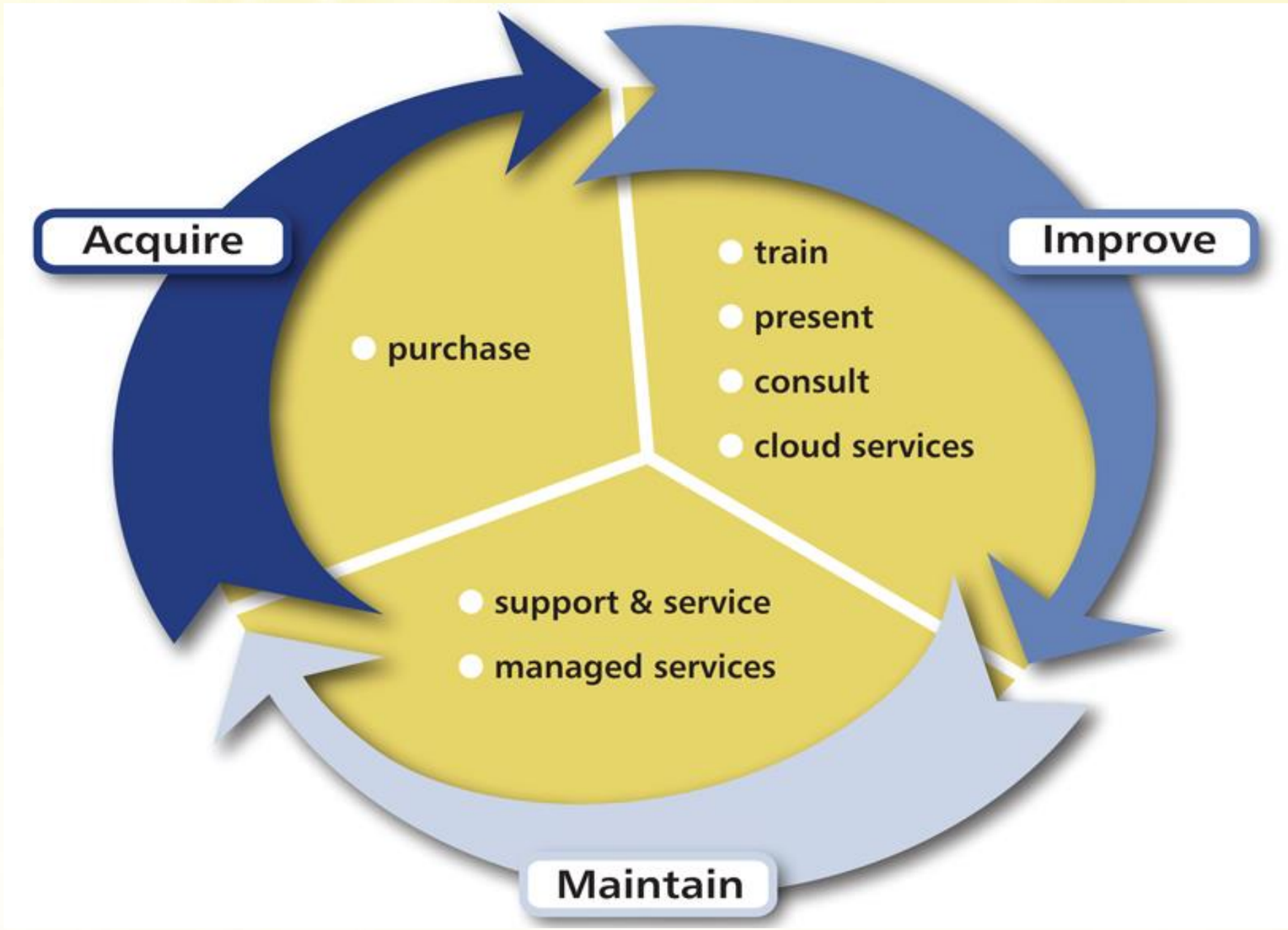
Welcome!

# Audio Visual New Product Showcase

system | source

the one source for IT & AV


Acquire
purchase
Improve
train
present
consult
cloud services
support & service
managed services
Maintain

# Today's Agenda

- Welcome
- SVSi — Mark Templeton from Harman
- Chief — Brian Mungo
- :10 BREAK
- Da-Lite — Geoff Gibbs
- Vaddio — Misty Chalk
- :10 BREAK
- Crestron — Greg Haas
- Epson — Gerry Campana
- Wrap Up, Evals, Door Prizes
- Lunch & Vendor Displays

# Today's Vendor Showcase:

DA-LITE

EPSON

SKMAC
MAKE WAVES.

HARMAN

PLANAR™

CHIEF®

vaddio

CRESTRON

BIAMP®
SYSTEMS

system | source

the one source for IT & AV

# SVSi by Harman

system | source

the one source for IT & AV

# System Source & Harman:

## Mark Templeton – Director, Sales & Engineering at SVSi

- Leader in AV over IP solutions
- Part of the Harman family of AV products

# HARMAN PROFESSIONAL SOLUTIONS

**MARK TEMPLETON, SALES DIRECTOR**

AUGUST 16, 2017

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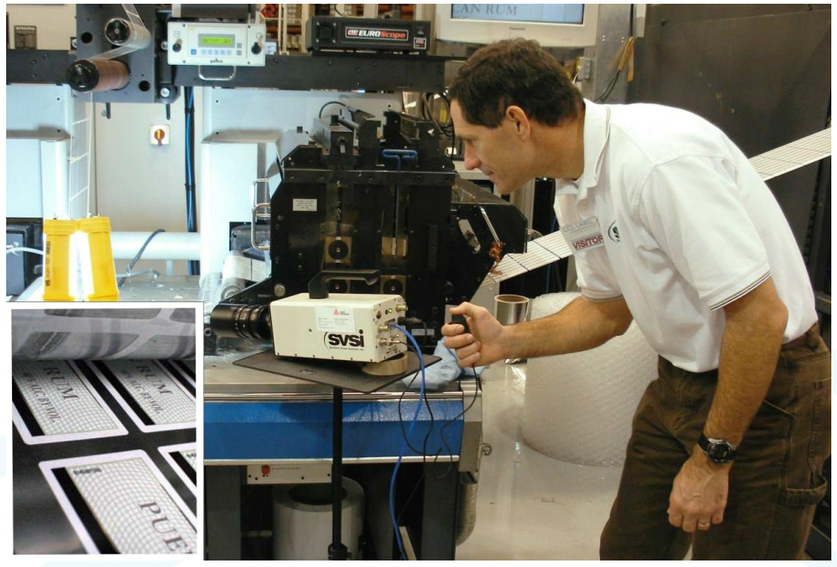
HARMAN
A SAMSUNG COMPANY

# SVSI's History

- Based in Huntsville, Alabama, original home of NASA
- Established in 2004 as a small start-up private company
- First products were high-speed digital video cameras for motion analysis
- Used Gigabit Ethernet to transfer data from camera to PC
- Introduced first AV-over-IP products at InfoComm 2008
- Acquired by Harman in June 2015

Designed & Manufactured by: SVSI Southern Vision Systems, Inc.



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# NETWORKED AV

## SVSI – the Leader in Networked AV

- 8+ years of experience in AV-over-IP
- Over 100,000 AV-over-IP endpoints shipped!
- Network-centric and 100% standards based
- Choice of codecs on copper or fiber networks
- Supports all control systems and is easy to manage
- Flexibility - easily expand a system, no fixed size
- Reduced installation, programming and infrastructure cost

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# SVSI – the Leader in Networked AV

Several firsts to market:

- First to ship an Enterprise Networked AV solution (shipped 2008)
- First to ship a comprehensive series of solutions targeted at the room, building, and world network infrastructure (NSeries)
- First to ship compressed and uncompressed 4K Ultra-HD Networked AV solution
- First to ship Networked AV windowing processor
- First to ship multi-Channel Synchronous Networked AV recording solution

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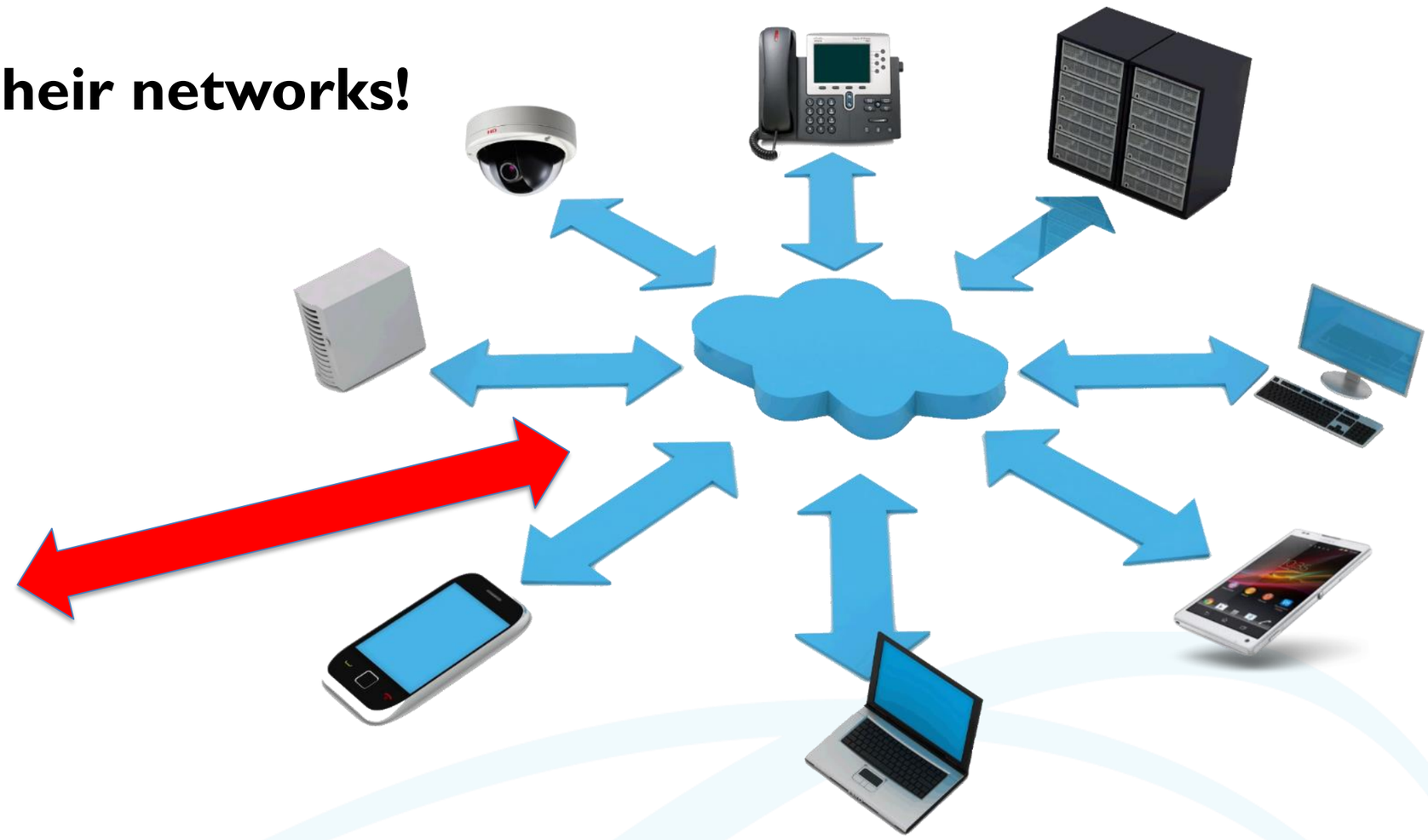
# NETWORKED AV

## Networks are expanding

**IT already has AV on their networks!**

- IP Telephone Systems
- IP Security Cameras
- IP TV Distribution
- Video Conferencing
- NOW Pro AV Systems!



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# NETWORKED AV

## AV on the Network

For the IT manager worried about “video” on his network think of Networked AV not as “video-over-IP” but as “data-over-IP”. The “video” packets are data packets just like any other packet on the network with the same protocols, monitoring, control & security options as for other data packets.

The primary cost advantage with Networked AV comes when there is no cable pulling at all – rather the house network with all its benefits is used to transmit video and audio from anywhere to anywhere.

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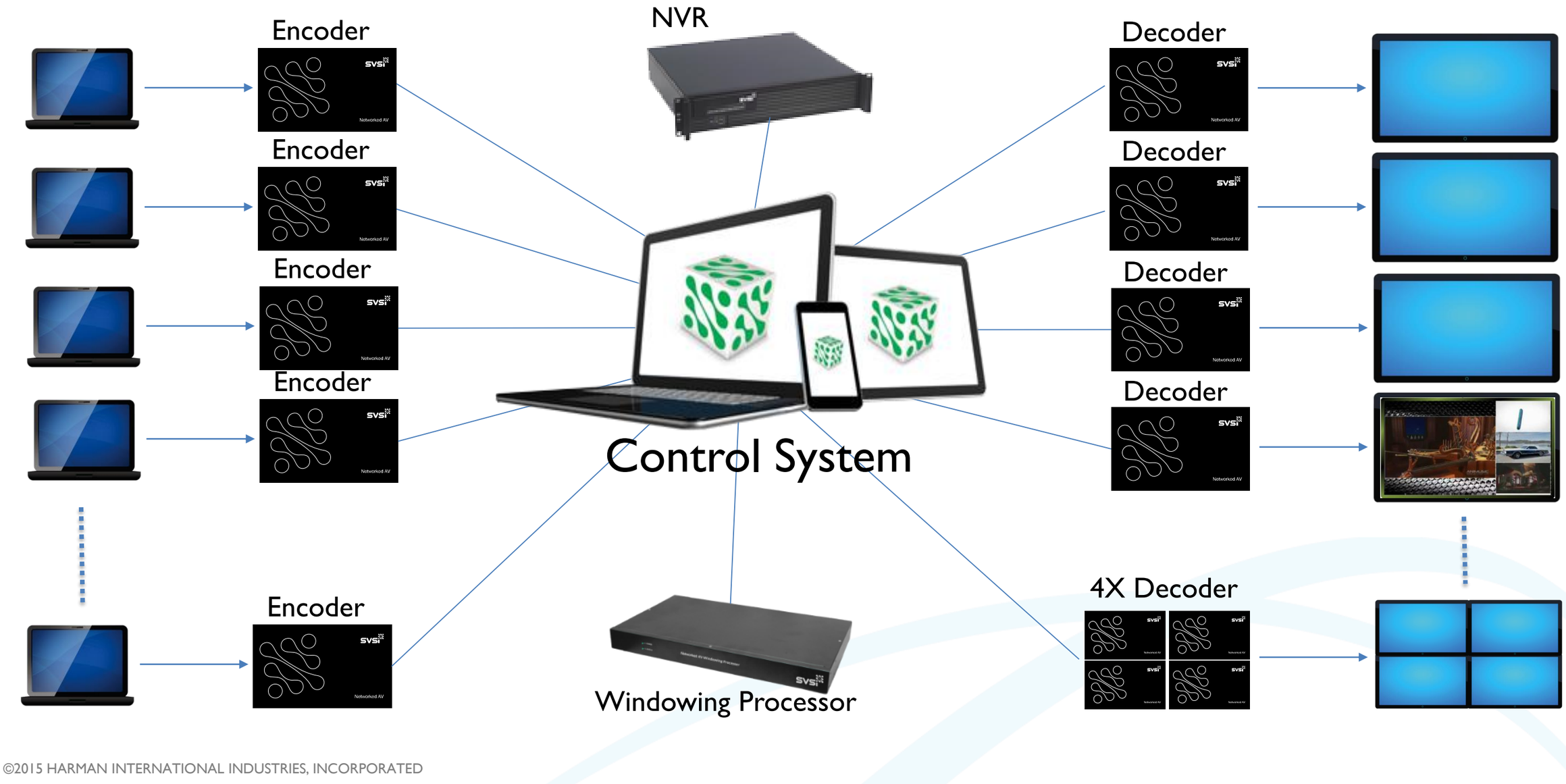
# NETWORKED AV

## The Virtual Matrix

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# SVSI's N-Series – New N2400 4k/60 HDR 4.4.4

- 4k/60Hz HDR 4.4.4. using JPEG 2000
- 2-frame (34ms) latency end-to-end
- 8ch audio with AES67 protocol support for compatibility with Dante DSPs
- Highly secure, 802.1x security, TLS/SSL, and Active Directory integration
- HDMI 2.0 and HDCP 2.2
- KVM function
- Video walls up to 128 displays
- GBIC socket for SFP fiber connectivity
- Native Netlinx & 3rd party control capability
- POE+

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# SVSI Encoder Connectivity (typical)

USB for KVM & HID use

IR receiver

ID button for automatic detection in N-Able app

External power

1-Gbps POE RJ45

1-Gbps SFP+ port

IR Emitter

RS232 full duplex

Analog audio input

HDMI 2.0 local output

HDMI 2.0 in up to 4096 x 2160 and 7.1 embedded audio
VGA in up to 1920 x 1200

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# SVSI Decoder Connectivity (typical)

USB for Keyboard & HID devices

USB for Mouse

IR receiver

ID button for automatic detection in N-Able app

External power

1-Gbps POE RJ45

1-Gbps SFP+ port

IR Emitter

RS232 full duplex

Analog audio output

HDMI 2.0 output with 7.1 embedded audio

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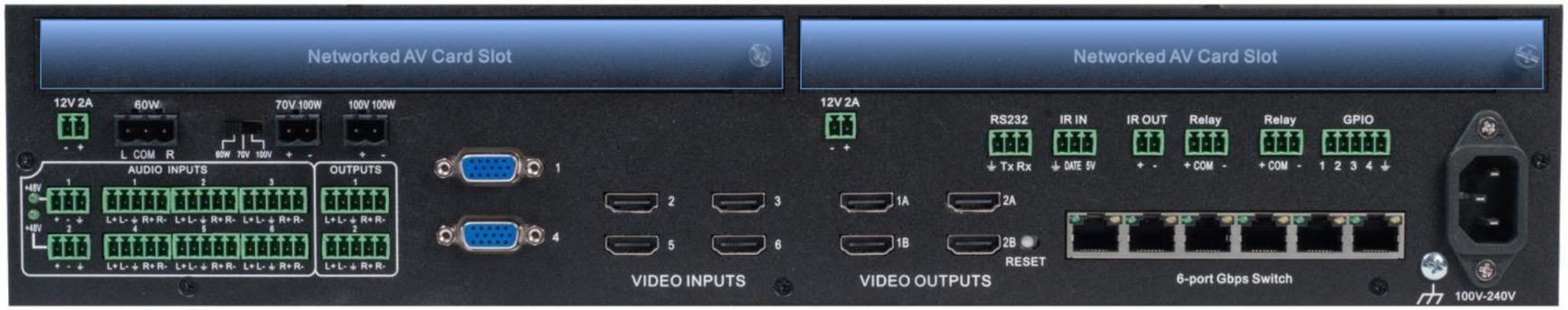
# SVSI N7142 Presentation Switcher

## 2 x SVSI Networked AV Card Slots




To fully allow incorporation into a Networked AV environment the N7142 features 2 card slots for use with any of SVSI's comprehensive product range of audio and video encoders. For example one slot could be populated with a decoder to provide an input into the switcher and the second slot with an encoder to provide a network AV stream from the switcher's HDMI output to the larger SVSI deployment.

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# SVSI N7142 Presentation Switcher

External connections provide versatile configurations

12vdc Power to Card

Ethernet cable from Switch

HDMI from output to Card

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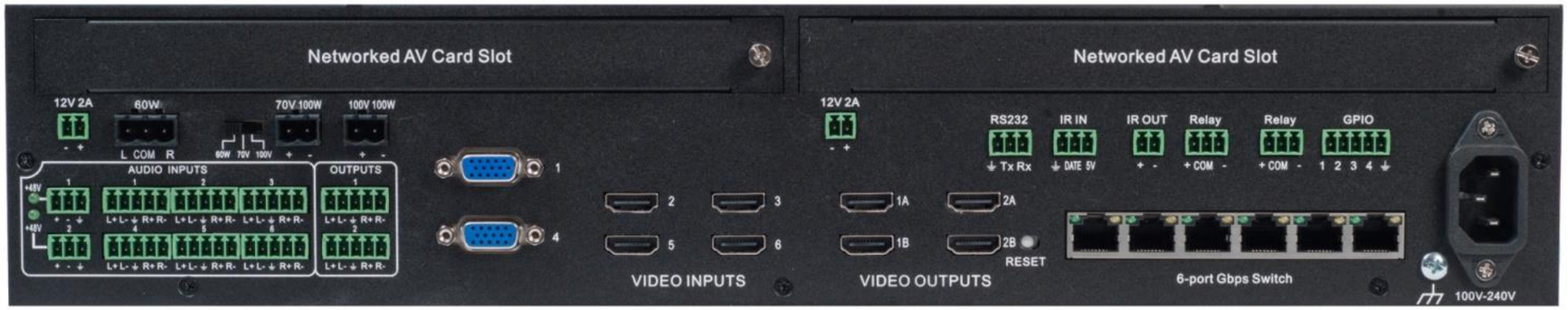
# SVSI N7142 Presentation Switcher

## Built-in 6-port Gigabit Managed Switch




Uniquely the N7142 also incorporates a full-managed, IGMP & Multicast capable, 6-port Gigabit network switch for connection of the device to the building network for control and management purposes or for interconnection with an SVSI Networked AV deployment.

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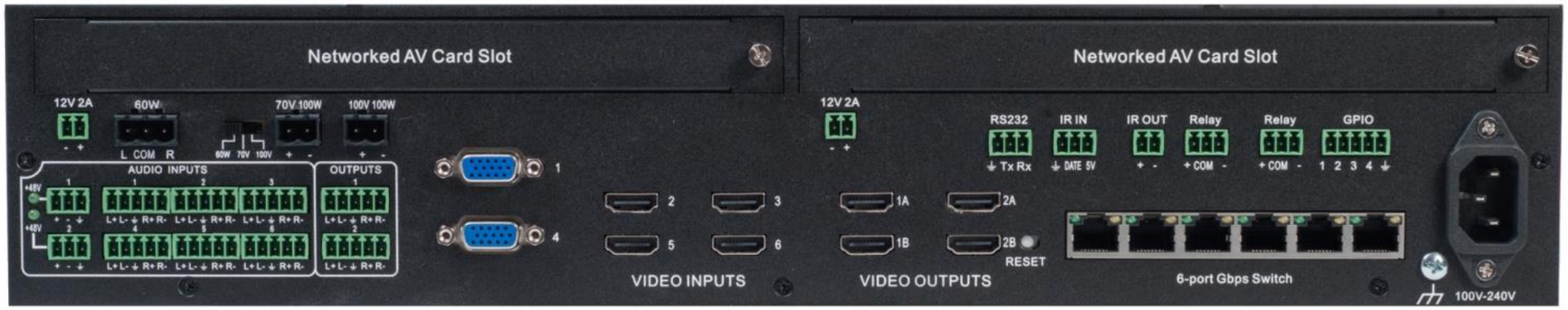
# SVSI N7142 Presentation Switcher

## Comprehensive Audio capabilities




Key features of the 8 input, 2 output audio section of the device include 30W stereo (60W mono) amplifier, digital signal processing for filters and acoustic echo cancellation on all channels, phantom power for the MIC inputs and HDMI audio de-embedding and down-mixing on both outputs.

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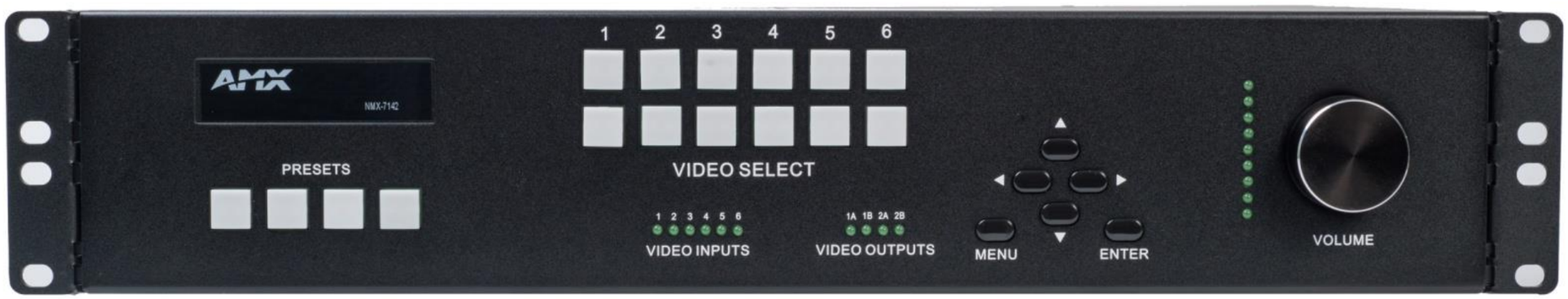
# SVSI N7142 Presentation Switcher

Built-in IP Controller and PanelBuilder app




Full audio and video configuration of the unit is provided for by a built-in web server but the N7142 takes 'all-in-one' to an entirely new level by incorporating SVSI's comprehensive PanelBuilder virtual control screen application and IP controller – capable of supporting up to 50 SVSI devices and 5 user accounts. This powerful controller can serve virtualized touch screens to a wide variety of devices such as smart phones, tablets and computers but also to N8307 touch panels.

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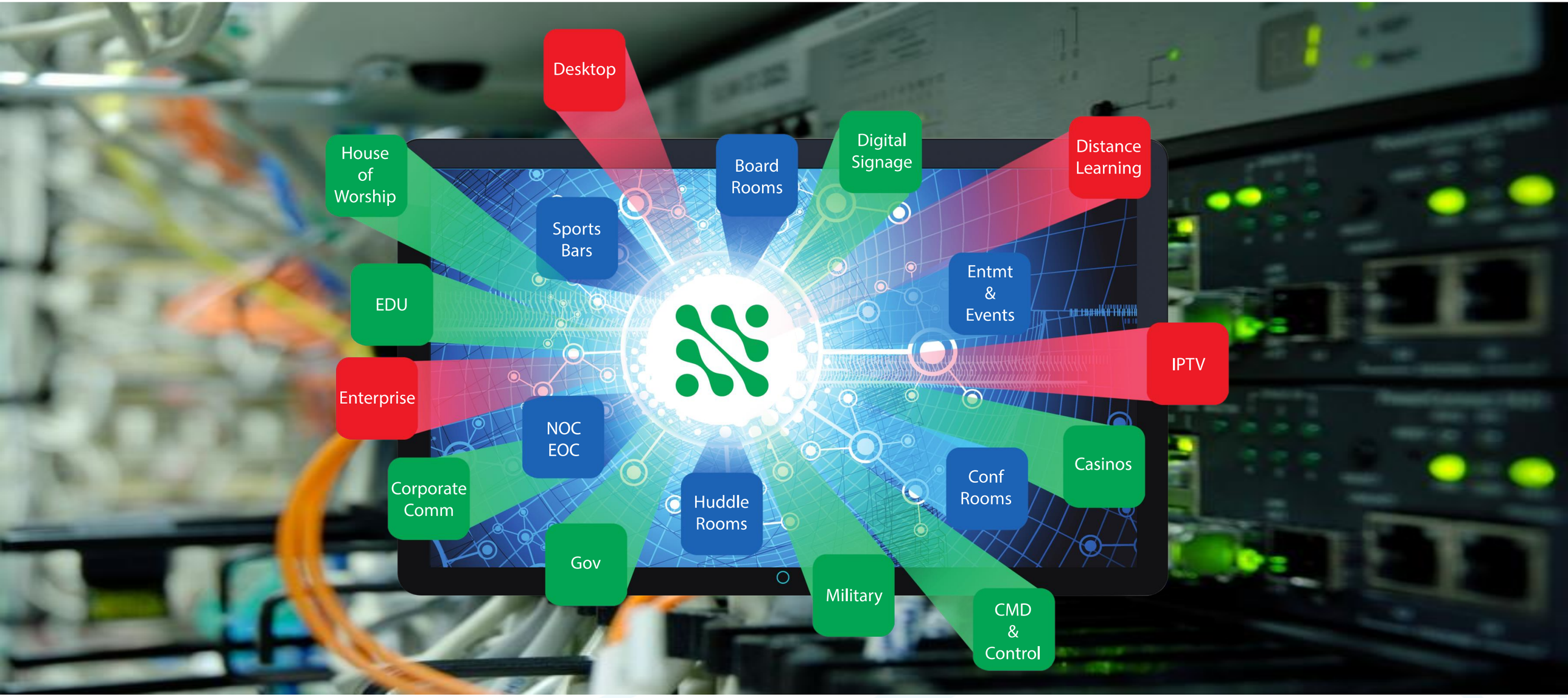
# NETWORKED AV

## SVSI's N-Series Applications

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# NETWORKED AV

## SVSI's N-Series Customers

alamodome
san antonio

brookings
SOUTH DAKOTA
CITY HALL

MARICOPA COUNTY
ARIZONA
JUDICIAL COURTS

CLEMSON
UNIVERSITY

CASINO MONTRÉAL

TORONTO MAPLE LEAFS

fly2houston
William P. Hobby Airport

KUT
NEWS 90.5
AUSTIN'S NPR STATION

Ontario Court Services

Lander UNIVERSITY

LINCOLN TECH
America's Technical Institute

LSU

HOLLYWOOD Casino

MIAMI Dolphins

FEDERAL AVIATION ADMINISTRATION
FAA

DEPARTMENT OF JUSTICE
FEDERAL BUREAU OF INVESTIGATION
FBI

SPAWAR
SYSTEMS CENTER ATLANTIC

NYU

PEPPERDINE UNIVERSITY

REAL SPORTS
BAR & GRILL
TORONTO

TEP
Tucson Electric Power
Building a Bright Tomorrow™

U.S.NRC
United States Nuclear Regulatory Commission
Protecting People and the Environment

ST. JOHN'S UNIVERSITY

SAINT LOUIS UNIVERSITY

Rensselaer

TEMPLE UNIVERSITY®

VALLEY FORGE CASINO
RESORT

Wynn LAS VEGAS

U.S. AIR FORCE

U.S.ARMY

UNITED STATES NAVY

UNITED STATES MARINE CORPS

UNIVERSITY OF HOUSTON
Learning. Leading.

University of Nebraska Lincoln

Washington University in St. Louis

THE UNIVERSITY OF TEXAS AT AUSTIN

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# NETWORKED AV

## SVSI's N-Series Customers

Burnt Hickory Baptist Church

Compassion in Jesus' name

Two Rivers Church — Where Word and Spirit Meet Life

Resurrection Lutheran Church

Boston College School of Dentistry

Children's Medical Center Dallas, Texas

Mayo Clinic

UAMS College of Nursing — University of Arkansas for Medical Sciences

Baylor Emergency Medical Centers

Elon University School of Physical Therapy

UF College of Veterinary Medicine — University of Florida

at&t

Bayer

ConocoPhillips

GE

Honda

Mediacom — the power to simplify

Raytheon

Valero

Owens Corning — Innovations for Living

Anheuser-Busch

Boeing

Fortune Brands — A home and security company

Campbell's

John Deere

MillerCoors

Avery Dennison

Chevron

General Mills

Juniper Networks

Northrop Grumman

Verizon

Kellogg's

Xerox

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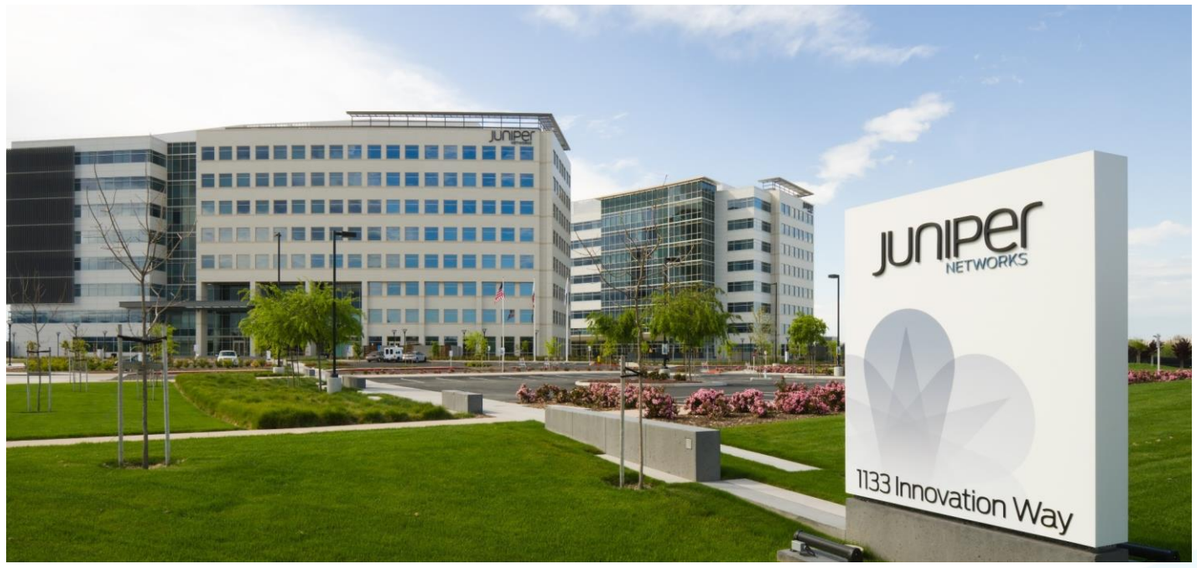
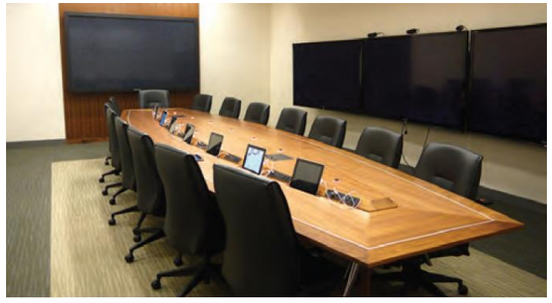
# SVSI's N-Series Applications

## Juniper Networks Campus, Sunnyvale, CA

World's largest AV install on a fully converged network.
1200 x 800 decentralized and virtualized matrix switch.



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# SVSI's N-Series Applications

*"SVSI's N-Able software allowed the engineers to provide a spreadsheet to the installation team. When the team loaded the file into the processor the configurations were uploaded to the devices based on their MAC addresses".*

## Wynn Casino Sports Book, Las Vegas

The system has 66 inputs by 132 outputs.
Of the 64 inputs, 24 are designated for traditional TV sources from satellite and cable boxes. The remaining inputs are for horse race track feeds. All TVs can display feeds from either horse racing or sports. The large race and sports area features 64 TV screens. There are 10 screens in the adjoining deli. The additional outputs are used for preview monitors in the control room, 34 feeds in the horse racing carrels and six additional feeds in the poker room.

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# SVSI's N-Series Applications

*"SVSi 's products provided a flexibility and quality that I don't believe could have been met at this price point with other designs."*

**Mark Chard, MS, CTS, DMC-D**

## University of Little Rock, Arkansas Nursing School

In the 22 clinical rooms patient care stations are set up with a patient simulator manikin and monitoring equipment. In each room two HD camera feeds, microphone audio and patient monitoring data (from PCs) are encoded real-time by SVSI encoders for distribution to the observation or meeting rooms and then distributed throughout the facility and captured by SVSI Network Video Recorders for archiving and later playback.

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# NETWORKED AV

## SVSI's N-Series Applications

"*The network is in all our jobs today. We see it in our projects; our recent hires are network engineers. We're tying into a massive IT structure, and AV has to flow from that. It's not designing screens on walls anymore. If I fail at the IT objectives, I've failed the client.*"

### Havas World, Manhattan, NYC

Inside their new soaring glass play structure in Hudson Square AV is everywhere, and nowhere. It's visually integrated into the architecture; it runs on the main enterprise network; the sources move freely through the open, glass-filled building, across eight stories and 150 rooms. Nearly any source goes to nearly any display; there's no AV rack room. You can pop your phone onto to a huddle display or pump full HD onto a 25ft. canvas. You can send your videoconference feed upstairs; you can monitor your focus group from just about anywhere.

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# SVSI's N-Series Applications

*"The SVSI system provides superb visual quality with seamless switching that enhances the customer experience."*

## Ball Park Village, St. Louis, MO

Ballpark Village is the center for St. Louis entertainment and is expected to host more than 4.5 million visitors annually.
80 video sources feed 175 screens including a 40' LED.
An encoder located in the broadcast booth in the adjacent baseball stadium provides a live feed that can be immediately switched to all displays in the entertainment facility.

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# NETWORKED AV

## SVSI's N-Series Applications

### University of South Queensland Collaborative Learning Rooms

*Each student pod can share content with the lecturer and other students.*
*Multiple rooms can be combined together to meet occupancy needs.*

### State of Colorado 18th Judicial District, Centennial CO

*A courtroom AV system that has the capability of being changed with last-minute notice. High reliability and quick troubleshooting is also essential.*

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# SVSI's N-Series Applications

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# SVSI's N-Series Applications

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# Thank you!

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A SAMSUNG COMPANY

# CHIEF

system | source

the one source for IT & AV

# System Source & CHIEF:

## Brian Mungo – Regional Sales Manager

- Primary vendor for projector and display mounting hardware
- Also offer carts, racks and workstation solutions
- Part of the Milestone family of AV products

# What's New at Chief

*Store Your Gear and Move Your Image*

# Store Your Gear

AV TECHNOLOGY WINNER BEST of SHOW InfoComm 2017

- New PAC527 offers 22” x 14.25” of in wall storage.

- Includes a large mounting plate with adjustable depth.

- Listed to UL2416 for use as an in-wall AV/ITE equipment enclosure

- Winner – 2017 AV Technology Best of Show

CHIEF DA-LITE PROJECTA SANUS vaddio milestone

# Just Add Power….

- PAC boxes can include SurgeX filter and surge protected outlets.
- Choose 2, 4 or 6 outlets.
- Non-sacrificial multi-stage technology will not degrade the product
- Improves reliability and functionality of connected equipment

# Move Your Image

*Mobility and Creativity*

CHIEF DA-LITE PROJECTA SANUS vaddio milestone

# New PRSU – Show on the Go!

Floor stand holds up to 200lbs

Unique design folds into itself and is lightweight – one person lift, and small footprint

# New PRSU – Show on the Go!

Adjust display height on the fly, no tools, with the squeeze trigger handlebars, up to 6’ off the floor.

Packs into itself in custom case – easy to store and ship.

# PRSU In Action

# DHA – Reach Out and Touch Your Display…..

- Raise and lower your display with your fingertip.
- Perfect for ADA handicap accessibility to touch displays
- Also great for classroom interactive displays

Wall Mount

Mobile Cart

Freestanding Floor Stand

# The Solution

# Add a Little Technology

## WBM4E

CHIEF DA-LITE PROJECTA SANUS vaddio

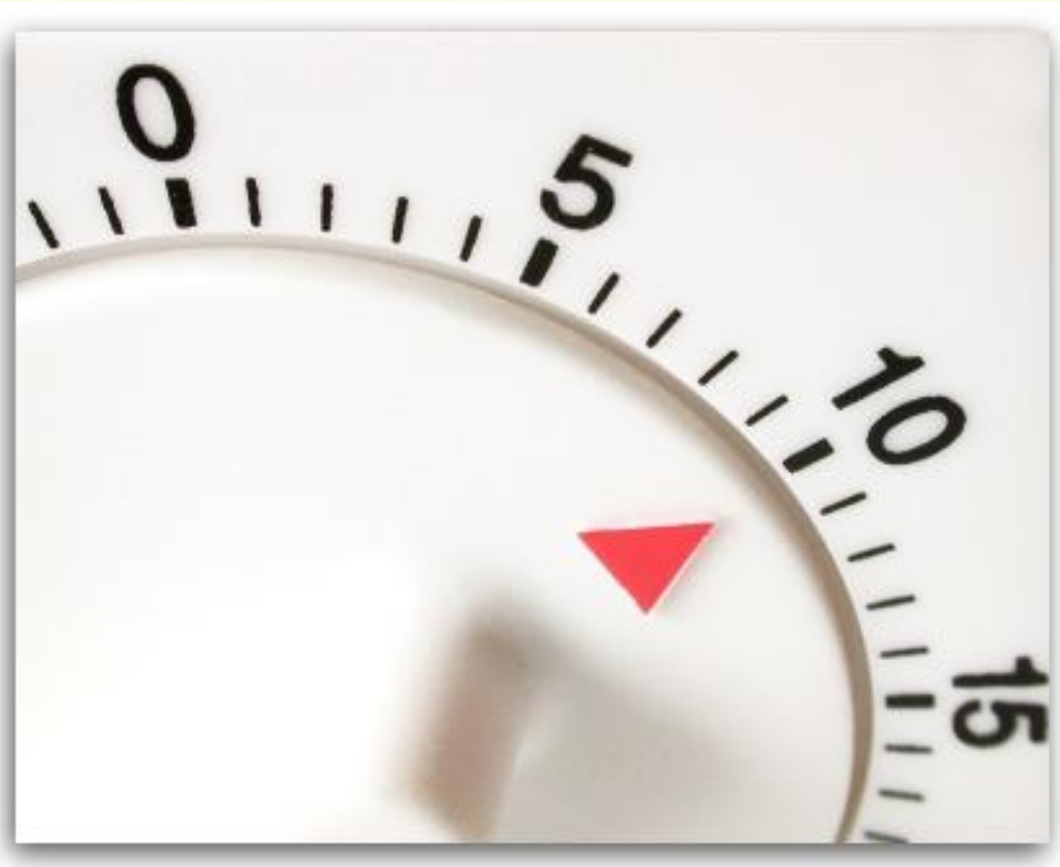
# WBM4E Over White Board Mount

- Install XL interactive displays over existing equipment without causing damage and without sacrificing stability across the display's touch surface
- Best-in-class weight capacity at 310 lbs (140.6 kg)

CHIEF DA-LITE PROJECTA SANUS vaddio

# Thanks for your time!

# Break & Vendor Showcase Visits!



# Da-Lite

system | source

the one source for IT & AV

# System Source & Da-Lite:

## Geoff Gibbs – Regional Sales Manager

- Primary vendor for projection screens & whiteboards
- Part of the Milestone family of AV products

milestone™

DA-LITE®

# System Source AV Showcase

August 16th, 2017

CHIEF DA-LITE SANUS PROJECTA

# Correct Sizing

- Why is having the correct size image for the room important?
  - -Can the audience clearly understand the image/text?
  - -Pixels are 35% smaller at 1080p / 50% drop from 1080p to 4K
  - -1080p quickly becoming standard resolution
- How do you determine the correct size image for room?
  - -Does content affect image size?
  - -INFOCOMM Recommendations
    - -High Detail (ADM); Static Image (BDM); Motion Video
  - -Distance to Farthest View in Ft. - /2 - *12 = Screen Diagonal
- *Biggest mistake in any AV system is a solution that leaves the audience unable to read your data!*

# HD (1080p/4K) Screen Surfaces

- Biggest change in last 10 years affecting screen resolution and dynamics?
- What are the common legacy screen surfaces?
- Age of these surfaces?
- What limitation do older screen materials have?
- How Important is a Tension Screen in HD Picture Quality?
- Fact: Screen will last appx. 2.5-3 projector lifecycles. Buying for the future!

# HD Progressive Screen Surface

HD Progressive 0.6
55.1 Contrast

HD Progressive 0.9
50:1 Contrast

HD Progressive 1.1
48:1 Contrast

HD Progressive 1.3
45:1 Contrast

- What Makes HD Progressive Different?
- Color Reproduction!
- Viewing Cone or ½ Angle!

# Parallax

- How Does High Ambient Light effect displayed images?
- What is Parallax?
- History of Ambient Light Rejecting surfaces?
- What makes Parallax Different?
  -1080p / 4K surface
  -170 Degree View Cone
  -96% Light Rejection/Absorbtion
- How large can I get Parallax?
- Available in Fixed and Electric Roll-Up Versions.

# Vaddio

system | source

the one source for IT & AV

# System Source & Vaddio:

## Misty Chalk– Regional Sales Manager

- Primary vendor for video cameras and Unified Communications bridging equipment
- Most recent addition to the Milestone family of AV products

milestone™

vaddio®

# ConferenceSHOT AV

## Sales Training

CHIEF DA-LITE SANUS PROJECTA vaddio

milestone™

AVTECHNOLOGY WINNER BEST of SHOW InfoComm 2017

# Elevate Your Meeting Room Experience

# ConferenceSHOT AV™

## First Enterprise Class PTZ Camera with Integrated Audio

CHIEF DA-LITE SANUS PROJECTA vaddio

# ConferenceSHOT AV

USB 3.0-based AV Solution

- Designed for Unified Communications and Collaboration
- Compatible with leading UC services like: Skype for Business, Webex, Zoom, Blue Jeans, Google Hangouts, Vidyo and others

# ConferenceSHOT Applications

## Web Conferencing - Small /Medium Meeting Spaces

Small Conference Rooms

Huddle Spaces

Collaboration Spaces

# Simple Installation

- Single Wall Mount holds Camera and optional speaker
- Simple Connections
  - Network Cable with PoE+ Power
    - PoE+ Injector included
  - CAT 5 cable to each microphone
  - Audio out to optional speaker or room audio system
  - USB 3.0 to table or installed PC in room

# Simple Installation

- ConferenceSHOT AV ships with the accessories your customer needs for basic installations
  - Camera
  - Thin Profile Wall Bracket
  - PoE+ Power Injector with AC Cord
  - IR Remote control
  - All cables needed for UC connectivity
    - Ethernet, USB 3.0, and HDMI cables
  - Microphones (optional & in bundles)
  - Speaker (optional & in bundles)

# Simple Operation

- Simple IR Remote control, integrated room control, or control thru built-in Web Pages
  - Adjust volume, mute, camera preset positions, manual PTZ, focus, etc.

Buttons on Mic for Volume Up/Down, Mute, Answer, Camera Preset 1

# Simple Operation

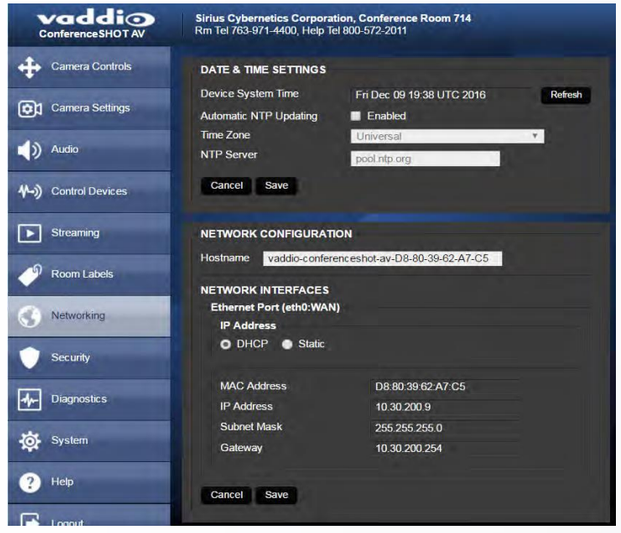
- Single USB 3.0 cable supplies audio and video to a bring-your-own or installed PC
- Driverless operation automatically works with Windows and most VCaaS solutions

# Performance

- High Quality Video improves clarity & image quality in web conferences
  - 1080p resolution at 60 frames/sec
  - 10x Optical Zoom Lens with 74-degree field of view for varied shots
- High Quality Audio
  - Up to two high-fidelity microphones with independent AEC and gain
  - Full-bodied 20w loudspeaker
- Wide Dynamic Range for varied lighting conditions

# Enterprise Class

- Integrated web server for remote management, monitoring, and updates
- Simultaneous 1080p/60 video streaming via IP and USB
- Telnet control with REST API for room integration
- Configuration versatility for turn-key deployment and/or AV integration



# Key Selling Points

- Enterprise friendly product with IP management and streaming
  - Allows IT departments to manage, update & monitor devices
- High quality video and audio
  - Makes Web meetings look and sound better
- Plug & Play “driverless” design makes connection simple
- Simple operation with IR Remote control or via built-in Web page
- All–in-one device makes installation easy

# Pricing & Bundle Examples

| Product and Bundles* | Part Number** | Description | List Price |
|---|---|---|---|
| ConferenceSHOT AV Camera | 999-9995-000 | Camera Only | $1,995 |
| ConferenceSHOT AV Speaker | 999-9995-003 | Conference AV Speaker Kit | $395 |
| EasyMIC MicPOD – Tabletop | 999-8500-000 | Tabletop Microphone | $549 |
| EasyMIC MicPOD – Ceiling | 999-8515-000 | Ceiling MicPOD System with Ceiling Box | $595 |
| Huddle Bundle | 999-9995-300 | Camera, Speaker, One Tabletop Mic | $2,495 |
| Integrator 1 Bundle | 999-9995-100 | Camera Speaker, One Ceiling Mic | $2,795 |
| * Other Bundles Available – See Pricing for complete list | | | |
| ** Models above are all specified in Black – Add “W” suffix to Part Number for White (ie: 999-9995-000W) | | | |

milestone™

AVTECHNOLOGY WINNER
BEST of SHOW
InfoComm 2017

# Elevate Your Meeting Room Experience

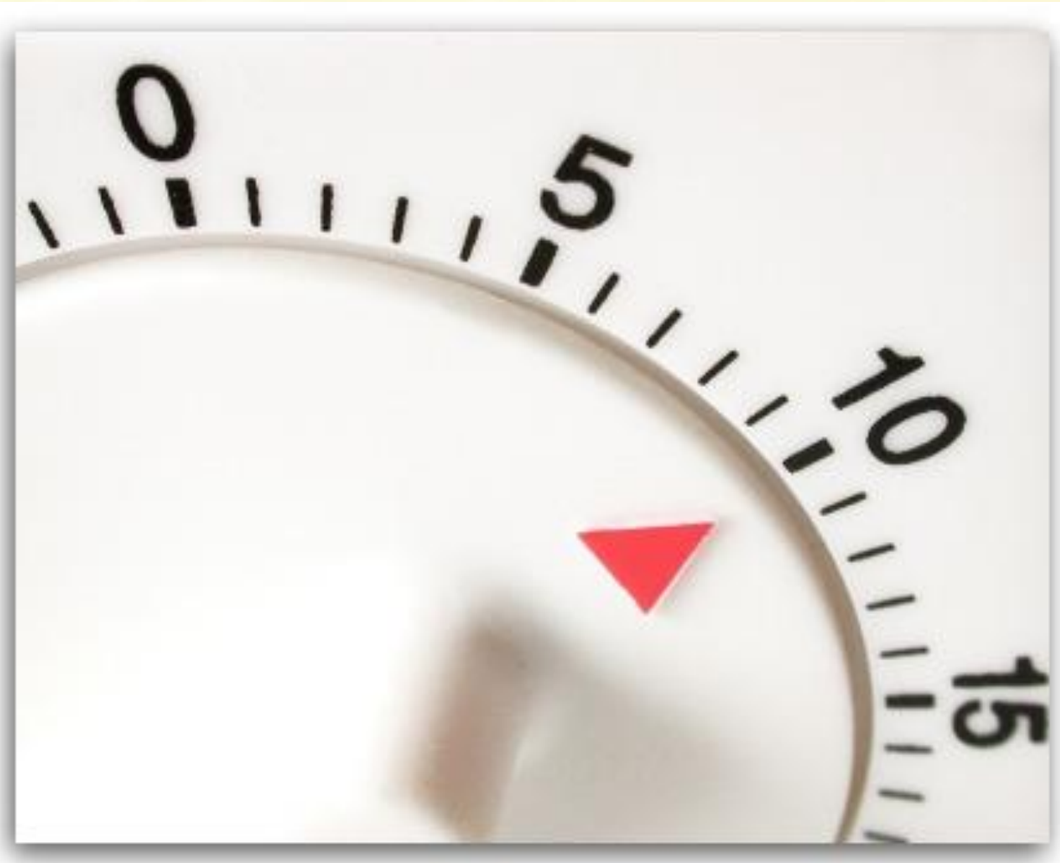
## ConferenceSHOT AV™

www.Milestone.com

www.Vaddio.com/Conferenceshot-AV

CHIEF DA-LITE SANUS PROJECTA vaddio

# Break & Vendor Showcase Visits!



# Crestron

system | source

the one source for IT & AV

# System Source & Crestron Electronics:

## Greg Haas–  , Mid-Atlantic

- Primary vendor for control and video solutions
- Also offer a very broad range of products including: amplifiers, conferencing solutions, DSP, scheduling systems, speakers, etc…

# NEW TECHNOLOGY SHOWCASE

©2017 Crestron Electronics, Inc.

## WHAT DO WORKERS AND STUDENTS NEED TODAY IN ORDER TO WORK EFFECTIVELY?

# AUDIO CONFERENCING : MEET

# BYOD : PRESENT

# WEB CONFERENCING: COLLABORATE

# WHAT TOOLS ARE USED TODAY TO COMMUNICATE WITH TEAM MEMBERS, PARTNERS AND CLIENTS?

IP PHONE
USB SPEAKER
DISPLAY REMOTE
HDMI CABLE
PERSONAL DEVICE

PHONE OR TABLET
LAPTOP RUNNING WEB COLLABORATION
LIKE SKYPE FOR BUSINESS, WEBEX, GO TO MEETING, SLACK, ETC..

# CHALLENGES

BUDGET: COST PER ROOM

SCALABILITY: DEPLOYMENT AND MANAGEMENT

USABILITY: CONSISTENT, SIMPLE UX

## SOLUTION: CRESTRON MERCURY

WIRED AND WIRELESS PRESENTATION

SUPPORTS YOUR WEB COLLABORATION APP

ENTERPRISE PROVISIONING AND MANAGEMENT

ON SCREEN ROOM AVAILABILITY AND MEETING DETAILS

## SOLUTION: CRESTRON MERCURY

TURNS ANY SPACE INTO A VIDEO CONFERENCING ROOM

CONNECT YOUR LAPTOP WITH THE USB AND HDMI CABLES

OPEN SKYPE FOR BUSINESS, WEBEX, GOTO MEETING, OR ANY OTHER SOFT-CLIENT APPLICATION

MERCURY LEVERAGES THE ROOM CAMERA RATHER THAN YOUR LAPTOP CAMERA SO THE FAR END SEES THE BIG PICTURE

ALL PARTICIPANTS AND ANY CONTENT YOU'RE SHARING ARE DISPLAYED ON THE ROOM DISPLAY RATHER THAN ON YOUR LAPTOP

## SOLUTION: CRESTRON MERCURY

OPEN SIP BUILT IN
PLACE A VOIP CALL WITHOUT
BRINGING A LAPTOP INTO THE ROOM

SKYPE FOR BUSINESS BUILT IN
PLACE A SFB CALL WITHOUT A LAPTOP
ONE TOUCH JOIN FOR SCHEDULED MEETINGS

ZOOM ROOM CONTROLLER BUILT IN
CONTROL A ZOOM ROOM
ONE TOUCH JOIN FOR SCHEDULED MEETINGS

# FREE FORM ROOMS

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# OPEN SPACES

WIRELESS PRESENTATION

PLUG IN AND PRESENT

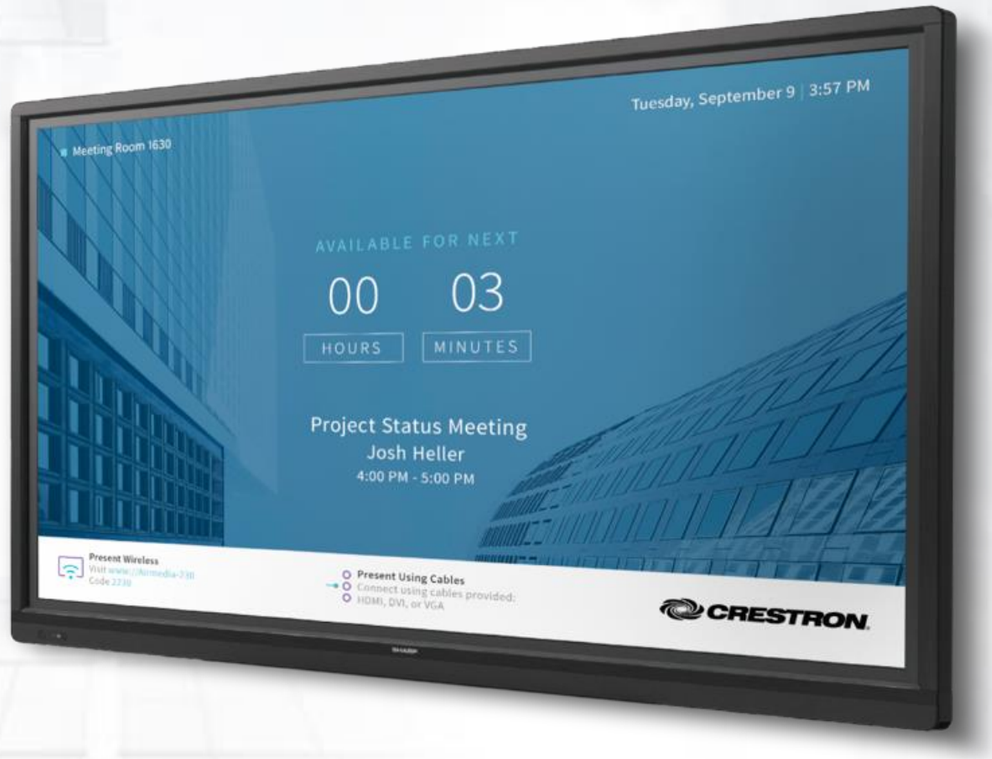
DIGITAL SIGNAGE

WORKPLACE METRICS

# CCS-FF-2: FREE FORM PRESENTATION SYSTEM

BUILT IN PINPOINT UX APP LEVERAGES ANY DISPLAY TO CREATE AN INTELLIGENT MEETING SPACE SEAMLESSLY INTEGRATED WITH CRESTRON FUSION

DIRECT CONNECTION TO MS EXCHANGE, OFFICE 365 AND GOOGLE SUITE




CRESTRON

# CCS-FF-2: FREE FORM PRESENTATION SYSTEM

4K DM INPUT, HDMI INPUT, HDCP 2.2 SUPPORT

BUILT IN AIR MEDIA

INCLUDES BUILT IN RS-232 AND IR CONTROL PORTS

# CONFERENCE ROOMS AND CLASSROOMS

CRESTRON

# DMPS3-4K-300-C: 8X4 4K PRESENTATION MATRIX

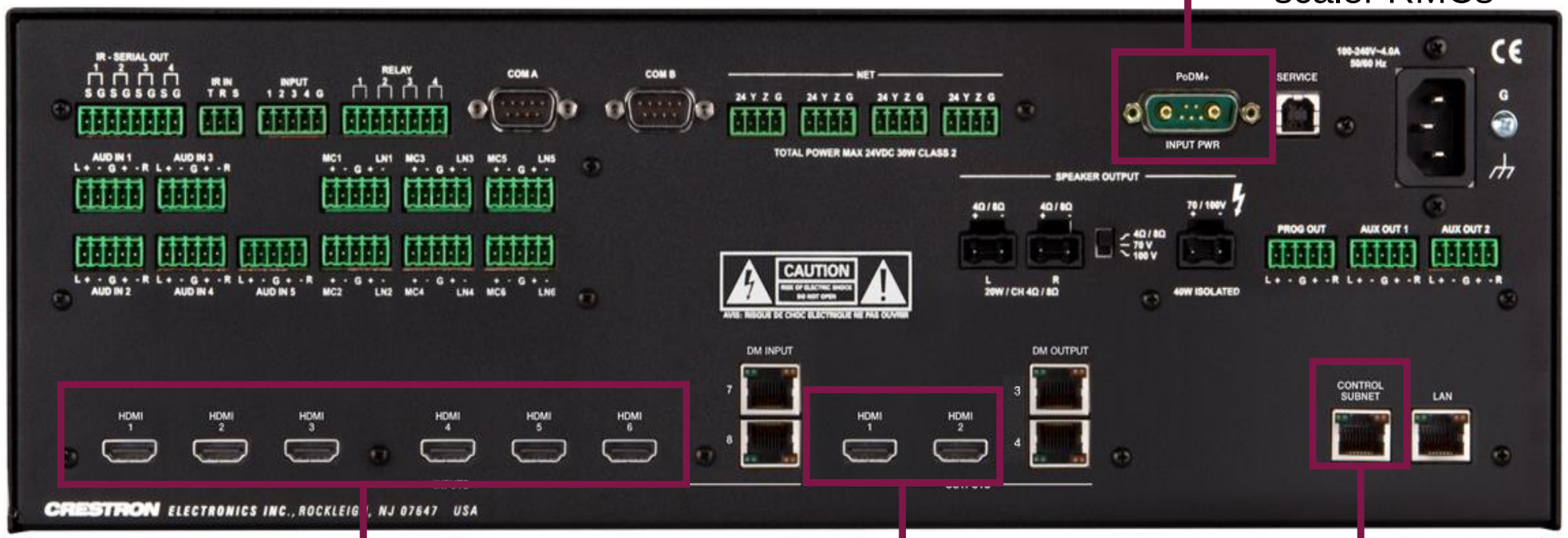
ALL IN ONE 4K PRESENTATION SYSTEM

HANDLES 4K60 VIDEO WITH HDCP 2.2 SUPPORT

BUILT IN .AV FRAMEWORK TECHNOLOGY TO REDUCE TIME OF DEPLOYMENT

CRESTRON

# DMPS3-4K-300-C: 8X4 4K PRESENTATION MATRIX




**PoDM+ –** Power 4K scaler RMCs

**6x 4K HDMI Inputs –** Full 4K60 4:2:0 and HDCP 2.2 support

**4K Scalers on HDMI Out –** Built into the chassis

**Control Subnet –** Includes PoE for an in-room touch screen

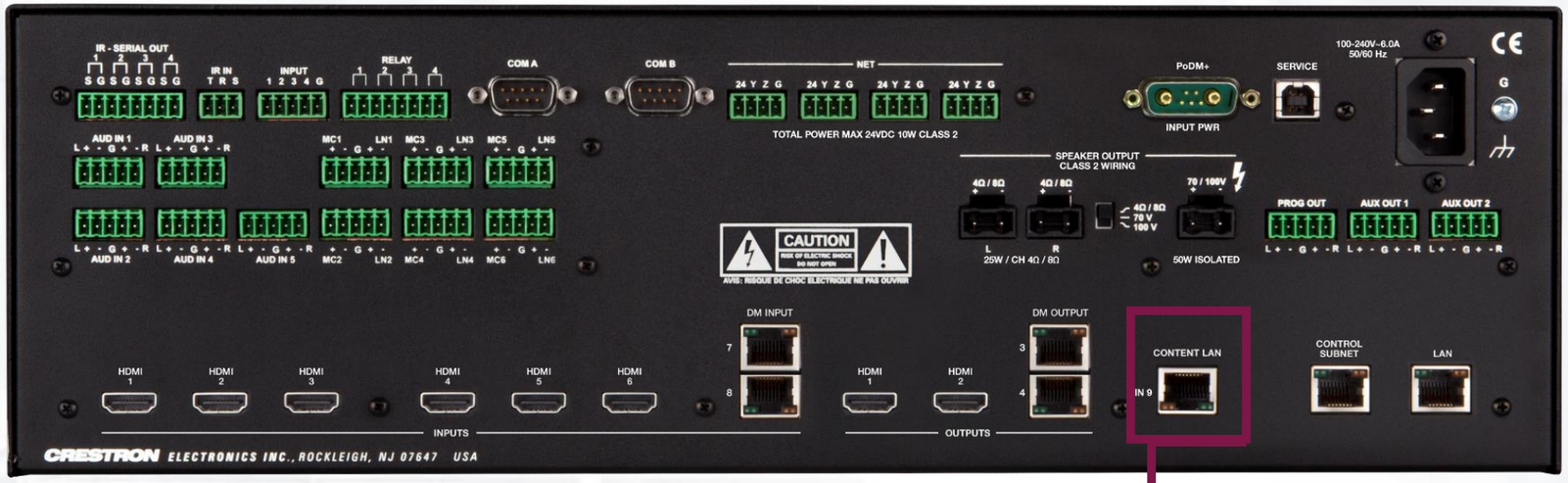
# DMPS3-4K-350-C: 9X4 4K PRESENTATION MATRIX

AirMedia®

SAME FUNCTIONALITY AS DMPS3-4K-300-C

DUAL HDMI OUTPUTS WITH INDEPENDENT SCALERS

NOW WITH AIRMEDIA INSIDE




**AirMedia input** – Gets its own LAN!

CRESTRON

# DMPS3-4K-250-C: 8X2 4K PRESENTATION MATRIX

SAME FUNCTIONALITY AS DMPS3-4K-200-C

ADDS AIRMEDIA

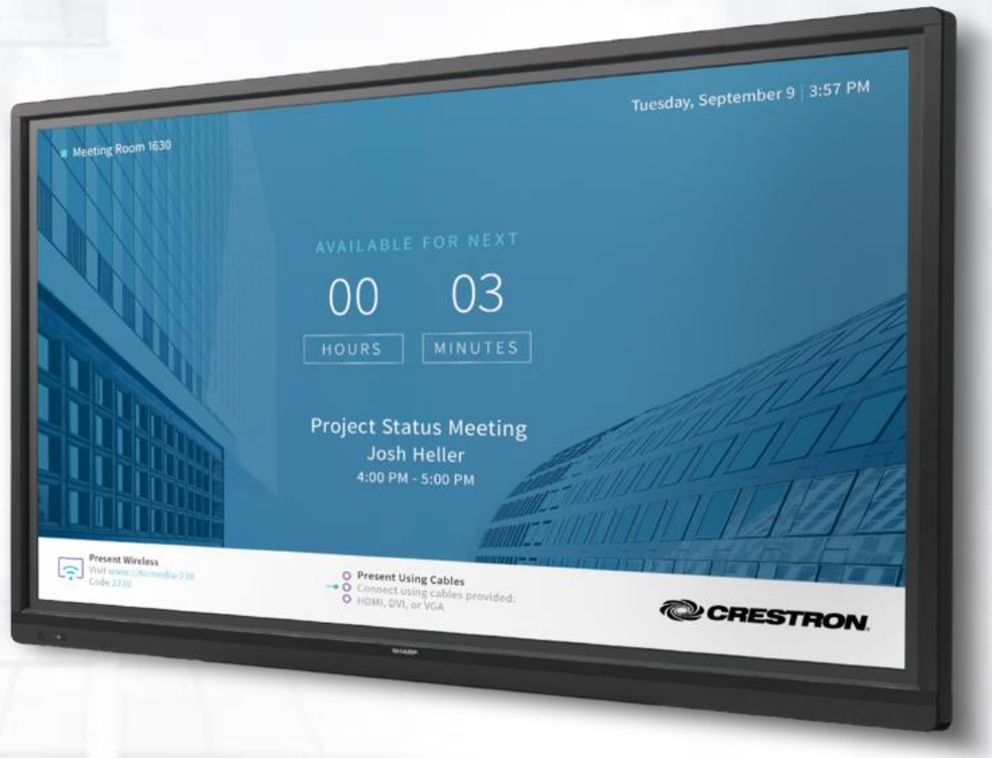
CRESTRON

# DMPS3-4K-250 AND 350:  4K PRESENTATION MATRIX

BUILT IN ON SCREEN DISPLAY LEVERAGES ANY ROOM DISPLAY TO CREATE AN INTELLIGENT MEETING SPACE

DIRECT CONNECTION TO MS EXCHANGE, OFFICE 365 AND GOOGLE SUITE

SAME LOOK AND FEEL AS MERCURY AND FREE FORM



# AIRMEDIA2: NOW BUILT-IN!

AirMedia®

4K DigitalMedia™
Presentation Systems
DMPS3-4K-250/350

AirMedia wireless Presentation
Gateway • AM-101

4K DM receiver with AirMedia and
Digital Graphics Engine • CCS-FF-2

Crestron Mercury™
Meeting Solution • CCS-UC-1

CRESTRON

# DIGITALMEDIA™

CRESTRON

# THE ONLY PLATFORM THAT DOES IT ALL!

4K60 HDBASET FOR IN ROOM PRESENTATIONS

4K60 FIBER ACROSS A CAMPUS

H.264 VIDEO STREAMING TO MOBILE DEVICES

DM NVX SERIES 4K60 4:4:4 HDR VIDEO OVER AN INFINITELY SCALABLE 1GB NETWORK

OR ANY COMBINATION!

CRESTRON

# DM-NVX-350: NETWORK VIDEO

LATEST VIDEO FORMATS

NETWORK SECURITY AT THE PRODUCT LEVEL

INFINITELY SCALABLE

VERY LOW LATENCY

1GB NETWORK DISTRIBUTION

FLEXIBLE USB 2.0 ROUTING

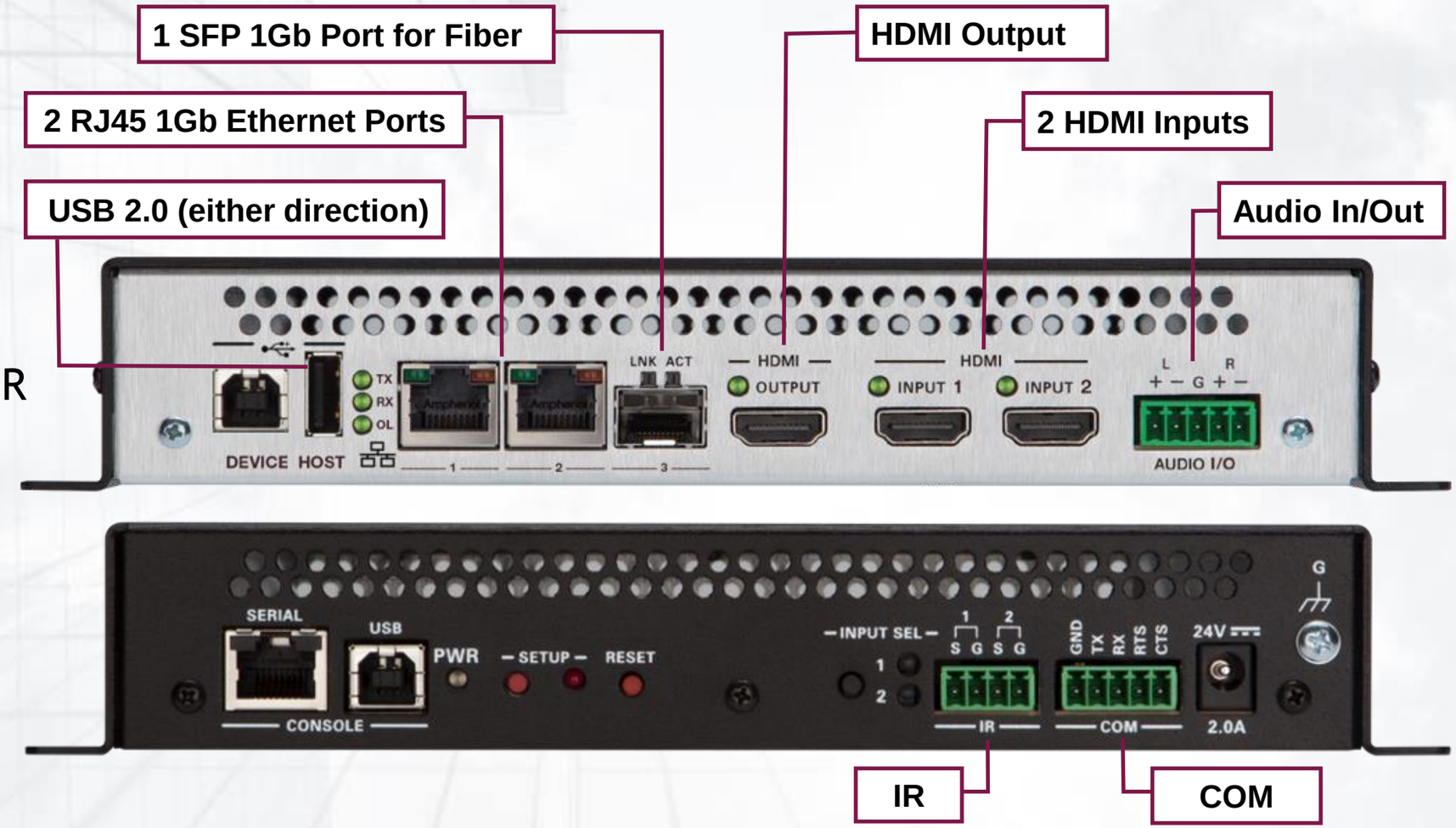
BUILT IN DSP

CRESTRON

# DM-NVX-350: NETWORK VIDEO

ENCODER AND DECODER IN A SINGLE BOX

DYNAMIC OPERATION ALLOWS SWITCHING BETWEEN ENCODER AND DECODER MODE



# DM-NVX-350: HDMI CLOSE-UP

SWITCHED HDMI INPUTS

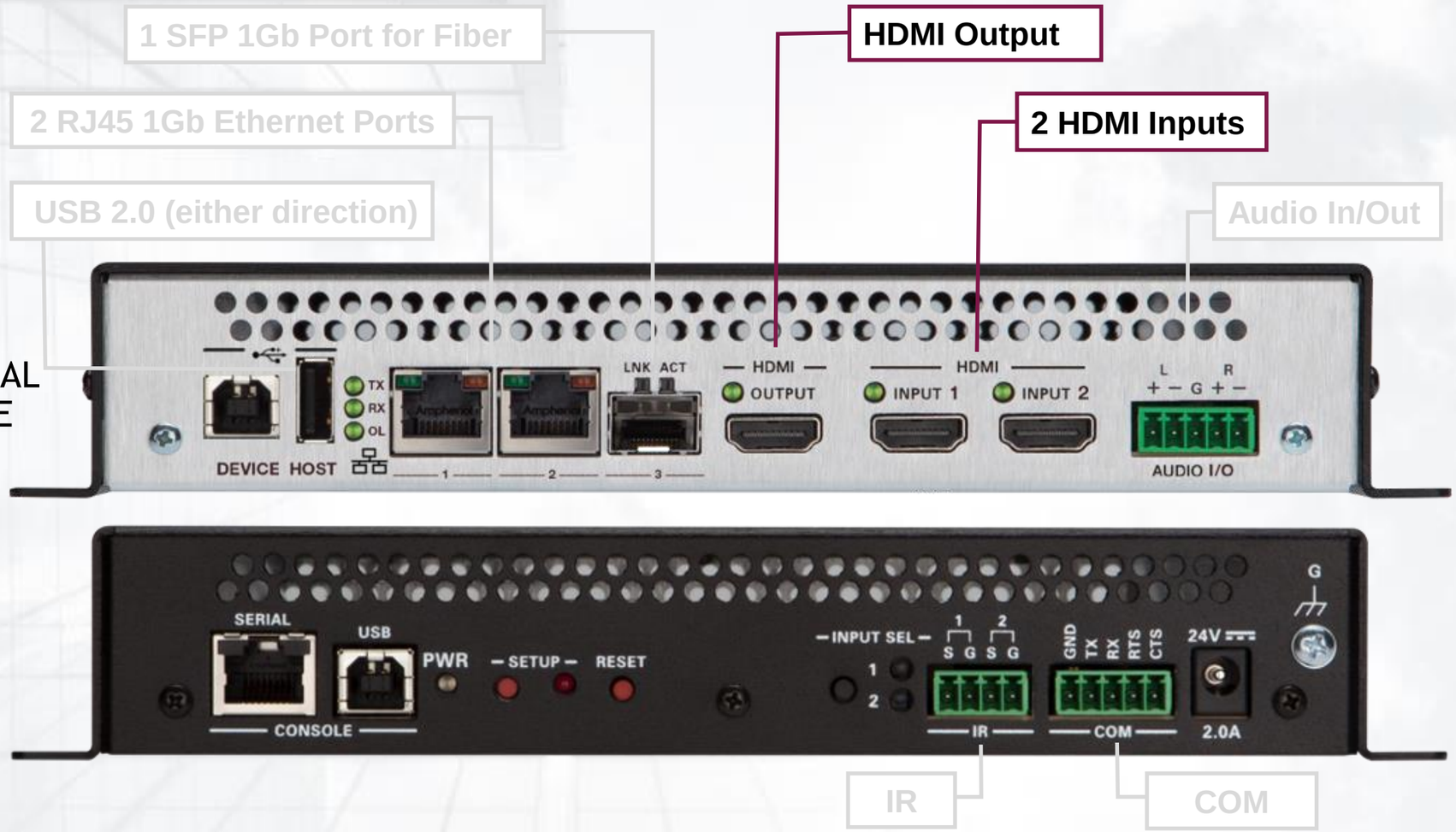
AV SENT TO NETWORK IN ENCODE MODE

AVAILABLE FOR LOCAL SOURCES IN DECODE MODE

HDMI OUTPUT

HDCP 2.2 SUPPORT

VIDEO WALL MODE



# DM-NVX-350: ETHERNET PORTS

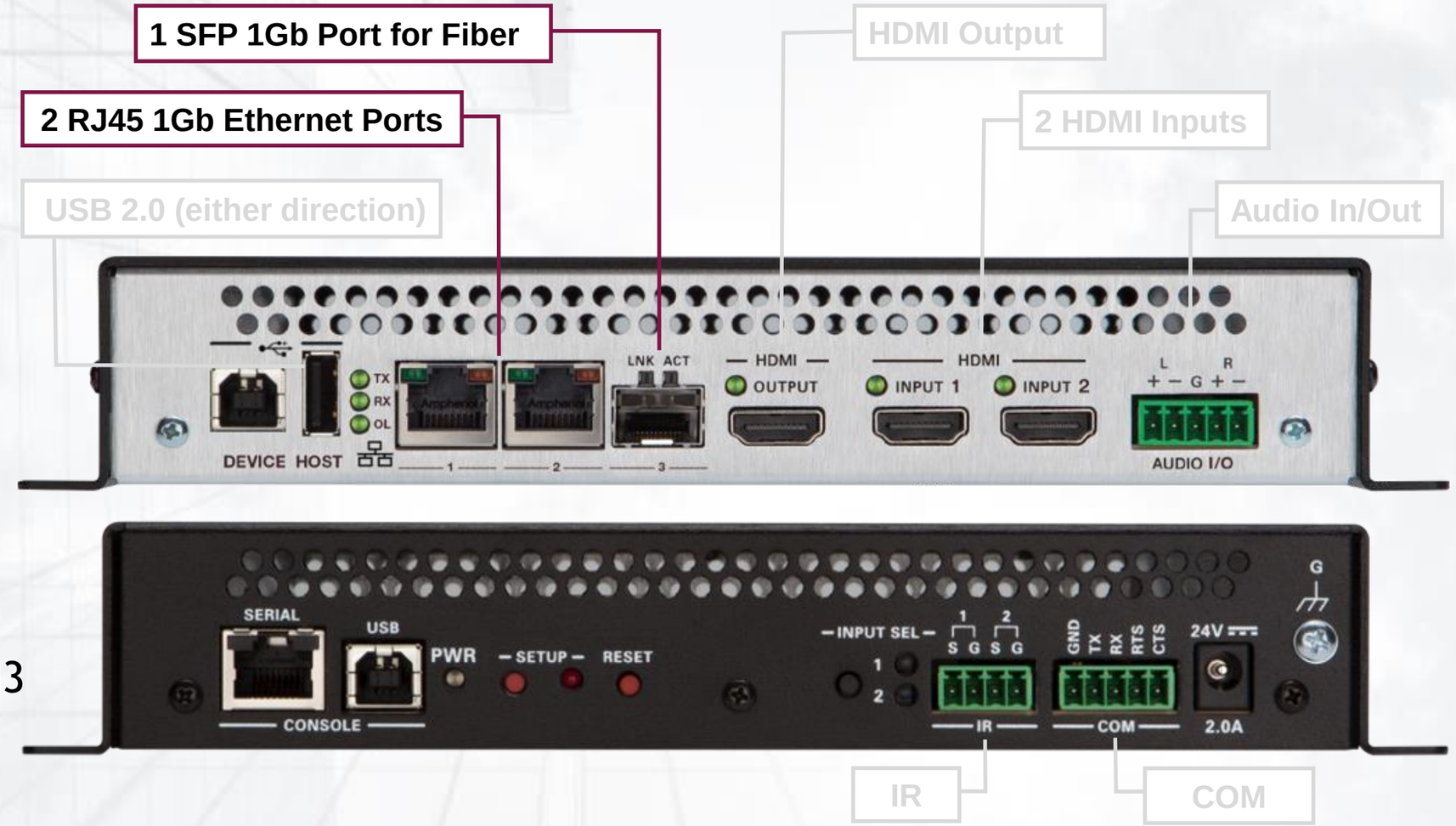
THREE SWITCHED GB NETWORK PORTS

ONE IP/MAC ADDRESS

ALL PORTS FUNCTIONALLY IDENTICAL

POWER ON LAN1

OPTIONAL SFP ON LAN3



# DM-NVX-350: USB 2.0 CLOSE UP

DEVICE CAN ACT AS USB HOST OR DEVICE

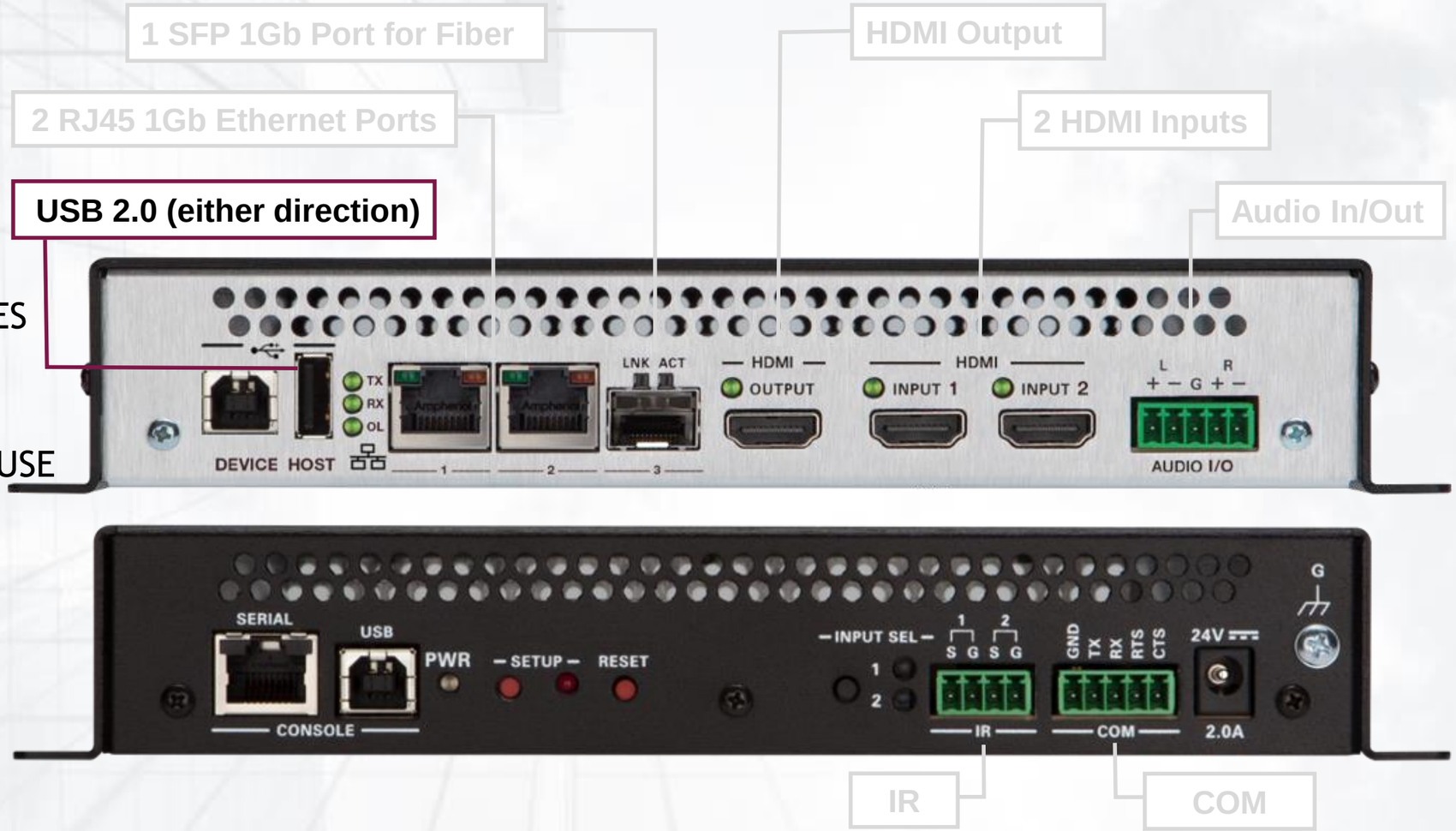
- NOT BOTH AT THE SAME TIME

- CAN CONNECT TO OTHER NVX OR USB-EXT-DM DEVICES

## APPLICATIONS

- KEYBOARD AND MOUSE
- TOUCH INTERFACE
- HEADSETS
- VIDEO
- ETC...

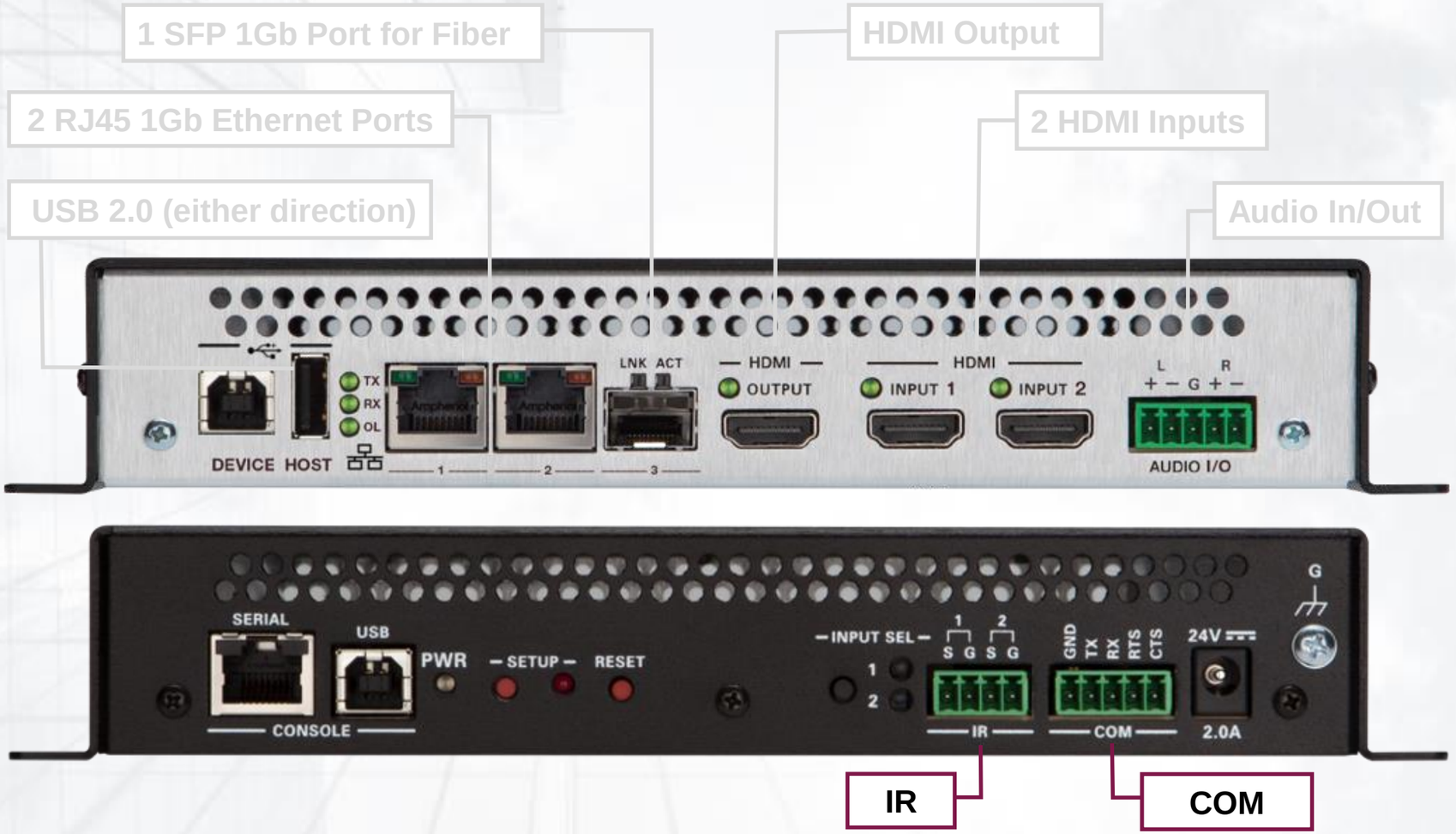
ROUTES INDEPENDENT OF AUDIO AND VIDEO



# DM-NVX-350: CONTROL ONBOARD

STANDARD IR AND COM SUPPORT

WHAT YOU'VE COME TO EXPECT FROM DM



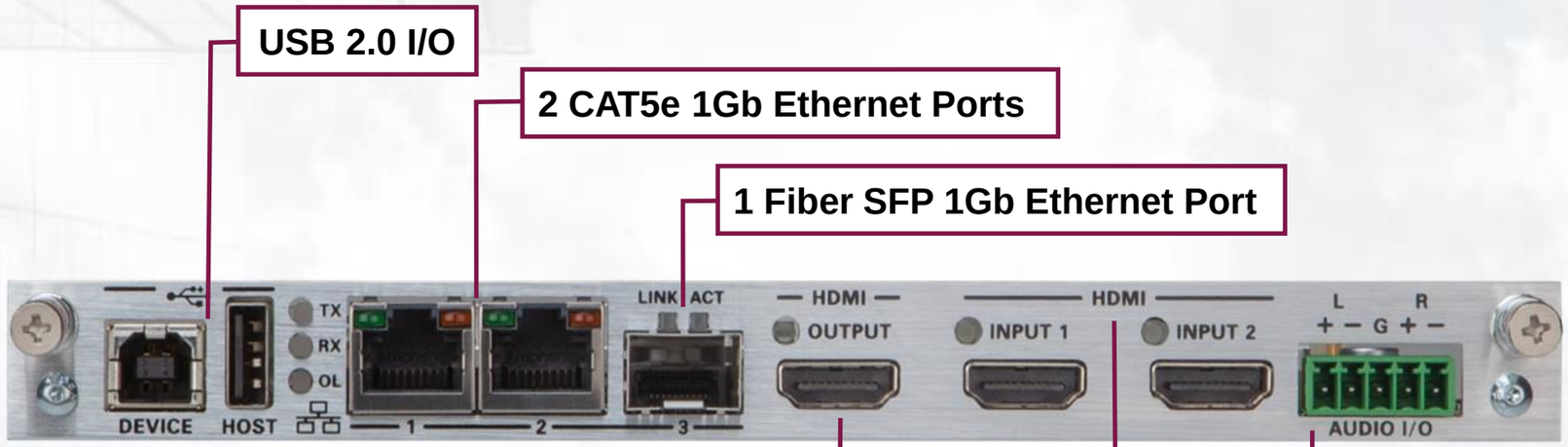
# DM-NVX-350C: DM NVX CARD

SAME BOARD AS THE STANDALONE ENDPOINT

FUNCTIONALLY IDENTICAL EXCEPT…

LACKS COM AND IR

MOUNTS IN DMF-CI-8 CHASSIS



# DMF-CI-8: DM NVX SERIES CHASSIS

POWERS UP TO 8 FIELD INSTALLABLE DM NVX ENCODER/DECODER CARDS

RACK MOUNTABLE 2RU

FRONT PANEL CONTROL FOR BASIC CARD CONFIGURATIONS

NETWORK CONNECTION IS REQUIRED FOR EACH CARD TO A DEDICATED 1GB CARD ON NETWORK SWITCH

NOT A MATRIX SWITCH…CHASSIS PROVIDES POWER ONLY

# DM XIO DIRECTOR: NETWORK AV PROVISIONING AND MANAGEMENT

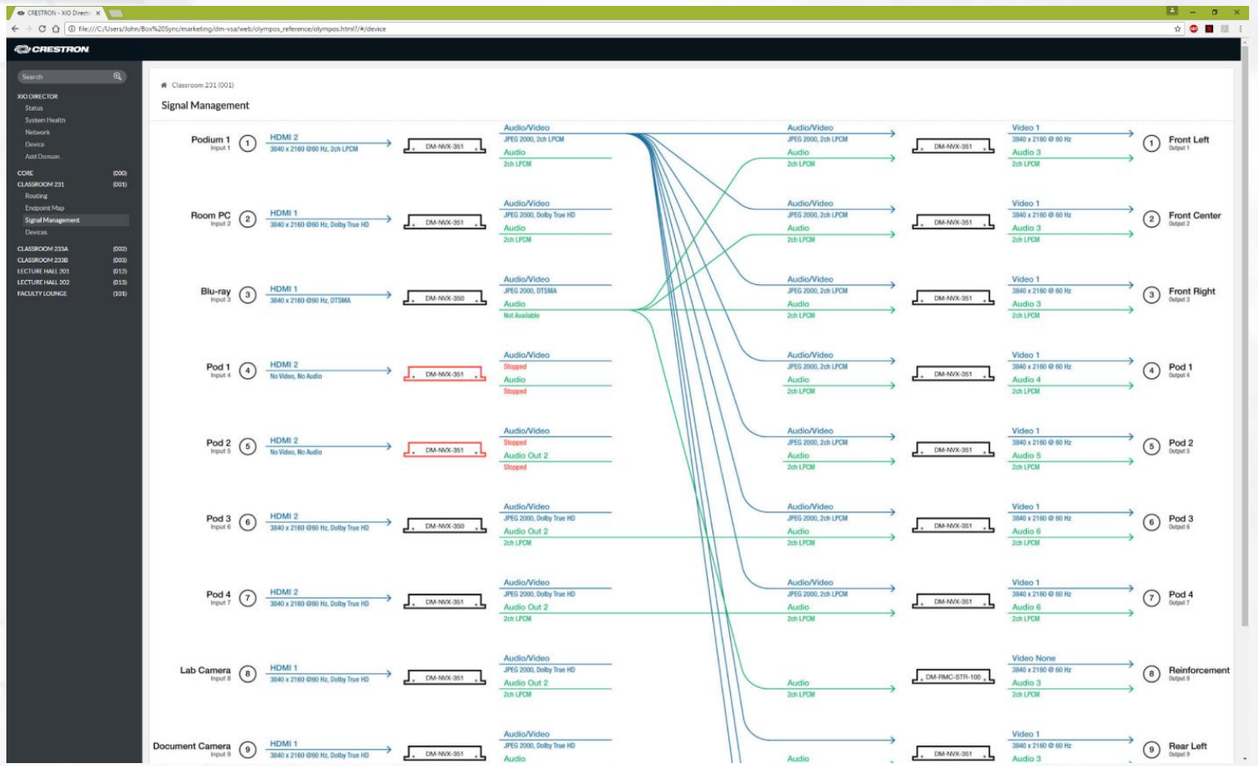
DEVICE MANAGEMENT
APPLIANCE FOR LARGE SCALE SYSTEMS

SINGLE POINT OF CONTROL FOR CIP, TOOL INTERFACE AND FIRMWARE UPDATES

CREATE VIRTUAL MATRICES OF ENDPOINTS

PROGRAM AND MANAGE NETWORKED ENDPOINTS LIKE A MATRIX

DEBUGGING AND CONFIGURATION AT SCALE



# DM XIO DIRECTOR: MODEL LINEUP

DM-XIO-DIR-80

MANAGES UP TO 80 ENDPOINTS

DM-XIO-DIR-160

MANAGES UP TO 160 ENDPOINTS

DM-XIO-DIR-ENT

MANAGES UNLIMITED NUMBER OF ENDPOINTS

# THANK YOU!

EPSON

Gerry Campana

system | source

the one source for IT & AV

# System Source & EPSON:

- Gerry Campana – Education Account Manager
- Primary vendor for projectors
- Primary vendor of interactive projectors
- Part of Epson which offers printers, scanners robotics and other advanced electronics

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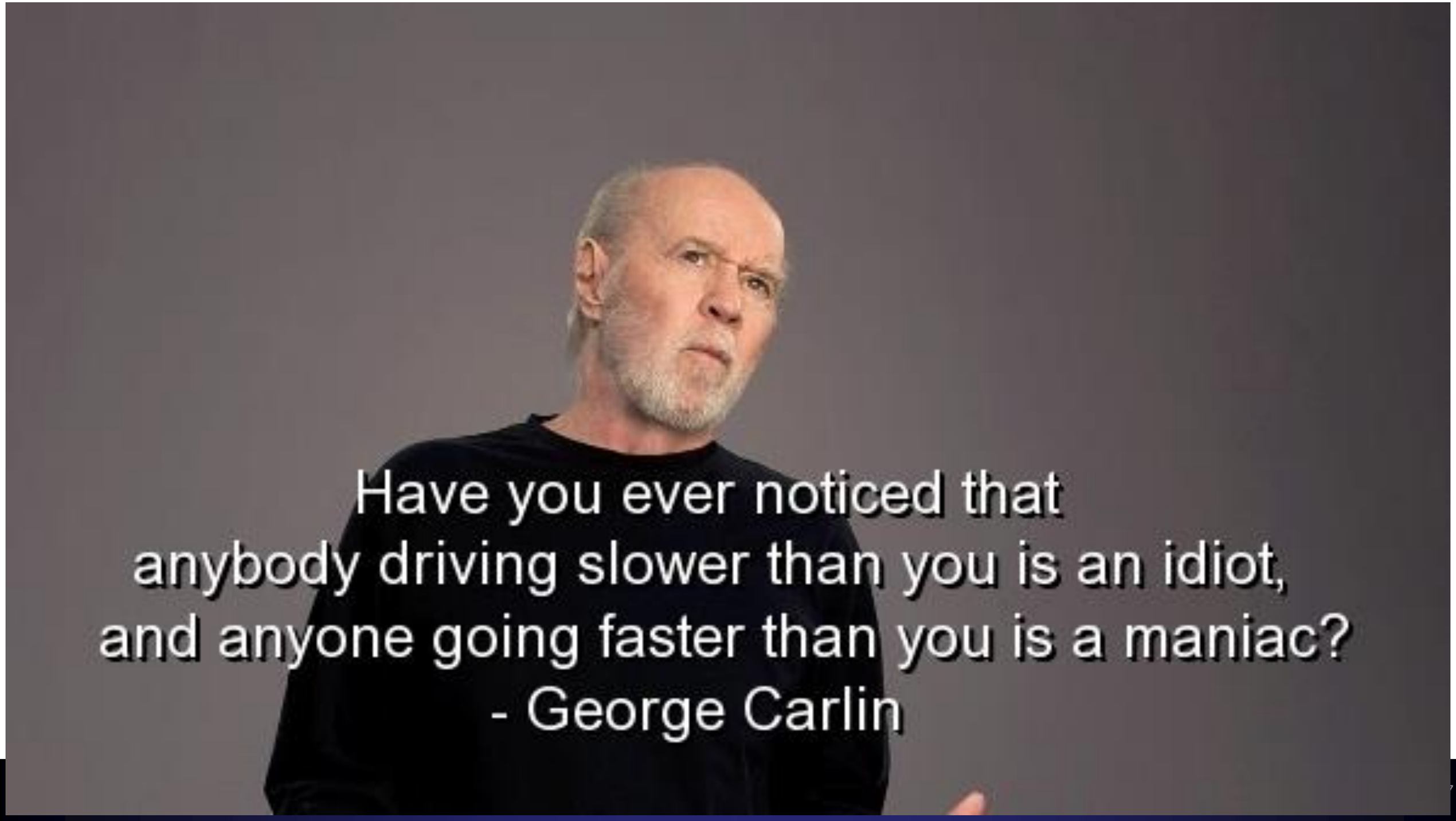

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# EPSON 2017

GERRY CAMPANA – EDUCATION ACCOUNT MANAGER

GERALD.CAMPANA@EA.EPSON.COM

410-203-0403

**All projected images simulated unless otherwise indicated**

# About Epson

| | |
|---|---|
| **Seiko Epson Corp. HQ** | Suwa, Nagano (Japan) |
| SEC Founded | 1942 |
| Group Companies | 90 (Japan: 19, Overseas: 71) |
| Total Worldwide Employees | 67,605 |
| SEC Consolidated Net Sales | USD 9.7 Billion<br>(FY ending March 31, 2016) |
| **Epson America, Inc. HQ** | Long Beach, CA |
| EAI Founded | 1975 |
| Territory Scope | North and Latin America |
| Total EAI Employees | Approx. 800 |
| EAI Key Product Lines | 3LCD Projectors<br>Home & Office-Use Printers<br>Large-Format Printers<br>Business System Devices<br>Home & Commercial Scanners<br>Factory Automation Robotics |

# EPSON

# LEADER • INNOVATOR • PARTNER

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# Customer insight drives our product strategies

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# #1 OR #2 IN ALL THESE MARKET SEGMENTS

# The Epson Projector Lineup

More than 100 models!

**Pro L**

**Install, Large Venue, R&S**

**Laser, Optional lenses & seamless integration (6000-25,000 lm)**

Pro L Series

**Pro G and Pro Z**

**Install & Large Venue**

**Optional lenses & seamless integration (5500-10,000 lm)**

Pro Z Series

**Basic Installation**

**(5500 lm)**

Pro G Series

**Interactive**

**Ultra-Short Throw**

**Short Throw**

**(2700-4400 lm)**

5000 Series

1400Wi & 600Wi Series

**Specialty**

**(2500 lm)**

520 & 530 Series

Presenter

1700 Series

90, 900 Series

EX, 1200 Series

VS Series

S, X, W

**Value**

**Portable options great for table tops and carts (2700-3200 lm)**

**Mobile Professional**

**Mobility without compromise**

**(3000-3200 lm)**



**Performance Meeting Room**

**Portable or install with wireless and network options**

**(4200-5000 lm)**



2000 Series

**Mid-Range**

**Advanced features and connectivity, installed or for table tops and carts**

**(2600-3700 lm)**

Pro Cinema

Home Cinema UB

Home Cinema

MovieMate

**Home Theater**

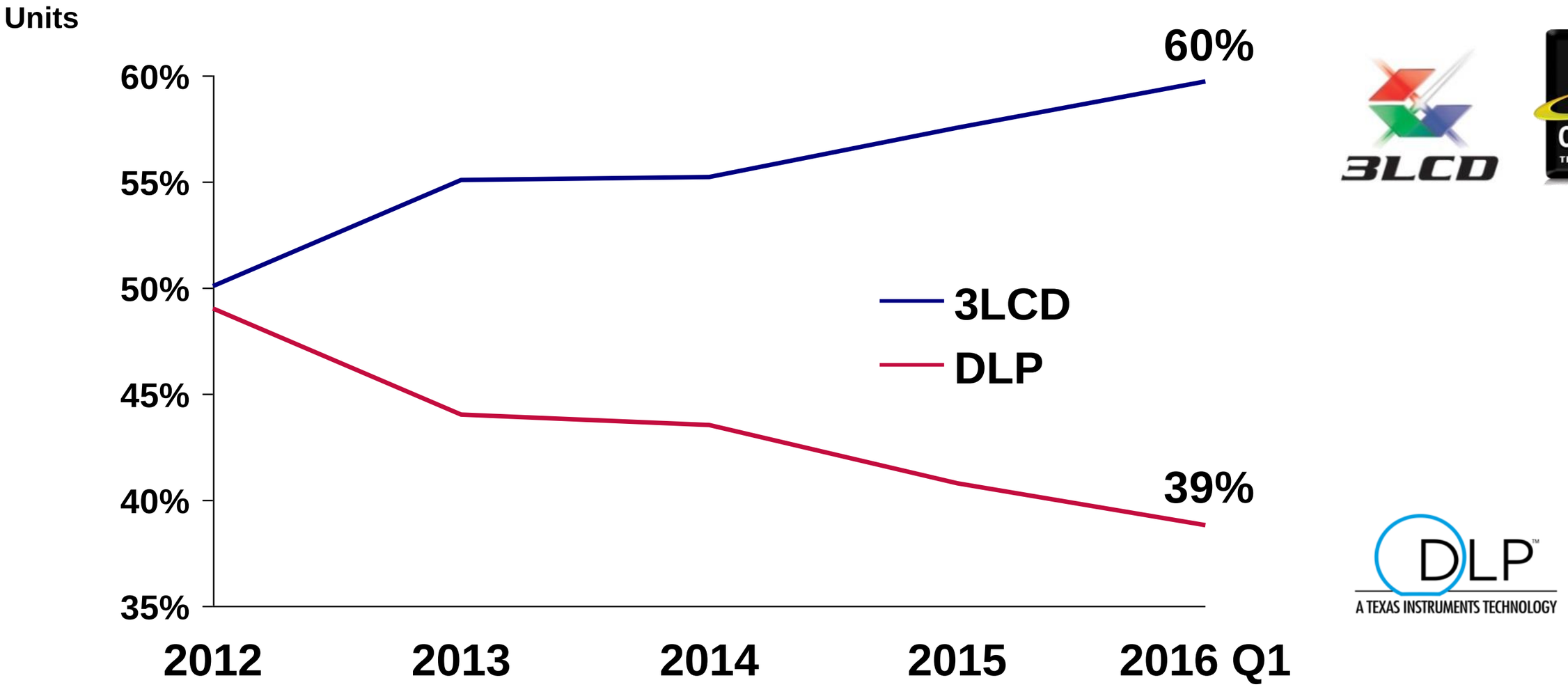
# Market-leading Color Image Quality

Color brightness (color light output) in brightest mode, measured by a third-party lab in accordance with IDMS 15.4. Color brightness will vary depending on usage conditions. Top-selling Epson 3LCD projectors versus top selling 1-chip DLP projectors based on PMA Research sales data for Dec. 2015 through Nov. 2016.

*Gamut volume in brightest mode, measured by a third-party lab in 3D in the CIE L*a*b* coordinate space. Top-selling Epson 3LCD projectors versus top-selling 1-chip DLP projectors based on PMA
Research sales data for Dec. 2015 through Nov. 2016.

Based on TFCinfo: U.S. Projector Brand Customer Perception and Preference Study, Multimedia Projectors 2016

# Total Projector Market By Technology




High Color Brightness continues to win in the market

Source: PMA_2016CYQ4_AmericasPJCensusRevenues
Excludes Pico/Personal Integrated and D Cinema Projectors.

# Roadmap

**Shipping now**

**Short & Ultra-Short Throw**

**Interactive Displays**

**BrightLink 536 and 600 Series**
- 5 models
- Up to 4,400 lm
- WXGA and WUXGA
- Dual pen + Touch on select models

**Presentation Displays**

**PowerLite 520, 530 and 600 Series**
- 10 models
- Up to 3,500 lm
- XGA, WXGA and WUXGA
- Up to HDMI x 3, VGA x 2; Optional wireless
- For-SMART AIO on select models

**Portable**

**900 Series**

**PowerLite 900 Series**
- 3 models
- Up to 3,600 lm
- XGA and WXGA
- HDMI x 2, VGA x 2; 1.6x optical zoom

**90 Series**

**PowerLite 90 Series**
- 3 models
- Up to 3,000 lm
- HDMI x 2, VGA x 2; 16 watt speaker

**Basic**

**PowerLite S, X, W Series**
- 3 models
- Up to 3,000 lm
- SVGA, XGA and WXGA
- HDMI x 1, VGA x 2

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# BrightLink Interactive Display

North America’s most popular interactive display for education

# New BrightLink 600 Series Step Up

Interactive displays that transform any classroom wall or whiteboard into an engaging interactive learning space, enabling teachers and students share, create and interact with digital content using familiar touch gestures.

**BrightLink 685Wi**

- 3500lm
- WXGA
- Dual pen
- Duo-Link
- BF: $1,599*

**BrightLink 695Wi**

- Touch-enabled
- BF: $1,799*

**BrightLink 696Ui**

- 3800lm
- WUXGA Full HD
- Wall mount included
- BF: $2,099

**BrightLink 697Ui**

- 4400lm
- WUXGA Full HD
- Miracast
- Enterprise encryption
- Whiteboard sharing
- Control panel
- BF: $2,499

* With optional wall mount

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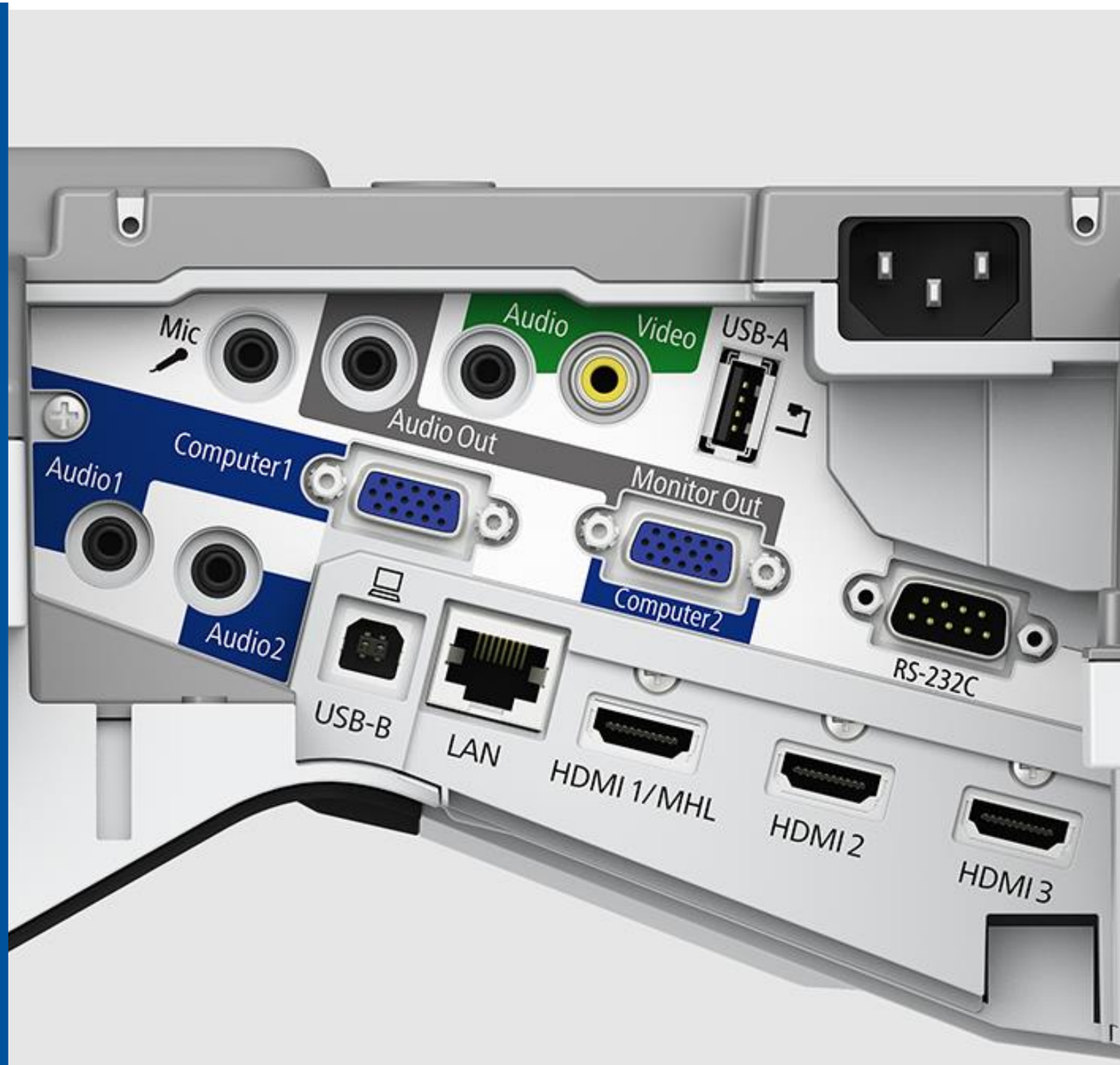
# Multiple connectivity options

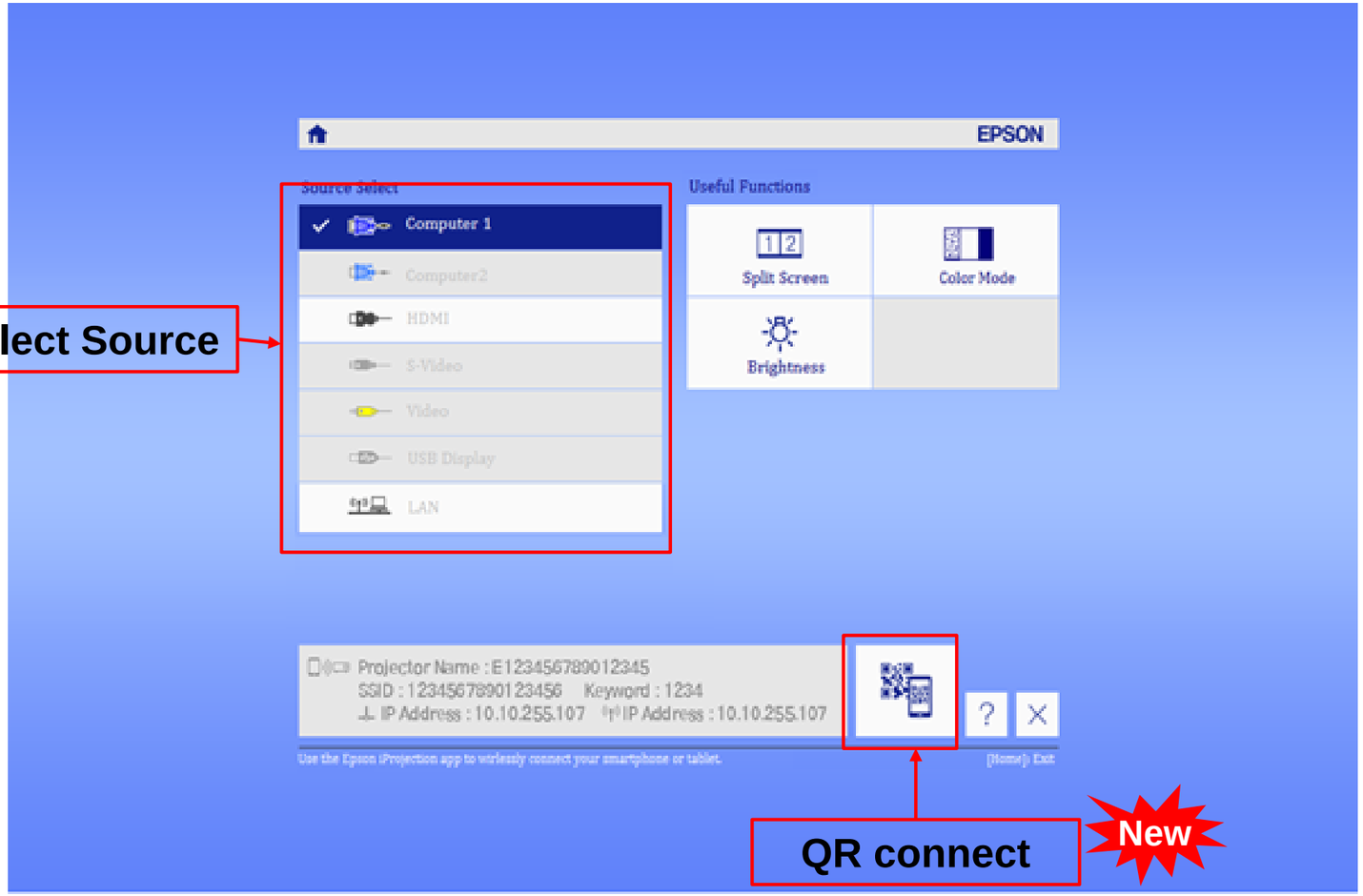
3 HDMI ports including MHL



# Bold, beautiful images even in the brightest classrooms

- Display up to 100" image with WUXGA Full HD resolution
- Up to 4,400 lumens

# 685Wi, 695WI, 696Ui Home Screen



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# DuoLink

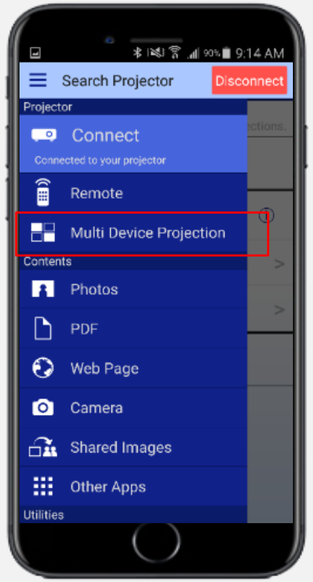
## Extended Whiteboard

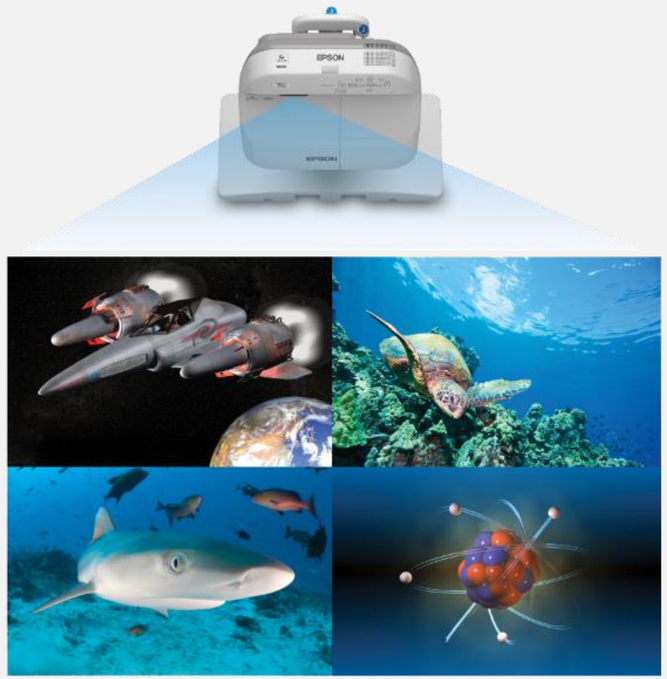
Place two BrightLinks side-by-side to create one seamless, ultra-wide interactive display (178” diagonal)

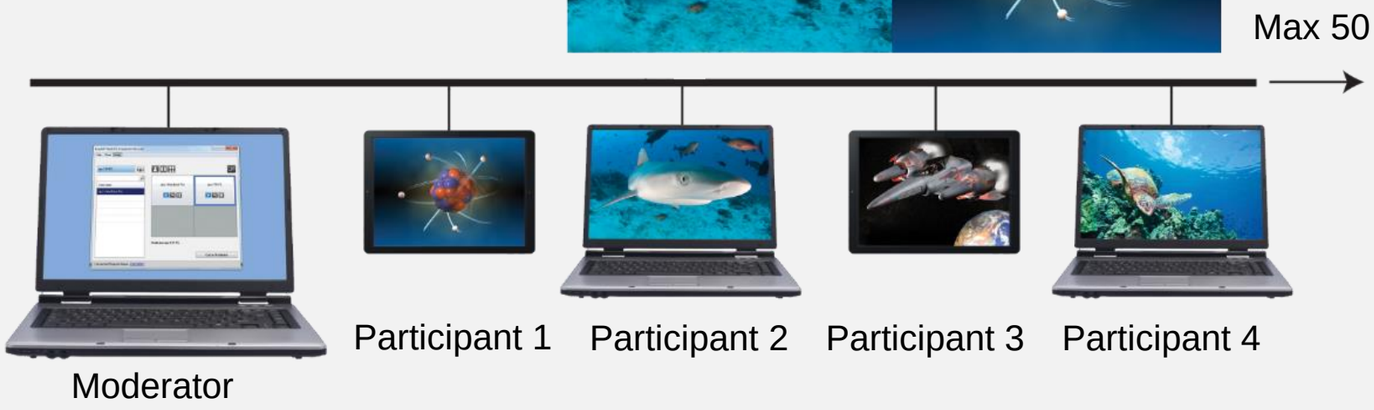
# Included Collaborative Software Solutions – Manage classroom devices with iProjection

# iProjection with Moderator function

- **New! Mobile moderator function.**
- **Manage connected devices from anywhere in the classroom**

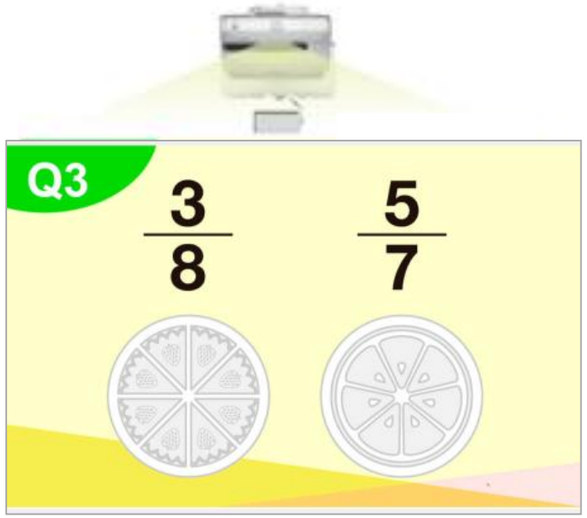


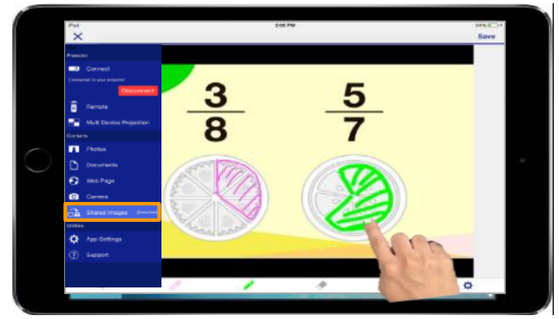




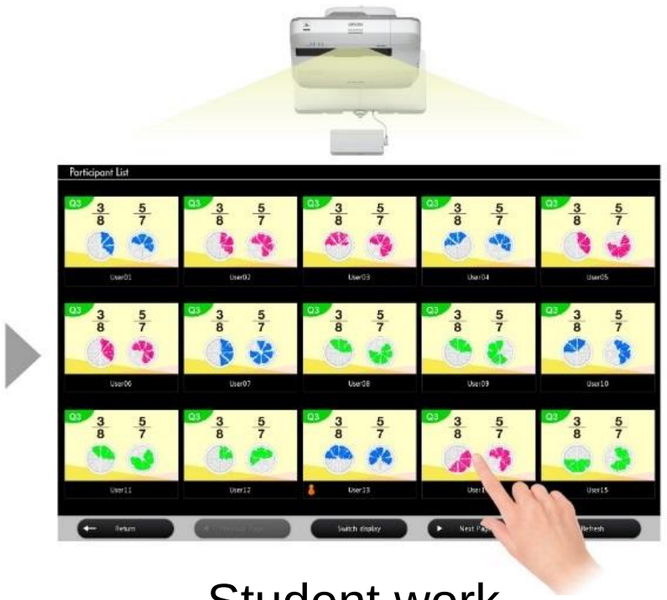
# Individualized learning

- **Share projected images from the big screen to/from connected mobile devices**



Annotate on student device



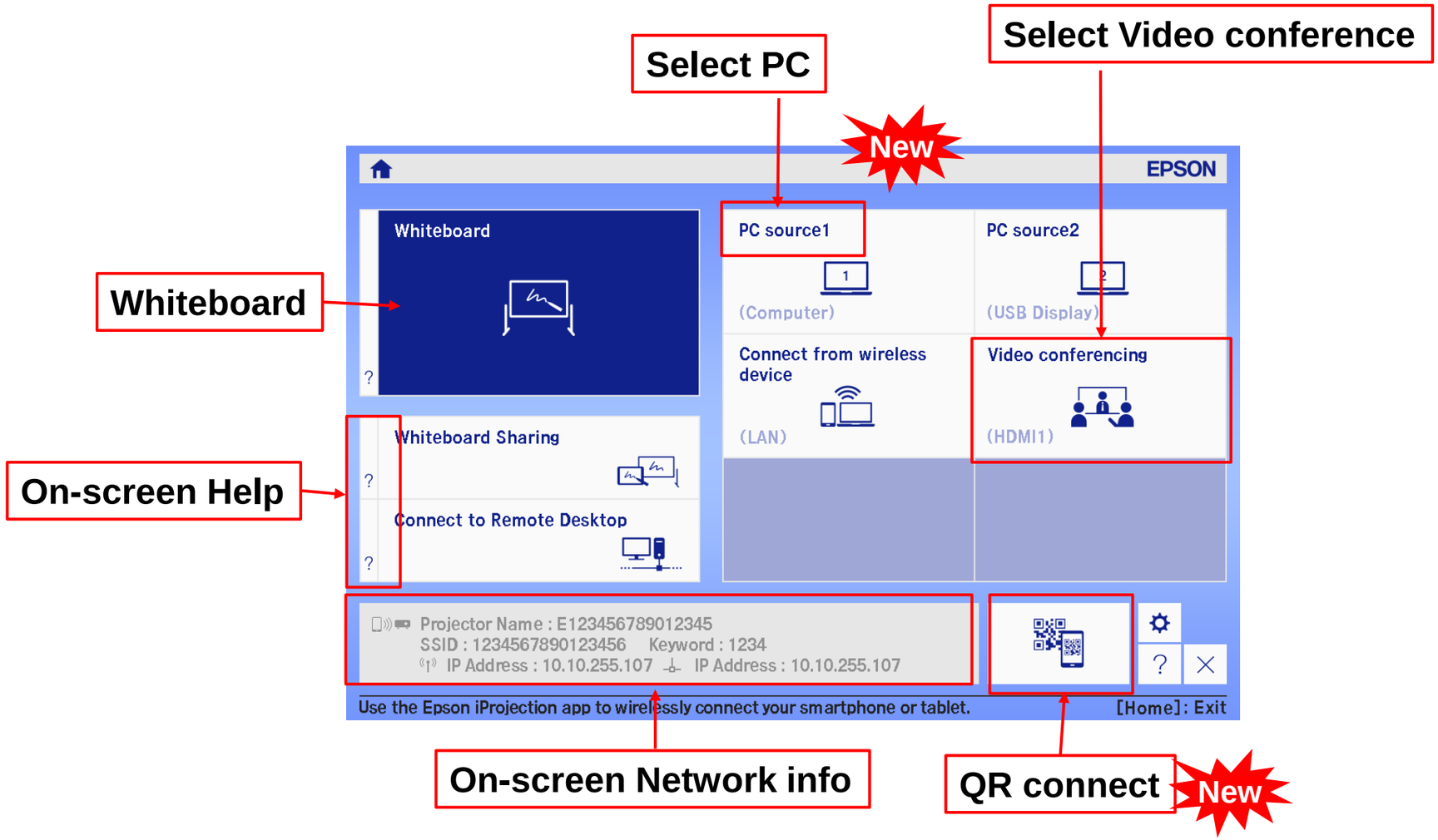
Student work
received by Projector

# Display up to 4 devices simultaneously

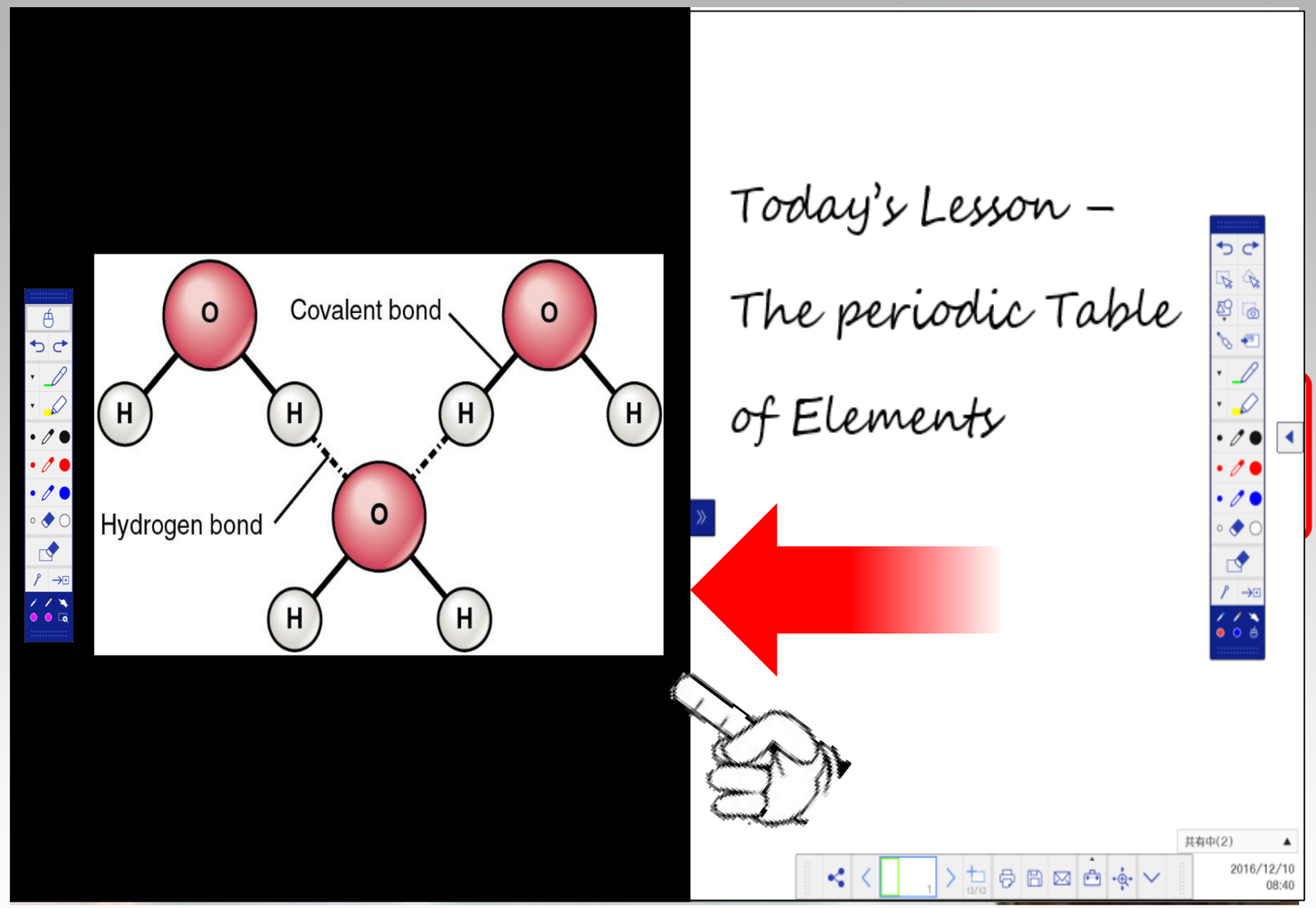
# True BYOD Support

Simultaneously connect up to 50 devices; including PCs, tablets, Chromebooks and mobile devices

# User Friendly Home Screen – 697Ui




- Provides easy, touch-enabled access to frequently used functions
- No remote…no problem



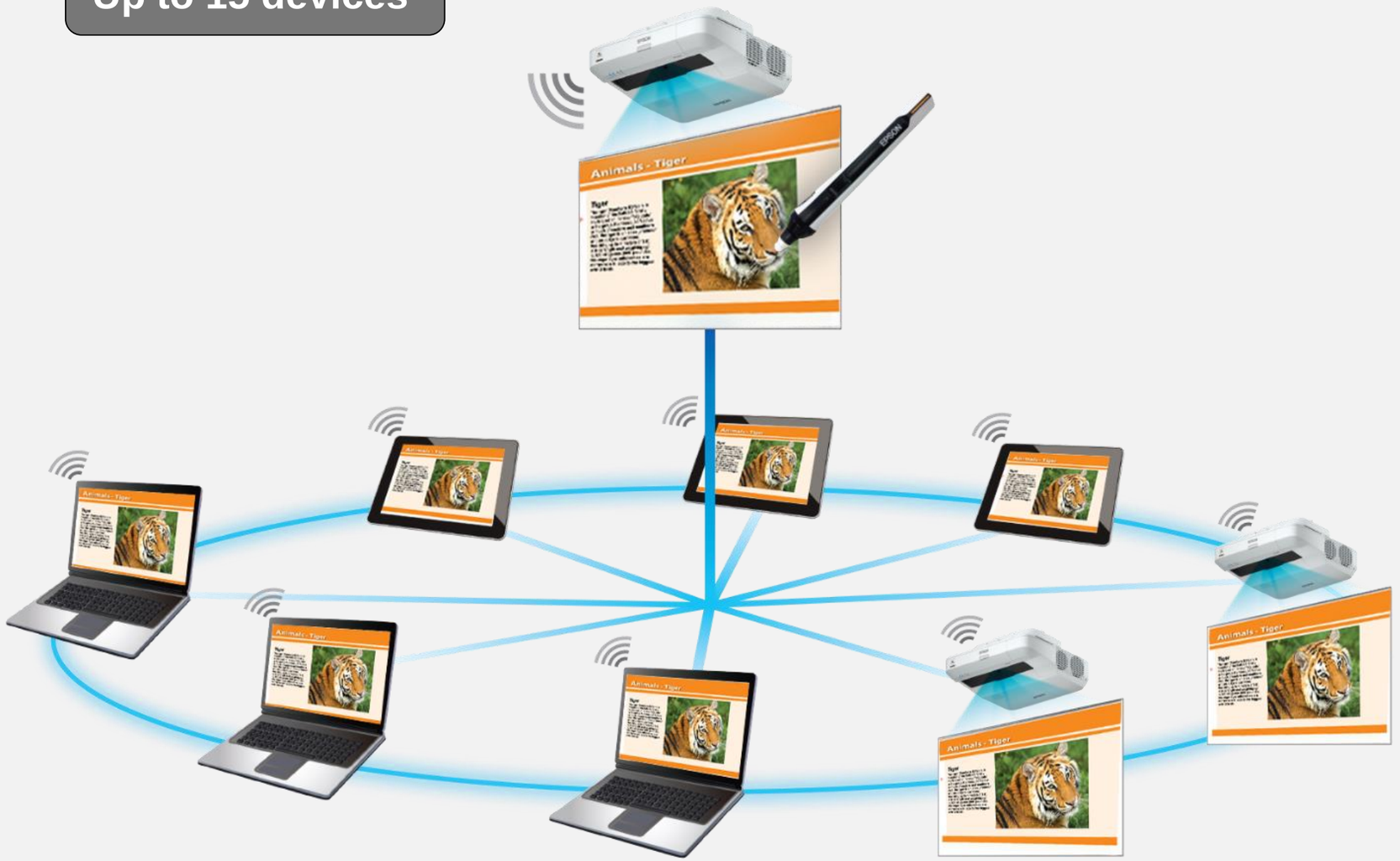

# BrightLink 697Ui

- **Sliding split screen supports dual sources with variable size windows**

# BrightLink 697Ui

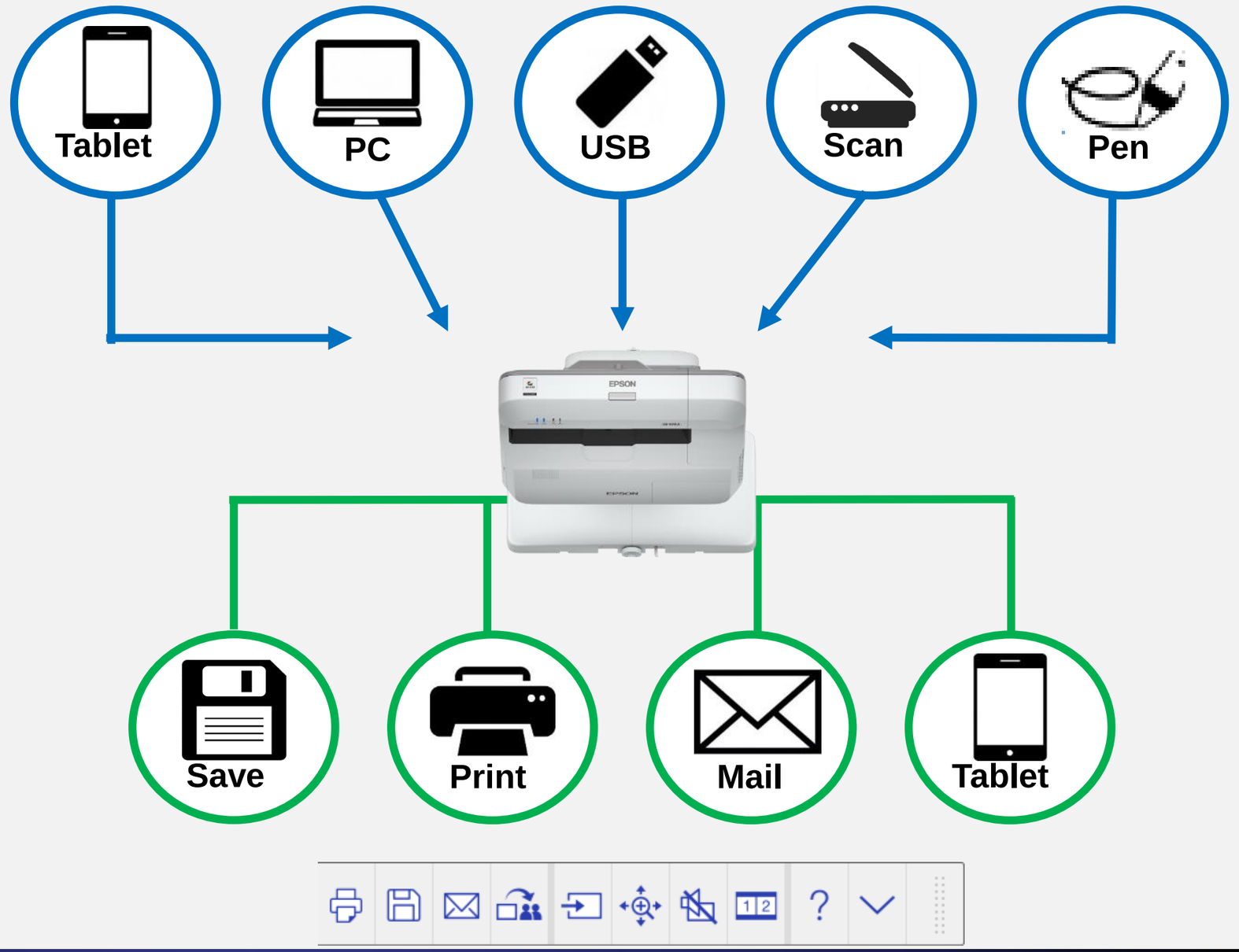
- **Real time sharing and collaboration with digital whiteboard sharing**

**Up to 15 devices**



# BrightLink 697Ui

- **PC-Free presentations.**
- **Save, Email, Print and more directly from projector**



# BrightLink 697Ui

- **Full enterprise level encryption enhances the security of your network**

# Seamlessly integrate document cameras, digital media players, DVD players and content from mobile devices

# Interactive Pens

- New soft tips for quiet annotation
  - Soft tips work with new models only
  - Hard tips will also ship in the box
- 3X battery life vs. previous generation
- Programmable side button for quick access to most used features
- Compatible with:
  - BrightLink 475Wi/485Wi
  - BrightLink 500 series or later
  - BrightLink Pro 1420Wi or later

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SMART Learning Suite

# Powerful Value-added Software

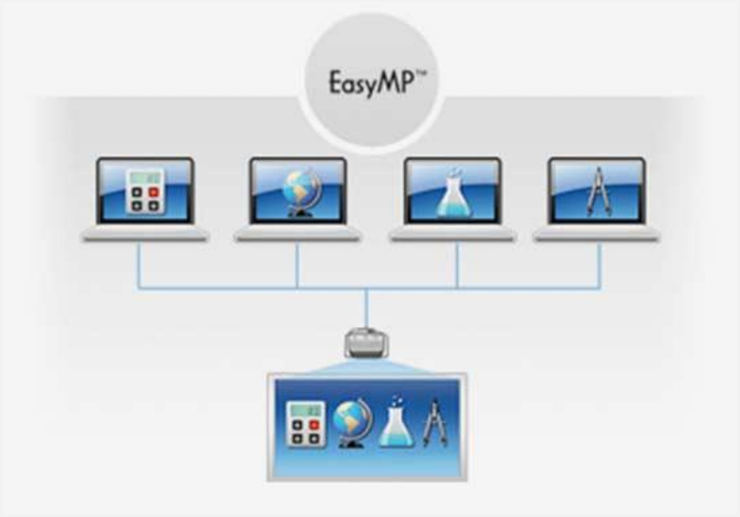
## SMART Notebook

## Easy Interactive Tools

## Easy MP Network Projection

## Easy MP Monitor

## Multi-PC Projection with Moderator



# How does display size impact student learning?

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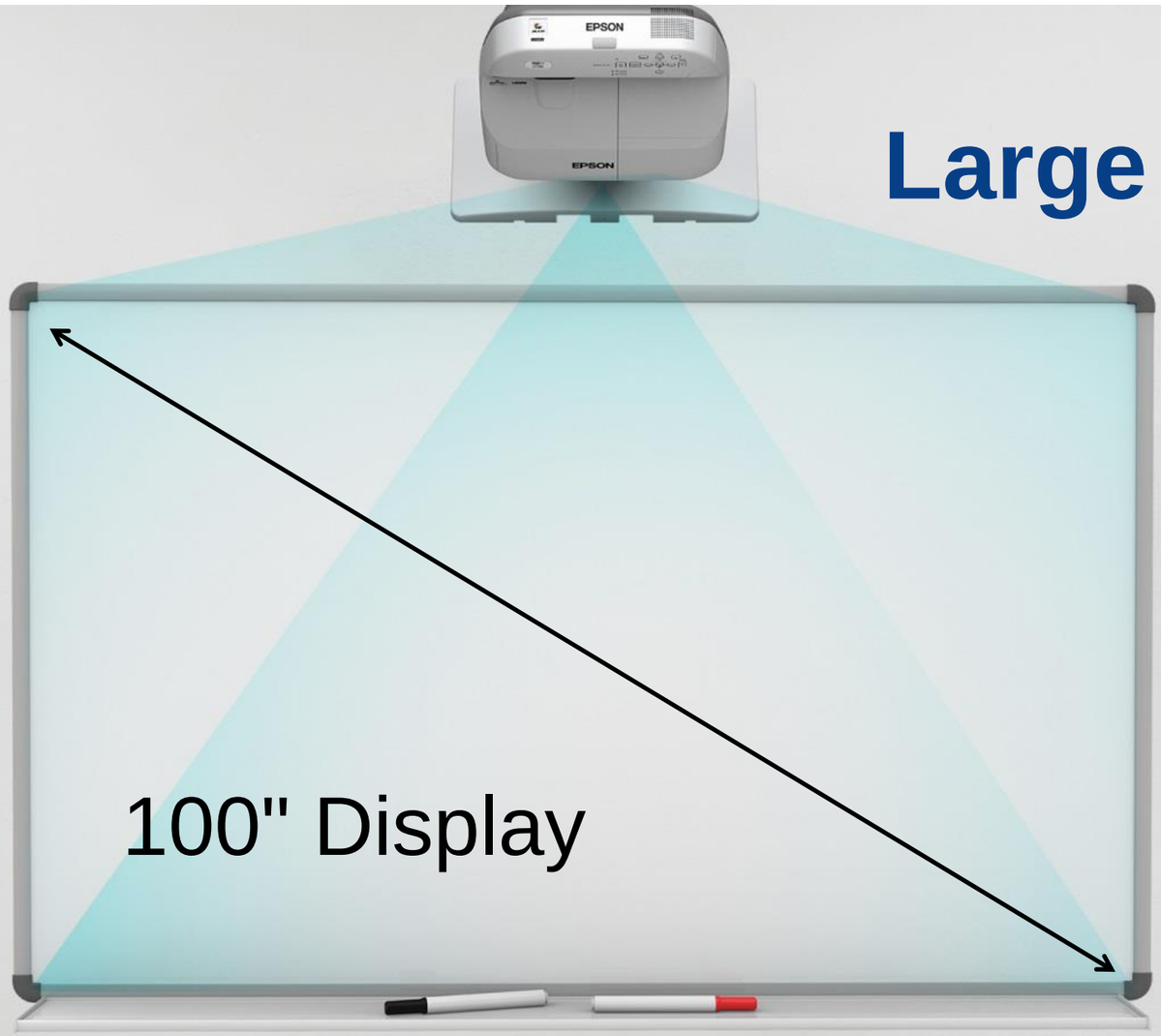
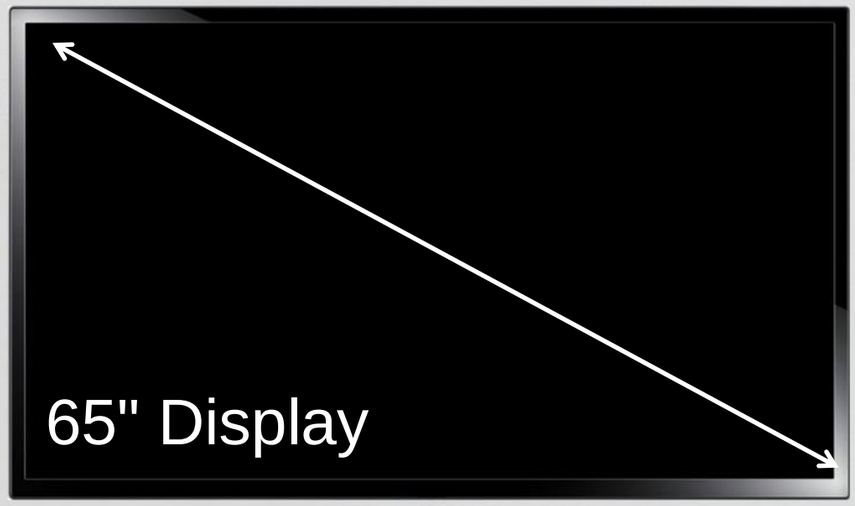
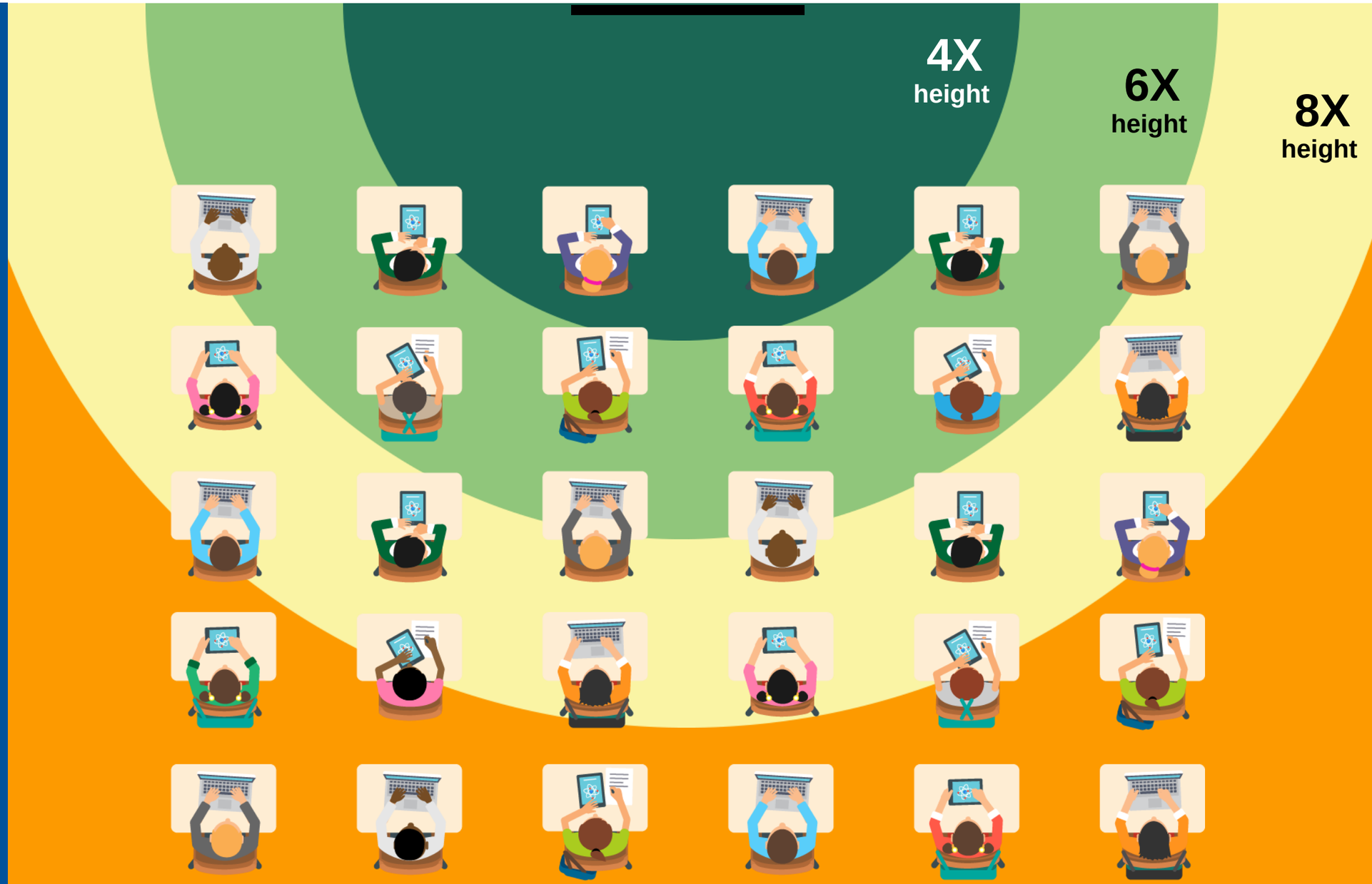
# Large Display Size is Critical



# Classroom with 65" Flat Panel Display

4x - Optimal for analytical viewing text and detailed information
6x - Preferred for basic viewing presentations
8x - For passive viewing only- movies and videos



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# 58%

of students in an average classroom
**can’t read** content on a 70" flat panel

Leading 70-inch class 4k resolution flat panel in a 22' (width) by 27' (depth) classroom-style arrangement. When asked to copy down six short items of information from slides being displayed, 58% of students ages 12-22 copied at least one item incorrectly. Based on U.S. research conducted by Radius Research.

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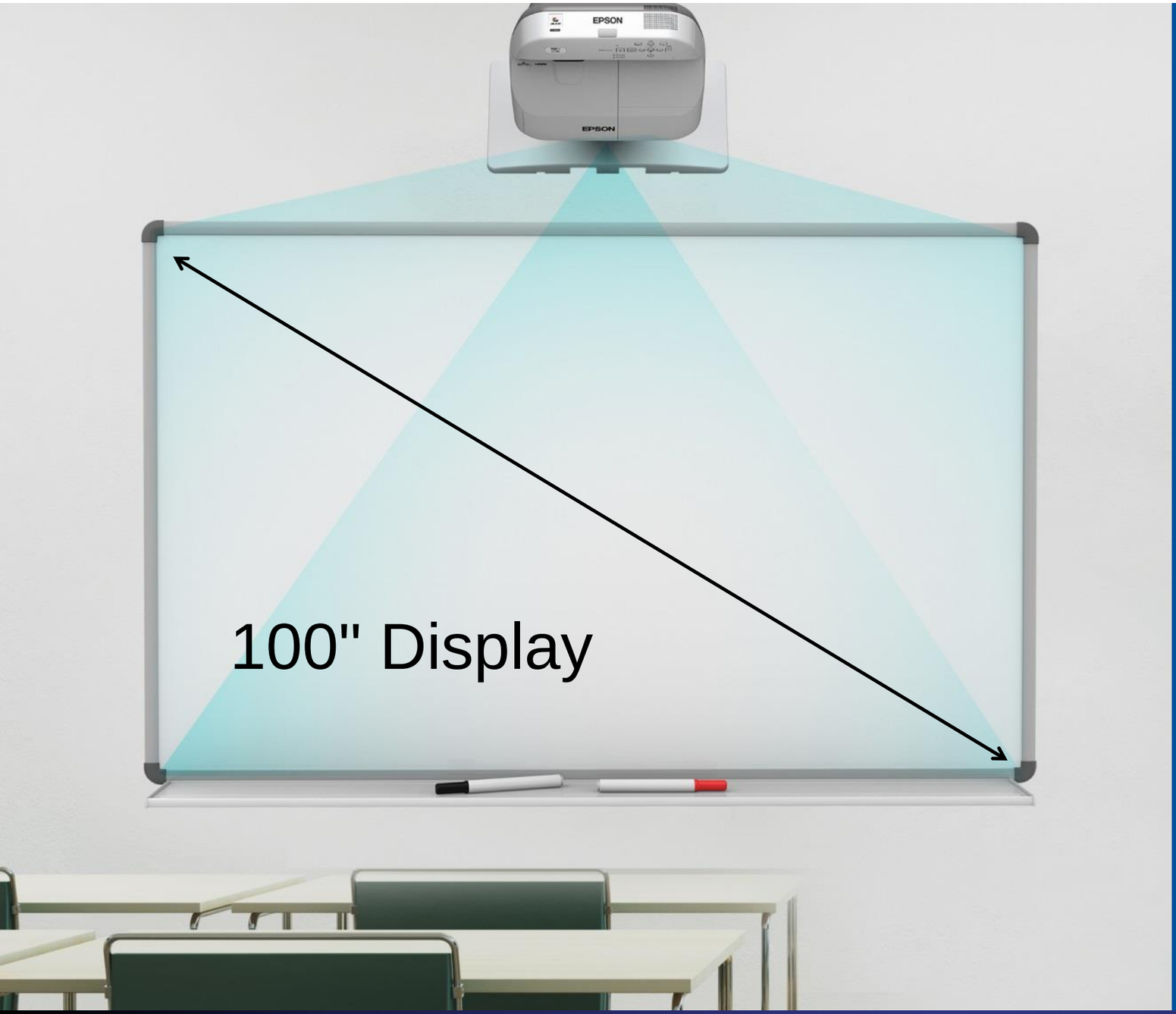



With up to 100" display, Epson BrightLink is North America’s most popular interactive display—successfully deployed in more than 300,000 classrooms

# Large Venue

# Large Venue Roadmap

**LASER**

**Pro L**

**Shipping now**

**Pro L25000U**
- 25,000 Lumens
- Sealed optical engine
- WUXGA with 4K Enhancement
- 4K-ready interchangeable motorized lenses

**Pro L1000 Series**
- 6 models
- 6,000 to 12,000 lumens
- WUXGA with 4K Enhancement
- Interchangeable motorized lenses

**Nov 2017**

**Pro L1000 Series (Additions)**
- 4 models
- New 12,000 and 15,000 lumen models
- WUXGA with 4K Enhancement and SXGA+
- Interchangeable motorized lenses

**LAMP**

**Pro Z**

**Pro Z Series**
- 9 models
- 8,300 to 11,000 lumens
- XGA, WXGA and WUXGA
- Interchangeable motorized lenses

**Pro G**

**Pro G7000 Series**
- 7 models
- 5,500 to 8,000 lumens
- XGA, WXGA and WUXGA with 4K Enhancement
- Interchangeable motorized lenses

# Epson Large Venue Lineup

Large Venue Projectors with uncompromising image quality and professional-grade reliability

## Pro L 25000U

- 25,000 lm
- WUXGA with 4K Enhancement
- Laser Light Source
- Sealed Optical Engine
- 8 4K-Ready, Powered Lenses
- 24/7 operation
- 3-year or 20,000-hr warranty

## Pro L 1000 Series

- Up to 12,000 lm
- WUXGA with 4K Enhancement
- Laser Light Source
- 10 Powered Lenses
- 24/7 Operation
- 3-year or 20,000-hr warranty

## Pro Z Series

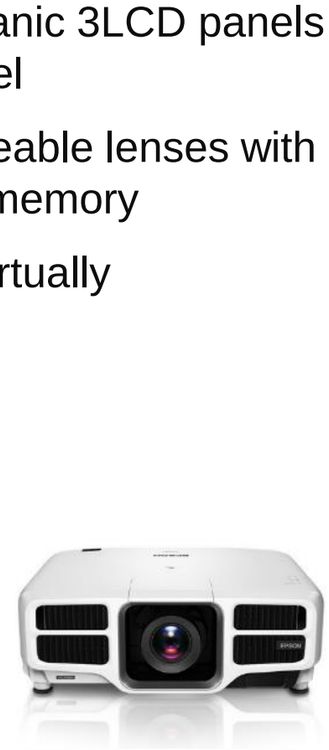
- Up to 11,000 lm
- Up to WUXGA
- Dual Lamp
- 7 Powered Lenses
- 3-year Warranty

## Pro G Series

- Up to 8,000 lm
- Up to WUXGA with 4K Enhancement
- Single Lamp
- 10 Powered Lenses
- 24/7 Operation
- 3-year or 20,000-hr Warranty

# Pro L 1000 Series Step Up

- Laser light source with inorganic 3LCD panels and inorganic phosphor wheel
- Up to 10 optional interchangeable lenses with powered lens shift and lens memory
- 3 years or 20,000 hours of virtually maintenance-free operation



**Pro L 1100U**
- 6000 lm
- WUXGA

**Pro L 1200U**
- 7000 lm

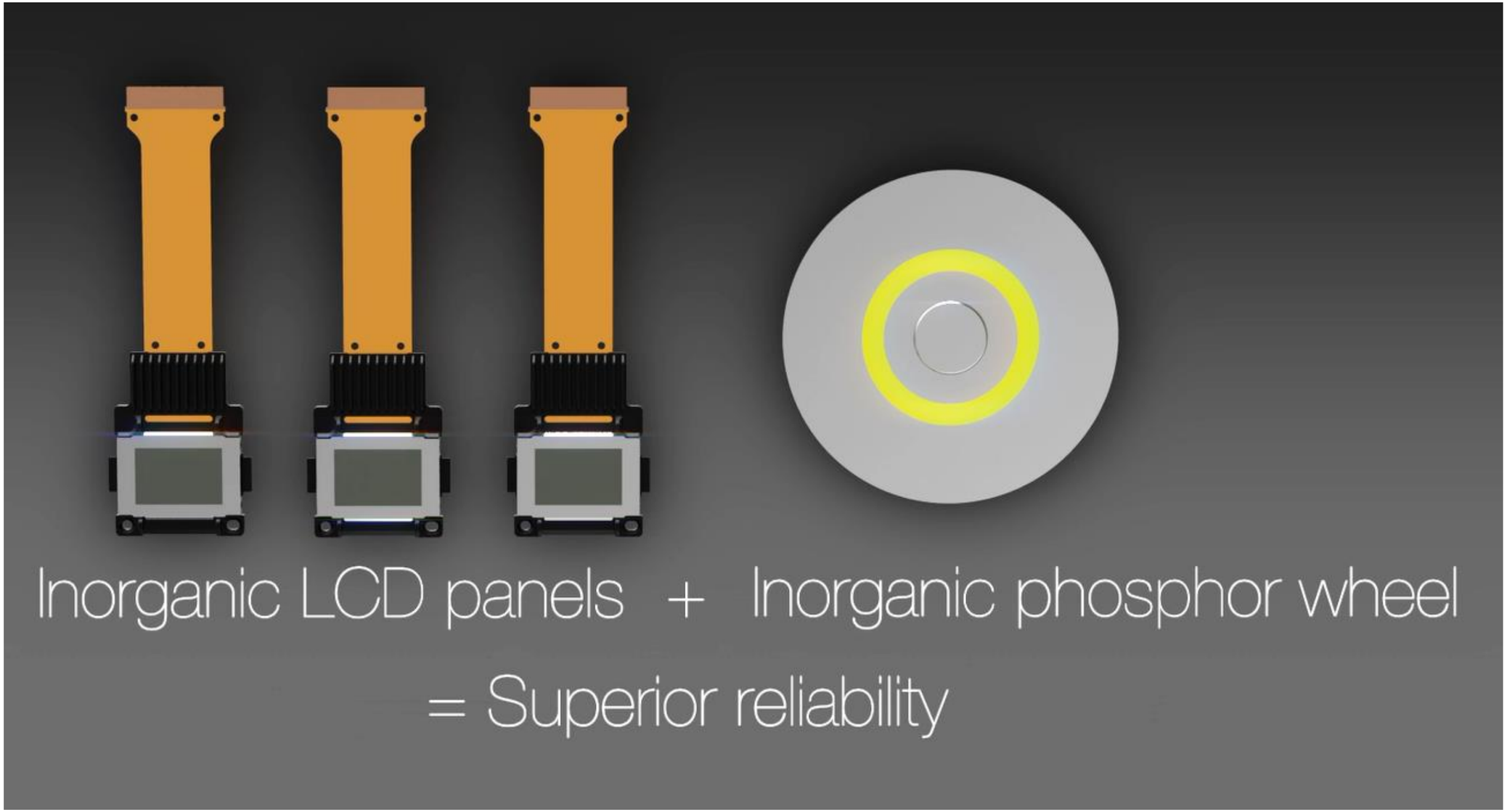
**Pro L 1300U**
- 8000 lm

**Pro L 1405U**
- 8000 lm
- 3G-SDI

**Pro L 1500U**
- 12000 lm

**Pro L 1505U**
- 12000 lm

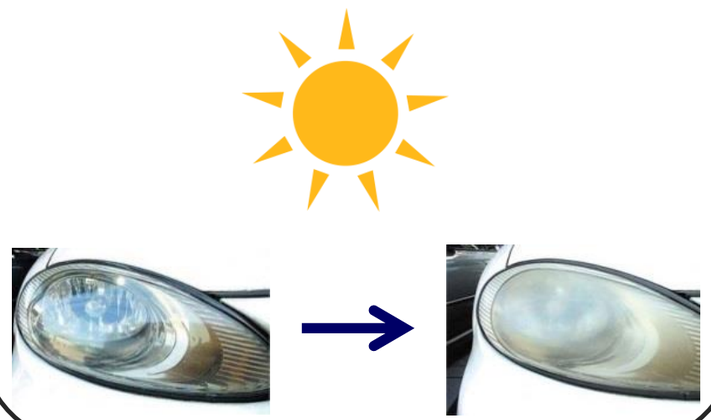
# Pro L:  World's First Inorganic Phosphor Wheel and Inorganic LCD panels



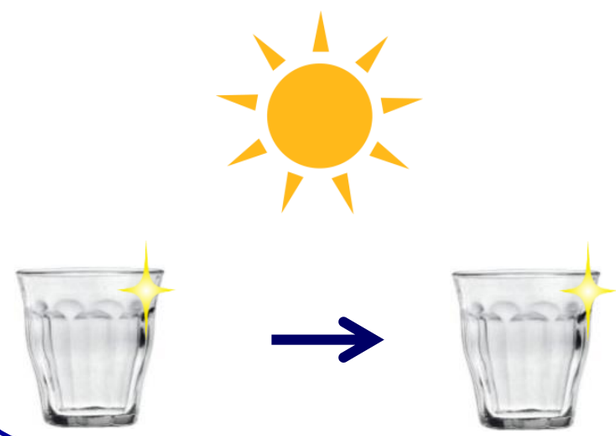
# Inorganic Components

- Inorganic components allow us to achieve:
  - High brightness – up to 25,000 lumens
  - High reliability – up to 20,000-hours **bumper-to-bumper** warranty including 24x7 use

Organic



Inorganic



# When Epson says 20,000 hours…..
# Epson means 20,000 hours

- Epson marketing claim and warranty T&Cs are the same, however competitors' marketing claims overpromise vs. their actual warranty coverage
- Pro L:  Epson offers **20,000 hours** or 3 years **bumper-to-bumper** warranty, **all parts included**

| | Epson  Pro L1000 Series<br>3-chip 3LCD | Sony FHZ700L<br>3-chip 3LCD | Panasonic PT-RZ670<br>1-chip DLP | NEC PX602UL<br>1-chip DLP |
|---|---|---|---|---|
| Marketing claim | 20,000 hours or 3 years of virtually maintenance-free operation, including 24/7 | Up to 20,000 hours of maintenance-free design | **Approximately** 20,000 hours of maintenance-free operation | Delivers 20,000 hours of virtually maintenance-free operation |
| Fine print | Entire  unit : 20,000 hours or 3 years whichever comes first | **12,000** hours or 5 years whichever comes first | Light source only: **10,000 hour** warranty on the laser light source. | Light source only : **12,000 hours** or 3 years, whichever comes first |

# 4K Enhancement

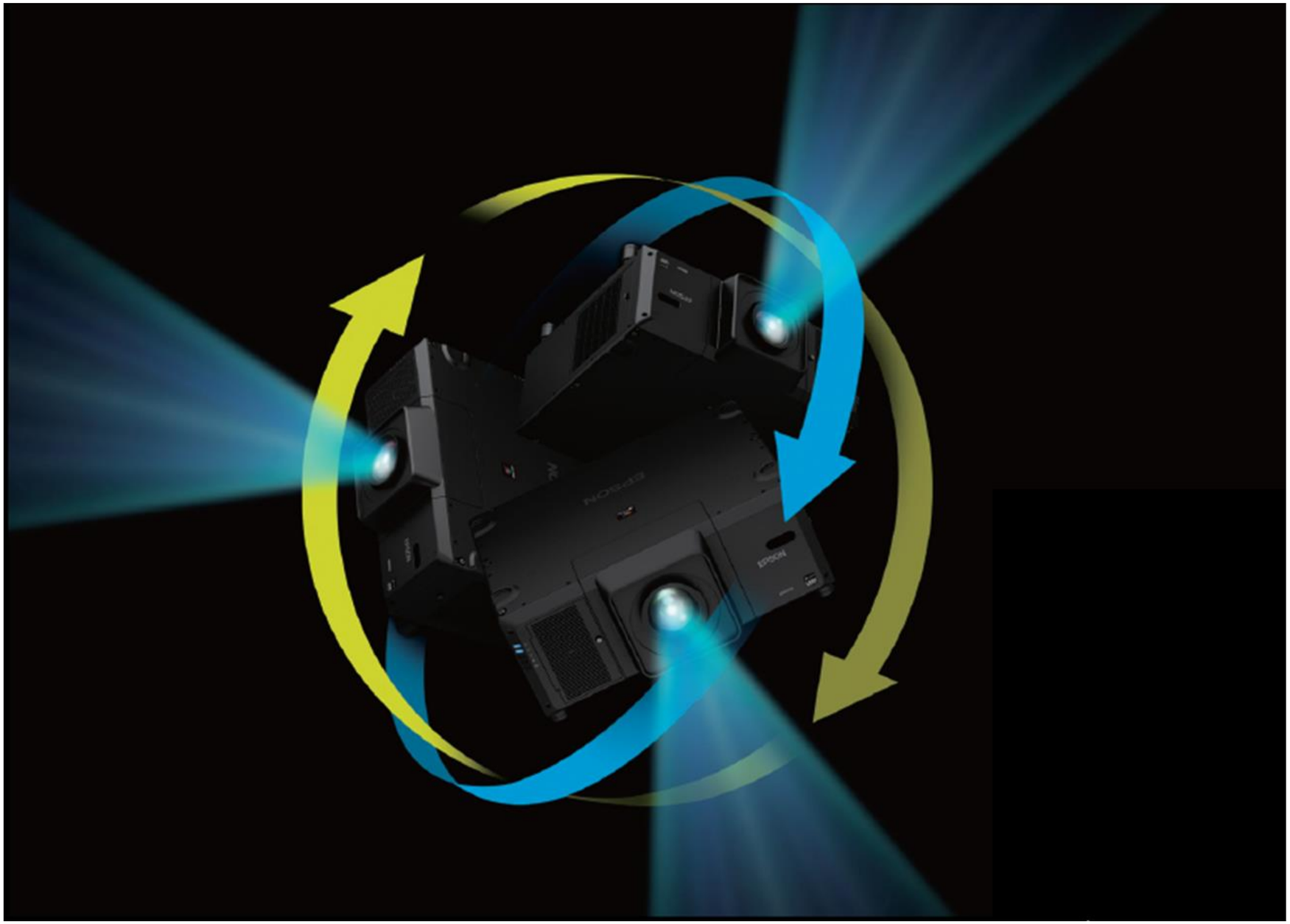
- Accepts 4K input → Future proof!
- Enhances the image to show details
- Also enhances the 1080p signal to deliver 4K-like experience*

* 4K Enhancement Technology shifts each pixel diagonally by 0.5 pixels to double the resolution and surpass Full HD image quality.

# World’s First Zero-Offset Ultra-Short Lens*
# 0.35 Throw Ratio with Lens Shift

*Works on all Pro G and Pro L models except for 12,000 lumen and above models

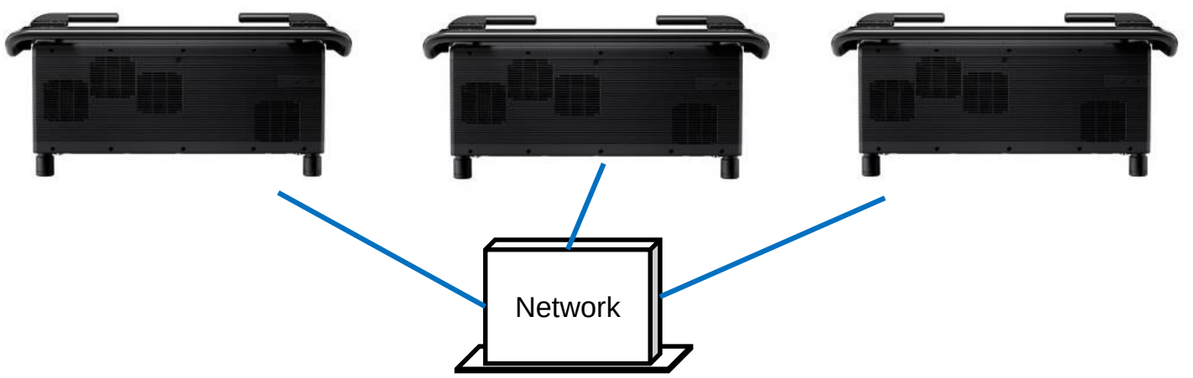
# True 360-Degree Flexible Installations



# Auto Image Calibration
# Single or Multiple Projectors

- Ensures uniform image quality across multiple projectors (up to 9)
- All projectors must be on the same network
- Automatically adjusts
  - Color Uniformity
  - White Balance
  - Color matching
  - Brightness matching

Camera



# Emulation

- All Epson Large Venue Projectors (Pro G, Pro Z, Pro L) can emulate **basic control codes** of **Panasonic, Sony, NEC and Mitsubishi***

- Eliminates the need of reprogramming when a customer replaces another brand for Epson projectors

- Saves time and money for end-customers and integrators

* Please check with Epson support for details. Not all manufacturers or codes might be supported.

# Meeting Room

# Meeting Room Roadmap

**Shipping now**

**Interactive**

**BrightLink Pro**

**BrightLink Pro 696Ui and 697Ui**
- 2 models
- 3800 & 4400 Lumen models
- WUXGA Full HD
- Touch and finger interactive
- New UX
- DVI Out
- Miracast on 697Ui

**Install**

**PL 5000**

**PowerLite 5000 Series**
- 4 models
- 5500 lumens
- XGA, WXGA & WUXGA
- Enterprise-level security wireless
- HDBaseT on select models
- Horizontal and vertical manual lens shift

**Portable**

**PL 2000**

**PowerLite 2000 Series**
- 9 models
- 4200-5500 lumens
- XGA, WXGA & WUXGA
- Enterprise-level security wireless
- HDBaseT on select models
- Miracast on select models

# Meeting Room Roadmap

**Shipping now**

Meeting Rooms

Powerlite 1200

**Powerlite 1200 Series**
- 3 models
- 3200 Lumen
- XGA, WXGA & WUXGA
- Wireless included in select models

Ultra Portable

PL 1700

**PowerLite 1700 Series**
- 4 models
- 3000-3200 lumens
- WXGA and 1080p
- Wireless included
- Auto HV in select models
- Miracast included in select models
- Carrying case included

# New PowerLite 5000 Series

**Bright Conference Room Projectors with Lens Shift and Robust Connectivity**

- 5,500lm White & Color Brightness
- Up to WUXGA Full HD Resolution
- Horizontal & Vertical Lens Shift
- WPA2 Enterprise-level WiFi
- Split Screen for enhanced productivity
- HDBaseT for easy integration (select models)
- Screen Mirroring via Miracast (select models)

# PowerLite 5000 Series Step Up

Bright Conference Room Projectors with
Lens Shift and Robust Connectivity

**PowerLite 5535U**
- **Black body**

**PowerLite 5530U**
- **WUXGA**

**PowerLite 5520W**
- **WXGA**
- **HDBaseT**

**PowerLite 5510**
- **5500lm**
- **XGA**
- **Up to 15,000:1 dynamic contrast**
- **H / V Lens Shift**
- **WPA2 Enterprise Level Security**

# New PowerLite 2000 Series

Advanced Projectors for Meeting Rooms and Lecture Halls with Ambient Light for Best-in-Class Image Quality and Performance

- Up to 5,500lm White & Color Brightness
- Up to WUXGA Full HD Resolution
- WPA2 Enterprise-level Network Security
- Split Screen for enhanced productivity
- HDBaseT for easy integration (select models)
- Screen Mirroring via Miracast (select models)`

# PowerLite 2000 Series Step Up

Advanced projectors designed for meeting rooms and lecture halls
with ambient light for best in class in image quality and performance.

| Model Number | PL 2040 | PL 2065 | PL 2140W | PL 2155W | PL 2165W | PL 2245U | PL 2250U | PL 2255U | PL 2265U |
|---|---|---|---|---|---|---|---|---|---|
| Color Brightness<br>White Brightness | 4200 lm | ← | ← | 5000 lm | ← | 4200 lm | 5000 lm | ← | 5500 lm |
| Resolution | XGA | WXGA | ← | ← | ← | WUXGA | ← | ← | ← |
| Contrast Ratio | 15000:1 | ← | ← | ← | ← | ← | ← | ← | ← |
| Included Wireless Dongle | Optional | Included | Optional | Included | ← | ← | Optional | Included | ← |
| WPA2-Enterprise Level WiFi Security | Yes | ← | ← | ← | ← | ← | ← | ← | ← |
| HDBase T | No | ← | ← | ← | Yes | No | ← | ← | Yes |
| Miracast | No | ← | ← | ← | Yes | No | ← | Yes | Yes |

# New PowerLite 1700 Series

**Ultra-Portable Wireless Projectors with the Latest Connectivity for Laptops, Smart Phones and Tablets for Road Warriors**

- Up to 3,200lm White & Color Brightness
- Up to 1080pFull HD Resolution
- Laptop thin and weighs just 4lbs
- Auto-Keystone Correction for fast and easy setup (select models)
- Screen Mirroring via Miracast (select models)`
- Split Screen for enhanced productivity

# PowerLite 1700 Series Step Up

Ultra-Portable wireless projectors with the latest connectivity for laptops, smart phones, and tablets for road warriors

**PowerLite 1795F**
- **1080p Full HD**

**PowerLite 1785W**
- **Miracast**

**PowerLite 1781W**
- **3,200lm**
- **Auto H/V Keystone**

**PowerLite 1780W**
- **3,000lm**
- **WXGA**
- **Wireless Included**

# THANK YOU!

EPSON
system source

# THANKS VENDORS!

DA-LITE

EPSON

SKMAC
MAKE WAVES.

HARMAN

PLANAR™

CHIEF®

vaddio

CRESTRON

BIAMP®
SYSTEMS

system | source
the one source for IT & AV

# Evaluations
# Door Prizes
# Vendor Showcase
# Meat, Meat & More Meat!

## THANK YOU!