



## NEWS RELEASE

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### **ViewCast Signs New High-Profile European Customers; Receives Enthusiastic Response to New Products at IBC2012**

**PLANO, Texas, September 17, 2012** – ViewCast Corporation (OTCBB: VCST), a developer of industry-leading solutions that help companies deliver video to mobile devices and televisions, announced today the signing of two new high-profile European customers. The Company also announced that its new streaming media products and video capture cards received an enthusiastic response at IBC2012 in Amsterdam this month.

The new customers include the Dutch Parliament, which has followed the lead of the U.S. Congress and ordered ViewCast systems to begin streaming their sessions throughout Europe; and *The Telegraph*, an online newspaper based in the UK, that is deploying ViewCast technology to stream media video content through its website.

The new customer momentum, the Company's revamped sales and marketing initiatives, and the interest new ViewCast products have generated among distributors and sales professionals at IBC lend promise to an increase in activity for the latter half of 2012, noted ViewCast President and CEO John Hammock.

"We returned from Europe with a new level of enthusiasm throughout the Company," Hammock said. "We strongly believe that the changes we made in sales and marketing, upgrades in our existing products and the products we are introducing in the second half of the year are returning ViewCast to a pattern of growth. Combined with our new lower cost structure, this

growth pattern should strengthen the Company's financials for the second half of the year and return the company to profitability shortly thereafter."

As further evidence of the excitement around the improved product line, hundreds of existing and potential customers "test-drove" new and upgraded encoding solutions at IBC2012. The new streaming solutions introduced at IBC include:

- **Osprey® 845e and Osprey 820e cards:** The high-density SDI Osprey 845e is a recent addition to the Osprey line bringing broadcast flexibility to enterprise, government and integrator markets. The Osprey 820e card was also showcased by Telestream with their popular Wirecast product.
- **Niagara SCX® 7.0 software:** An updated version of encoder management software with a simplified user interface, the Niagara SCX 7.0 platform now supports MPEG2 Transport Stream output format.
- **Niagara® 2200 & 9100-2IP streaming media systems:** The new Niagara 2200 is a cost-effective and compact multi-format encoder. The new Niagara 9100-2IP is the first ViewCast transcoder brought to market.

For more information on the latest Niagara and Osprey products, visit: [www.viewcast.com](http://www.viewcast.com)

### **About ViewCast**

ViewCast enables anyone to deliver video whenever, wherever. With more than 400,000 Osprey® video capture cards and thousands of Niagara® streaming systems deployed globally, ViewCast is at the forefront of the video industry.

ViewCast ([www.viewcast.com](http://www.viewcast.com)) is headquartered in Plano, Texas, USA, with sales and distribution channels located globally.

### **Safe Harbor Statement**

Certain statements in this release are forward-looking within the meaning of the Private Securities Litigation Reform Act of 1995 and reflect the Company's current outlook. Such statements apply to future events and are therefore subject to risks and uncertainties that could cause actual results to differ materially. Important factors that could cause actual results to differ materially from forward-looking statements include, but are not limited to, changes in market and business conditions, demand for the Company's products and services, technological change, the ability of the Company to develop and market new products, increased competition, the ability of the Company to obtain and enforce its patent and avoid infringing other parties' patents, the ability of the Company to access additional capital from debt and/or equity, and changes in government regulations. All written and verbal forward-looking statements attributable to ViewCast and any person acting on its behalf are expressly qualified in their entirety by the cautionary statements set forth herein. ViewCast does not undertake any

obligation to update any forward-looking statement to reflect circumstances or events that occur after the date on which the forward-looking statements are made. For a detailed discussion of these and other cautionary statements and factors that could cause actual results to differ from the Company's forward-looking statements, please refer to the company's reports on Form 10-K and 10-Q on file with the U.S. Securities and Exchange Commission.

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