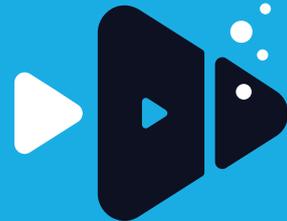


# Otter Video, An Innovative Partnership for Resellers and Integrators



**Otter Video**

*Otter Video presents a unique, technologically advanced, and comprehensive product offering for resellers and integrators.*

*With a globally established presence, an advanced technology stack, a versatile product line, and a strong track record of success, Otter Video is poised to offer value to partners looking to create an edge the world of video streaming.*



**Otter Video**

# Our Core Product: Aonyx Media Server

Aonyx Media Server is the heart of Otter Video's offering, renowned as a Swiss Army Knife for video streaming. It seamlessly accepts all major protocols and codecs, ensuring an unparalleled experience for users and businesses. The media server offers a range of features and capabilities including support for a range of streaming protocols, such as SRT, RTMP, RTSP, (LL) HLS, HDS, HTTP MPEG-TS, MPEG-DASH, and WebRTC.

With multiple redundancy options, it ensures continuous and reliable streaming. Furthermore, it boasts of an advanced monitoring system, support for many DRM systems and Cloud Multi-DRM vendors, and user-friendly Web-UI.



# The Whitelabel Aonyx Transcoder



The whitelabel Aonyx Transcoder is another aspect of our offering, designed to streamline the video transcoding process. Resellers and integrators have the chance to leverage this white-label HW-based transcoder, free from the necessity to find hardware vendors or invest in manufacturing.

Our whitelabel transcoder hosts a plethora of features including the ability to ingress various DVB, IPTV, and OTT transport protocols, transcode 48 FHD or 96 SD sources to frame-aligned streams for OTT delivery, and support for AV1, AVC, and HEVC transcoding among others. Its design provides multiple redundancy and load-balancing options, dual hot-swappable power supplies, and cluster support for horizontal and vertical scaling.



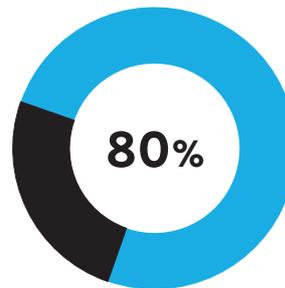
**Otter Video**

# Partner with Otter Video: A Robust Business Model

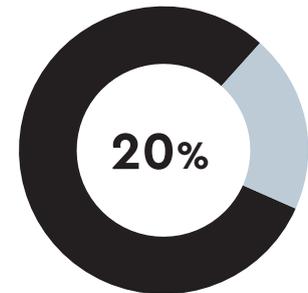
As a partner, you'll gain access to our white-label product along with a full suite of services including technical support, training, marketing, and sales assistance. You will have access to branded HW and SW solutions, a branded admin panel with Stripe integration for online purchases, and the opportunity to build your own solutions using our technology.

Our partnerships are built on mutual growth. As such, we offer partners a head-start in developing an end-to-end streaming platform with no investments of time and money in development. Partners also receive training and support to ensure they maintain their expertise on our software.

**Building with  
Otter Video Solution**  
50-100% profit margin



**Reselling Third-Party  
Transcoders**  
10-25% profit margin

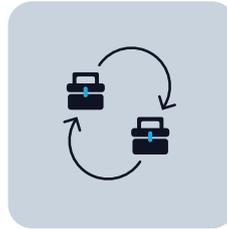


# Diverse Use Cases

Our technology is not limited to one sphere but stretches across numerous sectors, including:



IPTV



B2B —  backhauling  distribution  
 carriage  hospitality  Simulcast  
 restreaming to social networks and  
online video platforms, among others.



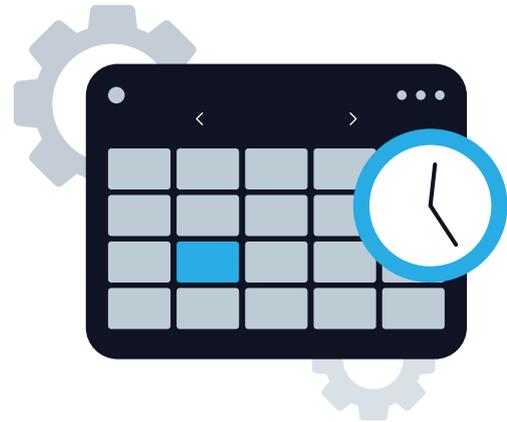
User-Generated  
Content (UGC)  
& Live Events,



Otter Video

# Custom Development and Release Schedule

We work in sync with our partners. Our OEM version of the software will have the same feature set as the original product. If required, we can remove some features from the OEM version of the media server so that it doesn't compete with the existing products of the partner. We maintain a rigid release schedule with 12 versions per annum, ensuring our technology stays at the forefront of the industry.



In conclusion, partnering with Otter Video provides access to a sophisticated, proven technology stack that can be leveraged to meet your clients' streaming needs. By working together, we can enhance the streaming experience for clients globally and set a new standard in the industry.

# Robust Technical Support

In our partnership, we ensure that our partners are well-supported. As a partner, you would provide the first line of support, with Aonyx and Otter Video forming the second line. To avoid any confusion or potential conflict, Aonyx/Otter Video does not directly communicate with end-users. Instead, we support our partners with unlimited support requests, training for their technical support team, proactive support in identifying and addressing bugs/issues, and quick response times for any support tickets.



For more complex needs or larger operations, we also offer an additional extended support package. This includes faster response times, live chat for Support Services, and customizable additional technical services to suit your specific requirements.



**Otter Video**

# Documentation and Training



To ensure partners are well-equipped to leverage our technology, we offer thorough documentation available as regularly updated markdown documents. We encourage partners to re-write or edit these documents to better serve their customers.

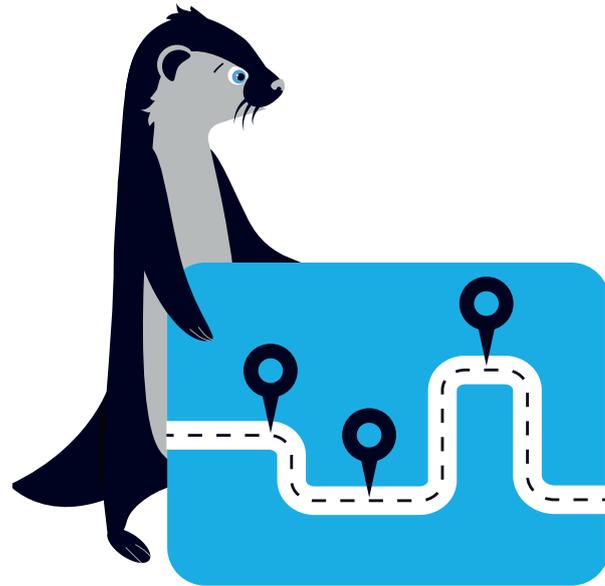
Beyond this, our team provides in-depth training, helping you remain an expert on our software and enhancing your ability to assist your clients effectively. The more familiar you are with our products, the better you'll be able to integrate them into your offerings and fulfill your clients' needs.

# Influencing Our Roadmap

At Otter Video, we understand the power of collaboration. We believe in working closely with our partners and incorporating their feedback into our product development.

As a partner, you would have the unique opportunity to influence our roadmap schedule and participate in custom feature development for specific projects.

This collaboration helps both of us: it provides you with a product tailored to your needs and gives us valuable insight into our product's application in the field.



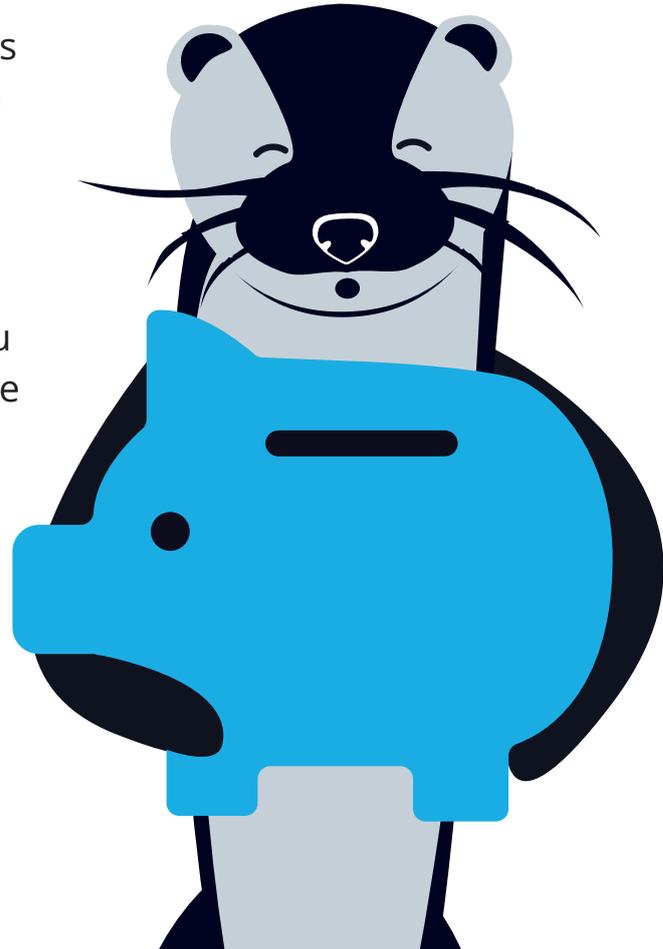
**Otter Video**

# Flexible Pricing Models

To accommodate various business models and needs, we offer two pricing models: a Monthly or Quarterly Subscription and a Perpetual License.

For OEM versions, we provide options for both software and hardware, allowing you to build hardware appliances based on the OEM version of the Media Server.

Our 'Rent to Buy' model for hardware provides further flexibility, requiring a downpayment followed by monthly installments.



# Embrace the future with Otter Video

In essence, Otter Video presents an enticing opportunity for resellers and integrators. Our advanced technology stack, high-quality products, comprehensive support, and flexible business models make us an ideal partner. By working together, we can empower your clients with unparalleled video streaming capabilities and open new avenues for growth and success.

Let's embrace the future of video streaming together. For more information, visit our website at [www.otter-video.com](http://www.otter-video.com), or reach out to us at [info@otter-video.com](mailto:info@otter-video.com). We look forward to partnering with you.



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