



# A GUIDE TO NETFLIX INTEGRATION FOR OPERATORS

*While Netflix is usually available on the consumer-grade Android TV STBs or SmartTV, by default, it is not available for the operators using Android TV Operator Tier for their client devices. In this whitepaper, we will present different options for integrating Netflix with OTT services available to operators today as it can provide a significant strategic advantage for OTT providers.*



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# The Importance of Netflix in the OTT Landscape

The over-the-top (OTT) landscape has seen a surge in demand for web streaming services, with Netflix emerging as a global leader. While Netflix is usually available on the consumer-grade Android TV set-top-boxes (STBs) or SmartTV, it is not available by default for the operators using Android TV Operator Tier for their client devices. In this article, we will present the different options for integrating Netflix with OTT services that are available to operators today. Offering Netflix on Android TV STBs to subscribers can provide a significant strategic advantage for OTT providers.

The first advantage is clearly increased subscriber acquisition and retention rates. Bundling Netflix with other OTT offerings can entice new customers and incentivize existing subscribers to stay. The brand recognition and popularity of Netflix can act as a powerful draw for viewers seeking a diverse and high-quality entertainment experience.





One also has to mention the advantage of increased revenue generation potential. Netflix integration opens up opportunities for potential revenue growth.

**WHILE OTT PROVIDERS CANNOT GENERATE DIRECT REVENUE FOR NETFLIX'S SERVICE, THEY CAN LEVERAGE INDIRECT REVENUE FROM DIFFERENT PRICING MODELS, SUCH AS BUNDLED PACKAGES OR TIERED SUBSCRIPTIONS, TO MAXIMIZE RETURNS FROM THEIR PARTNERSHIP WITH NETFLIX.**

Several key methods facilitate the integration of Netflix into OTT service offerings:

- **Android TV**: Android TV does not come with Netflix app certified with the exception of Android TV for the consumer market. OTT operators prefer to use Android TV Operator Tier that allows for deep integration of Netflix within a customizable Android TV environment. It offers the advantage of leveraging the Android ecosystem, but it does also require meeting specific Google requirements and obtaining Netflix certification.
- **Netflix Hailstorm**: Hailstorm is Netflix's initiative to standardize the integration process for its partners, focusing on reducing development costs and time-to-market for Android TV devices.
- **Netflix Self Serve**: This program simplifies Netflix integration for qualified operators. Select device manufacturers (ODMs) build and distribute Netflix-enabled devices, handling ongoing support. This turnkey solution reduces the complexity and effort required for operators to incorporate Netflix.



# Integrating Netflix on Android TV

**ANDROID TV OFFERS A ROBUST PLATFORM FOR OTT PROVIDERS TO INTEGRATE NETFLIX, PROVIDING ACCESS TO THE GOOGLE PLAY STORE, ITS WELL-ESTABLISHED APP ECOSYSTEM, AND THE CONVENIENCE OF GOOGLE ASSISTANT INTEGRATION.**

## Android TV Operator Tier

This approach is specifically designed for pay-TV operators. It allows operators to customize the user experience significantly, providing more control over the interface and features compared to standard Android TV for the consumer market. One of the key benefits of the Operator Tier is the ability to use a custom launcher, which can be tailored to the operator's brand and integrated with their existing services. This level of customization is crucial for operators wanting to maintain a consistent brand identity and offer a seamless user experience across their services.

## Google Certification

A critical aspect of integrating Netflix via the Operator Tier is obtaining Google certification for it. This certification ensures that the Android TV device meets Google's quality standards for streaming and user experience. The process can be complex, but working with an experienced set-top box (STB) vendor who has previously gone through the certification can significantly simplify the process.

Google certification involves the following tiers, each with its own requirements:

- **SoC Approval:** This tier approves specific chipset configurations for Android TV, ensuring that the underlying hardware can deliver a high-quality experience.
- **Device Approval:** The final stage involves certifying the entire system software build running on a specific hardware configuration. This ensures full compatibility and proper testing.

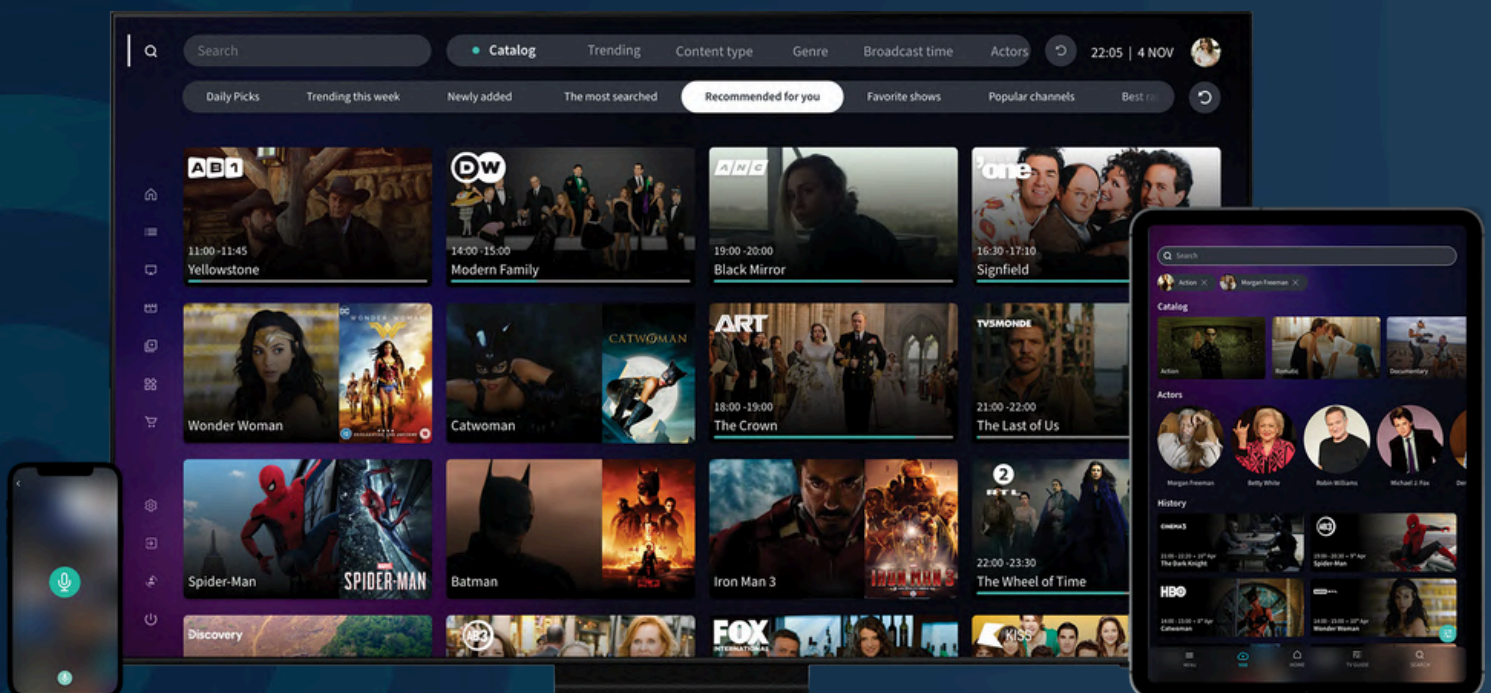
## Technical Considerations: Hardware, Software, and User Experience

Google certification involves several technical requirements across hardware, software, and user experience:

- **Hardware Requirements:** These include the CPU processing power, memory (RAM), storage (eMMC), and support for Digital Rights Management (DRM) technologies like Widevine. Meeting these requirements ensures smooth playback, optimal user interface navigation, and content security. Choosing a device based on Android TV Reference Designs can significantly reduce the time it takes to bring the product to market.
- **Software Requirements:** The software stack needs to meet Google's specifications.

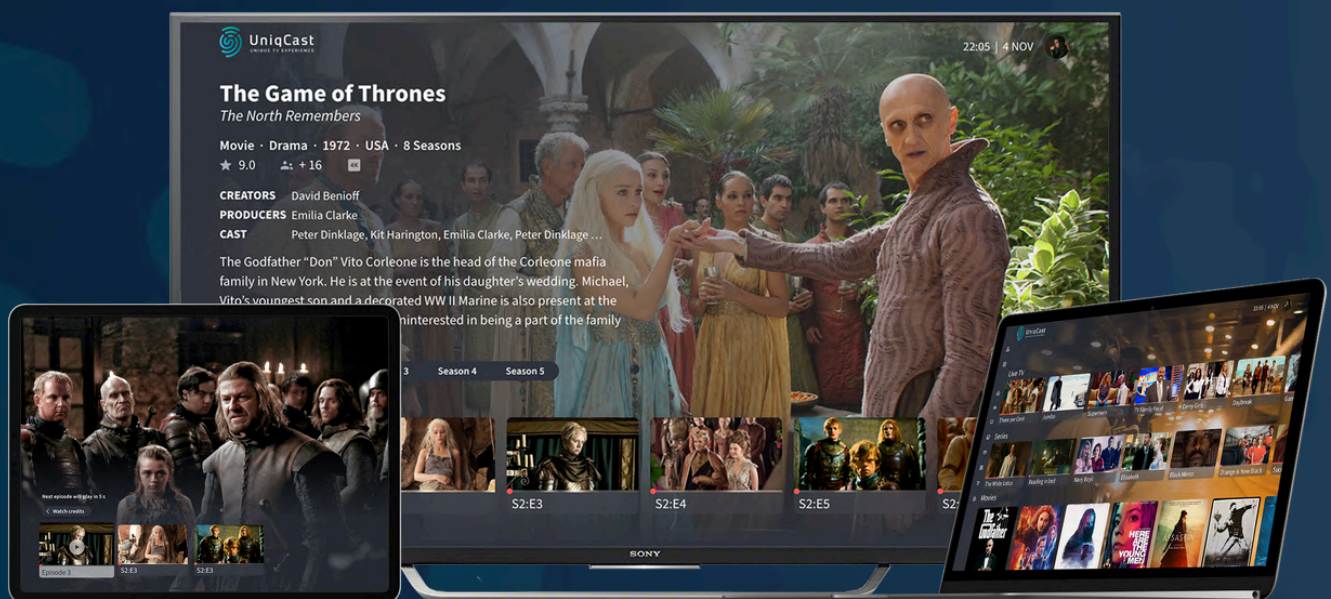
Key considerations include:

- *Android OS Version:* The chosen Android OS version must fall within the supported timeframe for new Android TV projects.
- *Codec Support:* Support for the AV1 codec is mandatory for new projects.
- *Google Mobile Services (GMS) and Google TV Services (GTVS):* Integration of these services is essential for accessing the Google Play Store, YouTube, and other Google apps.
- *Updates:* The operator needs to be prepared for regular OS and software updates to maintain compatibility with evolving Android TV requirements.
- **Launcher and UX:** The launcher is the primary interface users interact with on Android TV. Here's a list of Launcher/UX requirements for certification:





Key Launcher/UX Requirement	What is required?
Navigation	Intuitive navigation that allows users to easily access apps, settings, and content.
App Access	Ensuring that installed apps are readily accessible from the home screen.
Google Assistant Integration	Smooth integration with Google Assistant for voice search and commands.
Standard vs. Custom Launcher	Operators can choose between using the standard Android TV launcher with limited customization options or developing a custom launcher offering greater flexibility.
UX Mockups	Prior to development, it's essential to provide Google with UX mockups of the custom launcher for review, ensuring compliance with guidelines and minimizing potential issues during certification.





- **Remote Control:** The launcher is the primary interface users interact with on Android TV. Here's a list of Launcher/UX requirements for certification:

Key RC Requirement	What is required?
Mandatory Buttons	The RCU must have specific buttons, including D-pad navigation, back, home, and assistant (if it has a microphone) or search (if it doesn't have a microphone).
Iconography	The icons used for these buttons must adhere to Google's specifications.
Google Certification	The RCU also needs to go through a certification process, either bundled with the STB or separately.

### Netflix Certification

An operator that has successfully passed the Google certification for Android TV Operator Tier can apply for Netflix certification. Netflix has its own certification and decision criteria on which STB model and which operator is eligible for Netflix.

- **Project Approval:** Each specific operator project requires approval from Netflix, which considers factors like region, project size, and potential.

The main decision criteria seem to be how many users Netflix can reach through the operator that they can't get directly. This means that operators with a large number of users on STBs within the managed network have a better chance than somebody with a smaller number of users or offering a pure OTT service. In practice, operators smaller than 100k subscribers will not get Netflix approval. The decision depends also on the region where the operator wants to offer the service.

**NOTE: SMALLER OPERATORS MAY FACE CHALLENGES IN OBTAINING NETFLIX CERTIFICATION, ESPECIALLY GIVEN THAT NETFLIX'S DECISION CRITERIA OFTEN PRIORITIZE THE POTENTIAL REACH AND SUBSCRIBER BASE AN OPERATOR OFFERS.**

# Integrating Netflix with Hailstorm

**Netflix Hailstorm** is a program specifically aimed at simplifying and accelerating the integration of Netflix on Android TV devices, primarily targeting Original Device Manufacturers (ODMs).

## What is ODM?

An ODM (Original Device Manufacturer) is a company that designs and manufactures devices based on specifications provided by another company, typically an operator. The operator then brands and sells the device under its own name.

Hailstorm's primary goal is to reduce the development time and resources required for Netflix integration by providing a more standardized and optimized approach. The program focuses on consolidating features impacting Netflix's quality standards and introduces certification checkpoints at different stages of the development process.

## The Hailstorm BSP Model

At the core of Hailstorm is the **Netflix OTT BSP model**, where BSP stands for Board Support Package. It is a crucial element in the Android TV ecosystem. It acts as the bridge between the Android operating system and the specific hardware platform on which it runs. Essentially, the BSP is a collection of software drivers and other essential components that enable Android to interact with and control the various hardware components of an Android TV device. These components can include the CPU, GPU, memory, storage, display, network interfaces, and more. Without a BSP, the Android operating system wouldn't be able to function on the given hardware, as it wouldn't have the necessary instructions to communicate with and manage the hardware's functionalities.

## The BSP fragmentation

In the context of Android TV, the BSP plays a critical role in ensuring a smooth and consistent user experience across different devices. However, the development of Android TV devices often leads to BSP fragmentation. This occurs when variations in hardware components and software customizations result in a wide range of different BSPs, even for devices based on the same underlying chipset. Such fragmentation can make it challenging to ensure that Netflix, and other apps, perform consistently across a variety of Android TV devices.

## Causes of BSP Fragmentation

- **Hardware Component Variations:** Different suppliers may use different components based on cost and availability, leading to variations in performance.
- **Software Branching:** ODMs and system integrators often work with fragmented software branches at various stages of Android development.
- **Customization:** Operators and OEMs frequently customize the Android framework, system applications, and backend services.

## Hailstorm's Approach to Defragmentation

- **Standardized BSP:** Hailstorm invests in qualifying a reference BSP with SoC (System-on-Chip) providers. This reference BSP covers the majority of core system designs used in the final products.
- **Certification Checkpoints:** Hailstorm introduces certification checkpoints to qualify the BSP at the SoC level, the ODM level, and finally, the operator's product. This ensures that the BSP remains consistent and meets Netflix's standards throughout the development process.
- **Source Code Review and Audit:** Hailstorm collaborates with SoC partners to review their source code and ensures a single source branch per silicon to avoid software fragmentation. SoC providers are also tasked with auditing the BSPs of their customers to maintain integrity and understand the risks associated with any modifications.

## Hailstorm Workflow and Responsibilities

The Hailstorm BSP model outlines a clear workflow and defines the roles and responsibilities of each party involved:

1. **SoC Provider:** Provides a baseline software and hardware configuration to the ODM. This baseline is already verified to be compatible with Android through CTS (Compatibility Test Suite) and GTS (Google Mobile Services Test Suite).
2. **ODM:** The ODM takes the baseline and makes any necessary hardware or software changes to create a reference product, which becomes the ODM BSP.
3. **Netflix:** Certifies the ODM BSP.
4. **Operator:** The operator then takes the certified ODM BSP and customizes it (or requests the ODM to customize it) according to Netflix guidelines to create the final product.
5. **Netflix:** Certifies the final product. Due to the certified ODM BSP, this final certification is expected to require minimal effort.

## Scalable BSP Solutions

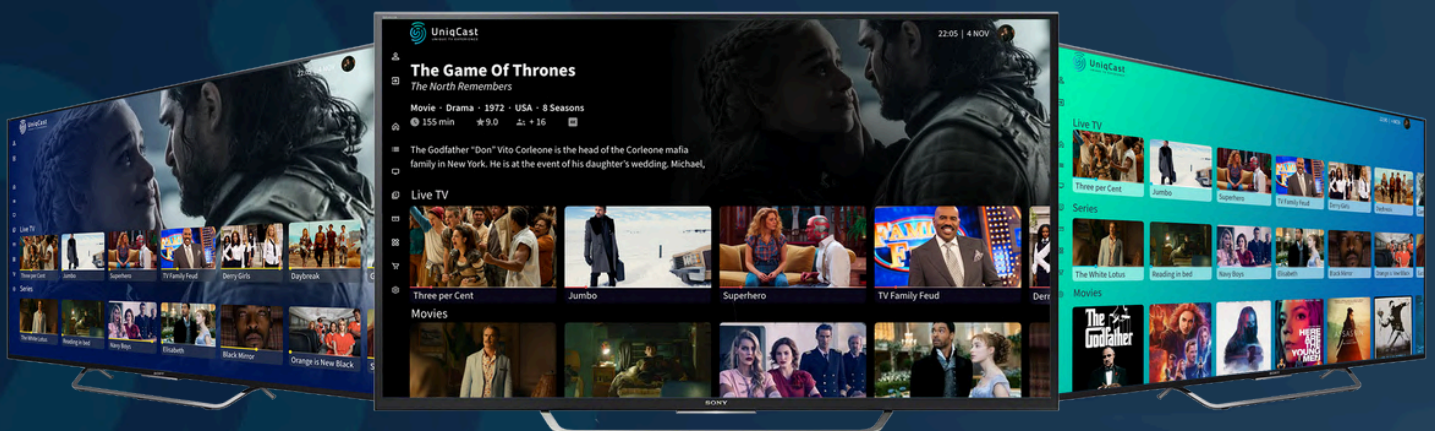
Hailstorm aims to create a family of BSP solutions based on families of SoCs. This approach leverages the similarities between SoCs within a family to scale the BSP work more efficiently. For example, migrating a BSP from one SoC in a family to another with similar CPU, GPU, and peripherals would require less effort. Hailstorm envisions expanding this model to create BSP solutions for hybrid devices with additional features like DVB tuners or Conditional Access Systems (CAS).

## Hailstorm Reduced Netflix Integration Time Down to a Week

Netflix introduced the Hailstorm program to reduce the effort required for partners to integrate Netflix onto the Android TV platform. The program seeks to shorten partners' time to market by optimizing the certification process, which traditionally took three months, down to just one week.

By reducing development overhead, Hailstorm allows partners to quickly deploy Netflix, making the service more accessible to a wider audience. The program benefits all parties involved in the development process, including silicon vendors, ODMs, system integrators, and Netflix itself, by ensuring consistent certification results across various devices. Hailstorm achieves this by establishing a standardized Netflix OTT BSP model, consolidating features critical to Netflix's quality standards, and defining clear roles and responsibilities for each partner. This model reduces fragmentation stemming from varying hardware components, software branches, and customizations by different partners.

The Hailstorm program also introduces certification checkpoints throughout the development process, ensuring that both SoC and ODM BSPs, as well as the final operator product, meet Netflix's quality standards. This rigorous approach minimizes integration efforts for ODMs and operators, ensuring that the final product certification requires minimal effort.





# Netflix Self Serve: A New Paradigm for Operators

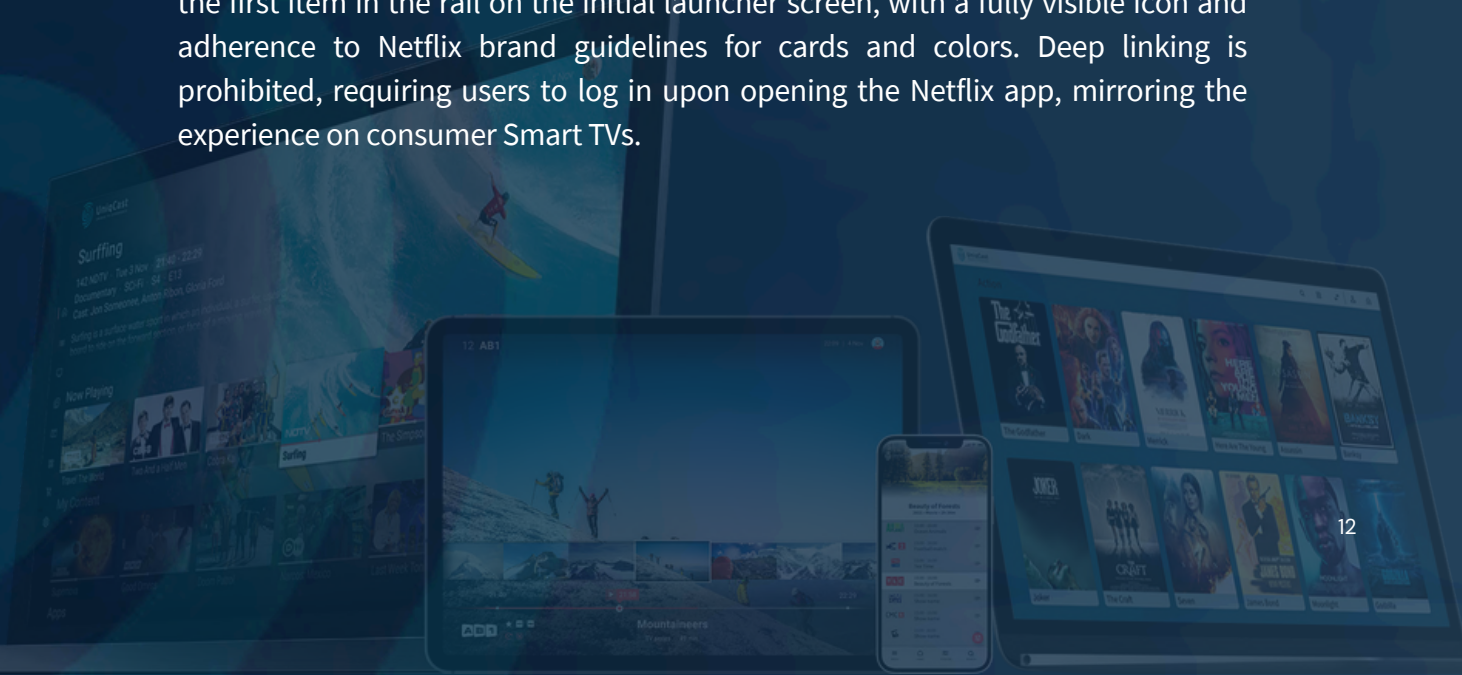
Netflix Self Serve is an initiative by Netflix designed to further simplify the integration of Netflix onto operator set-top boxes (STBs). Building on the foundation laid by the Hailstorm program, Self Serve enables select device ODMs to build and distribute Netflix-enabled OTT devices directly to qualified pay TV operators and ISPs globally. The program focuses on delivering turnkey, pre-certified devices with the Netflix app pre-loaded, shifting the responsibility of engagement and ongoing field support to device manufacturers.

## Key Features of Netflix Self Serve

- **Pre-Loaded and Certified Netflix App**: Eliminates the need for operators to go through the complex Netflix certification process, reducing integration time and costs.
- **Turnkey Solution**: Provides operators with a ready-to-deploy solution, simplifying the process of adding Netflix to their service offerings.
- **ODM-Managed Support**: Shifts the responsibility of ongoing support and maintenance to the device manufacturer, freeing up operator resources.

## Requirements for operators to enter Netflix Self-Serve

To join the Netflix Self-Serve program, operators must meet several requirements, including business and launcher-specific criteria. From a business perspective, operators need to have a minimum volume of 50,000 STBs per year and obtain Android TV certification, ensuring that the certified UI remains unchanged post-certification. Furthermore, every ODM can have only a limited number of launchers and platforms approved for the program. UniQCast is an example of a platform with a launcher that has several successful deployments under the Self Serve program. Focusing on the launcher, the Netflix app must be prominently placed as the first item in the rail on the initial launcher screen, with a fully visible icon and adherence to Netflix brand guidelines for cards and colors. Deep linking is prohibited, requiring users to log in upon opening the Netflix app, mirroring the experience on consumer Smart TVs.



## **A brief outline of the process to enter Netflix Self-Serve**

To enter the Netflix Self Serve program, an operator first needs to contact an approved ODM and a platform vendor, such as [UniqCast](#) in the case of the latter. Android TV Operator Tier certification can occur before or simultaneously with other steps in the process. The operator then needs to define a user interface (UI) that adheres to both Netflix and Google requirements. For example, the Netflix app must be the first app in the rail on the first screen of the launcher and the icon, card, and colors must follow Netflix brand guidelines. The platform vendor then prepares the APK, which the ODM integrates into the firmware (FW) for the set-top box (STB). Next, the ODM conducts internal Android TV and Netflix tests to verify compliance with the requirements. Finally, the ODM submits the FW and APK to Google for Android TV certification and to Netflix for Netflix certification. Once both approvals are received, the operator can begin rolling out new Netflix-approved STBs.

## **Netflix pre-certified devices for OTT operators**

Netflix Self Serve empowers operators to rapidly deploy Netflix services, bypassing the typically lengthy integration and certification processes. This is achieved by using pre-certified devices that eliminate the need for operators to individually navigate the complexities of Netflix certification. Hailstorm, the foundation of Self Serve, has already demonstrated the potential for reducing certification time from three months to just one week.

## **Reduced Development Costs**

The program reduces development costs for operators by removing the need for in-house development and testing to ensure compatibility with Netflix. Operators can avoid investing in specialized engineering resources and testing infrastructure that would otherwise be required for Netflix integration. This allows operators to allocate their budget towards other strategic priorities, such as enhancing their core service offerings or expanding their customer base.

## **Reduced Operational Burden**

We foster collaboration across different departments within UniqCast, including product development, delivery teams, marketing, and sales. By facilitating cross-functional collaboration, we ensure that customer feedback is shared and acted upon holistically. This collaborative approach enables us to address the root causes of issues, implement solutions effectively, and align support services with broader organizational goals.

### **Enhanced Competitiveness**

Netflix Self Serve boosts operators' competitiveness. The capacity to offer Netflix seamlessly and cost-effectively provides a significant advantage, enabling operators to attract and retain subscribers who value access to this popular streaming service. This positions operators favorably against competitors who may not offer Netflix or who have a more complex and expensive integration process.

### **Impact on the Industry**

Netflix Self Serve is poised to significantly impact the OTT industry by simplifying the integration of Netflix onto operator set-top boxes.

### **Wider Netflix Adoption**

The Netflix Self-Serve program is expected to significantly increase the adoption of Netflix, particularly among smaller pay-TV operators who might have found the previous integration process challenging. Traditionally, integrating Netflix onto operator platforms involved a lengthy and resource-intensive process, including navigating complex certification procedures and investing in in-house development and testing. This presented a significant barrier to entry, particularly for smaller operators with limited resources and technical expertise.

Netflix Self Serve addresses these challenges by offering a turnkey solution with pre-certified devices and a pre-loaded Netflix app. This eliminates the need for smaller operators to undertake the costly and time-consuming integration and certification process, allowing them to quickly and easily offer Netflix to their subscribers.

Furthermore, the program shifts the responsibility of engagement and ongoing field support to device manufacturers. This further reduces the burden on smaller operators, freeing up their resources to focus on their core business operations.

### **Closer Operator-ODM Relationships**

Netflix Self Serve is transforming the dynamics between operators and ODMs. By entrusting ODMs with service delivery and support for Netflix-enabled devices, the program shifts the traditional responsibilities and encourages a more interdependent partnership.

Traditionally, operators have focused on managing their networks and delivering content, while ODMs have primarily concentrated on manufacturing and supplying devices. Netflix Self Serve blurs these lines by placing ODMs in a more central role, extending their responsibilities beyond hardware to encompass aspects of service delivery and customer support.



Operators must now work closely with ODMs to ensure seamless integration of Netflix into their service offerings, define service level agreements, and establish effective support processes. This increased interaction creates a deeper understanding of each other's needs and capabilities, leading to stronger and more strategic partnerships.

As ODMs take on a greater role in service delivery and support, they gain a deeper understanding of the operator's business and the specific needs of their subscribers. This knowledge enables ODMs to develop more tailored solutions, optimizing device design and features to better align with the operator's overall service strategy.

Furthermore, the program's reliance on ODM-managed support creates an incentive for ODMs to prioritize device quality and reliability. Since ODMs are directly responsible for resolving customer issues, they are motivated to minimize device failures and ensure a smooth user experience. This focus on quality ultimately benefits both the operator and the end-user.

In conclusion, Netflix Self Serve is catalyzing a shift in the operator-ODM relationship by promoting closer collaboration, shared responsibilities, and a greater emphasis on service quality.

### **Increased Competition**

The increased accessibility to Netflix through the Netflix Self-Serve program is likely to intensify competition in the OTT market. By simplifying the integration process and lowering the barriers to entry, the program enables a wider range of operators, particularly smaller ones, to offer Netflix as part of their service bundles. This increased availability of Netflix across various platforms will likely lead to more competitive pricing strategies as operators strive to attract and retain subscribers in a market where access to popular streaming services is becoming increasingly crucial.

Operators may need to re-evaluate their pricing models to remain competitive. Bundling strategies will likely become more prevalent, with operators offering Netflix alongside their existing services at attractive price points. Tiered subscription plans may also gain traction, allowing subscribers to choose a package that includes Netflix at a premium price or opt for a more basic package without Netflix at a lower cost.

In addition to pricing, the program may also impact the service offerings of OTT providers. As Netflix becomes more readily available, operators may need to differentiate themselves by offering unique content or features. This could involve investing in original programming, securing exclusive distribution rights, or providing value-added services such as cloud gaming or connected home integrations. Operators may also focus on enhancing the user experience, personalizing recommendations, and providing seamless integration with other popular streaming services.



Furthermore, the program is likely to influence customer acquisition strategies. With Netflix as a key selling point, operators may emphasize the availability of Netflix in their marketing campaigns. They might also explore partnerships with device manufacturers to bundle Netflix-enabled devices with their services, offering attractive incentives to new subscribers. Operators may also leverage data analytics to better understand customer preferences and tailor their offerings to specific demographics.

By increasing the accessibility of Netflix, the Self Serve program is poised to shake up the OTT market. Operators will need to adapt their strategies to thrive in this more competitive environment, focusing on pricing, service offerings, and customer acquisition strategies that cater to the evolving demands of viewers who expect seamless access to their favorite streaming services.

## Quick Summary: AndroidTV vs. Hailstorm vs. Self-Serve

The article outlines three main ways to integrate Netflix onto an OTT service offering:

- **Android TV Operator Tier**: This involves obtaining project approval from Google, meeting their requirements, and potentially developing a custom launcher.
- **Netflix Hailstorm**: This Netflix-driven program simplifies and standardizes the integration process, primarily targeting Original Device Manufacturers (ODMs). Unlike Self Serve, Hailstorm allows deep linking into the Netflix app, thus enabling direct access to Netflix video assets from other apps, such as a dedicated operator's client app.
- **Netflix Self-Serve**: Building on Hailstorm, this program offers pre-certified, turnkey devices with the Netflix app pre-loaded, directly to qualified operators.

Let's take a closer look at the key differences side by side



	Android TV	Hailstorm	Self Serve
Target Audience	pay-TV operators offering linear TV services alongside their OTT offerings	ODMs building Android TV devices	qualified pay-TV operators and ISPs globally, providing them with ready-to-deploy Netflix solutions
Control and Customization	a high degree of customization, particularly with a custom launcher	aims for standardization, reducing fragmentation in the Android TV ecosystem	a turnkey solution with limited customization options. The focus is on simplifying the integration process and providing a pre-certified, ready-to-deploy solution.
Certification Process	requires Netflix certification, which can be complex and time-consuming, particularly for smaller operators. Google also has its own approval process for AndroidTV Operator Tier projects.	certification checkpoints throughout the development process to ensure compliance with Netflix standards. This includes SoC-level, ODM-level, and final product certification.	eliminates the need for operator-level Netflix certification. Devices are pre-certified, allowing operators to bypass this step entirely.
Support and Maintenance	requires operators to handle ongoing support and maintenance, including software updates and troubleshooting.	ODM is responsible for ongoing support, while Netflix collaborates with SoC providers to ensure BSP integrity	ODMs are responsible for providing support to payTV operators for Netflix-enabled devices.
Time to Market	longer time to market due to the certification process, potential custom launcher development, and Google's project approval requirements	significantly reduces development time and resources, accelerating the time to market for primarily ODMs but also operators	fastest time to market, as devices are pre-certified and ready to deploy immediately

## Key Takeaways

Netflix offers multiple avenues for integration with OTT services, aiming to expand its reach and optimize the adoption process. The Android TV Operator Tier provides a high degree of customization and control for operators but comes with rigorous certification requirements from both Google and Netflix. This approach is best suited for larger operators who want to create a tightly integrated and branded user experience. In contrast, Netflix Hailstorm, designed primarily for ODMs, focuses on standardization and simplification of the integration process through a consolidated BSP model and certification checkpoints at different development stages. Hailstorm reduces development costs and time to market for both ODMs and operators. Netflix Self Serve, the latest initiative, takes simplification a step further by offering pre-certified, turnkey devices directly to qualified operators, with ODMs handling all support. This program dramatically reduces barriers to entry for operators, especially smaller ones, and allows for rapid Netflix deployment. This shift towards pre-certified devices and ODM-managed support signifies a potential move towards a more decentralized OTT service delivery model, fostering closer operator-ODM collaboration and potentially driving increased competition within the OTT landscape.

## How to get involved?

Netflix collaborates with various technology providers and pay-TV operators to offer the Self Serve solution. Notable examples of ODMs include [SDMC Technology](#) and [SEI Robotics](#). Both vendors have practical hands-on experience in delivering Netflix to OTT services using OTT Platform by [UniqCast](#). These technology providers have successfully deployed Netflix through a Self Serve program for renowned OTT operators. Start your journey by contacting one of them and ask about references. These real-world examples can be invaluable for your estimations of time and budget for such a project.





# Future Trends and the Evolving Role of Netflix in the OTT Ecosystem

Netflix's efforts to improve the integration process for operators through programs like Hailstorm and Netflix Self Serve signal a significant shift in the company's approach to the OTT landscape. By simplifying the onboarding process and reducing the technical burden on operators, Netflix aims to expand its reach and make its service more accessible to a wider audience. This strategic move is likely driven by the increasing competition in the OTT market, as traditional pay-TV operators and new streaming services vie for subscriber attention. By making it easier for operators to integrate Netflix into their offerings, the company can position itself as a valuable partner, enhancing the operator's service and attracting new subscribers.

The emergence of initiatives like Netflix Self-Serve, where device manufacturers handle end-to-end engagement and support, suggests a potential shift towards a more decentralized model for OTT service delivery. This could lead to a more diverse and competitive landscape where operators have greater flexibility in choosing partners and customizing their offerings to meet specific market needs. As the OTT ecosystem continues to evolve, Netflix's focus on simplified integration, self-service solutions, and partnerships with device manufacturers is likely to shape the industry's future, driving innovation, enhancing user experience, and expanding the reach of streaming entertainment.





## ABOUT THE AUTHORS



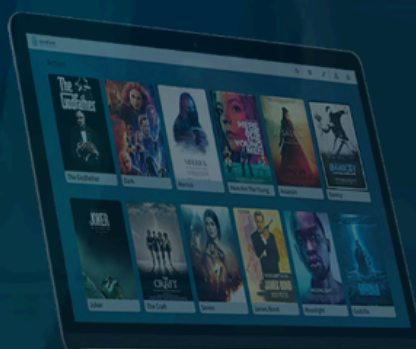
In the last 15 years, Marko Hiti worked in executive positions for several technology vendors and system integrators. Ability to find, understand, and efficiently solve market problems enables him to develop products with premium user experience and optimal product market fit.

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## ABOUT UniqCast

UniqCast helps Telcos, ISPs, Broadcasters, OTT, mobile, and DVB operators, to build turnkey IPTV/OTT/DVB multi-screen solutions in a cost-efficient way, delivering an enjoyable TV experience to the end-users. We provide a single point of contact and full, end-to-end responsibility, to minimize risks for the operator and to guarantee a successful launch of the TV service. Every TV system is unique, we simply help you deliver it. For more information get in touch via [sales@uniqcast.com](mailto:sales@uniqcast.com) and find out why UniqCast has been trusted with IPTV/OTT/DVB projects on 5 continents across the world.





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## Creating Unique Viewing Experience

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