

Catena: the business case

One managed cluster instead of a hand-managed fleet of media servers

THE PROBLEM

A hand-managed fleet of media servers needs a dedicated engineer, and the glue you wrote yourself gets rewritten every time you grow. Every new channel, every failed disk and every expansion is manual engineering work. The risk is not the licence line — it is that operations rest on specific people and their night-time interventions.

WHAT CHANGES

Catena is one managed cluster: ingest, transcode, archive and TV delivery to set-top boxes, phones and Smart TVs, with subscriber packages, EPG and billing. On your own hardware, starting from a single Ubuntu server. Channel layout, failover and adding machines become platform operations rather than manual procedures.

ECONOMICS: WHAT GETS COUNTED

- **Licences** — a subscription based on the number of channels and viewers. You run as many servers as suits your delivery — servers are not charged for.
- **Operations** — engineering hours spent on channel layout, incident handling and onboarding new channels.
- **Risk and growth** — what a node failure costs, and what it takes to grow channels or viewers by half again or double.

WHAT WE DO NOT PROMISE

That the move pays for itself on the licence line. Sometimes that line gets smaller, sometimes it grows — the economics of the move lives in the other two layers. If the move does not pay off at your scale, you will hear that from us before the rollout, not after.

THE NEXT STEP

A conversation with your technical lead: channel list, subscriber count, architecture, server sizing and a phased launch — in parallel with the service you run today.

WHAT IT DID IN A COMPARABLE INSTALLATION

A Northern European IPTV operator: 163 channels, 80,000 viewers.

-70%

of the operations engineer's time freed after leaving a hand-managed Media Server fleet

36 → 20

servers for the same channels and the same number of viewers

~1 month

migration, channel by channel, with no interruption for viewers

These numbers come from one installation and its particular channel and load profile. On your own network they are verified during the pilot — they are not carried over as a promise.

THE PILOT: ONE OR TWO CHANNELS BESIDE THE SERVICE YOU RUN

Catena goes in beside the service you run today, not instead of it. The portal hands out links to the pilot channels only — no other subscriber is affected. If a group of channels misbehaves, it goes back to the old setup: the move is reversible at every step.

What we need from you at the start: an owner for the pilot on your side, one or two channels, a launch window and access to the sources.

SUCCESS CRITERIA — AGREED BEFORE THE START

- continuity of the air on the pilot channels over the observation period;
- a failed source picked up without manual intervention — verified by a real switchover during the pilot;
- the number of manual engineering interventions over the period;
- channel density per server at your own channel profile.

For each criterion we agree on a number before the start, and at the end of the pilot we answer go / no-go.