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Sébastien Collin, President, DID TECHNOLOGY.

**Entreprise:**

DID TECHNOLOGY –  
Their client: France  
Télévision

**Size of the company:**  
2-10 employees

**Business sector:**

Sales, rental of mounting  
and storage systems

**Website:**

[www.didtechnology.com](http://www.didtechnology.com)

**Location:**

Seine et Marne, France

## DID TECHNOLOGY, Network storage and switches for TV production and shows

### ABOUT

DID TECHNOLOGY was created on January 18, 2010 by Sébastien Collin, its founding president, and Jean Michel Bouvet, its managing director. DID TECHNOLOGY is the integrator of solutions for audiovisual, broadcast, multimedia, and IT (Information Technologies). Their strategy focuses on three main areas: the sale of products and solutions, the rental of post-production equipment, and the services around these areas such as telephone support, on-site interventions, maintenance contracts, etc.... DID was built on a modern economic model: a product and services offering with the best value.

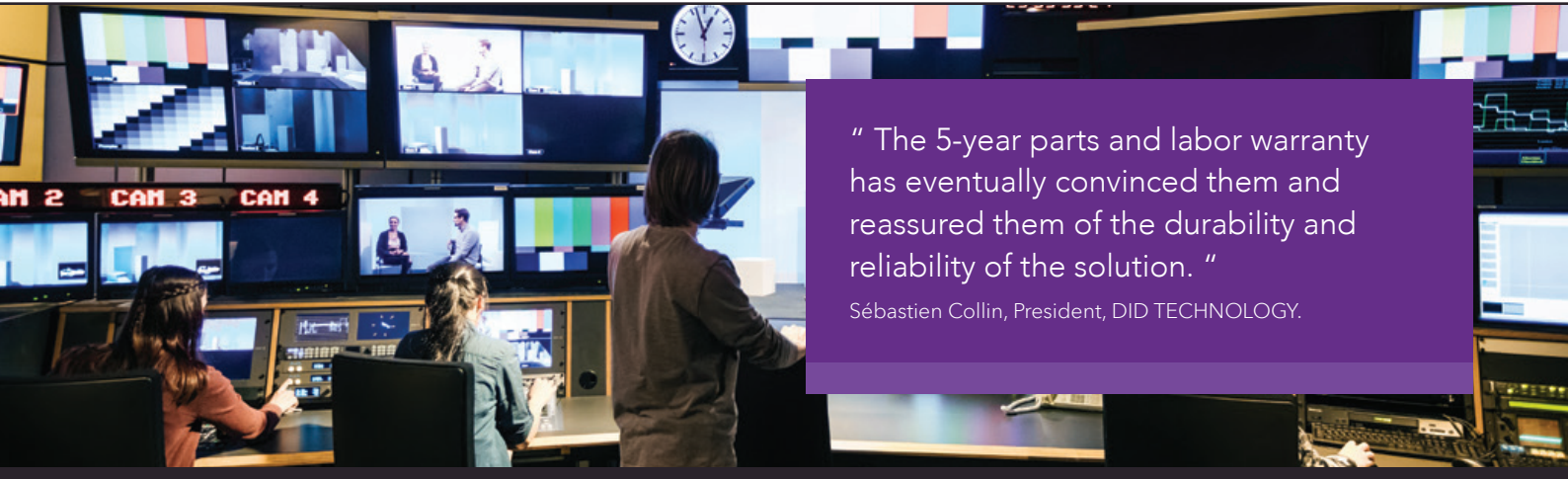
### CHALLENGE

DID TECHNOLOGY puts customer satisfaction at the heart of its concerns and constantly seeks solutions that are both efficient and valued at the best price for their customers. Businesses of all sizes in the audiovisual field rely on DID technology. One of those businesses is France Télévision, specifically the division in charge of post-production. For the past 5 years, France Télévision has been using a network storage system that, although initially satisfactory, has begun to run out of steam and has encountered some reliability problems. This has led France Télévision to look for a new, more efficient and reliable solution.



[www.netgear.com](http://www.netgear.com)

[didtechnology.com](http://didtechnology.com)



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Sébastien Collin, President, DID TECHNOLOGY.

## SOLUTION

NETGEAR had presented the high-density ReadyNAS storage solution in the past that included its high-end models, the 4360X and 4312X. Its advanced solution and performance benefits remained in the mind of France Télévision since then. Enough so that they included the NETGEAR solution as part of their RFP for the upgrade of their post-production storage solution.

After a detailed evaluation of NETGEAR's ReadyNAS offering and their partner DID TECHNOLOGY, France Télévision selected the RN4312X solution, a ReadyNAS containing 12 storage bays with an integrated 10 Gigabit network interface. France Télévision acquired 10 units of the RN4312X for a storage of 120TB each, for a total of 1.2PB.

“France Télévision was impressed by the performance of the ReadyNAS, especially in terms of speed of transmission and storage, thanks to the integrated 10 Gigabit interface,” said Sébastien Collin, President of DID TECHNOLOGY. “The 5-year parts and labor warranty has eventually convinced them and reassured them of the durability and reliability of the solution.”

DID TECHNOLOGY delivered all ReadyNAS on time before the holidays and conducted detailed training for the entire France Télévision post-production team in charge of storage.

“We have proposed the NETGEAR ReadyNAS to France Télévision for its performance (especially at the network level), the space saving it brings, its excellent quality/price ratio, and finally for its level of guarantee and the effectiveness of the NETGEAR support teams,” underlines Collin. “We choose for our customers the technologies that will enable them to be the most efficient in their business and allow them to be the most competitive.”

The quality/price ratio of the solution has been essential for France Télévision, in addition to the excellent performance evaluated during the call for tender.

## THE FUTURE

The story does not end there.

DID TECHNOLOGY will provide the integration of their archiving to France Télévision in order to guarantee total reliability with an unbeatable price (as this integration does not require any additional material).

With their key experience in the Audiovisual world, particularly in the field of integration of Archiware solutions with ReadyNAS, DID TECHNOLOGY is the ideal partner. Their storage as well as high-performance network switches deployment and integration have proven to be a successful solution for their clients in the Audiovisual field, such as the highly renowned and demanding France Télévision.

