

Editorial

Five years have already gone by since EONA was established. It's been a highly eventful period for a small-sized company with a team that has grown from the initial founders to nearly twenty people today. Our main asset consists in the men and women who work at EONA, combining the love of their work with a sense of quality and value for the service provided to customers.

This anniversary also celebrates a track record of innovation achieved through research projects won in France and across Europe. And, of course, our technological know-how has given rise to constant evolution in our IPTV and VOD software offer.

In terms of achievements, we wish to highlight the company's business and financial performance. EONA, which has posted profits since the very beginning, now earns nearly 50% of its turnover from exports and has successfully diversified its business to cover the Hospitality, Communication and Healthcare markets.

We also wish to link part of our success to all those who put their trust in us: our customers, integrators and partners.

More than ever before, we are focused on the future. EONA's new challenge consists in producing optimised solutions for specific markets and their various segments, and ever more user-friendly and ergonomic products. This approach is the essence of our new generation of software solutions called Eopass presented in this issue and on our new website: www.eona.com.

On the commercial level, we intend to move beyond the new territories opened up and, with our integrators, invent future models which put emphasis on customer service, loyalty-building and performance.

We are happy to be able to count on your confidence for the next 5 years which will bring a wealth of new challenges and opportunities.

Grégory Louf - Managing Partner



EQUIP'HOTEL
PARIS

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A new generation of software



At the core of the new Eopass software family, we have given pride of place to flexibility and modularity. Like the famous bricks of the Danish toy manufacturer which enable

your child to invent and create a multitude of different worlds, our intention with Eopass was to invent an open software solution – a different way of thinking and creating our products.

The development of Eopass is thus organised in bricks or modules which, in terms of applications, make it possible to target solutions to a given market and segment of that market. For example, if in the field of healthcare, a hospital, clinic and convalescent home have a common need for a television service, each will have its own specific features in terms of operation, user profile and transactional system.

Eopass also offers full customisation of the graphic interface and navigation. Thus, with Eopass, each customer can have a tailor-made IP solution.



Eopass TV, which is the first offspring of the Eopass software generation and features all the basic functionalities from which all future applications of this new family will stem, is designed to facilitate access to a digital TV offer using set-top boxes in an IP network. From that point of view, Eopass TV is an IPTV solution which can be used by a hotel, residence or company to manage the essential functions and services of a TV system:

Configuration of set-top boxes

Multilingual interface

Fault tolerance

Management of the TV/Radio station plan

Parental control code

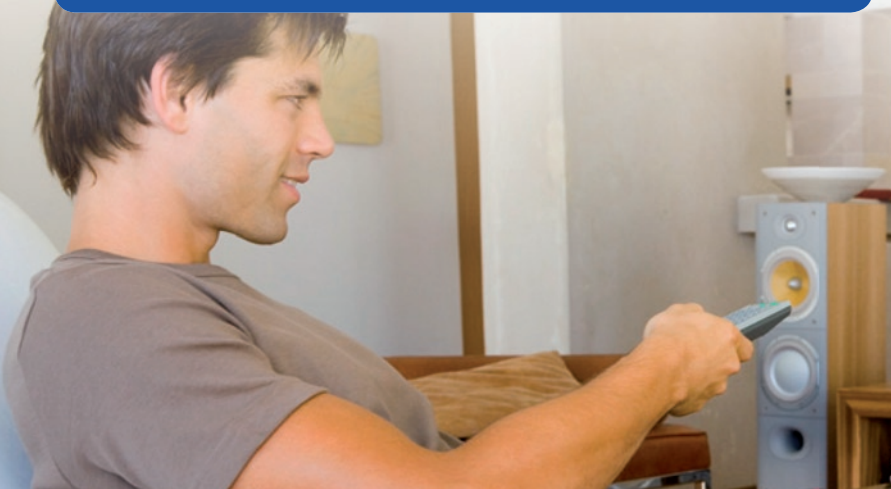
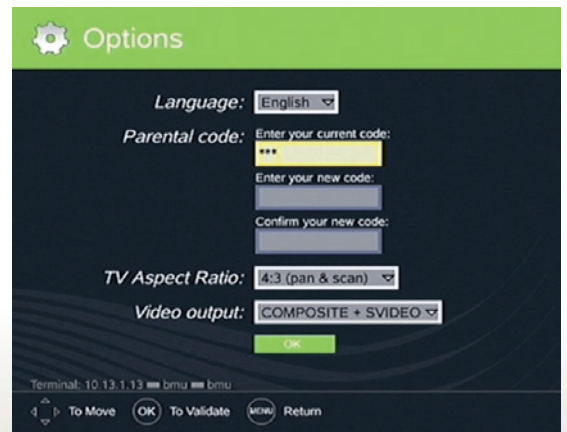
Administration of multilingual TV channels

Management of TV categories (e.g. Sport, News, etc.)

Broadcasting of a programme on a network of screens



Being economical and easy to install, Eopass TV appeals to network integrators, audiovisual companies, antenna manufacturers, TV reception equipment and makers of DVB/IP gateways.



Pooling capital investments and facilitating the use of IPTV through multi-site solutions

Through its multi-site capacity, DES makes it possible for a hotel chain to use the same IPTV and VOD equipment for several establishments: TV reception, DVB/IP gateways (DTT, Satellite), digital server.

In this DES architecture, with a single centralised digital server, we dissociate:

A streaming node and the associated content storage (films, music).

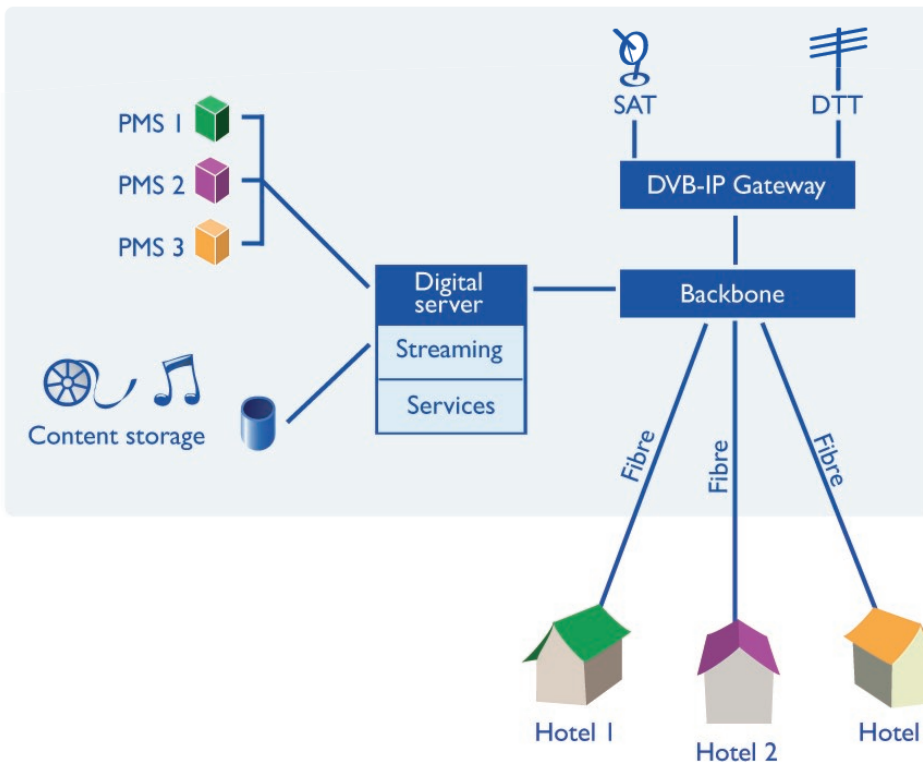
A single service node provides each hotel with the required level of autonomy for the management of services. And of course, with this configuration, each establishment can still customise its own graphic interface.



Royal barrière - Deauville



Normandy Barrière - Deauville



A single headend...

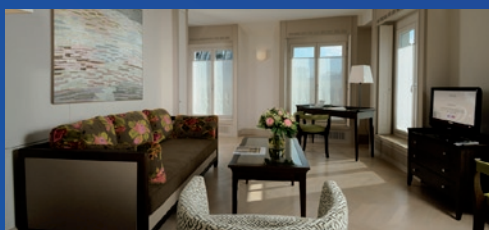
a single server...

...to handle the IPTV needs of several establishments



Hôtel Bedford - Paris

EONA has already been successful in deploying this type of architecture in France for the 2 Barrière hotels in Deauville and 3 Barrière hotels in La Baule (integrator: IEC). The architecture has recently been installed in Paris for the Bedford and L'Arcade hotels (integrator: IPSILAN NETWORKS) via fibre optics between the establishments. In Slovenia, the DES multi-site solution has also been selected by the Sava chain (integrator: ISKRATEL); in each city where the chain is present, a server will supply several hotels.



Hôtel Arcade - Paris

In addition to the savings made on capital investments, the Multi-site DES facilitates user operation and system maintenance. This type of architecture also enables EONA to offer optimised service on larger-scope projects.

Rewind & Forward



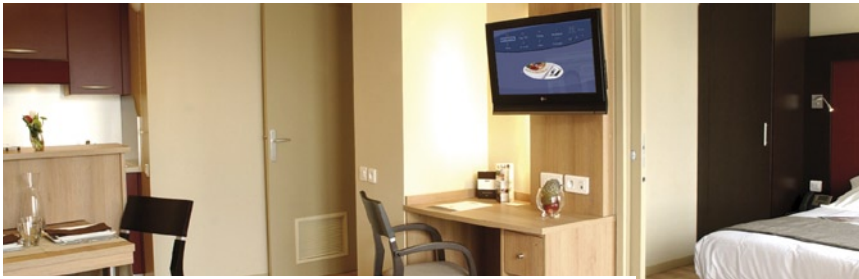
June 2008 - Zitahli Kudafunafaru (Maldives)
Our integrator for the Maldives, VIUGA SOLUTIONS, has concluded its first hotel project with the prestigious chain Zitahli Resorts & Spa of Kuda-Funafaru located on the atoll of Noonu and comprising 50 luxury villas.

August 2008 - Hôtel de la Cité (France)

Hôtel de la Cité (163 rooms), located in Lyon, is a member of the Concorde Hotels & Resorts Group. It has migrated its IPTV system to the DES architecture via the national integrator SOFT.

July 2008 – Regina de l’Aqua – Arhipelagos – Evridki (Greece)

After a first assignment in Athens, TELENORM deployed the solution in three new hotels in the islands of Kefalonia, Paros and Kilkis.

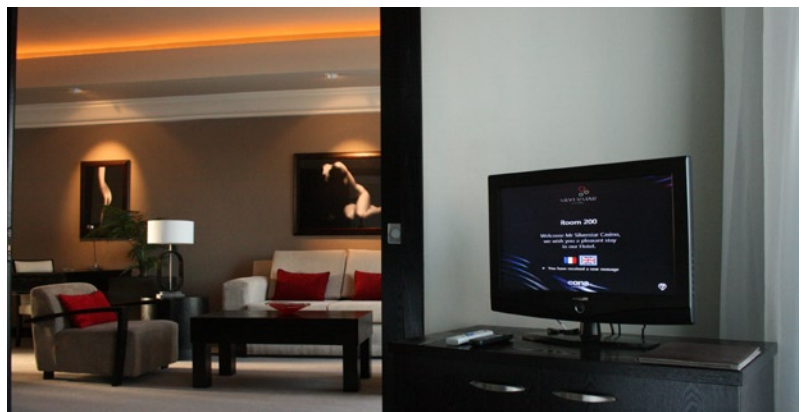


May 2008 - Home Business Paris Val d’Europe (France)

First assignment for DACLEM, a Triple Play operator which has added EONA’s IPTV and VOD solutions to its telephony and internet offer. Based near Disneyland Resort Paris, Home Business Paris Val d’Europe is a residential hotel with 224 luxury apartments/suites.

April 2008 - Silverstar Casino (South Africa)

The Silverstar Casino – EONA’s first assignment in South Africa via its local partner TECH SOURCE – comprises a hotel with 38 luxury rooms and suites, and a casino with 16 roulette and black-jack tables and 634 slot machines. This complex also has a private gambling circle.



February 2008 – Holiday Inn Express St Nazaire (France)

SOFT installed the solution at the Holiday Inn Express St Nazaire. This hotel, located in Brittany, inaugurated a new image for the hotel chain, with 75 rooms equipped with the latest technologies: Broadband Internet, Wifi, Satellite TV, films on demand.

March 2008 - Al Rushaid Village (Saudi Arabia)

Another success in the residential sector for ISC who deployed a DES Master Plus solution (400 IPTV points) in one of the villages built by the Al-Rushaid Group.