



CASE STUDY

# POPCORNTV Growth Popping with SiteKiosk/SiteRemote

The content delivery company is leveraging partnerships with GrupoInfo24 and PROVISIO to improve and grow its services throughout Argentina and Latin America.



By Richard Slawsky | Contributing writer, Kiosk Marketplace and Digital Signage Today



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### **The Players**

With offices in the United States and Europe, **PROVISIO** is a market-leading software development company providing turnkey secure kiosk, digital signage software and remote management solutions. PROVISIO's SiteKiosk software has become the most commonly used secure kiosk software for public computers worldwide.

**GrupoInfo24 S.L.**, also known as GI24, is a Madrid-based information technology company specializing in providing consulting services for the kiosk industry. The company provides SiteKiosk software and consulting services and other related products including project management, training and hardware solutions. GI24 is also the leader of the GrupoInfo24 consortium, a group of companies operating in a variety of IT and related industries.

Argentina-based **POPCORNTV** supplies content for digital signage and other multimedia services including kiosks, TV, streaming and music in Argentina and other countries in Latin America.

# The Challenge

One of the main missions of POPCORNTV is to provide high-quality customized audiovisual content throughout Latin America. The company accomplishes that task through its AV production subsidiary MUSUXMEDIA.

In addition to providing security for its content, MUSUXMEDIA needed technology that would allow the company to easily push that content to the various screens and devices in its network as well as an effective way to manage that network.

"We believe the quality of content is key, but the software is an important part of assuring the content is transmitted and displayed correctly and as scheduled," said Demian Linetzky, director with POPCORNTV.

The company also relies on a queue management system with its kiosks and screens to display information about people waiting to be served in businesses where POPCORNTV is used. That information can be complemented with additional content.

"The queue management systems for MUSUXMEDIA's content is a critical service," Linetzky said. "A failure of the system means many more people waiting for our services.



And combining this feature with digital signage is not easy."

MUSUXMEDIA also wanted a common platform that would enable it to grow in conjunction with POPCORNTV throughout Argentina and elsewhere in Latin America.

## The Solution

To accomplish that task, POPCORNTV partnered with GrupoInfo24 for support of PROVISIO's SiteKiosk and SiteRemote software.

GI24 has been working with PROVISIO for more than 15 years, starting with the local hospitality industry in Spain and later expanding to similar services in airports, universities, banks and many other industries. The company collaborates with PROVISIO to maintain the Spanish versions of the software, configuring it for local devices and customizing it for the Spanish and Latin America market.

SiteKiosk allows deployers to securely present Web-based content such as HTML, Flash and videos on kiosks, restricting access to the operating system, system settings, files, folders and applications. The kiosk is protected against unwanted manipulation from bootup to shutdown.

SiteKiosk along with PROVISIO's SiteRemote software enables administrators to manage machines remotely, allowing them to view the status of terminals, update content and perform maintenance operations from a central workstation. In addition, the software

provides customizable analytics reports, including usage statistics and hardware status. SiteRemote is available in either a cloud-based or server-based version.

The software is compatible with Windows 10, and includes a double browser engine for Internet Explorer and Chrome.

PROVISIO has released a new digital signage content management module known as "SiteCaster CMS" to its software. All who have signed up for Cloud solution at <u>www.</u> <u>siteremote.net</u> can use this module. PROVISIO will continue to enhance "SiteCaster CMS" and will be adding new features and templates in the fall of 2017.

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#### **The Results**

The websites of POPCORNTV, www.popcorntv.com.ar and <u>www.musuxmedia.com</u>, both receive support from GrupoInfo24 for PROVISIO's SiteKiosk and SiteRemote software. That is permitting them to consolidate their business and grow together.

POPCORNTV's experience with the software was good from the start, Linetzky said, solving important issues including security and terminal management and permitting the company to offer a more efficient service to its customers.

"Thanks to the features of SiteKiosk and SiteRemote those issues can be managed easily and help provide a valued service to our customers," Linetzky said. "Wait times for content have shortened, while advertising on our kiosks provide an additional source of income."

GrupoInfo24 worked with POPCORNTV to provide training for its staff for SiteKiosk and SiteRemote. In addition, POPCORNTV has requested certain features be added to the software to better meet its service needs, and is working with PROVISIO and GrupoInfo24 to implement those changes. The company is also looking forward to upcoming versions of PROVISIO's SiteCaster CMS, Linetzky said.

Going forward, POPCORNTV's goals include effectively managing its costs while taking advantage of continual improvements in software and hardware, working with GrupoInfo24 to provide the best content delivery service throughout Argentina and the region.

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"Our partnership with GrupoInfo24 has become a key part of our goals for growth in the region," Linetzky said. "We have quite a few customers seeking to contract our services. We also realize this industry is changing rapidly, and we look forward to seeing how SiteKiosk and SiteRemote adapt to our requests and those that the industry demands."

### About the sponsor:

With offices in the United States and Europe, PROVISIO is a market-leading software development company providing turnkey secure kiosk, digital signage software and remote management solutions. PROVISIO products are marketed in more than 50 countries.