



**For Immediate Release**

## **Marshall Communications Collaborating With HaiVision to Deliver Low-Latency H.264 Video Encoding to U.S. Federal Markets**

**MONTREAL — Nov. 11, 2008** — HaiVision Systems Inc., the world's leading vendor of high-performance H.264 HD and SD video codecs, today announced a new partnership with Marshall Communications Corporation through which MARSHALL will serve as a HaiVision integrator for network video applications within the U.S. federal market. MARSHALL will represent the full line of HaiVision solutions, providing sales, support, and design and integration services for federal customers requiring the lowest-latency video transmission via satellite, video backhaul, and control room applications.

"Mission-critical communications systems require very reliable video transmission with the absolute lowest latency," said Sonny Marshall, president and CEO of Marshall Communications. "HaiVision's H.264 encoder technologies deliver the highest-quality video with latency far below any other products available."

MARSHALL has also been instrumental in bringing HaiVision's new PIRANHA encoder technology to the federal market. The PIRANHA encoder is unique in delivering low-latency H.264 video combined with serial port- or Line 21-based metadata.

HaiVision's encoders achieve an astonishing 70 milliseconds of end-to-end latency. The MAKO-HD supports such performance with H.264 video compression consistently for high-definition (HD) up to 1080p, standard-definition (SD), and computer output (WXGA up to 1280x786) resolution. The hai1000 multi-stream system supports up to five MAKO-HD codec blades delivering up to 10 channels of encoding within a compact 3U telecom-grade appliance. The hai1000 is ideal for field deployments or for connecting multi-screen control room environments.

"MARSHALL is a premier integrator of custom communications systems for federal applications and has an excellent team of technologists," said Mirko Wicha, HaiVision president and CEO.

*More...*

“We are thrilled to be partnering with MARSHALL, and look forward to cooperatively addressing challenges that are unique to military and civilian U.S. federal applications.”

Complete information on HaiVision products, including recent case studies and application notes, are available at [www.haivision.com/account/downloads/](http://www.haivision.com/account/downloads/).

Come see HaiVision at GV Expo, Washington D.C., Dec 3-4, booth 418.

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**About Marshall Communications Corp.**

Headquartered in Ashburn, VA, Marshall Communications Corporation is a small disadvantaged (SDB certified), Veteran-Owned Small Business (VOSB) and was established in 1991. MARSHALL has been providing high quality satellite communications and multimedia networking solutions including full turnkey systems engineering and integration using COTS to DOD and non-DOD Agencies for over 17 years. MARSHALL was awarded a Schedule 70 (Contract # GS-35F-0195S) by the GSA Federal Supply Service (FSS) in February 2006; and a Seaport-e (Contract # N00178-07-D-5143) in June 2007; and a Indefinite Delivery, Indefinit Quantity (IDIQ) by the U.S. Navy Department in September 2008. MARSHALL's team has over 100 years of satellite communications network operations, planning, and systems engineering experience — inclusive of Cisco Certified Engineers. The company specializes in “Best of Breed” in standards-based, open architecture systems and delivering satellite-based IP network solutions that are cost effective and promote quality of service and reliability. MARSHALL can be viewed on the Internet at [www.marshallcomm.com](http://www.marshallcomm.com).

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**About HaiVision Systems Inc.**

Based in Montreal, Canada, HaiVision Systems Inc. is a private company and a world leader in delivering the most advanced video networking technology. HaiVision's products are deployed worldwide within the foremost telepresence suites and boardrooms, in healthcare facilities for video collaboration and training, for continuous presence distance education and remote learning, for high performance communications within federal markets, and within broadcast for remote interviews, IPTV, and content distribution.

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