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Interview:

Kelvin Ashby-King
Clarity Consulting



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"I am totally blown away by the caring and support my consulting colleagues, system integrators, manufacturers, vendors and clients have shown me during the birth of this new venture. I am totally humbled and blessed. Thanks to everyone."

Kelvin Ashby-King, Clarity Consulting



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In our Commentary column, Shaun Robinson, vice president, Product Management, Xilica highlights that Integrators no longer need to wait out the technology refresh cycle to reconnect with end customers. With customers re-looking at the ROI it might be time for System Integrators to take the approach of offering a service-level agreement that outsources system maintenance, technical support. Shaun highlights that with the shift to OPEX models, systems integrators should look at managed services to retain customers over the long term and generate revenue streams beyond the installation phase.



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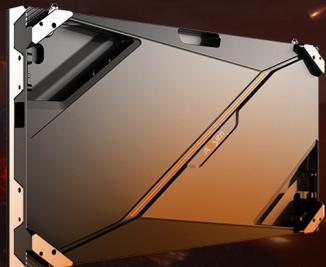
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Making Waves with Managed Services

Integrators no longer need to wait out the technology refresh cycle to reconnect with end customers

by Shaun Robinson, vice president, Product Management, Xilica



Technology continues to move at a swift pace in the business and consumer worlds. In the commercial technology space, the transition to SaaS and cloud technologies has especially played

an intrinsic role in this evolution. These transitions, combined with a rising level of uncertainty around the pandemic, supply chain issues and economic swings, is changing how end customers approach new technology investments.

If we look specifically at the corporate and education verticals, facility, and technology managers, already faced with transforming workspaces, meeting rooms, and learning spaces, are reconsidering the value of the transactional product purchase. There is not only the consideration of weighing ROI against the expected product lifecycle, but also the value of installing hardware that is based on the assumption that people will be working inside the room or facility.

We now live in a world where hybrid work and education are here to stay, which means installing equipment that invites remote use and collaboration. For many businesses and schools, this means looking at technology that can be shared across multiple locations, and often deployed as a service. That means

less capital investment in hardware, and a greater emphasis on operational expenditure.



The transition from a CAPEX to an OPEX model in many ways simplifies decision-making for the end customer. Customers are leasing rather than buying boxes, eliminating the upfront expense of outright equipment purchases. While this introduces a more agile approach to technology procurement, the newfound benefits to agility extend much further.

For example, the customer's horizon for using the equipment is potentially much shorter. Instead of being fixed to a product for five or more years, the customer will have more flexibility to change or refresh the technology within a shorter timeframe, particularly if the existing technology offers a modular architecture for expansion and upgrades. This also increases the ability to develop a true technology stack for a conference room, classroom or other AV environment based on technical industry standards that truly embrace agility.



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With those more agile opportunities comes the option for a service-level agreement that outsources system maintenance, technical support and more to a third-party – a useful option for IT departments that want to minimize the burden on their already undersized support staffs.

The shift to OPEX models also means that the technology manager's traditional approach of building a three-to-five-year technology plan and hiring an outside firm to design and install the equipment is changing. Systems integrators are therefore looking at managed services to retain customers over the long term and generate revenue streams beyond the installation phase.

Stronger Partnerships

There is no question that offering managed services represents a natural extension for the system integrator. Across the AV industry and related industries such as IT and UC, we have seen managed service offerings come to fruition from vendors and service providers alike. On the vendor side, we have seen Hardware-as-a-Service models coming to market that allow end users to digitally subscribe for monthly to annual product usage plans. UC applications are regularly offered to end users and general consumers as desktop applications. And integrators are getting into the game too by delivering monitoring and maintenance services through the cloud.

Existing familiarity with the technology and its functionality makes the integrator a better fit than IT technicians for technical support. The widespread availability of cloud-based management software also means that the integrator can remotely manage and troubleshoot systems to quickly address needs

and problems, with access to facilities should on-site maintenance be required.

It also means developing new business strategies. Foremost, the integrator is tasked with creating a business model that combines OPEX consumption of hardware with the delivery of support services. That means working with distribution partners to develop hardware financing opportunities for OPEX customer projects. It also means learning how to transition from sales discussions focused on features and benefits to insights around actual business outcomes that benefit enterprise-wide operations.

There are of course many benefits for the end customer, in addition to reducing the burden of IT staff. With technology moving so fast, adopting an OPEX business model with inclusive managed services provides a safer foundation to move forward as they plan new spaces and upgrades to existing rooms, versus the “wait and see” approach that often slows CAPEX projects. End customers also receive the integrator's valuable insights into equipment and room utilization, which assists in decision-making for future spaces and upgrades. Similarly, integrators managing the maintenance contracts will provide useful and actionable device failure data that can help to prevent similar issues in the future.

In the end, the benefits across both sides establish a deeper relationship between the two. The end customer has a partner they can count on beyond the commissioning stage, and integrators have a recurring monthly or annual revenue source that will continue onto the next technology refresh.

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Clarity Consulting, the Name Tells it All



Kelvin Ashby-King. There would be hardly any person in Indian/Asian audio-visual industry ranks who wouldn't know the name and the aura it carries with. A person of few hats, but very demonstrative, at the simplest best. After over two decades of few stints he is now wearing the hat of a 'Clarity.'

SI Asia had been trying to gain more of that Clarity, and here it comes with latest take on it.

SI Asia: Clarity Consulting. New entity, new enthusiasm...new perspective and business vision as well?

KELVIN: Clarity Consulting was born in April this year. Our purpose in the company is to continue to provide the market independent, technology-driven, insightful specialized consulting services in acoustics, audio-visual, ICT/IoT, and lighting design. The objective is to provide our clients with value additions of technology to business models and user experiences in all the verticals we work in.

We are focusing on total network based solutions, creative design, and implementation of best-in-class solutions that not just enhance the workplace and the user experiences but are also practical and user-driven. Making technology add true value is the goal.

I am totally blown away by the caring and support my consulting colleagues, system integrators, manufacturers, vendors and clients have shown me during the birth of this new venture. I am totally humbled and blessed. Thanks to everyone.

SI Asia: It's been a long tryst with Indian AV (& lighting) for you. How does it feel when you look back from where you began?

KELVIN: It's 23 years now...and it has been an amazing roller coaster of a ride. Changes in the world economy, political scenarios, government policies, and finally COVID ...these changes have all impacted the industry. When I stop and look back, I feel very blessed, as even with all these changes, India has continued to grow and develop. The work may have taken different focuses but it has always kept moving forward. The 1997 Asian currency crisis was what initiated my journey to India, and each set of challenges has bought new opportunities.

SI Asia: Your endeavours have been pan-Asiatic, but you made India your home; What is so exciting here that you don't find elsewhere ?

KELVIN: If you had asked me in 1999 where I saw my future, it was a two-year stint in India to get over the currency crisis and back to Thailand...I arrived in Delhi



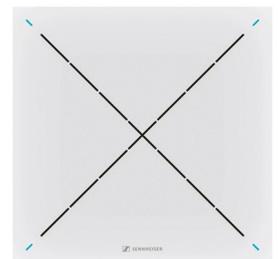
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Kelvin receiving the Lifetime Achievement Award at the SI India Awards in 2016.

for a two week trip, my family joined me six months later...and here I am, still here with no desire to be anywhere else.

India has provided a wide range of different projects, each of which has led to new learning, and pushing the envelope further; it has provided opportunities and challenges that would not have been available anywhere else. All of this, coupled with ever changing technology, clients with a strong vision, and willingness to entrust us with bringing that vision to life whether it be a corporate project, an interactive museum, a hotel or a retail complex, that has provided the road forward.

But more than all the above- it has been the lifestyle, values and people that have been the main hook

keeping me in India, not to mention the food!. People in general in India want to learn more, they want to grow and develop, and are prepared to put in the effort to achieve their dreams to become more than the place they started at.

COVID provided a time to reflect, and when I look backwards I saw a body of design work to be very proud of, but more than anything else, it was the people who I have had the pleasure to work with over the years, and what they have been able to move forward with, and achieve... I am humbled at having the opportunity of being a small part of their growth and development, and I am proud of them all.

SI Asia: That your endeavours have been continental across Asia- what paradigm shifts you think have marked the Asian AV over the decades?

KELVIN: In Asia and more so in India, we are not burdened by legacy technology and equipment invested in by our clients. We are more often than not working in a green field space with clients that have an appetite for trying new things and hence the reason we make the shift before others. We are free from the legacy enabling us to move forward easily. The shift from analogue to digital, from SD to HD, from wired to wireless and AVoIP, incandescent to LED, the rise of UC, leaps forward in control technology- all have been easier to adopt and implement in our markets than in more established markets. The biggest leap our industry has seen was interestingly brought about by the pandemic and that is the leap forward by 10 years in development and adoption of UC technologies. This will continue to be a major market growth area; how it will shape up is only now becoming evident and it

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needs some more time before one can forecast how it would evolve. But its dominating and driving the industry is certain.

SI Asia: Would you please demarcate between India, Middle East and Far East for mapping those paradigm shifts? Which geography moved how fast, and why?

KELVIN: I don't think there are major differences between these regions in adoption of new technologies; each are adopting at similar rates as the market conditions and needs too are very similar. India and Far East are often the first markets to embrace new technologies. The Middle East has a very different market that has different drivers and needs, and hence has a different pace of adoption. Having said that, one must also note that the Middle East is the newest in the league, has the desire to scale up.

Overall these markets develop fast due to the number of new projects and the 'legacy-free' environment we discussed earlier.

SI Asia: The mismatch between demand and supply of 'trained, certified' talent is pretty large, across the continent, barring a few pockets. This, despite seemingly big efforts by the industry and the agencies- why?

KELVIN: This is a hard question to answer, and one that has got me in trouble before for my opinions. AV is still an emerging industry. It has not been able to establish to date its worth and legitimacy as a true engineering discipline in people's minds; it is not recognised by the government as a specialist engineering area for skills development and

skills recognition- which is perhaps why, training opportunities are limited in our tertiary education landscape at this point of time.

Training is normally on the job, and industry-organised training is only undertaken at a more senior level, and also comes at a cost. Manufacturer training is providing a bridge for skills development with a number of MNC companies providing excellent sector specific training but there is still not basic training available before entering the industry. Our diploma and degree engineering training needs to take on more of a focus on audio, video, network and control. Now in most tertiary education curricula it is very generic, and these topics are not looked at in depth.

In the meantime, while the industry continues to mature, and the market will demand more and better trained people, I am sure educational institutions will respond to this demand and provide local language, AV-specific training in due course at cost effective prices. Till then, it will fall on the AV companies and AV manufacturers to provide this training.

SI Asia: I remember your efforts in the direction some good time ago. How about renewing the same, and with more focus and energy?

KELVIN: Education and training are certainly essential, but at this point, I am focusing on growing my new business and team. However, I'm carrying out my own in-house training. Having said that, I would also say that in the long term, when things are established again for me, I would go back to teaching, as I find this very fulfilling. But not at this point in time. I still carry out some specialized training courses for some companies on request, but not as a primary business at this time.



As the industry continues to mature, Kelvin hopes that educational institutions in India will respond with AV-specific training to help meet the demand for trained professionals.

SI Asia: Despite a hyped focus of MNC manufacturers, why there is no significant AV product manufacturing shaping up in India?

KELVIN: It is coming. Manufacturing for the domestic environment is starting to happen and will grow as demand grows. One needs to understand that technology investment in plant is not cheap and therefore it needs a high level of demand and volume requirements. At this moment in time, video walls, switching equipment, amplifiers, and more are being made in India, and this will only continue to grow. I think we also need to get over the 'imported products are better' syndrome.

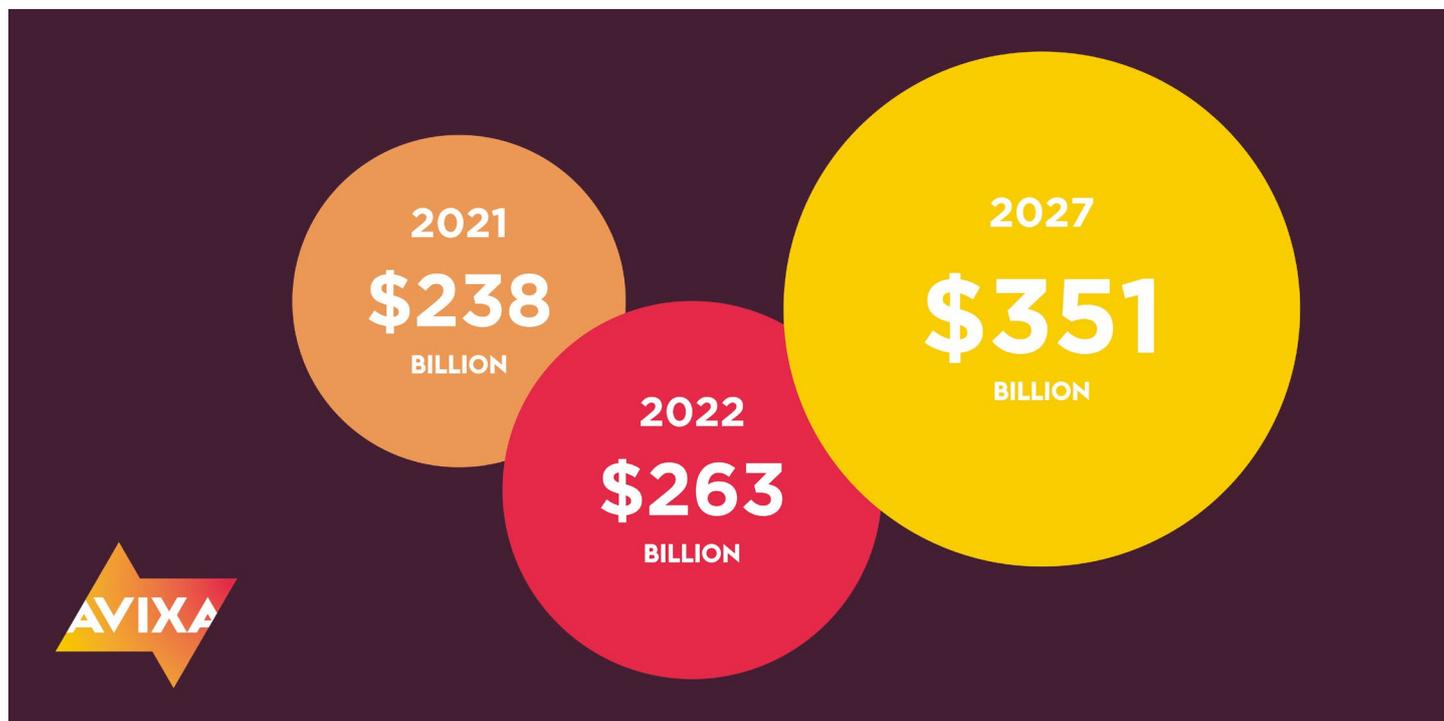
Simultaneously, the *Make in India* notion is starting to have an impact in this area, and I hope the number of large scale government projects will propel this development.

SI Asia: Post-pandemic, what is the biggest thing that you think is driving the Asian AV now, and into the near future?

KELVIN: Definitely UC. The pandemic has taught us that we can work remotely, the technology, and also the willingness to adopt the technology – we actually had no choice – has been shown by employers and now it is a matter of seeing how the world settles and the new paradigm emerges.

Like I said, it has been a roller coaster ride and this ride continues. For me, it's very exciting.

Clarity Consulting



Pro AV Revenue for 2022 is Forecast to Exceed Previous Peak of 2019

GLOBAL: After a strong 2021, when pro AV revenue growth exceeded initial expectations and hit 11%, 2022 is set up to hit a new high-water mark for pro AV, reaching \$263 billion globally, according to AVIXA's 2022 Industry Outlook and Trends Analysis (IOTA).

Growth moderates in the coming years to a compound annual growth rate (CAGR) of 5.9% from 2022 to 2027. While this is due in part to the slow-down in economic expansion across the globe, pro AV is still set to grow faster than most countries' GDPs during the same period.

AVIXA's 2022 Industry Outlook and Trends Analysis (IOTA) presents data and analysis about the size of

the pro AV industry with a global perspective – plus regional and vertical breakouts. The research covers product trends, solution categories, and vertical markets.

"As COVID-19 restrictions decline and people regain comfort with gathering in person, the economy is transforming and pro AV feels a surge in demand," said Sean Wargo, senior director, market intelligence, AVIXA. "Up to this point, the strongest solution areas were those offering adaptation to new behaviour, such as conferencing and learning. This has shifted to events and performance as we return to in-person." After being upended during the pandemic, the venues and events market is demonstrating its resiliency through a high ranking among market opportunities. The market is forecast to grow from \$30.7 billion in 2022 to \$47.2 billion (9% CAGR) in 2027 globally.

As consumers shift their spending back out of the home and inflationary pressures take their toll, residential spending on pro AV is set to decline. This enables transportation to shift upwards, consistent

with a shift in spending towards travel again. The transportation market is forecast to grow from \$11.8 billion to \$18.3 billion (6.8% CAGR) globally from 2022 to 2027

The fastest growing markets for pro AV include many that are recession resistant. While pandemic recovery drives high growth in venues, media, and hospitality, others are benefiting from a more stable investment. This includes government, energy, and transportation.

Despite some lingering challenges associated with the pandemic, APAC is resuming the economic expansion that began in prior periods, driven by rising corporate activity and a growing middle class looking to spend. The region remains a mainstay for digital signage as retail growth pushes it to the top solution spot. Digital signage in APAC is forecast to grow from \$14.3 billion to \$20.1 billion (7% CAGR) from 2022 to 2027.

While growth in collaboration solutions slows in the Americas, the experiential solution areas like venues and events are rebounding and driving growth. Revenue for venues in the Americas is forecast to reach \$10.7 billion in 2022, rising to \$16.1 billion by 2027, a CAGR of 8.5%. In addition, the Americas is the one region where services capture the most revenues (\$2.1 billion in 2022). Control systems are where the growth is, as content must be managed and distributed in a venue.

EMEA faces the greatest headwinds due to the wide-reaching impacts of the conflict in Ukraine, though growth is still relatively strong. While in-person brings a welcome surge to the venues market, energy, with 7.8% growth over the next five years, is also a key contributor thanks to sustainability efforts.

While the pro AV industry is experiencing strong

growth, there are still headwinds in the current environment. Supply chain challenges are reaching a peak, now that demand is at all-time highs making it difficult for suppliers to keep up, particularly after having been battered by shortages and logistics issues over the past two years. Rising interest rates as governments seek to mitigate inflation are spurring fears of a recession as spending retreats in response. Hiring has also become increasingly challenging in a competitive employment landscape, resulting in labour shortages. Despite it all, the data from IOTA shows tailwinds prevailing and pro AV continuing to grow, even if growth is somewhat muted below what might be possible.

For ongoing conversations and news about the pro AV industry, sign up for the AVIXA Xchange (<https://xchange.avixa.org/>), a unique community for the AV industry designed to connect thought leaders, industry-leading solution providers, and innovative manufacturers with AV solution seekers.

AVIXA



Digital Signage in APAC is forecast to grow to USD20.1 billion by 2027



David Angress to Lead QSC Pro Audio Division

GLOBAL: David Angress has joined QSC as its senior vice president and general manager of the company's new Pro Audio division.

"Throughout the years, I have always had the greatest respect and admiration for QSC – its people, its

culture and its portfolio of innovative, market-leading products," said Angress. "The pro audio division is gearing up for an incredible phase of transformative growth and I couldn't be more excited about the opportunity to serve as its leader going forward."

"We are thrilled to have David Angress take the leadership of our Pro Audio division," stated Jatan Shah, President and Chief Operating Officer, QSC, LLC. "David's decades of experience in the MI and pro audio industries - in retail, manufacturing and as a trusted and accomplished advisor to a number of organizations - makes him the ideal individual to take the helm of our Pro Audio business. Our leadership team of Perry Celia, David Fuller, Ray van Straten, Linda Lee, and now David Angress, will most certainly guide our business to great success in this next, exciting period of growth and innovation."

QSC

Key Digital Appoints Robert Taylor Director of Distribution Channel Sales



GLOBAL: Key Digital has appointed A/V industry sales veteran Robert Taylor to director of distribution channel sales, as announced by DeWayne Rains, Key Digital vice president of sales, and underscores the company's ongoing growth.

In his new position, Taylor will be responsible for leading and growing Key Digital's distribution business, both domestically and abroad. Previously, Taylor held sales positions with manufacturers BIAMP Systems and TOA Electronics; served as a regional manager for the manufacturer's rep firm Southeastern Communications (SECOM); and ran his own design/installation firm, Audio Concepts.

Rains noted, "We could not be more delighted to have Robert join the Key Digital family – completing a circle, as he actually introduced me to Key Digital more than a dozen years ago when I was an AV dealer and he was with our independent manufacturer's rep firm Southeastern Communications. Robert brings a wealth of knowledge and experience to Key Digital, and we look forward to his contributions to our expansion."

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XTEN-AV Awarded a Utility Patent in the USPTO

GLOBAL: XTEN-AV, the world's first AI-powered, cloud-based AV design software, is now patented in the United States Patents and Trademarks Office. The patent number US 11,379,193 B2, recognizes the technology behind the audiovisual software, making it the only AV design and documentation software with a utility patent. The patent further increases the

reliability of the systems design software created with AV-specific capabilities, to propagate automation in the av design process. The patented platform streamlines project workflows, designing and diagramming processes, documentation, and BOMs, as a part of its need-analysis enterprise.

"We are gratified that the US Patent Office has recognized the uniqueness of our XTEN-AV technology and granted this patent," said Vibhav Singh and Sahil Dhingra, co-Founders, XTEN-AV. "The patent further strengthens the differentiation of XTEN-AV in the AV markets and provides us a sustainable competitive advantage in introducing automation in AV designing."

"At XTEN-AV we pride ourselves on providing our users with best-in-the-market technology, to create professional AV projects that best suit their requirements, and the patent now reinstates our claim," concluded the co-Founders.

[Xten-AV](#)

Greg Babbs Returns to Datapath as Strategic Business Development Manager

EMEA: Effective immediately, Greg Babbs has rejoined the business as Strategic BDM for EMEA. The new role will see Greg working closely with Datapath's EMEA sales teams to drive new business –



particularly solutions involving Datapath's multi-award-winning Aetria solution for control rooms and multi-source video management.

Greg returns to Datapath following a successful spell at IP surveillance storage manufacturer, Veracity. He said, "My time at Veracity has been really positive and enjoyable, but this new position with Datapath is a fantastic challenge and I'm relishing working with customers, former colleagues as well as several new faces. I have been closely monitoring the progress that Aetria has been making within the global Control Room market and I am really looking forward to continuing that momentum here in EMEA."

David Griffiths, Datapath's VP of Global Sales, welcomed the return of Greg to his team: "Greg's technical talent and multi-lingual skills make him a popular figure both within Datapath and with our

customers and we are delighted to welcome him back to the Datapath family."

He added: "There are exciting times. In addition to Greg, we have made a considerable investment in our European teams over the past 18 months and, along with our outstanding Aetria solution, we believe we have a winning recipe for strong continued growth across EMEA."

Greg can be reached at Greg.Babbs@Datapath.co.uk.

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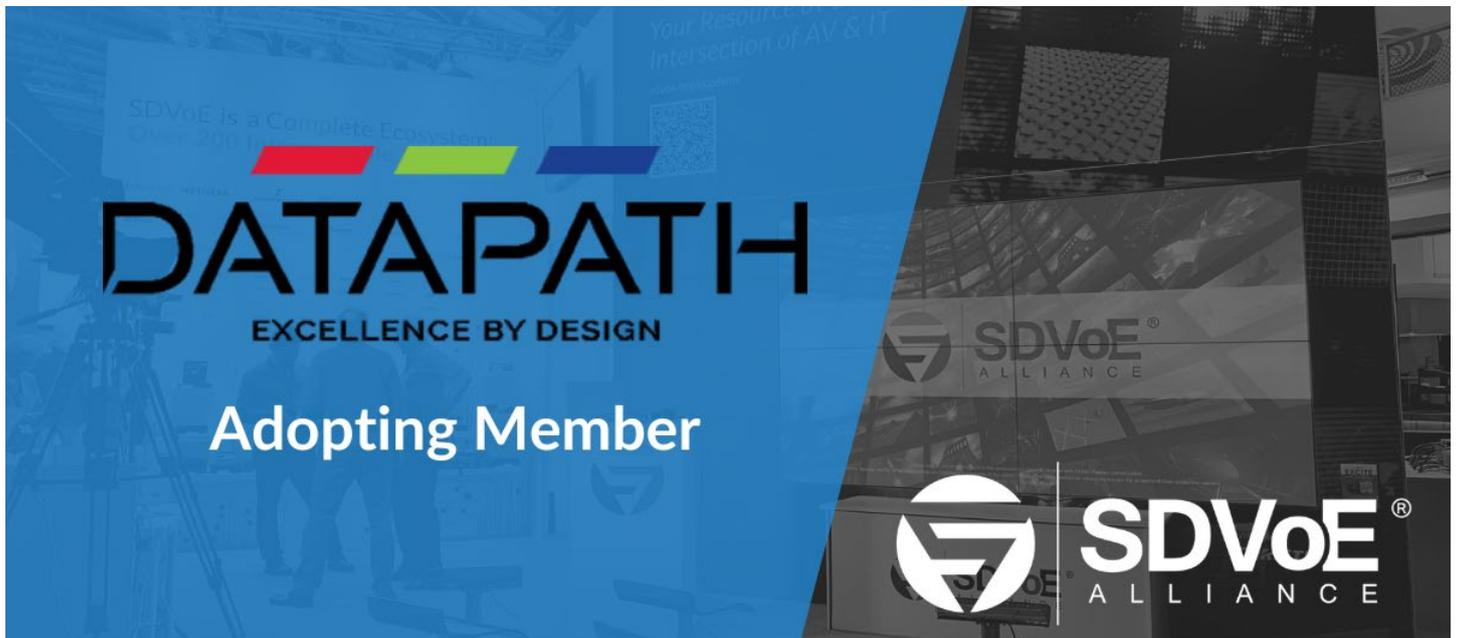
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Datapath Joins the SDVoE Alliance as an Adopting Member

GLOBAL: The SDVoE Alliance, a nonprofit consortium of technology providers collaborating to standardize the adoption of Ethernet to transport AV signals in professional AV environments, has accepted Datapath as an adopting member.

Datapath offers video wall and control room solutions from its wide range of processors, video wall controllers, and graphics and capture cards. Datapath puts the operator at the heart of the control room with its latest, fully integrated, Aetria platform which allows the design, management, and control of even the most complex systems. Meeting a wide set of diverse requirements, Datapath's solutions offer both IP and near-zero latency KVM solutions meaning sources can be routed to any screen in any location and controlled from anywhere.

Danny Wan, marketing communications manager at Datapath added: "The SDVoE Alliance share our passion for the highest possible standard in networked video and this is a tailor-made alignment. As a member, we can draw on each other's considerable experience to deliver market-leading products that bring the lowest latency and the highest quality networked video to our end users."

In recent years, industry demands for remote data collection and real-time content management have dramatically increased AV-over-IP applications. AV-over-IP technology supports high-quality audio/video transmission over long distances without latency, making it ideal for content streaming applications. All AV distribution and processing applications that demand zero-latency and uncompromised video can benefit from SDVoE technology, which provides an end-to-end hardware and software platform for AV extension, switching, processing, and control through advanced chipset technology, common control APIs, and interoperability.

SDVoE network architectures are based on off-the-shelf Ethernet switches, thus offering substantial cost savings and greater system flexibility and scalability over traditional approaches, such as point-to-point extension and circuit-based AV matrix switching.

On its new member, Justin Kennington, president of the Alliance concluded, "Datapath have realized that their mission of putting the operator at the centre is easy to enable with the power of SDVoE. By offering video walls, multi-view, and KVM all under software control, SDVoE is a natural fit for Datapath's goals,

and I'm excited to see the new products that will result from this partnership."

SDVoE Alliance



BOSCH

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Invented for life



(Photo courtesy of Zhongqing Yingye Group).

Christie Inspires Guests with Stunning Visuals at New Attraction in Qiandao Lake

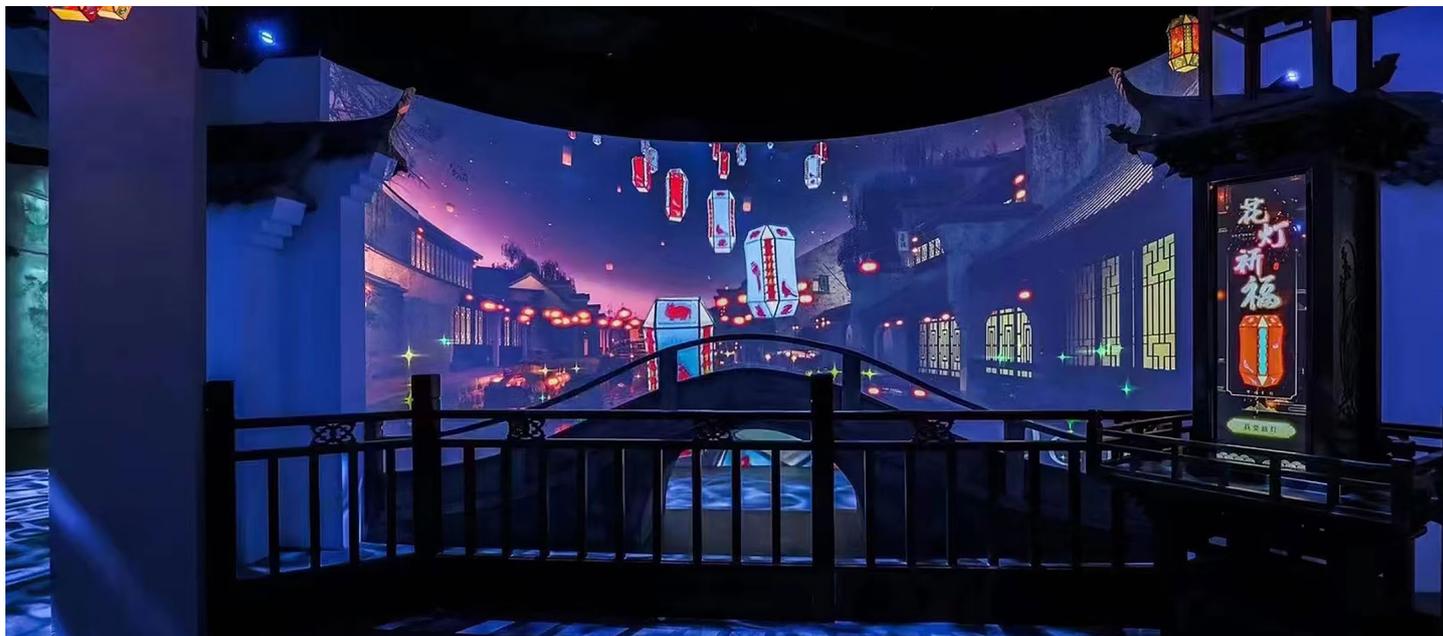
CHINA: Dream Island Paradise, a new tourist attraction in the picturesque Qiandao Lake, has deployed Christie's Inspire Series 1DLP laser projectors to deliver stunning visuals across the facility.

Located along Xiushui Street in the area's famous tourism district, the 2,000 sqm attraction comprises five thematic zones that employ state-of-the-art AV technology including projection mapping and artificial intelligence to replicate the region's breathtaking natural beauty. Among the highlights are three large curved screens and an immersive space with a 360° screen and floor projections fully illuminated by Christie DWU860-iS laser projectors. Christie's trusted partner, Zhongqing Yingye Group, was responsible for the projection systems design, as well as the installation and commissioning of all projectors.

"This is the largest immersive exhibition project that we have executed since the COVID-19 pandemic and we have spared no effort to ensure that the integration of projected contents and realistic elements will make Dream Island Paradise stand out from the rest of the attractions in Qiandao Lake," said Hanqing Liu, project manager of Dream Island Paradise. "Equipped with 8,500 lumens, a high contrast ratio of 3,000,000:1, small footprint, whisper-quiet operation and omni-directional installation capabilities, the Christie DWU860-iS is the perfect choice for this landmark cultural tourism project."

The history and culture of Qiandao Lake are ingeniously integrated into the five thematic zones to offer guests a unique experience that engages the "five senses". In the "Big Net Fishing" zone, Qiandao Lake's lively spring fishing season is compellingly brought to life on a huge domed screen powered by 5 x DWU860-iS laser projectors, while the "Dancing with Fishes" zone features bold images delivered by two DWU860-iS laser projectors discreetly installed.

Another 2 x DWU860-iS laser projectors are strategically fitted in the "Memorial Gate Mapping" and



(Photo courtesy of Zhongqing Yingye Group).

“Sky Lanterns Blessing” zones respectively to highlight the cultural traditions of local inhabitants, such as the launching of sky lanterns at night to usher in good luck and prosperity. The centrepiece of the entire attraction is none other than the immersive space projections driven by 19 DWU860-iS laser projectors where guests can experience a multitude of lifelike images ranging from neon-coloured fish and butterflies to the beautiful scenery of Qiandao Lake all year round.

“It took us two weeks to complete the installation of all projectors and another 10 days to calibrate and fine-tune the contents,” said Liu. “Besides optimizing the system’s design to accommodate the required number of projectors, we also conducted a 3D simulation of the light path to overcome possible occlusion, especially for the immersive space installation where guests can potentially be in close proximity to the projectors fitted overhead. We are very pleased to be able to deliver the results that the client envisioned with the Inspire Series. So far, the projectors are top notch in terms of performance and reliability.”

April Qin, sales director for China, Enterprise, Christie, commented, “We are delighted that the Christie Inspire Series laser projectors have elevated the visitor experience at Dream Island Paradise with highly immersive visuals across its five thematic zones. Kudos to Zhongqing Yingye Group for completing this major project with finesse and establishing the Inspire Series as a highly competent laser projection system for small-to-mid-size applications.”

Available in three brightness options, the Inspire Series is designed for small to mid-sized environments such as classrooms, boardrooms, museums and houses of worship. It provides a winning combination of low-maintenance performance and value without sacrificing advanced capabilities, including an IP5X dust-resistant optical engine, fixed motorized zoom lens, whisper quiet operation, and omni-directional installation capabilities. And with laser illumination, the Inspire Series offers up to 20,000 hours of reliable, virtually maintenance-free operation for a low total cost of ownership.

Christie/DWU860-iS 1DLP laser projector



Extron's Newly Expanded Guide to Designing Videowall Systems Now Available

GLOBAL: Extron's third edition of the popular Videowall Systems Design Guide is now available for download. This comprehensive reference is for AV professionals tasked with creating high-performance videowall systems. It includes in-depth coverage of essential topics such as space design, videowall processing features, display technology, system control, and cost of ownership.

"Videowalls are just about everywhere but some AV system designers may be unfamiliar with the many parameters they need to consider in order to successfully design and integrate these large display systems," said Casey Hall, vice president of worldwide sales and marketing. "The new edition of our Videowall Systems Design Guide provides the distinct AV

requirements and more examples of videowall designs to help jump-start your projects."

The Videowall Systems Design Guide is an invaluable reference for AV professionals who specify videowalls, whether frequently or from time to time. It covers the basic videowall concepts and is an easy read for complex topics such as room design, font scaling and readability, and production tips for unique videowall applications.

It includes useful technical references and visual illustrations that communicate technical topics that are central to videowall systems. Several real-world designs provide examples of how the sources, videowall processor, displays, and control system all come together to create a powerful visual tool for boardrooms, simulation environments, command and control rooms, and more.

To jumpstart your project, download a PDF copy of the updated Videowall Systems Design Guide version 3 via the link below.

[Extron/Videowall Systems Design Guide](#)

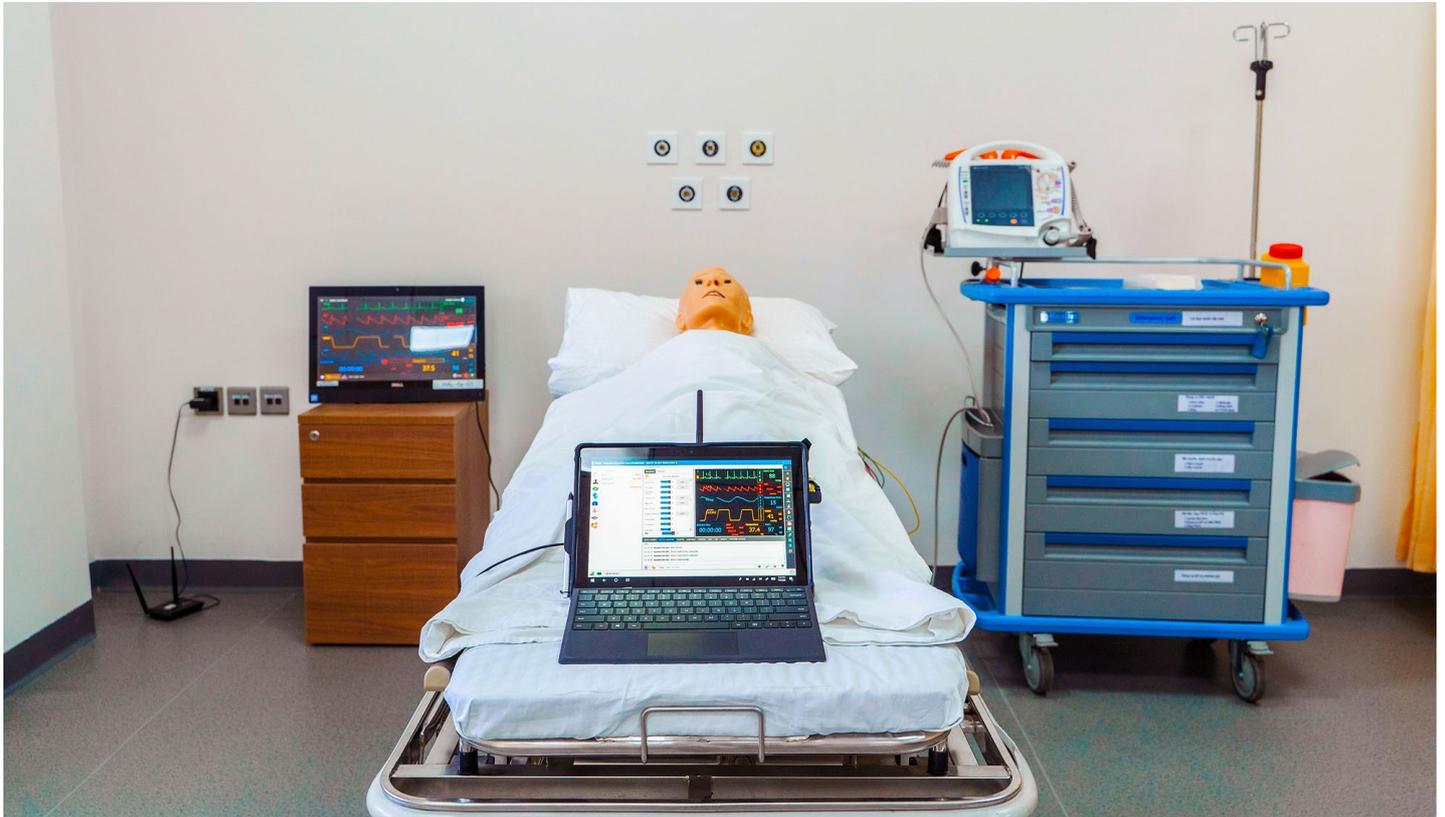


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Extron AV Switching Systems Enable Medical Training at VinUniversity

VIETNAM: VinUniversity in the Gia Lam district of Hanoi, Vietnam, offers education, skills development, and career placement for its students. The Medical training programs at this new, non-profit university include lectures, team-based learning, and hands-on experience through simulation. Simulation spaces in the two buildings are based on a modern hospital and home health service, covering diagnostics, procedures, lab work, and crisis intervention. Integration firm Hoang Minh Investment Technology Joint-stock Company – HMICO worked in conjunction with the university planners to design and build AV systems using products from Extron.

“The Extron DXP HD 4K Plus matrix switchers and audio products support VinUniversity’s modern training methods,” said Nguyen Truong Giang, vice director at Hoang Minh Investment Technology JSC. “They are vital in helping the students learn to be proactive in mastering medical procedures and emergency and crisis response as a team.”

DXP HD 4K PLUS Series matrix switchers are used in the lecture and simulation rooms. Supporting 4K/60 HDMI with 4:4:4 colour sampling at data rates up to 18 Gbps and HDR, they met the high-resolution video requirements for medical imaging and the switching speed for emergency services. DTP transmitters extend signals from sources within the room. The matrix switchers are linked to the adult and child interactive medical manikins that provide a vast array of capabilities and integrated or programmable health responses. Content is transmitted to the room’s displays, and audio signals are sent to the sound system.

The DXP matrix switcher de-embeds audio and sends the signal to an Extron DMP 128 Plus AT 12x8 ProDSP audio processor for mixing program audio, live microphones, and feeds from the manikins. The sound systems are driven by the XPA U 358-100V which provides eight 35-watt channels of 100 V distributed audio or an MPA 601 60-watt amplifier. They drive pairs of Extron CS 26T Plus two-way open back ceiling speakers with a 100 V transformer, ensuring accurate and optimal sound throughout each room and space.

The instructor uses a tablet to select and activate the manikin's responses based on the applied treatments. The support staff monitors the lectures and various simulation scenarios from the control room. They can also remotely operate an AV system or a connected manikin on request. VinUniversity's medical teaching buildings with Extron AV systems have proven to be instrumental in preparing future medical practitioners to serve the citizens of Vietnam.

Extron



Analog Way Signs Exclusive Distribution Agreement with Electro-Acoustics Systems

SINGAPORE : Electro-Acoustics Systems (EAS) is a leading provider of innovative solutions for premium audio and visual systems in the Asia Pacific Region.

Since it was incorporated in 1982, EAS has carried out installations for various verticals, including broadcast, large sports venues, digital signage, theatrical lighting and theme parks.

"With a strong presence in Singapore, I am very confident that this partnership will bring great success to both companies," said Jez Lim, Analog Way's Regional Channel Manager for Asia. "As part of our plan to develop the Singapore market, EAS and Analog Way will host a product roadshow in the months to come".

"We are delighted to partner with Analog Way for our clients requiring advanced image processing products to power increasingly demanding multimedia applications. We are confident the new range of products will generate wide interest from the market," said Lam Tze Tze, Executive Director of **EAS**

In addition to sales and marketing for Analog Way, EAS will be equipped and trained to carry out any local servicing requirements for Analog Way products in Singapore as they have already established a reputable service centre.

Analog Way



“We carefully vet all prospective Preferred Vendor Partners that play a crucial role in serving our varied clientele with resources and expertise for merging systems that cover IT, security, environmental control, managed services and AV/UCC solutions and services,” said Tom Roberts, PSNI Global Alliance Vendor program director. “ZeeVee is an exceptional organization that consistently delivers the best in both product quality and service which dovetails with our mission and meets the needs of our network of partners and end-users.”

PSNI Global Alliance Appoints ZeeVee as a Global Preferred Vendor Partner

GLOBAL: The PSNI Global Alliance is a network of elite technology integrators, manufacturers, distributors and service providers in more than 50 countries across six continents. It is committed to promoting standardization, best practices, global support and customer satisfaction with one unified voice in the audiovisual industry. The Alliance has welcomed ZeeVee, Inc. to the organization as a Global Preferred Vendor Partner (PVP).

ZeeVee is a leading global provider of AV distribution technology well known for its innovative, cost-effective and easy-to-install AVoIP and RF distribution platforms.

Joe Chordas, ZeeVee’s vice president, North American Sales and Corporate Marketing, believes the PVP designation will provide his company with added international exposure and the benefit of The Alliance’s extensive knowledge base.

“PSNI Global Alliance is well known for maintaining the highest standards in its selection process,” said Chordas. “Being named a Preferred Vendor Partner is a critically important industry credential. Having previously worked with several international PSNI Certified Solution Providers on an ad hoc basis, we recognize the strength and quality of the organization. We know it will help us to extend our reach to additional markets.”

PSNI Global Alliance



Lounge and Cocktail Bar Delivers Unforgettable Live Music Performances with JBL Professional

VIETNAM: Established in 2005, Xu Restaurant Lounge and Cocktail Bar is an iconic venue, located in the centre of Ho Chi Minh City. In addition to its menu of top cocktails and cuisine from Vietnam, Xu offers premium musical entertainment in the form of live bands and guest DJs.

During the 2020 lock-downs, Xu took the downtime as an opportunity to upgrade its sound system with the help of Phuc Giang. Staff reported that Xu Restaurant Lounge and Cocktail Bar needed a seamless and easy-to-use sound system that would deliver clear and balanced audio in all areas of the restaurant, and that they are very pleased with the JBL Professional system installed by Phuc Giang.

To deliver impactful stage audio, Phuc Giang installed JBL EON 612 loudspeakers, which boast a modern two-way multipurpose self-powered design. To



compliment the low end, the team also installed JBL IRX 115S subwoofers on the stage, delivering powerful bass frequencies to viscerally support the musical entertainment. To ensure professional-sounding mixes with unmatched user-friendliness, Phuc Giang included a Soundcraft Ui24R wireless tablet-based mixing console, which makes it easier than ever to get from setup to soundcheck to great concert sound.

Staff reported that the stage's new JBL-powered sound system produces impeccable sound quality that is clear, energetic and vibrant. They added that the new sound system brings out strong performances from DJs and musicians alike, delivering a new level of customer experience unlike any other.

"Being a hotspot in Ho Chi Minh City, Xu Restaurant Lounge and Cocktail Bar required superior audio solutions to offer elevated one-of-a-kind sound experiences," said G Amar Subash, VP and GM, HARMAN Professional Solutions, APAC. "We would like to thank Phuc Giang for their customer-focused approach in understanding the unique requirements of the venue and providing an optimal easy-to-use system that has been expertly designed and successfully executed."

HARMAN/JBL EON 612



E&E Provides Impactful Audio Experiences to Performances at Gateway Theatre

SINGAPORE: Gateway Entertainment (GE) is a Singapore based creative arts company located at the heart of Bukit Merah Central Singapore. The original building was demolished and following redevelopment in 2014, a new nine-story venue in Bukit Merah Central was constructed. Known now as Gateway Theatre, it is a multi-theatre venue that is a creative arts space which promotes made-in Singapore works and talents of all cultures. With its main goal of developing an

appreciation for the arts in Singapore, they have continued transforming the arts and entertainment industry.

Gateway Theatre is a multi-theatre creative arts space that features a 922-seat theatre, and 207-seat Black Box theatre, a Sky Garden for open-air performances and events and multi-purpose studio spaces. Home to conferences, performances, product launches, film screenings and more, Gateway Theatre planned to upgrade the audio systems at the main theatre and Sky Garden in a bid to enhance the overall user experience.

The main theatre is an intimate two-tiered theatre that has since been upgraded with JBL professional's next generation line-array system, the JBL VTX A8, Dual 8-inch Compact Line Array Loudspeaker and the JBL VTX B18, Arrayable Single 18-inch Subwoofer, both



engineered to improve linearity and provide a wider dynamic range for the theatre. Additionally, the JBL VRX928, a lightweight compact two-way curvature line-array speaker system, has been deployed for front-fills and under-balcony delays. The entire system is powered by the CROWN I-Tech 4X3500HD, a four-channel high-powered amplifier with on-board DSP.

Gateway Theatre also features a one-of-a-kind Sky Garden, a unique beautifully landscaped green space with lawns, shade trees, water feature and outdoor stage. The JBL CBT1000 and CBT1000E high-powered column speaker system was chosen for this space to provide full-range sound while blending in nicely with the environment. The wide horizontal coverage of the CBT1000 provides excellent sound distribution across the 100 seater space and the CBT1000E provides low frequency extension down to 38Hz.

Being a popular venue within Singapore’s art scene, Electronics & Engineering Pte Ltd (E&E) managed to conduct these installations with little or no disruptions to ongoing venue bookings. Strong collaboration between Gateway Theatre and the installation team enabled the works to be completed successfully despite disruptions during the Covid-19 pandemic where material shortages and shipment delays were inevitable.

“Sound is a key element in a staged production. In our theatre and art spaces, it plays a critical role in defining the mood of any performance,” says Boon Bing, Technical Manager of Gateway Theatre. “We are pleased that E&E was able to understand that and deliver expert advice and recommendations with JBL’s product range. At Gateway Theatre, we strive to provide consistently stunning world-class sound, elevating performances here through our carefully calibrated audio system and bringing immersive experiences to our audiences.”

“Having been involved in the original installation, we are pleased to be back to update the speaker systems in the various venues to better meet the needs of Gateway Theatre and their clients. We are hugely grateful for the trust that the Management of Gateway Theatre have placed in us over the years, paving the way for this upgrade,” shared Gary Goh, CEO, Electronics & Engineering Pte Ltd.

“We are honoured to provide impactful audio experiences to performances at Gateway Theatre. We would like to thank our partner, E&E for their trust and confidence in HARMAN’s products as we pride ourselves in providing end-to-end solutions, superior sound quality and remarkable coverage for the entertainment industry,” said G Amar Subash, Vice President and General Manager at HARMAN Professional Solutions, APAC.

Photos courtesy of Gateway Theatre Singapore.

Electronics & Engineering

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CHINA

Featuring



21 - 23 December 2022 **New Dates**

China National
Convention Center (CNCC)
Beijing, China
www.infocomm-china.com

New Dates Announced for Beijing InfoComm China 2022

CHINA: Working around the nation's pandemic management measures, Beijing InfoComm China 2022, which will take place at the China National Convention Center (CNCC), will return from 21 – 23 December 2022.

Discover Solutions with Immediate Access

As economies around the world enter into the post-pandemic business landscape, some 400 exhibitors at Beijing InfoComm China 2022 will be showcasing exciting cutting-edge technologies and integrated solutions designed to be disruption-ready.

An important hub for businesses to explore new technologies and revitalize business strategies, Beijing InfoComm China is aiming to help visitors identify relevant exhibitors and kickstart conversations way before the show begins.

With immediate access on the show website, the pre-show solution-discovery facility is a simple two-step process:

- Step 1:** Select your industry and the solutions you are looking for. The system will propose a list of relevant exhibitors that matches your needs.
- Step 2:** Check out each selected exhibitor using their vBooth (Virtual Booth). Each exhibitor has a dedicated vBooth page, which includes two important sets of information – the exhibitor's range of offerings, and the products and solutions they will be showcasing at the show – all presented via multimedia presentations.

When ready to connect, you can schedule an appointment to meet exhibitors at the show. Visitor registration is now open via the show website and WeChat account. Those who have already registered to visit the 2022 Show need not do so again.

The show's organizer, InfoCommAsia thanks all stakeholders for their patience, understanding and continued support amid a very challenging 2022. The team is committed to delivering another successful

Beijing InfoComm China for all. With the year-end timing, the show will serve as a fruitful hub for solution-seekers to kickstart 2023 with inspiring ideas for business fortification, transformation and growth, as well as expanded business networking.

“A new era of technology capabilities has begun, and China is leading the way as a global innovation-driven economy on a sustainable growth trajectory

– matched by its people’s and businesses’ readiness to embrace new technologies and solutions. Domestic and global industry players recognize this and will be out to showcase their latest and best at Beijing InfoComm China 2022. The show will be a meeting of capabilities, ideas and readiness,” shared Richard Tan, Executive Director of InfoCommAsia.

InfoComm China

Modulo Pi’s Media Servers Power Spectacular Tourist Attraction

CHINA: As part of tourism expansion plans in the Wuyuan county, China, a full resort has been created with hotels, restaurants, and entertainment facilities. “Encounter with Wuyuan” covers an area of 500,000 sqm for a total investment of 2,1 billion yuan (+297 million euros).

At night, visitors enjoy various spectacles available through a world-class music island designed to support the Chinese Hui-culture. Part of the attractions consists of light and sound shows on a castle and lake. Overseen by EZPro, the technical setup for these performance sites includes 44 x Appotronics AL-TU33K video projectors and 11 x Modulo Player Standard media servers by Modulo Pi.

The media servers, each equipped with 4 outputs, are used for projection mapping and media playback.



In addition, 2 x Modulo Player Pro media servers are used as master controllers for the two performance sites. Thanks to tasks and panels created with Modulo Player, all elements of the shows are easily automated and controlled including light, music, video, and performances.

Modulo Pi

LD Systems Responds to Market Demand with MAUI 44 G2 in White

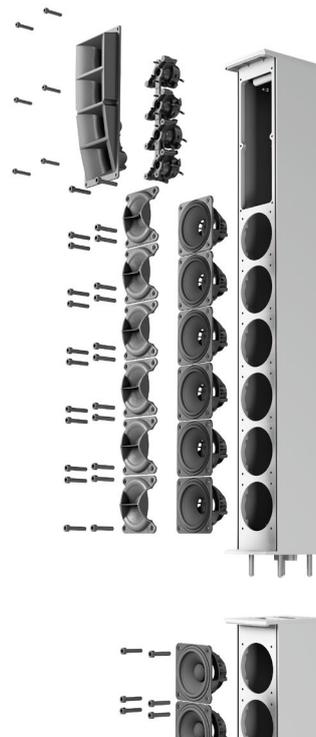


The largest MAUI of the MAUI Series from LD systems is now available in white. After receiving numerous inquiries from MAUI users requesting a white MAUI 44 G2 or even converting their black MAUI system with a custom paint job, the German manufacturer is responding with a new colour. Technically identical to the black version, the white MAUI 44 G2 integrates seamlessly into modern and open visual settings.

The MAUI 44 G2 offers 1,500 W of total power (RMS) with a frequency response of 37 Hz to 20 kHz and sound pressure of 132 dB (peak). With its sound characteristics and versatile functions, the compact

column PA is recommended for rental companies, musicians, small clubs and street festivals, as well as for fixed installations. In addition to the cardioid characteristics of the column elements, users can also benefit from a cardioid operation in the bass range with the use of an additional subwoofer.

In Bluetooth mode, the MAUI 44 G2 provides full-bandwidth, high-resolution audio playback thanks to aptX and AAC encoding – and by combining 2 x MAUI 44 G2s, even a wireless stereo system can be configured via TrueWireless Stereo technology.



LD Systems/MAUI 44 G2 White

RGB Spectrum Enables Better and Faster Decisions by Focusing on Advanced Data Visualization



RGB Spectrum has made enhancements to its data visualization platform to maximize situational awareness for public safety organizations. The company's core video processing technology allows public safety personnel to collect data from multiple sources, view that data on a single- or dual-screen monitor setup and share that intelligence, throughout a facility or with a tactical workforce.

Rapid response and effective communication can make a significant difference when lives are at stake. In complex and fast-moving environments, such as emergency communications and operations centres, how information is presented is critical. RGB Spectrum's unified platform provides effective video walls, integrated desk displays, AV-over-IP and KVM solutions, and a new mobile app to address the mobile workforce.

RGB Spectrum's multiwindow, single-screen KVM appliance – the **QuadView UHDx KVM** – offers the

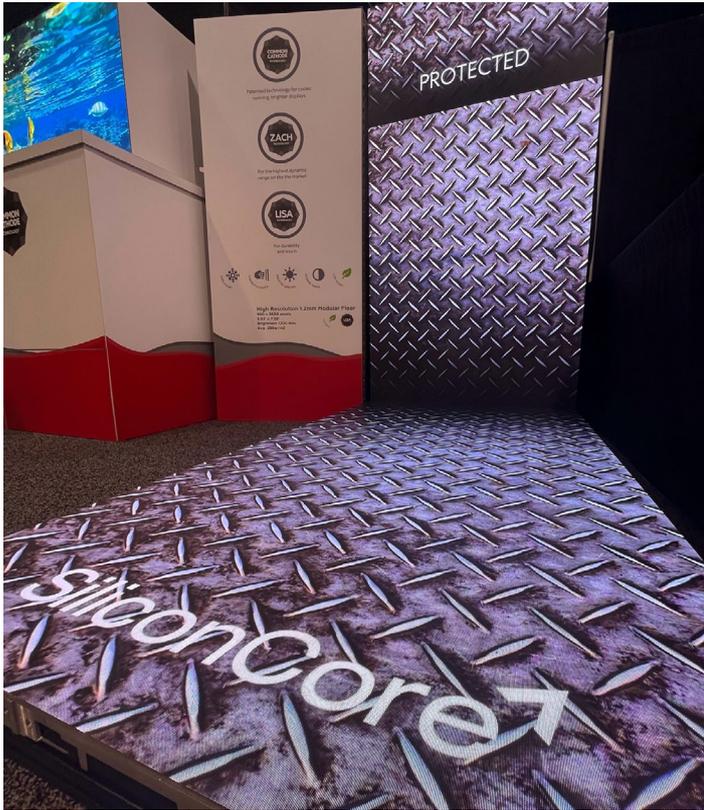
ability to control independent video sources using a single keyboard and mouse. The QuadView allows users to seamlessly interact with four computer screens in scalable windows on a single 4K 60Hz monitor. Each operator who uses that desk can save unique presets to re-arrange the location of windows, resize them, or select a different resource from a total of six available inputs.

The XtendPoint KVM system offers up to eight video sources, replacing an array of multiple monitors with just two large multiwindow high-resolution displays. XtendPoint is based on an IP distribution architecture that can access signals over a LAN or a WAN using XtendPoint encoders and decoders. It is a truly versatile system. Visual data can be routed to multiple locations simultaneously, allowing real-time sharing with supervisors and colleagues. Benefits include ongoing training, interactive supervision, and real-time decision support.

Bringing technology on the go is possible with RGB Spectrum's **Zio Video-over-IP Mobile App**. Deployed on a smartphone or other mobile device, Zio allows video sources to be "pushed" by the dispatcher to remote force members, individually or in groups, or "pulled" from the centre by a remote team member. Any data the operator can access – photos, videos, building schematics, and more – can be shared to provide a common operating picture in real-time.

RGB Spectrum/Zio Mobile App

SiliconCore Achieves Display Market Milestone with High-Resolution Modular LED Floor



SiliconCore Technology Inc. has introduced the robust 1.2mm ultra-fine pixel pitch LED floor display. This much-anticipated breakthrough aims to replace existing technologies that are limited by brightness, size, and durability, including LCD, huge pixel pitch solutions, and projections.

A more realistic, long-lasting, and sustainable floor display solution will be offered by the SiliconCore modular floor, enabling new applications that were not before feasible. A milestone for the dvLED display market, the SiliconCore High-Resolution Modular LED Floor with next-generation LISA technology, is available for fixed installation, requiring no separate overlay.

With SiliconCore's LISA technology, a unique LED encapsulation method, the display's durability and contrast improve while retaining the advantages of the LED. This LISA enhancement enables better resolutions and modular serviceability.

Unlike other coating processes that may result in uniformity problems, the LISA protection for the floor is unique. The technology preserves the 1200 nit brightness levels while significantly lowering the fragility of fine-pitch LED displays and provides a flat, resilient, homogeneous surface on the PCB.

[SiliconCore/Unique Technologies](#)

Extron SB 33 A Adjustable Width Sound Bar Expanded to Include Two New Sizes

The SB 33 A, the industry's "first" Adjustable Width Sound Bar, is a flexible solution for enhancing the audio experience in collaboration spaces. Featuring an adjustable-width design, the soundbar can be

customized to precisely match the width of the display and accommodates most USB webcams. Options are available to mount a PTZ camera or have no camera at all.

With an ENERGY STAR qualified amplifier and carefully optimized drivers, the SB 33 A is well suited for small to medium size spaces that require exceptional speech intelligibility and high-quality reproduction of program audio.



Extron has released two new sizes to accommodate displays from 82" to 100" in width in addition to the existing sizes that support displays down to 46".

Since different displays have different bezel widths, the SB 33 A's distinctive design enables its width to be precisely adjusted during installation to fit the width of the display. This quickly generates a bespoke look when put beneath a display without incurring additional costs or taking more time than necessary for a specific solution.

With these two additional sizes for the SB 33 A, Extron can accommodate any display size and provide the customised appearance that end users want.

Extron/SB 33 A

Connection Just Got Easier with Opticis

USB-FC30AA

USB 3.0 Active Optical Cable

- Transmits USB 3.0 data(5Gbps) to 100m(328feet) over hybrid cable
- TX/RX insensitive design (Bi-directional)
- USB A type plug-in to A type and USB B type gender in shipping group
- No external power needed
- No software installation required



transmits b-directional data with no loss of any signal with SuperSpeed USB 5Gbps data rate. It has also been designed to be TX and RX insensitive meaning you can plug the cable in either way without distinguishing the side. No software installation is required, just plug and play.



HDCX-100-TR

HDMI HDBaseT Extender

- Transmits HDMI data up to 100m(328feet) over one (1) CAT5e or CAT6 cable
- Supports WQXGA(3840x2160) at 60Hz (4:2:0)
 - USB2.0 for HID, Touch panel and VCP
 - RS-232 control extension
- Honeycomb design to lessen the heat

Opticis has made connection easier with two devices, the HDMI HDBaseT Extender and USB 2.0 Active Optical Cable, for quick and secure video transmission.

The new active optical cable from Opticis, the **USB-FC30AA** can extend your USB 3.0 signal up to 100 m (328 ft) without the use of a repeater. It provides an easy way to link the USB far from the host and

The new **HDCX-100 HDMI 2.0 HD-BaseT extender** is designed to fit in a variety of installation environments and features one CAT5e or CAT6 cable connector. The HDCX-100, which has identical mechanical dimensions for the transmitter and receiver, can transmit HDMI 2.0 signals up to uncompressed 4K 60Hz (YCbCr 4:2:0), while also supporting USB 2.0 and RS-232 control and all HDMI 2.0 features (CEC, EDID, and HDCP). CAT5e/ CAT6 connection with RJ45 Connector provides clean, secure, and simple installation between its transmitter and receiver.

Opticis/USB-FC30AA

Make a Fashion Statement with Legrand Shading Systems Designer Shade Fabrics



Legrand Shading Systems' new fabrics feature designer collections from Coulisse, Twitchell, Phifer, and more. Fashion-forward, beautiful, and functional, the curated collections include new decorative, solar screen, sustainable, and room-darkening options — perfect for dressing up windows in style and spicing up any room:

- Highly regarded by designers, the Coulisse line reflects European style with textures and colours inspired by nature. Legrand Shading Systems has added several Coulisse collections that provide many light filtering levels to create attractive, elegant finishes, including Como, Hampton, Mexico, Mombassa, Salvador, and Santiago styles.
- The Twitchell fabric line encapsulates laid-back luxury to achieve the all-American boho feel with

meticulously designed, high-quality woven fabrics. Made in the U.S., Twitchell's EarthTex and Shadeview solar screen collections provide a unique colour and style not found in other fabric lines.

- Sustainable meets chic with the new options in Legrand's Phifer fabric line, featuring stylish, high-performance fabrics with several certified sustainable selections. Phifer has been expanded with additional colours, lighting-filtering and black-out choices, including an aluminium-back-performance-plus option.

- Blackout is the new black with Legrand's growing Blackout collections. Beyond basic, the new collection also offers a variety of black-out styles and shades, whether customers want a dark, goth-inspired look or a summery light colour that will still keep sunrays out.

For windows that need the option of both lighting filtering and room darkening, Legrand has several matching light-filtering and black-out fabrics available, which utilize one set of brackets for two shades. In addition, these new fabrics pair beautifully with Legrand Shading Systems' new Designer Series decorative brackets and hembar endcaps.

With this latest release, Legrand now offers 753 fabrics in its portfolio. From delicate screens to richly textured linen black-out fabrics, homeowners and interior designers will enjoy making a statement with their windows.

Legrand Shading Systems

PROLIGHTS Adds Shine to Architecture with LED Linear Fixtures



PROLIGHTS' ArcShine series extends its range of architectural lighting fixtures for permanent outdoor installations. The LED linear fixtures are available in four sizes, 100cm with 18 LEDs (split into two sections) and 50cm with 9 LEDs. The medium power M18FC and M9FC units have 72W or 36W RGB+WW LED emitters, while the lower power S18FC and S9FC series have 36W or 18W emitters.

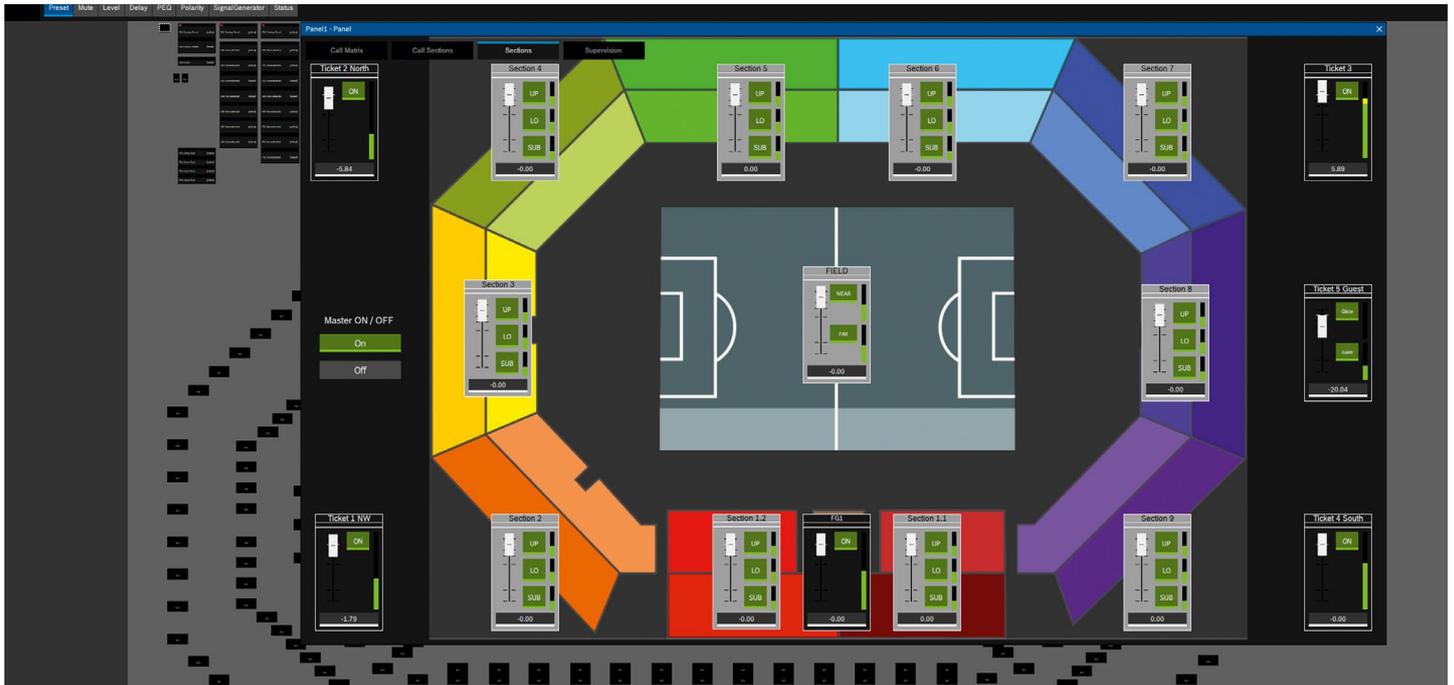
Their native narrow optics - 8° on the M series and 15° on the S series - enhance the colour mixing, keeping a high lumen output between 655 to 2,385 lumens (from the lower-powered, smaller version to the M18FC). The ArcShine range also includes variable white-only fixtures of the same length and power features but in a bi-colour CCT range from 2,800K to 6,500K.

All units are built in an extruded and die-cast aluminium body with tempered glass, with an IP66 rating, making them perfect additions to urban structures or historical buildings. The units have an integrated AC power supply and driver with DMX/RDM control.

PROLIGHTS also has several holographic filters that can be fitted to change the projection angle, including 20°, 40°, 60°, 10° x 60° and 30° x 60° filters. The accessory range includes an in-ground casting for the 50cm and 100cm versions with high-resistant glass and sliding barn doors that hide the direct view of the light source.

PROLIGHTS/ArcShine S9FC

Dynacord Releases News WPN1 Wall Panel Controller and Expands SONICUE Ecosystem



With the introduction of the networked WPN1 wall panel controller and version 1.2.4 of SONICUE Sound System Software, Dynacord has two new offerings to make sound system setup and control even easier.

Dynacord WPN1 is a compact wall panel controller featuring a 4.5 cm (1.77") colour TFT display and a single-knob encoder, allowing personnel to make quick and convenient sound adjustments such as volume control, and source selection and muting, as well as other system functions. The PoE (Power over Ethernet) powered device is easy to install and available for both EU and US standard wall-mount boxes. It ships with interchangeable white and black front covers to blend perfectly into most room designs.

WPN1 is networked and connected to Dynacord's MXE5 Matrix Mix Engine, a 24 x 24 performance audio matrix offering comprehensive control, routing and

mixing functionalities. Serving as a control server for all system-wide commands, MXE5's system logic enables WPN1 to control one or multiple audio zones, as well as other peripheral equipment such as lights, projectors or blinds. Unicode character support allows the system designer to label controls on the display in local languages.

WPN1 provides a cost-efficient option, especially in small installations, or in large projects that require a high number of control panels. System control by multi-PIN protection and screensaver options can be conveniently configured via the panel designer, an integral part of SONICUE Sound System Software. The current **SONICUE software release 1.2.4** already supports the new WPN1 wall panel controller. It further enhances the system logic of the MXE5 Matrix Mix Engine by adding an active HTTP Application Programming Interface (API) to actively control

third-party devices. The new release also features a scheduler function for recurring events, turning the MXE5 from an audio processor into a system control centre.

In addition, control panel support for TGX and IPX series power amplifiers has been implemented to monitor and control these devices without the need for an MXE5, on PC and iOS devices or via a TPC-1 touch panel controller. Parameters such as level, mute, preset and recall, as well as status flags and VU metering, can be now used to create custom control panels for sound system operation, monitoring and supervision.

SONICUE's unique and patented flyout concept has been further improved. The "Copy & Paste EQ flyout" now allows users to conveniently copy and paste any consistent parameters into other EQ flyouts without the need to manually enter all values. It also works for multi selections as well as for mixed devices – for example, pasting the EQ setting from a Dynacord L or C series power amplifier into an IPX or MXE, or vice versa.

SONICUE software is available as a free download from the Dynacord website.

Dynacord/SONICUE

Marshall Takes PTZ Camera Technology to the Next Level

Marshall Electronics has released its first-ever digital Pan-Tilt-Zoom (ePTZ) camera. The CV 420e is aimed at professional broadcasting and proAV applications like reality television, professional sporting events, broadcast trucks, weather vehicles, and a variety of AV installations that call for an ultra-high quality networkable video source.

The CV420e has a high-performance 9 1/2 Megapixel 4K sensor with ultra-clean HD resolutions and 4K (UHD) resolution up to 60 frames per second. The camera's 4.5mm lens has a wide angle, over 100° field of view and produces video that is crisp and clear with no distortion. The CV420e's digital PTZ feature has more than 250 presets that may be saved and chosen from a variety of command sources,



including an IR remote, video management software, web browser GUI, OBS plugins, vMix, and a variety of other compatible soft codecs and devices.

The CV420e's 4.5"-long, sturdy design measures

113 x 70 x 51mm and has rear protection wings to prevent premature cable disconnect drops. The CV420e features an audio 3.5 mm input (line/mic) built into every accessible output and can be operated via the provided remote control, Ethernet (IP), and/or USB. Additionally, the CV4 20e has a front-facing Tally Light for Live, as well as OBS Plugins/Docks, VMS, vMix, Clickshare, and more.

Marshall Electronics/PTZ Camera

Sonepat Girls College Sounds Anew with World-Class Audio

Sun Infonet Weaves in Compelling Audio Experience at the Indradhanush Auditorium of GVM College

by Ram Bhavanashi



FACTFILE

Project name: GVM (Gita Vidya Mandir) College, Sonapat-Haryana

Project location: Sonapat, Haryana, India

Project segment: Education

Project owner: GVM College Management

Project operator: Kapil Pathak
(GVM College Auditorium)

Project Design Consultants: K C Pant (audio)

Project Systems Integrator: Sun Infonet Pvt Ltd

Tech Team: K C Pant, Gaya Lal, H D Joshi

Top AV Brands Installed: Shure, Quest Engineering, Audio Focus

Top Acts of AV: LED Video Wall, Auditorium Install, with iPad enabled Audio System

Gita Vidya Mandir (GVM) Girls College at Sonapat in Haryana – one of the most reputed and multi-disciplinary institutions in North India – has been playing a pivotal role to the cause of not only girls education, but also all-round excellence among girls in the region. Set up by Sri Sanatan Dharm Sabha – a 60-year-old institution engaged in socio-religious uplift of society – the NAAC-A Grade (National Assessment and Accreditation Council) certified body honoured with the title of ‘Potential for Excellence’ recently embellished its credential with a new auditorium facility equipped with state of the art audio-visual system.

New Delhi-based AV major Sun Infonet Pvt Ltd had the honour of design and install the prestigious project, roping in Shure, AudioFocus, Quest Audio and more.

An SI Asia report...

The newly built auditorium at the GVM College for girls at Sonapat, Haryana – named Indradhanush – appears a true statement of the institution’s commitment to not only provide quality education but upscale it in tune with time and trend in terms of technology.

The new, 720-seat auditorium is like a multipurpose facility addressing various academic and cultural activities that the institution organizes from time to time. Well equipped with latest infrastructure including specialised acoustic treatment, besides amenities like greenrooms and dedicated restrooms, has been designed and built in a manner that the students and or management can conduct all the extracurricular

activities, cultural programmes, live performances and host diverse functions of the institution with ease and pride.

According to Dr. Renu Bhatia, the college Principal, while working on the blue print of the auditorium, the architect and the vendor were given specific instructions to design the space in such a manner that it should facilitate installation of the best sound and light system.

“The auditorium required a state of the art structure and texture, comfortable seating, modern acoustics, and sophisticated AV systems,” says Dr Renu. “Curved surfaces and spade walls were preferred instead of parallel walls for better sound quality,” she explains. “We wanted that the vocal performances, music and speech should be loud enough for the audience to hear, including those sitting at the very back of the auditorium; sound should neither be distorted nor echoic.”

The creation of a facility like the current one was actually a result of the efforts made by erstwhile Principal Dr. Jyoti Juneja for whom it was like a dream pursued so diligently towards a cause she believed so strongly.

“It’s all because of Dr. Juneja’s contributions to the cause,” admits Dr. Renu, the current principal.

In order to get their objective addressed the way they wanted, the management team on the task did research and approached Sun Infonet Private Limited to weave in the desired system ambience.

Having taken the specifications, Sun Infonet deployed their team of engineers to visit the venue and design a

sound system that fits into management expectations. Post site visit, and analytics thereof, Team Sun Infonet decided to rope in Shure microphones in combination with Allen & Heath mixer, Audio Focus line array and subwoofers, and Quest Audio speakers to cover the entire area.

The 'Sound' Install

To begin with the 'address the audience' spec, the integrator chose to put in **one** Shure gooseneck microphone **CVG12DRS-B/C** each on the podiums placed on either side of the stage. For best wireless audio experience, **eight** Shure **SLXD4** digital wireless system coupled with **two** Shure **UA844+SWB** antenna distribution systems have been installed in the rack to use at Stage, and **two** Shure **SLXD2/SM58** and **four** **SM35** Performance headset condenser microphones are brought in to cover the entire area of the auditorium.

Further, **two** **WL185** Cardioid TQG lavalier microphones have also been added in the inventory for the VIP guests and presenter of the show.



To avoid the interruption due to any battery issue, **eight** **SB903** lithium-ion battery for SLX-D wireless coupled with **four** **SBC203** dual docking recharging station have also been roped in to plug in any emergency situation.

For the purpose of optimized sound reproduction effectively and uniformly across the auditorium, **six** Audio Focus **Ares 8a** 2-way self-powered line array loudspeaker, along with one Audio Focus **B18** high performance compact 18" passive subwoofer each have been installed in the line array on either side of the stage. To monitor the sound, **two** Quest **QM3** Two-way Active Bass Reflex Speaker have been installed at both side of the stage and **one** Audio Focus **CM15A** 15" self-amplified stage monitor each at both side of the stage on tripod have also been installed.

In addition, **four** Audio Focus **S18a** self-powered 18" subwoofer with one **Venu 8a** on each subwoofer have been installed under the stage for the front fill and best bass experience.

For the sonic experience one **Venu 12a** - 2-way 12" self-amplified point source loudspeaker each side have also been installed for the last few rows for fill. To manage all these gear, one Allen & Heath's **SQ6** - 48 channel / 36 bus digital mixer coupled with **One** **DX168** 96kHz portable expander for adding remote I/O to a mixer is also installed in the sound room along with iPad for the remote setting. To monitor the sound quality through Mixer, **one** Shure **SRH240-A** and One Quest **QSA 200i** have also been installed in the control room.

Two Quest **QSA 200i** have also been installed in the Green Room to listen the command from the anchor/



show coordinator and enjoy the audio of the show who waits for their turn for the performance.

As the college conducts many cultural programmes that include live performances of music bands etc., the management decided maintain an inventory of select audio systems to meet any emerging requirement. The inventory meant the combination of **three SM58S** dynamic vocal microphones, **two** each of **Beta58A** vocal microphones and SM57-LC dynamic instrument microphone; and **one** each **PGDRUMKIT7** drum microphone kit, and **SRH840A** professional monitoring headphone (this one for the performer).

“Getting best sound system was the priority,” informs Kapil Pathak, In-charge of this facility. “Ease of operation, best output, trouble-free execution were the prerequisites,” he explains. “We are glad that Sun Infonet brought all that to place. The audio system installed in the auditorium with wall mounted loudspeakers, sub woofers, processors, mixers, mics and monitors are of excellent quality.”

K. C. Pant, general manager at Sun Infonet – who had been involved with the installation from day one – comments that “for the rich experience of the audience, they installed the best combination of systems from the best brands.”

Apart from the audio systems install, Sun Infonet also had to do some specialised acoustic treatment as the existing ambience didn’t quite appear to facilitate the desired audio experience. They, therefore, had to work on the task to figure out the acoustic material and deployment.

“Sound absorbing acoustical panels make listening programmes in the auditorium a treat. Every penny of investment in improving the acoustics of our auditorium is worth it.”

The overall experience of the installation has come out to be an experiential one for the users, standing like a testimonial to Sun Infonet’s brand competence and domain expertise.

Sun Infonet

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