



## Albanian Operator ABCOM selects CryptoGuard CAS

**Motala, Sweden, September 14, 2018** – CryptoGuard, a provider of content protection for Pay-TV distribution on any platform, DVB, IPTV and OTT, announces that ABCOM has selected CryptoGuard as its new security partner and implemented CryptoGuard CAS. ABCOM is a leading MSO in Albania offering digital Cable TV services since 2010. In the beginning of 2018 the operator had to screen the market and re-evaluate the CAS alternatives due to exit of their long-term partner in this area.

*“CAS is a ‘make or break’ factor in the digital TV industry to secure the revenue stream while distributing the proper content to right customers. In this journey we have had an extensive experience with various CAS providers aiming to get the best compromise quality that fits best to the size of our operations. CryptoGuard fulfilled the abovementioned criteria due to extensive knowledge of actual market situation, envisioning the future, supported by adequate teams in the pre-sales, sales and technical support. In the early months of implementation, we’re satisfied by the level of cooperation paving the road for long term partnership ahead.”* Said Vladimir DEDOLLI Chief Technical Officer at ABCOM.

Krzysztof Wieczorek, Sales Director CEE & CIS at CryptoGuard: *“We are very happy to be working with ABCOM which further strengthens our presence in the Balkan region. CryptoGuard’s advanced features, scalability and simplicity in integration along with a wide selection of consumer devices were some of the factors convincing ABCOM to select CryptoGuard CAS as the winning solution.*

Kjell Carlswärd, CEO at CryptoGuard adds: *“ABCOM is the latest addition of major operators to select CryptoGuard CAS for their content security needs. This proves the appeal of a future-proof and cost-effective CAS platform with support for DRM and OTT for anywhere, any device viewing experience. CryptoGuard CAS offers ABCOM a foundation for growth and deployment of new services as their market evolves”*

### About ABCOM

Established in April 1998, ABCOM quickly became the largest and most reliable ISP in Albania. ABCOM is the first service provider, that has implemented digital technology in Albania and is innovative in providing services of high digital quality, based on the latest technologies such as cable, optical fiber, ADSL, ADLS 2+, Wireless phone cards, etc. Tirana based ABCOM operates through its independent network of fiber, copper and wireless broadcasts, covering over 75% of the territory of Albania.

### About CryptoGuard

CryptoGuard is a leading developer and vendor of Conditional Access System (CAS) and Digital Rights Management (DRM) system for digital television. CryptoGuard uses a high-grade encryption scheme for its card-based and cardless solutions to meet the demands of service providers, broadcasters and operators. CryptoGuard’s flexibility, adaptability and customization with a ‘pay-as-you-grow’ business model makes it a viable option for any size of operator to digitise their TV services and secure content revenues. CryptoGuard was established in 2007 in Sweden and has since then been an accepted and recommended solution for DVB and IPTV encryption services all over the world. Currently, CryptoGuard CAS has been deployed in more than 50 countries worldwide with a number of national operators selecting CryptoGuard as its security partner.

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