from Marquis Media Organisation, Design, Audit and Transformation:

- ▶ Broadcast / Media Operations Design
- ▶ Broadcast / Media Operations Staffing Plan
- ▶ Skills & Capabilities Audit Report & Recommendations
- ▶ Recruitment Plan & Recruitment Support
- ▶ Broadcast / Media Operations Training Plan & Training
- ▶ Enterprise Technology Strategy, e.g. strategic technology decisions, enterprise integration, etc...
- ▶ Sectional Technology Strategy e.g. Production, Post, Transmission, Delivery platforms and services
- ▶ Technology Selection & Procurement
- ▶ Technology Training Plan & Technology Training
- ▶ Documented & Managed Broadcast / Media Operations Policies & Procedures
- ▶ Business Continuity Strategy, Plan and Procedures covering Buildings, Energy, People, Technology, etc.

Programme and Project Management

Technology Architecture and Solution Design

Marquis has worked with clients worldwide on the specification, design and implementation of file based systems and the introduction of new workflows. In a modern broadcast environment, apart from perhaps at the very front end of production, all new workflow practices are dependent on a high level of software based systems integrated to form an overall architecture. Marquis Consulting has a proven track record in working with media Companies that are looking to take advantage of file-based technology and take the journey into a fully digital, fully integrated business driven but technology-enabled future.

RFP Construction/Evaluation

Need to compose an RFI or RFP for a project?

Our vast expertise in this area could help you produce a concise document that would yield minimum ambiguity and provide total protection of your investment.

Having both written and responded to countless RFI/RFPs over the years, Marquis are in an ideal position to advise media organizations on how to express their requirements in such a way that the manufacturers and systems vendors will know precisely what is required. Once drafted and responded to, our team of highly experienced industry professionals can manage RFPs through vendor selection and contract negotiation to completion and delivery.

Workflow Design

A carefully crafted workflow plan is essential to the efficiency of a broadcast operation. Marquis Consulting has advised many broadcast and media companies on how to transition from their current working practices to an enhanced workflow utilising existing or new, state of the art equipment. In short to allow them to work the way they want. Determining how to optimize workflow for a given application takes careful study and exceptional expertise.. Members of the Marquis Consulting team have decades of experience in broadcast and media operations management and in designing workflows. Our experts provide considerable assistance in this collaborative effort to match workflow design with the needs of a broadcast or media organization.

Process Design/Review

Getting the best from your technology platforms and people requires well informed and experienced design of your facility's operational and business processes. The Marquis Team can help you achieve this whether your facility is a new "green field build" or an evolving and transforming "mature facility". Our Operational and Technology specialists will work with you and your teams to understand your business imperatives and then update your existing processes and/or design new processes to deliver maximum benefit to your business.

Project Management and PMO

Marquis Consulting can offer highly experienced Project Management skills from its Partners and Associate team. Our Project Managers are well versed in planning, organizing, and managing resources and finance to bring about the successful completion of broadcast or media project goals and objectives. Project Managers are well versed in operating with or providing a PMO (Project Management Office). The challenge on a project is to establish sufficient structure and formality around controls, without implementing burdensome processes that becomes a hindrance to the main function of delivering the technical solution. Marquis Consulting can also provide accomplished Programme Managers to manage a group of Project Managers working on related, but interdependent projects.

Contract Review and Supplier Management

Whether you're buying a product, a system or a managed service; Value for Money, Support, Service Level Agreements, Software Lifecycle Management, Interoperability and Content Migration are just some of the complex contractual issues that Marquis Professionals can help you with, either directly with your Suppliers or in support of your own Procurement Team.

Specialist Tech/Ops Skill-set

Senior members of the Marquis Consulting Team have in excess of 100 years of Technical and Operational experience in global Broadcast & Media organisations. We bring this experience to bear on everything we do for our Clients and can additionally access and deploy similar skills and experience from our community

of Marquis Associates who themselves bring a wide range Technical, Operational, Creative and Editorial experience in their respective specialist fields.

Broadcast and Media Recruitment

Marquis provides a varied blend of expertise relating to Operational and Technical People in Broadcasting and Media which is unique within the industry and embraces Recruitment, Change Management in relation to digital technology implementation and People Development issues. Our range of recruitment services includes Search & Selection for Senior Management, both Permanent and Interim, and the recruitment of complete Operational and Technical Teams for start up organizations and broadcasters.

General Project and System Delivery

Project Delivery

Marquis is able to supply a full and comprehensive range of Program and Project Management services using highly skilled and experienced members of its team. From a complete facility all the way to a simple component, we have a proven track record in delivery and are able to provide references when required.

We could help you manage the entire project life cycle. Our involvement here could be as little or as much as you desire; from part time assistance, to full project ownership.

Network Design

The performance, management, support and security of converged IT and Media networks have become business critical issues for modern content production and delivery enterprises. The design considerations and approaches for these converged or closely coupled networks rely upon deep understanding of the traffic volumes, content object types and content transit times in order to architect a network which supports the business processes and workflows and provides the levels of service security and business continuity appropriate to the business. Marquis Network Specialists have designed specified and optimised converged networks for large and small media enterprises world-wide and are able to help you achieve your ambitions to move to tapeless, live and on-demand operations.

System Integration

Marquis is an industry recognised leader in the design, deployment and integration of highly efficient content production and delivery solutions for broadcasters, video production companies and digital media enterprises. While Marquis does not itself undertake System Integration in a prime contract role, many of the World's broadcast, media and entertainment organisations trust Marquis to plan and oversee the delivery, integration and commissioning of solutions to enhance or upgrade their video, audio and other media assets, and to resolve complex technical and operational issues. All of our Consultants have many years experience in the delivery and integration of these complex technology solutions and we are able to offer a complete range of services and project management using industry standard Best Practice.

Test and Acceptance

During the design phase of any project attention should be paid to Test and Acceptance. Marquis Consulting can offer expertise to bring the correct balance of testing experience to broadcast and media projects. Testing is commonly made up of four Phases, Planning, Unit Testing, Broadcast Integration Testing and User Acceptance Testing. Members of the Marquis Consulting Partners and Associate can develop and manage a Test Plan and develop and manage the Test Team leading to successful overall User Acceptance, ensuring a facility meets specification and is fit for purpose. Key to testing is the management of all related documentation creation and its distribution to relevant stakeholders.

Operations Process

The team at Marquis Consulting all have many years experience in the management and design of operational processes and workflows for broadcast, production and post-production Television, Radio and associated facilities. There is now increased inter-dependency between teams as the industry migrates into fully file based operations, collaborative working and the introduction of advanced Media asset Management tools and many aspects of the operational processes need to adjust to the new environment. The people factor is the most critical in all areas of the media industry and migrating the operational processes across to file based technologies must be carefully managed throughout the organisation, not only to enable staff to be ready for the change in the way they operate, but also to adequately train them in the new ways of working. The team at Marquis Consulting has a proven track record of success in this area and

has worked around the World where an appreciation of different cultural sensitivities has also been critical.

Technology Strategy and Delivery

Converting your business strategy and goals into an effective Technology Strategy and Implementation plan is key to success in any business. In Broadcast and Media, Marquis professionals begin with dialogue to understand your business needs and budget parameters - whatever the requirement from a large and fully integrated facility down to the smallest component within the facility. Our Consultants then help you develop, build and operate a solution that is fully capable of meeting your needs and evolving with you as your business grows, new opportunities arrive and technologies emerge. Our experience includes Best Practice and State of the Art technology solutions for any of today's multimedia challenges: Standard Definition, High Definition, Stereoscopic 3D, Network IT-based Solutions, Web Delivery, Content Security and HD Format Conversion including integration and conversion of the existing SD infrastructure. We also offer our Clients extensive global operational and technology experience in News, Live Events and Post-Production.

Product Selection

Experience within Marquis Consulting can help broadcast and media companies make the right choice with product selection at all levels including individual standalone product, facility and indeed complete project and programme fit out. Members of the Marquis Consulting team have considerable experience in writing and evaluation RFI's, RFQ's, RFT's and RFP's. Marquis Consulting can provide product short lists of brand leaders in the areas being considered. We can also advise on industry standards to ensure the product set is appropriate. Evaluation is conducted using a sophisticated multistage weighted process, developed from our experience, to ensure a fair and accountable result.

Case Studies

BBC World Service

A team from Marquis Consulting were responsible for delivering the full workflow, process technology and operational solutions for the launch of the Arabic multi-media services. The assignment included devising and implementing Digital Media Asset Management systems from the ground up and integrating the solution with existing legacy systems thus enabling seamless interaction and sharing of content across the Television, Radio, Online and other web/3G based platforms.

MBC, UAE

Marquis have provided a number of consultancy services to them including a wide ranging technology process audit, a review of plans to migrate to DAM supported, file based operation, a Business Impact Analysis for the Corporate IT Division as part of their BC/DR initiative, an Energy Platform strategy and supplied an interim CTO for several months.

Television New Zealand

Marquis provided the New Zealand National Broadcaster with a strategic review of their plans to move from traditional tape based operation to a fully Digital Media Asset Management supported file based platform integrated with online, web and 3G services. This assignment also led to a member of the Marquis team providing interim management as the "Head of Technology" level for a period of over nine months.

Turner Broadcasting, USA

Marquis has supported Turner on a number of major projects relating to the design, development, implementation and transition to fully file based multi-media operation.

Kanal75, Sweden

The company is owned by the Swedish Government who established the National Betting organization in Sweden which is called ATG. K75 is an internal part of ATG which provides services to the group as well as a number of local broadcasters. Marquis relationship has covered some 10 years and the services offered include system design, evaluation of suppliers solutions, process design and enhancement of the service to cover new delivery platforms such as the internet. The systems design incorporates a DAM system in a time critical

environment. We are currently retained to design the next generation of services and to provide technology support to define the requirements to deliver these services.

QVC, UK

Marquis was engaged to examine the major workflows that would be required during any migration from a tape-based, play-out system to a fully file based operation capable of servicing the requirements of a 24 x 7 shopping channel with a considerable level of data and information exchange between broadcast, financial and stock control systems. Marquis has also delivered presentations and prepared various documents and proposals relating to the QVC Business Continuity strategy.

Discovery

Marquis was engaged to design the workflows, operational processes and human/technology interfaces that would be required during their migration from a fully tape-based, multi-lingual, 30 Channel legacy play-out system to a fully DAM supported, file based platform capable of expanding to 60 channels in the first phase including integration with third party service providers.

SIS, UK

Marquis was engaged to provide an Energy Platform upgrade strategy, detailed design and implementation plan for a major facility in the UK.

TwoFour 54 Media, UAE

Marquis has supported the design of an Abu Dhabi based, state of the art fully file based, facility that will provide commercial media services to clients Worldwide. This has extended to design and selection of every aspect of the operation including organisational structures, business workflows, operational and technical processes, MAM structures, media archiving philosophies, training, test and acceptance and legal contracts.

Biographies

Marquis Consulting Partners

Each of our consultants has a proven track record, enjoyed a successful career over many years and brings extensive knowledge coupled with a practical approach to solving the many challenges that our clients deal with on a regular basis.

The consultancy practice can help clients to identify solutions that demonstrably improve their existing operations and develop new business initiatives in the most effective way.



Left to right: Rod Bird, Bill Connolly, Mike Cronk, Bob Gentry, Chris Gill

Rod Bird, Senior Partner

- Senior Broadcast Business, Technology & Engineering Executive
- Highly Experienced Programme Director & Project Manager
- Strong Team Player & People Manager, with deep experience of:
 - Broadcast Operations
 - News Production, PlayOut & Tri-Media Work-Flow Automation
 - Business Critical Product & Service Procurement
 - Product & Service Sales and Support Operations

Bill Connolly, Senior Partner

- Senior Broadcast & New Media Business, Technology & Marketing Executive
- Board Level Customer Relationship Management
- Technology Specification & Procurement
- Programme & Project Management
- Marketing & Sales Management
- Team Building and People Motivation & Management

Mike Cronk, Senior Partner

- Board Level Media Technology Leader with Track Record in Business Change & Programme Delivery
- Strong Team Leader & People Manager, with strategic and operational experience of:
 - Broadcast & IT Operations
 - Transmission, distribution & satellite delivery systems, automation and scheduling
 - Risk management and Broadcast Continuity
 - Supplier Management
 - International regulation and working with governments around the world.

Bob Gentry, Senior Partner

- Senior Broadcast Business, Technology & Operations Executive
- Interim Management at CTO/CIO level, with deep experience of:
 - Broadcasting, Multimedia, IPTV, Internet, IT & Telecommunications Technology, Operations, Business Continuity / Disaster Recovery Planning
 - Technology delivery Project & Program Management
- Responsible for managing the delivery of all Consulting assignments

Chris Gill, Senior Partner

- Board level Technology and Engineering Executive with a track record in strategic and operational planning and the deployment of international resources.
 - Skilled negotiator and manager of large and complex technology projects.
 - Excellent track record in the optimisation of technology within the business.
 - Excellent communication and interpersonal skills, at all levels within the business.
 - Proven track record in planning and managing change within an organisation.
 - Significant experience in negotiating with governments at Ministerial and Senior Civil Servant level.

Getting In Contact With Us

To derive maximum value for our existing or potential clients, we recommend every consulting opportunity start with an open, co-operative and inclusive discussion in order to fully define the project before any assignment begins.

We would be delighted to discuss your needs and how we might be able to help you.

Marquis Consulting LLP

23 Horseshoe Park

Pangbourne

Berkshire

RG8 7JW

United Kingdom

Telephone +44 (0) 118 984 4111

Fax +44 (0) 118 984 4111

www.marquisconsultingllp.com