

Ian Gough founder of Thameside.tv and Use of The SAP Fund.

Ian has worked as a Broadcast Engineer in the Post Production Film and Video facilities industry until 1994 when he then formed Thameside.tv. Designing, Planning and Installing very high quality and high-end Film and Video Facilities for Independent Post production companies and Broadcasters alike.

Systems have included Edit Suites, Production Studios, High-end Film Transfer DI Rooms for commercials and Media Transfer Facilities (eg:., Archiving). Ian, CTO of Thameside.tv, is often involved from the very beginning of a Project where starting with a blank canvas has to design a complete turnkey installation where critical workflows and system design have had to be extremely accurate to provide a viable commercial practice for the client.

Acting as a “one-stop-solution” Thameside.tv specialises in the sourcing and re-engineering of older legacy format VTR’s or Film Scanners, which it then integrates with Thameside.tv’s turnkey solutions for archiving older deteriorating media Assets. With a realistic workflow Media Assets are tracked through every process of an ingest from initial physical inspection right through until the clip or story is made available, with searchable criterion, on a browser-able database. The solution from Thameside.tv for 16mm or 35mm Film Media is treated almost in the same way as for Video Tape except each film clip or story to be archived has to be physically prepped and presented for ingest on a Film Roll and due to the nature of Film ninety-nine times out of a hundred needs an additional ultra-sonic film cleaning stage prior to the actual Film Scanning.

Clients that Thameside.tv have provided complete turn-key systems for include:

1* **National Film Archive of Wales** – Provision of a Complete System for ingesting 1” C-Format video tapes into the library’s main electronic archive.

2* **BowTie NEP – National Assembly of Wales (Government Facility)** - Provision of a complete system for ingesting BetacamSX video tapes into the library’s main browser-able deep electronic archive.

3* **BowTie NEP – Parliament UK (House of Commons -**

Government Facility) - Provision of a complete system for ingesting BetacamSX video tapes into an “off-site” electronic archive via a data communication centre.

4* **Kodak UK** – Provision of 5x Digital Imaging Suites each with all supporting systems at five different international locations using 5x Spirit Datacines, Capable of providing real time dpx files from 16mm and 35mm 2K Film Scans.

5* **Ascent Media UK** - Provision of a complete system for ingesting DigitalBetacam video tapes into an electronic browser-able client archive.

6* **Dragon DI**- Provision of a complete system for real time conversion of existing file based media archives to different customer requests for different format Media Files when extracted from their Media Archive.

7* **Gems TV** – Provision of complete system capable of providing content play-out to two TV Channels broadcasting on Sky Satellite of an archive of Digital Media Assets produced by Grass Valley K2 Servers.

8* **Dragon DI** – Provision of Digital Imaging Suite capable of providing real time media files from 16mm and 35mm 4K Film Scans.

In addition to the technical side of Thameside.tv. Thameside.TV have been buying and reselling broadcast television equipment. This is made up of buying previously used equipment, re-engineering it and selling it back into the industry. Ian is an expert on residual values of this type of kit and has a database of over 10,000 international clients that regularly buy. This service is also invaluable to Finance Companies who, for whatever reason, have an asset revert to them during the period of the lease, or to companies that no longer require the use of the equipment. Thameside.tv can advise accurately on the value of a piece of equipment and the best way to dispose of it. Therefore Thameside.tv is known to many leasing and finance companies that seek out our expertise or call upon us for equipment and asset valuations and have a disposal requirement.

Thameside.tv can act as brokers and offer a unique asset disposal programme. A list of recent customers who have used Thameside.tv's technical valuation service.

The Mews, Lip Sync Post, Reuters, Kodak, MBC, Evolutions, Lombard, State Securities, Shawbrook Bank, Bank of India, RT2 Denmark, Waterfall Studios, Sterling Capital, Media Lease.

Thameside.tv would like to buy certain items of equipment that it gets offered or where it sees fit to by way of good pricing. In doing so it immediately removes the equipment from the market. Thameside.tv has never before had available this type of “war-chest” cash facility and has missed lots of opportunities in the past.

Ian’s pension fund, formerly with Zurich was typically making 1% per annum profits. Lucy, his wife’s and fellow director, hers actually lost over -5% the previous year. This being unacceptable we both decided to move our joint pension funds into a Self Administered Pension where we could then both identify potential purchases of equipment within our industry and where we could use the capital amount of both our pensions to fund theses purchases for Thameside.tv. Once it is sold return the capital, a management fee and an amount of interest.

The amount of interest and the management fee would therefore generate profits for the SAP definitely greater than those that they have individually and historically been receiving.