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AVOIP: EXPLOSIVE GROWTH AND EXPERT INSIGHTS

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SPOTLIGHT

Anil Chopra - Crafting India's
Very Own AV Identity

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Operations into Saudi Arabia

INSTALLATION

L-Acoustics Offers Renewed
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Imagine we have 12 CAVS programmes in an year, in at least 10 per cent of the cities, we will hit around 1500 CAVS professionals in a month, and an unbelievable number of 100,000 professionals in one year. Imagine 100,000 people wearing CAVS badge on their chest and reaching out the AV industry- with India's very own certified AV expertise- that is one aspect

**Anil Chopra, Founder-Director of CAVS
(Certified AV Specialist) programme**

To read more go to Feature on page **06**



From the Publisher

Thomas Richard Prakasam
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Our Spotlight column, features Anil Chopra, Founder-Director of the Certified AV Specialist (CAVS) program who believes that CAVS is contributing to crafting India's own AV identity. He envisions India not just as a key player but as a self-reliant AV manufacturing giant, commanding global respect and recognition. Known for his outspoken nature, Anil never hesitates to voice his bold vision for India's dominance in the AV industry.

Our Feature column touches on the Audio Video over Internet Protocol (AVoIP) market which is surging ahead, fuelled by the rapid adoption of IP-based technologies across industries. In this issue, we bring you exclusive insights from the key players shaping the AVoIP landscape—Dante, IPMX, NDI, and SDVoE. They weigh in on the standout features of their platforms, critical security considerations, the growing importance of interoperability, and why AVoIP outshines traditional AV distribution.

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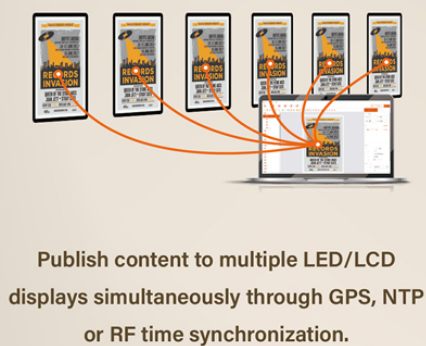
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Loading Capacity	1.3m Pixels	2.3m Pixels	8.8m Pixels
Max Width & Height	Width 4,096 Height 4,096	Width 4,096 Height 4,096	Width 4,096 Height 4,096
Storage (RAM+ROM)	1GB+32GB	1GB+32GB	2GB+32GB
USB (USB3.0)	128GB	128GB	128GB
USB Playback	Support	Support	Support
Decoding Capacity	4K	4K	4K
Layers	1x 4K/ 2x 1080P/ 4x 720P/ 4x 480P/ 8x 360P/	1x 4K/ 2x 1080P/ 4x 720P/ 4x 480P/ 8x 360P/	2x 4K/ 6x 1080P/ 10x 720P/ 16x 360P/
Local & Pre-loaded Playback Switch	Support	Support	/
Ethernet	1,000MPS	1,000MPS	1,000MPS
2.4G WiFi	Support	Support	Support
4G/5G Module	Optional	Optional	Optional
Sync	Support	Support	Support
Audio Output	Support	Support	Support

Crafting India's Very Own AV Identity

At the outset, this might sound a bit cryptic, given that India is already reckoned to be an AV powerhouse, and has a place of its own on the global stage. But hearing it from Anil Chopra, the Founder-Director of CAVS (Certified AV Specialist) programme, makes it a totally different reckoning- a more meaningful, aspirational, and envisioning a self-reliant manufacturing giant to command a global respect and recognition.



Anil, known for his outspoken demeanour, never minces his words in this free-wheeling voicing out for a dominant AV power.

CAVS – Certified AV Specialist – as the programme is called is India's very own AV certification initiative. Having initiated in five years ago in Mumbai, as pure AV extension to the popular PALM Expo, it began expanding outside Mumbai recently, with Ahmedabad last year, followed by Bengaluru recently.

That the initiative has attracted as many as 300 professionals till now proves that the model has worked good; we have delivered the programme as intended. With Bengaluru, prided as India's AV capital adding to the CAVS road map, we believe it will only scale up the ante, and we fondly hope it to become a benchmark for Indian AV certification.

The curriculum for the CAVS initiative is developed by professionals of very high credentials in the field of AV. For the Bengaluru event, it is formulated by **Narendra Naidu**,

Managing Director of Rhino Engineers; Arif Patel Principal Consultant at EYTE Technologies; and Satyanarayana Reddy from Seimens.

Now, our target for next year CAVS Bengaluru is to have a minimum of 100 professionals, from across the industry spectrum.

The highpoint of the CAVS is that a majority of the participants are from the industry itself, with several companies sending their professionals for upgrading their skillsets, and render them as agnostic as possible. For instance, Logic has sent as many as 17 professionals for the Bengaluru CAVS which is a record of sorts. We had professionals from Clarity Consult, Genesis, AllWave AV and more.

I wouldn't call it a training per se. We do not issue the certification as a qualification; we issue the *certification of participation*. It is an exposure to a specialist course that will help professionals hone their skills in the three essentials of AV - Audio, Video and IT.

Independent Students Taking This Certification

There have indeed been a good number of students taking this programme, but honestly, we have not monitored how many of them got absorbed by the industry. Whether they took the course towards moving up the academic scale in AV, or for a straightforward career is a mute point at this moment, but what we are



The CAVS Bengaluru Participants.

certain is there is an increasing awareness about the necessity to acquire knowledge of AV both in theory and hands-on, which is a big achievement by the CAVS.

CAVS – A Different Phenomenon Altogether

We have seen many industry and company-exclusive training events or certification courses. They are all oriented around the respective company technologies, and those they are in sync with. However, CAVS is fully generic on AV integration, design trends and tenets, AV standards and best practices etc. They are not specific to any company exclusive technology, and fully agnostic.

The three-day programme that it is, CAVS has three separate channels of certification- Audio, Video and IT- one channel on each day. So, we are disseminating knowledge on what AV design, integration, and blending with IT means in different applications and scenarios. That the programme is supported by our real-time hardware expo, it's a holistic exposure of the professionals to most essentials of AV. We have no intention of drawing examples from, or emulating anyone for our initiative. It has actually come from the industry rank and file

suggesting our doing this; what they expected from us, and what we needed to do.

A Grand Vision for a Brand India AV

CAVS has a grand and a 'brand' vision. It will soon have CAVS-I, CAVS-D, IT and ISO integration and so on. From 2026 onwards, we will have four CAVS programmes: CAVS Bengaluru, CAVS Delhi, and CAVS Hyderabad, besides the CAVS Mumbai, alongside the PALM expo. Our ambition is to have 12 CAVS programmes a year.

This is not a sheer fancy mapping. The demography of India, show an approximate of 372 cities ranging between 100,000 to 500,000 population. A more deductive approach shows as many as 300 cities with over 100,000 people; and over 4000 cities and towns overall across the country- all potential AV market places.

A further clinical assessment shows there has been an exponential growth in sectors like tourism, hospitality, infotainment, security surveillance and transport. The Government of India is spending a billion dollar on building new airports and modernizing old, existing airports. Add to this the metro rail systems, and network



Anil Chopra felicitating Narendra Naidu.

operation centres and central command centres of SmartCity projects.

Education segment is expanding fast by adopting both Smart Classrooms, and remote learning by means of digital technologies. In essence, almost all the verticals of AV are being taken – in some form or the other – by these emerging AV markets to a very significant paradigm shift in the dynamics of AV industry as a whole.

Arguably, not every town or city has proper AV knowledge systems in place; neither they can travel to the metropolitan cities for proper expertise - unless they are very nearby, and have access to knowledge. It is, therefore, our resolve to reach out to those cities and towns to disseminate the essential knowledge so that they have a defined and structured evolution into the AV world.

Imagine we have 12 CAVS programmes in an year, in at least 10 per cent of the cities, we will hit around 1500 CAVS professionals in a month, and an unbelievable number of 100,000 professionals in one year. Imagine 100,000

people wearing CAVS badge on their chest and reaching out the AV industry- with India's very own certified AV expertise- that is one aspect.

It is not, however, that easy as said; it does have a lot of ground to cover, and a mass to clear. While I'm passionate, I'm also patient about it. It may take five years, or may be ten years, but it will. We will be at our resilient best to pursue it.

Validation and Recognition

A one big leap forward in recent weeks- we have been approached by a few universities in Gujarat, and Mumbai for the CAVS to be incorporated into their academic curriculum. It is under active, but careful consideration on how we can take it forward. We're also simultaneously talking to Human Resources Ministry for figuring out ways and means to adopt AV as a curriculum.

Should it happen the way we look at it, the day of seeing AV as a university-grade academic offering is not very far. It is possible that the dearth of certified AV talent will disappear from the country. That would be the real achievement for us, should we reach the stage.

India's Very Own AV Identity

My ultimate vision is to see India cull out its very own AV identity. Not determined and decided by someone from dominant global markets. India imbibing design expertise and skillsets from outside is valid to some extent as a pure knowledge acquisition process, but when it comes manufacturing, it is a huge tragedy, despite possessing the capability.

At the risk of sounding a bit mute, it appears that the AV manufacturing processes in India have been subject(ed) to geopolitical equations and being dragged in to unending conundrum. For a very arguable reason,

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imports from the West, particularly the USA, are subject to excessive scrutiny and investigation-demanding high degree of confidential information which would a sort of commoditize the nation, if not a security risk.

My pitch is for complete freedom of use of the equipment which I believe will happen if only the manufacturing of the same happens in the country, and by the countrymen. You will do well to understand that for most products that are currently manufactured in the country for foreign MNCs, India neither has any IP rights, nor a genuine share in the gains.

Ideally speaking, the so called advancement in technology adoption or embracement cannot be real and meaningful unless and until we have complete freedom of where and how we want to use the system, without any “write blockers.”

It is admittedly a subject of high debate, and brave decision making at government level; but it is possible to make AV products in India-should the stakeholders really intend to do it. India does have a model in place in recent times – in the form of *Make-in-India* – however, there is much to desire for, and unfold on the field.

My pitch again is for sensitizing potential stakeholders in AV to mobilize their competencies and invest in AV manufacturing, thereby contribute to the country's gaining that elated status as currently enjoyed by the domineering West. It might look a bit ostentatious, but it's a fond vision, and a logical extension of our CAVS.

CAVS Contributing its Mite and Might to the Grand Vision

Admittedly, it's a long long way to go. Our confidence is that we have a media platform which we want to optimize by thoroughly focussing on Indian AV manufacturers-

highlighting their drive, passion, competencies, and whatever lackings they are enduring, and see how we can contribute to their cause. This media platform is a critical link to promoting indigenous AV manufacturing on one side, and connecting CAVS on the other.

Today, we're living in the AI age, and being in the inevitable space, I'm subscriber to the ChatGPT at the highest level, where I can access any information relating to manufacturing by means of my premium paid subscription. It is possible for me to acquire knowledge about processes involved in AV manufacturing and use the same for indigenous entrepreneurship.

You might be knowing that under the India AI Mission – with over ₹ 10,000 crore (US\$100 billion) budgetary allocation – Ministry of Electronics and Information and Technology (Meity) has received offers for 20,000 graphics processing units (GPUs) from companies. This is a great opportunity and must be seized at the first go.

Understandably, the war is on. The manufacturing war, so to say. My pitch is to sensitize the AV fraternity, and the emerging generations to seize this opportunity so that we build a strong, self-reliant, indigenous manufacturing India that free from any T&C from the domineering West. At the risk of sounding self-conceited, I wouldn't either accept any excuses for importing 'made-in-China' and such other products.

To summarize the vision, the objective of CAVS is to brood and groom generations with an AV expertise that will carry India's very own AV identity, and on the other hand, extend this to contribute via our media platform to promote indigenous AV manufacturing that will stake a prideful claim on the global stage.

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Technology West Group Expands Operations into Saudi Arabia



S**AUDI ARABIA:** Technology West Group (TWG) has announced its expansion into Saudi Arabia, a move designed to support the Kingdom's ambitions in the technology and systems integration sector. In a collaboration, H.R.H. Prince Abdulaziz bin Abdullah bin Saud bin Abdulaziz Al Saud, together with his Senior Advisors, Abdelkader Abbas and Saud Ali Hassan Al-Nafaie, have partnered with TWG to drive forward Saudi Arabia's transformation into a global technology and innovation hub.

Recognizing Technology West Group's cutting-edge solutions, H.R.H. Prince Abdulaziz expressed confidence in the company's ability to advance the Kingdom's evolving technological landscape to align with Saudi Arabia's Vision 2030.

"Saudi Arabia has long been recognized as a global leader in the energy sector, but as the world shifts towards a more technologically driven and experience-based economy, the Kingdom is proactively investing in core and next-generation technologies to secure a dynamic and innovation-led future," said H.R.H. Prince Abdulaziz bin Abdullah bin Saud bin Abdulaziz Al Saud. "Technology West Group's expertise in advanced automation, digital ecosystems, immersive technology, and network integration positions it as a critical enabler of this transformation. By fostering partnerships with global innovators like Technology West Group, Saudi Arabia continues to accelerate its efforts to integrate world-class, future-ready solutions that enhance efficiency,



create new economic opportunities, and redefine the way we live and work.”

TWG has built a legacy of delivering turnkey solutions that cover a wide range of services, including audiovisual systems, digital signage networks, full-scale content production and emergency support. Among its impressive projects, TWG has successfully developed a luxury resort and casino on the Las Vegas Strip that stands as the tallest occupiable building in Nevada with 67 stories, 3,644 hotel rooms, and an extensive array of world-class amenities.

The company has also played a significant role in the creation of Resorts World Las Vegas – a \$4.3 billion integrated resort that combines modern technological advancements with the timeless glamour of Las Vegas and the development of the 20,000-seat T-Mobile Arena, a premier venue for major concerts, sporting events and UFC fights.

Highlighting its global reach, TWG contributed to the integration at interactive GE Customer Application Centers in Moscow, Shanghai, Rio de Janeiro, Seoul, Stavanger and Dubai, where live demonstrations, technical seminars and product launches highlight innovative measurement and control solutions. Reflecting on this collaboration, Richard Reisig, Principal for Technology West Group, stated, “We are honoured to have H.R.H. Prince Abdulaziz bin Abdullah bin Saud bin Abdulaziz

Al Saud’s PAZ as a partner to bring our unique audiovisual and technology solutions to market in the region in alignment with Saudi Arabia’s 2030 vision.”

Reisig added, “We recognize Saudi Arabia’s Vision 2030 as a transformative initiative, positioning the Kingdom as a global hub for tourism, innovation and luxury. TWG is committed to supporting the ambitious goals of Vision 2030, particularly in the hospitality and entertainment sectors. Our strategy is to leverage our expertise in designing, delivering and supporting cutting-edge audiovisual systems and creative content to enhance the experiences within these new developments. TWG’s vision for Saudi Arabia is to be a key partner in creating immersive and unforgettable environments for visitors and residents alike.”

TWG’s vision for Saudi Arabia centres on supporting the Kingdom’s transformation by delivering customized audiovisual solutions, integrating the latest technological innovations, ensuring seamless coordination between construction and operational intent, and ultimately contributing to a vibrant and sustainable society. This vision aligns closely with the objectives of Vision 2030, as the company works to create immersive environments that enrich the experiences of both citizens and visitors.

Technology West Group

Make Your Business The Main Attraction at IAAPA



A **PAC:** Exhibitor registrations are now open for the largest amusement industry trade show in the Asia-Pacific region: the IAAPA Expo Asia 2025, running 30 June to 3 July at the Shanghai New International Expo Center.

The international extravaganza will showcase the newest technological advancements and innovative solutions in the attractions industry from more than 300 exhibitors, with over 10,000 attendees expected to visit the bustling 10,000m² trade show floor.

Connect with your ideal customer base and drive revenue at this year's premier expo for leisure and entertainment. This event attracts a highly targeted audience of industry professionals actively seeking innovative products and solutions, making it the perfect platform to generate qualified leads and forge strategic partnerships that translate into real business growth.

By the end of 2025, the theme and amusement park industry in the APAC region is projected to attract more than 425 million visitors and generate over USD 19 billion in spending. Exhibitors at IAAPA Expo Asia will gain a strategic advantage by positioning themselves at the forefront of this growing industry. IAAPA Expo Asia Pacific Executive Director and Vice President, Jack Chan, said the inspiring four-day event is the ultimate gathering of global amusement industry leaders and a prime platform to foster beneficial connections.

"The IAAPA Expo Asia is the perfect place to network, expand [the] visibility of your business, enhance your professional development, and connect with manufacturers, buyers and peers," Chan said. "For both exhibitors and attendees, it's a chance to explore the latest trends, key issues and consumer preferences for the amusement/attractions sector; and, by having all the key industry players under the same roof,

it's an efficient way to meet in-person with over 10,300 potential clients, partners, suppliers and collaborators who share your vision."

He explained that the expo covers the entire spectrum of the attractions industry – not only amusement and water parks: "Our event embraces the whole attractions landscape, including entertainment centres, location-based attractions, zoos, aquariums, museums and nature attractions as well as hotels and resorts and event facilities such as stadiums and food and beverage operators. It really is a one-stop destination for professionals in the leisure and attractions industry."

This year's theme 'Find Possible' reflects the event's focus on inspiring creativity and

forging meaningful connections to unlock new growth opportunities, explore the future of the leisure and entertainment industry, and discover unexpected partnerships and new market opportunities. Exhibitors can also gain invaluable insights through the expo's comprehensive education program which will cover a wide range of topics, from personnel development and business optimisation to F&B trends and revenue diversification.

"We consistently receive overwhelmingly positive feedback from exhibitors about the value and return on investment they've gained by participating in the IAAPA Expo Asia," concluded Chan.

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Analog Way Bolsters Sales in Asia with New Appointments

FELIX CHANG

Country Manager for Korea



A **SIA:** Analog Way has made two new appointments to its Asia team. Felix Chang has joined as Country Manager for Korea, while Candice Tan has been appointed Regional Channel Manager for Southeast Asia (SEA). These strategic hires reflect Analog Way's commitment to strengthening its presence and customer support across the Asian market.

Felix Chang Appointed as Country Manager for Korea

Felix Chang will lead Analog Way's operations in Korea, driving business development and expanding the company's market footprint. With 15 years of experience in the IT industry, Felix has held leadership roles across multinational corporations and startups throughout Asia. He also brings an entrepreneurial perspective, having successfully managed his company for three years.

With experience living and working in the USA, Canada, and Singapore, Felix possesses a strong international outlook and a deep understanding of both Eastern and Western business cultures. His extensive experience and strategic vision will be instrumental in strengthening Analog Way's partnerships and advancing its market position in Korea.

"I'm thrilled to welcome Felix to the Analog Way team," said Guy de Souza, Vice President, Asia. "His leadership and expertise will be key to our continued expansion in Korea, and I am confident he will make a significant impact in this dynamic market."

Candice Tan Appointed as Regional Channel Manager for Southeast Asia

Bringing a wealth of experience in customer service, after-sales support, and sales management, Candice Tan will oversee distribution and sales across Southeast Asia, ensuring strong channel partnerships and high-quality service delivery. In her previous roles, she successfully managed customer relations,

CANDICE TAN

Regional Channel
Manager for Southeast
Asia (SEA)



product distribution, and after-sales support, equipping her with the expertise to drive growth and enhance client satisfaction in the region.

Candice's industry knowledge and commitment to service excellence will reinforce Analog Way's dedication to delivering top-tier support to its customers.

"Candice's deep understanding of the industry and her ability to build strong client relationships make her a fantastic addition to our team," said Jez Lim, Head of Sales, SEA.

Analog Way

XTA/MC² Appoints Viet KTV

V **VIETNAM:** UK amplifier technology manufacturing partners XTA and MC² have appointed Viet KTV Electronics Company Ltd of Hanoi as their exclusive distributor for Vietnam. Viet KTV is an established and trusted distributor of leading global AV brands in Vietnam as well as a successful integrator of audio and video systems across the country.

Commenting on behalf of **XTA/MC²** Richard Fleming looks forward to developing a productive relationship with Viet KTV, "Led by Vu Phi Diep, the Viet KTV team comprises a group of highly motivated AV experts who have vast experience in supplying and advising clients, as well as carrying out their own wide-ranging projects. We are delighted to have such strong



representation in this fast-growing emerging market."

Vu Phi Diep
Director at Viet KTV added, "XTA/MC² has an excellent international reputation for manufacturing premium

amplification technology which is used for a host of installed and touring applications on every scale. We look forward to sharing the advantages of these innovative and robust technologies with our clients, and anticipate very strong interest from the Vietnam market.

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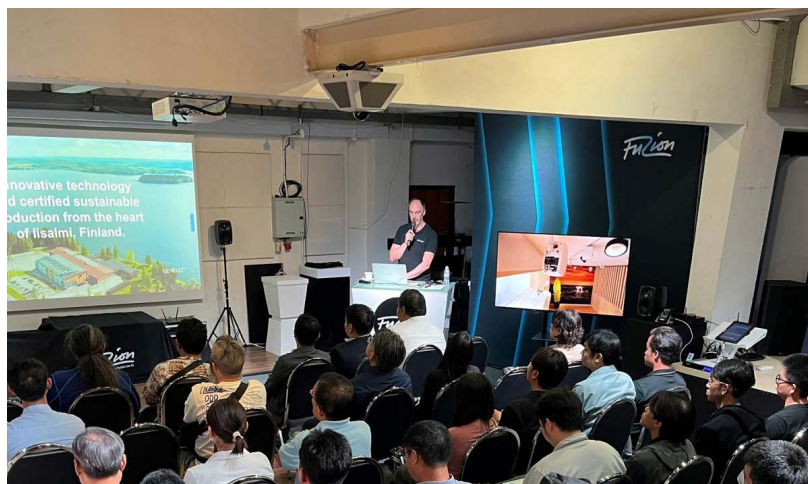
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Genelec Hosts Installed Sound Training Seminars in Support of Sales Growth



SEA: To support the continued international sales growth of Genelec's Installed Sound loudspeaker solutions, the Finnish company has been hosting a series of in-depth training seminars for integrators across Singapore, Malaysia and Thailand.

Hosted in conjunction with local Genelec distributors **Broadcast Professional** and **Fuzion Far East**, the sessions were run by Genelec Installed Sound expert Fredrik Setterberg. After providing some background to Genelec's own history and design philosophy, Setterberg went on to explain the key technologies behind Genelec's Installed Sound solutions, before focusing on the Smart IP family of networked audio loudspeakers and subwoofers.

Originally launched in 2019, the growing Smart IP range provides flexible power, audio, and management features via a single standard CAT cable. Producing studio-quality audio with superb clarity, intelligibility and uniform coverage, all models are powered via PoE and can be freely combined on a Dante or AES67 network. Comprising on-wall, in-ceiling, and pendant loudspeaker models, the addition of

the new Smart IP 3440A subwoofer finally allows integrators to create exceptional sounding full-range PoE loudspeaker systems which are entirely scalable.

Setterberg then spent some time discussing the Dante protocol and Genelec's sophisticated Smart IP Manager configuration software, which integrates tightly with the internal DSP hardware within every Smart IP model. Smart IP Manager enables installers to configure an almost unlimited number of rooms, zones, loudspeakers, and audio channels. It includes system organisation, status monitoring, and a versatile room equalisation tool set – which helps Smart IP systems adapt to even the most challenging acoustic environments. Finally, listening sessions allowed attendees to audition both the sound quality – and impressive SPL – that Smart IP offers.

"Since the launch of Smart IP, we've steadily seen our profile in Installed Sound extend beyond our Nordic heartlands to a much wider international audience," commented Setterberg. "The attendees at each of these seminars have already started to embrace the opportunities that networked audio offers, and we see huge potential in SE Asia for our Installed Sound technology – and Smart IP in particular. We'd like to warmly thank everyone that attended, and our friends at Broadcast Professional and Fuzion Far East for helping to make these events such a success. Lastly, we're really looking forward to returning to the region for more training sessions soon."

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City Music Officially Launches PreSonus in Singapore



SINGAPORE: City Music Co. Pte Ltd, Singapore's leading distributor of musical instruments and audio technology, officially launched PreSonus on 1 March 2025 at their building. The event offered attendees an exclusive first look at the latest **PreSonus** innovations including live demonstrations, insightful industry experience, and exclusive networking opportunities.

The launch highlighted PreSonus' cutting-edge audio solutions, offering musicians, producers, and content creators access to its premium range of audio interfaces, digital mixers, studio monitors, and recording software. This event will showcase how PreSonus' seamless hardware and software integration can foster creative workflows, from home studios to professional production environments.

Renowned audio engineer and producer Mark Spencer shared his expertise on Studio One Pro 7 and StudioLive mixers at the event. With decades of experience, he has worked on high-profile productions, including Benjamin Kheng's

National Day Concert performance and Pope Francis' Papal Mass at the National Stadium. Spencer's session delved into how PreSonus' tools streamline professional audio workflows, providing invaluable insights for musicians and sound engineers alike.

Also present were Kamal Mahtani, PreSonus APAC Director of Sales and Duane Fernandez, PreSonus APAC Market Support & Product Specialist. Other than addressing the attendees about the company and its vision, the duo also discussed technical matters with the attendees.

Kamal Mahtani commented, "PreSonus has an outstanding reputation for the products it has been designing to meet the demands of beginners and professionals alike. It is the kind of brand that can be a part of your daily life from studio to stage, once you are in the PreSonus eco-system. It was crucial to reconnect with our users to introduce to them the present and future of PreSonus, and to assure them of our stronger than-ever presence and support via our distributor, City Music."



From Left to Right: Hoe Yeehn Loun, Sales Director of City Music, Kamal Mahtani, PreSonus APAC Director of Sales, Mark Spencer, Audio Engineer and Producer, and Duane Fernandez, PreSonus APAC Market Support & Product Specialist

Hoe Hsin Loong, Marketing Director of City Music added, "As the newly appointed distributor in Singapore, we're excited to showcase PreSonus' industry-leading audio tools. This launch event was the perfect

dealers, providing top-tier audio solutions with dedicated service.

City Music

opportunity for musicians, sound engineers, and creators to experience the unparalleled quality of PreSonus products."

City Music ensures expert support and easy access to PreSonus products across Singapore through its store and authorized

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AI Image Enhancement, pixel-level frame by frame adjustment.

■ Flexible Human-computer Interaction

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■ Convenient Playback & Control

Playback & control, a set of systems can be fully mastered.

■ All-in-one, Full Coverage of 4K Scenarios

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Rich Peripheral
Interfaces



Free Wiring



Wireless
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USB Driver
Display



Intelligent
Configuration



Comprehensive
O&M

Philips Signage EcoDesign Awarded EPEAT Climate+ Gold Certification



GLOBAL: PPDS, the exclusive global provider of Philips Professional Displays and complementary solutions, is delighted to announce that its groundbreaking, ultra-low power, 50" Philips Signage 3650 EcoDesign has become the first digital signage display to be awarded EPEAT Climate+ Gold designation, with more models set to follow.

The acclaimed Philips Signage 3000 Series EcoDesign is PPDS' debut digital signage offering designed with the company's evolutionary EcoDesign methodology. It implements new manufacturing processes, physical features, materials, packaging, and built-in software that are kinder to the environment and deliver better energy efficiency.

Delivering uncompromised high-impact 4K performance while consuming 50 per cent less* energy versus comparable premium digital

signage models, the Philips Signage 3000 Series EcoDesign has already received among the industry's lowest energy label ratings (E on the 50" model, D on the 55" and C on the 65" models) and was initially awarded an EPEAT Climate+ Silver designation.

Founded in 2006, EPEAT is the world's premier eco-label for electronics, measuring the social and environmental impacts of products from extraction to end-of-life. It also certifies they have met 100% of the **Climate Criteria** plus at least 50% of the existing optional criteria. These include:

- **Climate:** Reducing greenhouse gas emissions in the manufacturing supply chain and product use.
- **Circularity:** How products are designed for reuse and recycling, and which ones responsibly address packaging, water, and waste.

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By

Hyve



• **Chemicals of concern:** Eliminating the use of toxic chemicals that are hazardous to human health and the environment.

• **Responsible supply chains:** The responsible sourcing of materials, fair labour practices, and worker health and safety in the electronics supply chain.

Owned and operated by the Global Electronics Council (GEC) – a mission-driven non-profit that seeks to create a world with only sustainable electronics – EPEAT helps to support and promote more informed, sustainable-driven buying decisions, providing access to a free online Registry, identifying and detailing products from the broadest range of manufacturers across the globe.

As a globally recognised leader and advocate for innovating sustainability-driven AV hardware and software solutions – including implementing the latest packaging designs and technological breakthroughs into existing products for advanced performance and energy efficiencies – the 50" Philips Signage 3000 EcoDesign meets the most demanding

set of criteria for sustainability leadership in electronics, with the 55" and 65" set to follow.

Bart Wouters, International Product Manager at PPDS, commented: "At PPDS, the environment and sustainability are at the core for our product development, from the initial designs, right the way through to manufacturing, delivery, and post installation. With the Philips Signage 3000 EcoDesign Series, we achieved a major industry milestone in gaining EPEAT Climate+ Silver. As with all our products, we continued in our pursuit for more. And now this groundbreaking product achieved even better, with EPEAT Climate+ Gold."

The Gold Standard

Continuing to innovate, and to overcome the challenges customers are facing in the marketplace, the Philips Signage 3000 Series EcoDesign benefits significantly from PPDS' ongoing strategy to reduce wastage – including plastic – from its packaging, delivered in 90% recycled and 100% recyclable materials, with the removal of paper-based manuals and instructions.

In addition, all plastic bags have been removed, while the use of polystyrene has been replaced with innovative cushioning made using 100% recycled cartons, maintaining the same high levels of safety and protection of the product.

Furthermore, the Philips 3000 Series EcoDesign – part of PPDS' growing Android SoC family – can be managed either manually, or entirely remotely, using third-party software or PPDS' range of in-house solutions, including the Philips Wave remote device management ecosystem.

Just Getting Started

Andrea Barbuti, Global Product Management Lead for EMEA at PPDS, added: "The scrutiny of our products for their sustainability features doesn't end when we launch a new display. That is still very much the beginning. Tracking the

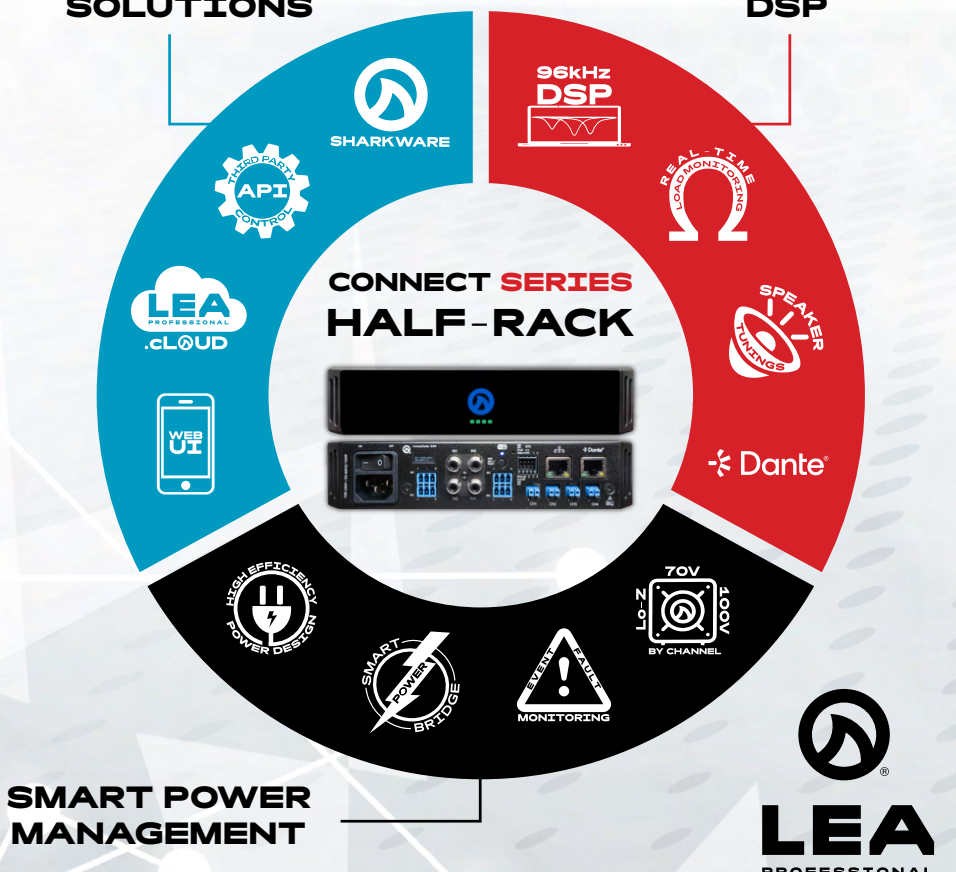
performance of a range, checking the product life cycle, and working for better and more. It is all very much on our radar. With Android SoC, we strive to update and enhance at every opportunity and, as we unearth innovations and methodologies to help enhance performance and energy efficiencies, we work to include these in our existing models, as well as our brand-new ones.

"We are immensely proud the 50" Philips Signage 3650 EcoDesign has been recognised with EPEAT Climate+ Gold certification. My thanks and congratulations go to our full team for the continued hard work in setting new standards and striving for a brighter and more sustainable future in AV."

PPDS

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Christie Appoints Sean James as Executive Vice President of Global Sales and Service



Hollywood studios as they transitioned to digital cinema. He helped to deploy the world's first large-scale digital cinema deployment of nearly 4,000 screens across the U.S. and led the development of Christie's first Network Operations Center (NOC), expanding it globally. Sean previously led Christie's Enterprise and Entertainment division and has played a key role in driving Christie's expansion in both markets. His insights over the years have strengthened the company's reputation as a global leader in AV solutions for cinema, themed entertainment, government, and live & public events.

Reporting to Sean under the reorganization, include:

- Josh Kolbeck, Vice President, Sales, Americas
- Adil Zerouali, Vice President, Sales, EMEA
- Han Kim, Vice President, Sales, APAC
- Mike Marsh, Director, Professionals Services, Americas
- Ian Tyler, Senior Director, Professional Services, EMEA and Global Training
- Ken Liew, Senior Director, Professional Services, APAC

"When sales and service work together, they create seamless experiences that build trust and long-term loyalty with our customers," enthused Sean James, Executive Vice President, Global Sales and Service, Christie. "By aligning these two teams, we can provide consistent communication and deliver top-tier support."

Christie

GLOBAL: Christie has announced the appointment of Sean James as Executive Vice President, Global Sales & Service, Christie. In this new role, James will lead the sales function and continue to lead the company's service organization.

"Sean's proven leadership, combined with his ability to foster strong, lasting relationships, makes him highly qualified to lead our sales and service teams," said Michael Phipps, President and Chief Operating Officer, Christie. "His extensive experience in visual technologies and services uniquely positions him to lead our new optimized operations to better serve our customers while ensuring long-term sustainability."

With more than 28 years of experience at Christie, Sean, who started his career as a field engineer servicing cinema equipment, was instrumental in developing support programs and relationships with many leading

Church of Our Saviour Elevates Worship Experience with Adamson CS Series for New Location



SINGAPORE: Founded as a mission in the 1950s, Church of Our Saviour (COOS) in Singapore has grown from a small congregation of fewer than 80 members to a thriving community of approximately 4,500 worshippers. To better serve its expanding congregation, the church recently chose to go ahead with an **Adamson CS Series** system for their new location, due to open shortly.

After an extensive evaluation of top-tier brands, COOS selected the Adamson CS7 line array cabinets and CS119 subwoofers. Renowned for its cutting-edge audio technology, the Adamson CS Series delivers exceptional sound quality and clarity, making it an ideal choice for the church's diverse range of services and events. The set-up includes 12 Adamson CS7 line array cabinets and four CS119 subwoofers, ensuring comprehensive audio coverage.

The Adamson CS Series system enhances the worship experience by providing crystal-clear sound for sermons and musical performances. Additionally, the system's advanced features—



(L-R) Carlos Sallaberry, Adamson APAC, Jon Hemsley and Joel Lai from COOS.

such as versatility and ease of use—empower technicians to optimize audio delivery effortlessly. This investment underscores COOS's commitment to fostering an immersive and engaging worship environment through innovative technology.

M3 Professional Audio the Adamson distributor in Singapore, managed the system's design and quotation for the church, while **Loud Technologies Asia** handled delivery and administration.

Adamson

d&b Fine-Tunes Leadership Team for Future Growth and Innovation



Jaakko Kaivonen appointed new CRO (Chief Revenue Officer) for d&b audiotechnik.
(Photo Credits: d&b group)

Nicola Wagener assumes role of CPSO (Chief People and Sustainability Officer) for d&b group. (Photo Credits: Oliver Wykrota)

GLOBAL: As part of its ongoing commitment to strategic growth, d&b is implementing key leadership transitions to increase customer focus, enhance innovation, improve decision-making, and strengthen collaboration. d&b is therefore delighted to welcome Jaakko Kaivonen as the new CRO and Nicola Wagener as the new CPSO to the management team as of 17 March 2025. d&b audiotechnik's COO, Stephan Greiner, and d&b group's CPSO, Karen Wefelmeyer, have decided to step down for personal reasons.

Formation of New CRO Business Unit

After eight very successful years with d&b audiotechnik, COO Stephan Greiner has decided to follow different priorities in his professional career. To ensure the continuation of this successful journey, d&b has appointed Jaakko Kaivonen to the new role of CRO (Chief Revenue Officer) starting with immediate effect.

Kaivonen has an outstanding track record and brings extensive experience in leading global sales structures in the B2B business. His expertise in leading business units experiencing dynamic growth will be instrumental for d&b audiotechnik's growth path. In his various senior management functions, Kaivonen has held full P&L responsibility in his past companies which include global responsibility for the Industrial Segment for Entrance Systems Division at ASSA ABLOY Group as well as several senior leadership roles at KONE Corporation.

"I am excited to welcome Jaakko to our executive team and the d&b family," noted Amnon Harman, CEO of d&b group. "To drive future strategic growth and strengthen our market position, the establishment of a dedicated CRO organisation is a key step. With this customer and market-centric business unit, Jaakko will put a clear focus on our growth

strategy built on existing strong relationships with our reselling partners, direct accounts and key opinion leaders as well [as] the required support structure to further improve the partner and customer experience with d&b."

"I am truly excited and honoured to join d&b audiotechnik and its team of dedicated and committed professionals. d&b has absolutely the leading products and solutions in the market, excellent customer service and a true commitment to customer excellence," said Kaivonen. "d&b's outstanding team of professionals have throughout the years made a profound difference in the industry and I look forward to working alongside with this talented team to drive growth, expand global reach, and deliver exceptional solutions to our customers." Seamless transition in the HR and sustainability department of d&b group

In her nine successful years of true dedication and leadership, d&b group's CPSO (Chief People and Sustainability Officer) Karen Wefelmeyer has shaped and professionalised the HR department and saw the need to engage in sustainability matters early on, which resulted in creating a strong sustainability reputation of d&b group. She has now decided to end her d&b journey to have more time for her family commitments. She will dedicate the remaining time to ensure a smooth handover to her successor.

As of 17 March, Nicola Wagener will join d&b group as CPSO. With her, d&b gains an accomplished leader with strong general business acumen and expertise in organisational transformation and strategy. Over the past 20+ years, she has driven performance and organisational change across industries, starting as a top management consultant at McKinsey & Company, followed

by her role as Head of Corporate Strategy & Portfolio at thyssenkrupp AG, and until recently as a leadership advisor at ghSMART. She brings the right skill set to manage diverse, multi-cultural teams and support both projects and employees through transformation.

"I have had the honour of working alongside Nicola in the past and treasure her strong analytical skills and her impact-driven mindset," commented Harman. "I am very confident that her pragmatic, systematic working style and her extensive expertise in people development will greatly benefit d&b's future growth and our staff. I am thrilled to welcome such a talented leader to our executive team."

"I am excited to join this exceptional company. What stands out to me most is the vibrant, positive culture, the hands-on mentality, and the pride people take in being part of the d&b family," said Nicola Wagener. "I look forward to getting to know the d&b community better, supporting change processes and enabling the organisation's next phase of growth from a people and sustainability perspective."

"I want to express my deepest gratitude to Stephan Greiner and Karen Wefelmeyer for their outstanding contribution and dedication to d&b. Together with my fellow d&b'ans, I wish them all the best for their own personal and professional journeys. At the same time, I am extremely pleased to welcome Jaakko Kaivonen and Nicola Wagener to our executive team. With their expertise and leadership, we will continue to build on our success and drive meaningful value for our customers, partners and other d&b stakeholders," Harman concluded.

d&b audiotechnik

dBTechnologies Introduces a New Digital Audio and Control Protocol



dBTechnologies presents A2Net, a new digital audio and control protocol that enables efficient and reliable signal transmission over a single cable. The first devices compatible with A2Net are the new Control24A controller and the ACU-1 expansion card.

A2Net is an evolution of the proven RNet protocol, allowing the transmission of up to four channels of high-resolution digital audio as well as control data over a single CAT-5 cable. This significantly reduces cabling requirements, making system setup more streamlined and efficient.

The signal transmission follows a classic point-to-point cabling architecture, utilizing CAT-5, CAT-6, or CAT-7 cables. For additional reliability, an analogue XLR connection serves as a redundant backup. In the event of a digital signal failure, the system automatically and seamlessly switches to the analogue signal without audible interruption.

A2Net – Key Features

✓ Digital audio and control signal transmission over a single cable

- ✓ Seamless integration & backward compatibility with RNet
- ✓ Reduced cabling for efficient system setup
- ✓ High operational security through redundant signal paths
- ✓ Full control via Aurora Net
- ✓ “True Bypass” function for uninterrupted audio signal flow

Control24A – Central Control for A2Net Networks

The Control24A is the first dBTechnologies control unit designed natively for A2Net. It integrates audio and network management into a compact solution, expanding RNet functionality with digital audio transmission.

- Controls up to 64 speakers equipped with ACU-1 cards
- Connectivity via USB-C or TCP/IP (EtherCON)
- Four XLR inputs, configurable as analogue or AES/EBU digital inputs
- Two XLR outputs for AES/EBU digital audio, allowing daisy-chaining of additional units
- Two CAT-5 outputs for A2Net connectivity
- 1.54” E-Paper display for status information, visible even when powered off

- Redundant power supply for maximum reliability

Control24A

Key Features

- ✓ Central control unit for A2Net networks
- ✓ 4-channel analogue or 2-channel AES/EBU digital inputs (automatic detection)
- ✓ Compatible with RDNet control for non-A2Net products
- ✓ Controls up to 64 speakers with ACU-1 cards
- ✓ Compact ½ 19" rack design

ACU-1 – A2Net Expansion for dBTechnologies Speakers

The ACU-1 card enables A2Net integration for speakers equipped with DIGIPRO G4 amplifier modules. A2Net ensures a high level of operational security by automatically switching to analogue inputs and outputs as a backup

in case of a digital signal failure. The “True Bypass” function guarantees that the audio signal continues to flow even if a speaker in the signal chain loses power.

The system is fully compatible with RDNet, allowing hybrid setups where both RDNet and A2Net devices can be used together. Control is managed via Aurora Net software, providing an intuitive and precise interface for all system parameters.

ACU-1 – Key Features

- ✓ A2Net protocol for speakers equipped with DIGIPRO G4

A2Net and the Control24A are now available worldwide.

dBTechnologies/A2Net

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Extron Meets Unique Space Needs with Powerful 4K Collaboration and Presentation Switcher



Extron has introduced the UCS SW 313, a powerful collaboration and presentation switcher designed to meet Unified Communications meeting spaces' unique needs. Three inputs support the connection of USB and dual HDMI sources, while five USB device ports connect to peripherals such as USB cameras and microphones at rates up to USB 10 Gbps. The USB-C input provides video and audio, USB data, and 60 watts to charge a user's laptop computer. The HDMI output provides a signal for the room display and supports resolutions up to 4K/60.

The UCS SW 313 offers intuitive collaboration with auto switching that prioritizes inputs, providing natural switching and minimal user interaction with AV hardware or a control system. It can also be controlled via Ethernet, including RS232 control to a local display. The UCS SW 313 makes it easy to integrate AV sources and USB cameras for Teams and Zoom meetings into conference, meeting, and collaboration spaces.

Extron/UCS SW 313

NEXT-proaudio Unveils X-NET Ecosystem



The Portuguese manufacturer NEXT-proaudio has introduced X-NET Software, a platform that is the central hub for an intelligent speaker ecosystem. Designed for both touring and fixed installations, this powerful software enables seamless remote control and real-time monitoring of all compatible NEXT-proaudio speakers (LA210x, LA26, LAs15A Plus, LAm114xA Plus, LAs118A Plus, LAs518A and SP12) ensuring an intuitive and efficient workflow.

A 96kHz/40bit SHARC DSP engine is at the heart of the ecosystem, built into each speaker and monitored via an LCD screen with a preset loading encoder. The X-NET Software automatically detects and maps all networked speakers, allowing effortless system integration and simultaneous control of multiple units through an advanced grouping facility.

This unified ecosystem gives users complete control over key audio parameters, including equalization, level, phase, and delay, while

providing the flexibility to create unlimited speaker groups. Whether in large-scale concerts, corporate events, or permanent installations, X-NET ensures consistent and high-quality sound performance across all connected devices.

Reliability is a key feature of the NEXT-proaudio ecosystem, with an automatic fallback function that guarantees uninterrupted operation by providing signal redundancy between analogue and digital (AES or Dante) sources. This ensures maximum system stability, even in the most demanding environments.

By integrating NEXT-proaudio speakers and X-NET Software, users gain access to a fully connected and intelligent audio ecosystem that offers unparalleled flexibility, control, and reliability.

NEXT-proaudio/X-NET

Atlona PRO5 Series Takes the Matrix Switcher into New Territory



Atlona's path of AV innovation takes another leap forward with the PRO5 Series, a next-generation matrix switching solution featuring an industry-first breakthrough for long-distance, point-to-point extension.

Now shipping, Atlona's PRO5 Series is anchored by the AT-PRO5-MX810, an 8x10 matrix switcher with HDMI inputs and AV extension outputs featuring SDVoE technology, for point-to-point transmission of 4K HDR video and audio to companion PRO5 Series receivers. This innovative solution is excellent for applications in education and corporate environments that call for high-performance, reliable matrix switching to route sources to multiple displays in remote destinations.

The PRO5-MX810 matrix switcher is HDCP 2.3 compliant and supports 4K/60 4:4:4 and HDR at HDMI data rates up to 18 Gbps. Each SDVoE extension output includes an RJ45 port and an SFP+ cage for copper or fibre optic 10GbE connectivity to transmit video, embedded audio, Gigabit Ethernet, and RS-232 and IR control signals to the receiver. The RJ45 port allows extension up to 330 feet (100 meters) over

CAT6a UTP cable, along with PoE for powering the receiver. At the same time, the SFP+ cage can be used with a compatible fibre optic transceiver module to extend from 38 meters up to 10 kilometres over fibre optic cable.

The PRO5-MX810 includes a comprehensive host of audio and control system integration features, including independent audio matrix switching, and the ability to individualize CEC display control per output. Video processing is available in the companion [AT-PRO5-101-SC-RX](#) scaling receiver, including 4K video upscaling and downscaling with frame rate conversion, and video wall processing. (Also available is the [AT-PRO5-101-RX](#) receiver without video processing.) When extending over copper, the PRO5-MX810's PoE capability provides integrators with the flexibility to install PRO5 receivers adjacent to a display or projector without local AC power. End users benefit from long-term reductions in energy usage through the ability to shut down receivers via PoE from the matrix switcher, along with triggering display control via CEC.

[Atlona/AT-PRO5-MX810](#)

AET Disrupts LED Market with NX COB ULTRA



AET has unveiled its latest breakthrough in LED display technology, NX COB ULTRA, powered by the proprietary AET INX Driver IC—an industry-first all-in-one driver IC that minimizes architecture while maximizing performance by integrating row drivers, column drivers, logic processing, and a receiving card into a single unit.

At the core of NX COB ULTRA is a zero-delay processing capability (109ms latency), delivering ultra-smooth, real-time visuals ideal for command centers, broadcast applications, and collaborative corporate environments. Its 22-bit native grayscale and 7680Hz high refresh rate provide cinema-grade, flicker-free imagery, ensuring unparalleled clarity and vibrancy for a variety of industries and applications.

Engineered for seamless integration, NX COB ULTRA features HDMI Plug & Play connectivity, eliminating the complexity of installation. While AET INX reduces the IC quantity by 90%, the Common Cathode Technology reduces power consumption by 35%, reinforcing sustainability without compromising performance. The slim,

lightweight design makes installation effortless, supporting diverse mounting options across high-end AV deployments.

“NX COB ULTRA is engineered to empower system integrators with a display solution that is not only high-performance but also effortless to install and maintain. Its zero-delay processing, energy efficiency, and stunning visual output make it a game-changer for businesses looking for cutting-edge LED solutions,” said Su Piow Ko, Vice President at AET Displays.

NX COB ULTRA is set to redefine LED display standards across corporate boardrooms, control rooms, broadcast studios, and retail spaces, ensuring unparalleled reliability, efficiency, and performance.

NX COB ULTRA is now available for system integrators, LED display specifiers, and businesses worldwide.

AET Displays

Dante by Design SEA Debut Puts AVoIP in the Spotlight



The inaugural Dante by Design Southeast Asia edition made a strong impression as nearly 100 industry professionals—comprising system integrators, AV consultants, distributors, and end-users—gathered on March 14 at the Voco Orchard Hotel in Singapore. Attendees came from across the region, including Singapore, Malaysia, Cambodia, Myanmar, the Philippines, and Thailand, to explore the latest advancements in Dante networking solutions.

Audinate hosted the event, which was organised by Spinworkz Pte Ltd, the publisher of Systems Integration Asia magazine.



Joshua Rush, Audinate's Chief Marketing Officer, stated, "It's really exciting to see the whole community come together, and we are thrilled with the turnout."

The full-day program provided insights into Dante's product roadmap, vision, and industry impact. Real-world case studies highlighted successful Dante installations across diverse verticals. This included a presentation by **JK Lee, Managing Director, Softgear**, from South Korea, regarding Samsung HQ's AVoIP project.



JK Lee



Zane Au



Chong Kok Siong

Zane Au, Principal Consultant APAC, SM&W, then shared some projects relating to Higher Education and some other unique projects where Dante Solutions shined in achieving clients' objectives. **Chong Kok Siong, General Manager, Southeast Asia, ihD**, completed the case studies by presenting on Dante optimised at large venues.

Rush emphasised, "The event allowed us to share our Dante vision, platform, and the diverse range of products we offer."



(L-R): Thomas Prakasam, Moderator, Zane Au, Gilbert Zhao, Stevie Ng and Joshua

Attendees found immense value in the knowledge exchange:



Tin Too Oo, CEO and Founder of BOH Co., Ltd (Myanmar), agreed, "It was a truly fruitful event, packed with technology updates and networking opportunities."

The event's highlight was the panel discussion, which featured Zane Au, **Gilbert Zhao from Bytedance**, **Stevie Ng from Golden Bridge Info Tech Global** and Joshua Rush. Moderated by Thomas Prakasam, Editorial Director of Systems Integration Asia, the panel shared their thoughts about the growing significance of AVoIP networking, security measures and the industry's need to deepen its IT expertise. Gilbert Zhao further shared Bytedance's experience in leveraging Dante in their offices globally, ensuring seamless monitoring and robust security.



Maureen Aw, Senior AV Manager, Marina Bay Sands: "The panel discussion was fantastic—thought-provoking and insightful."



Yap Yi An, Executive Director, Mahajak Trio Electronic Sdn Bhd: "A very inspiring event."



Daman Kristatnto, Sales Engineer, Kairos Multi Jaya: “Great to learn about new product developments and real-world Dante implementations.”

A dedicated showcase allowed attendees to explore Dante-enabled technologies from **Aavara, AMX, Audio-Technica, Blaze Audio, Kramer, Lumens, and Netgear**, with **Audinate** presenting its latest innovations as well.



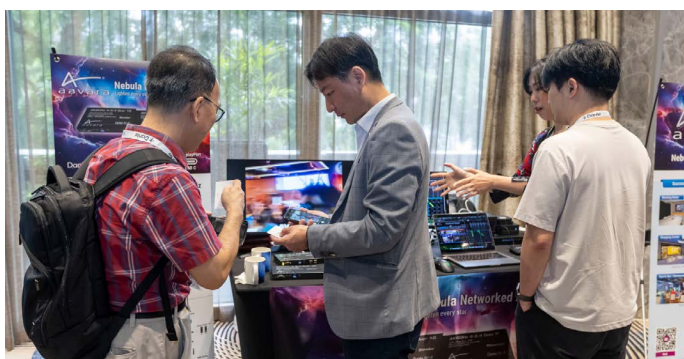
Chris Pitsillides, Associate Director, Workplace Technology Services, CBRE, added, “The ability to exchange ideas and discover new approaches was simply fantastic. I look forward to more events like this.”

With its successful debut, Dante by Design SEA has set the stage for continued industry engagement and innovation, reinforcing Dante's growing role in the AV landscape.



Harish R Menon, Business Development Director, Showlite Systems, remarked, “This event was a great opportunity to connect with industry peers and understand how Audinate’s technologies are shaping the market.”

Event in Pictures



Event Partner Aavara.



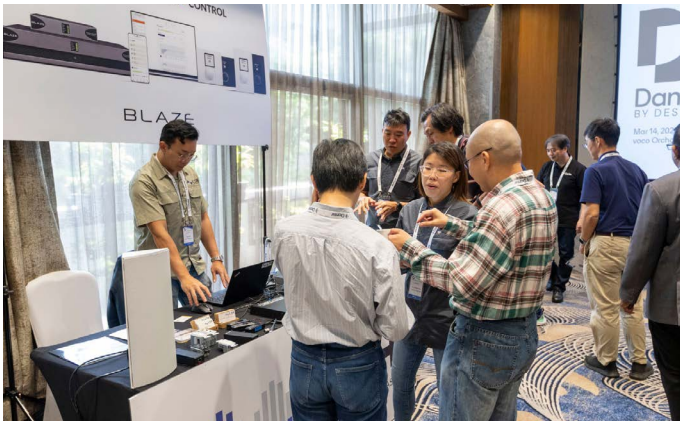
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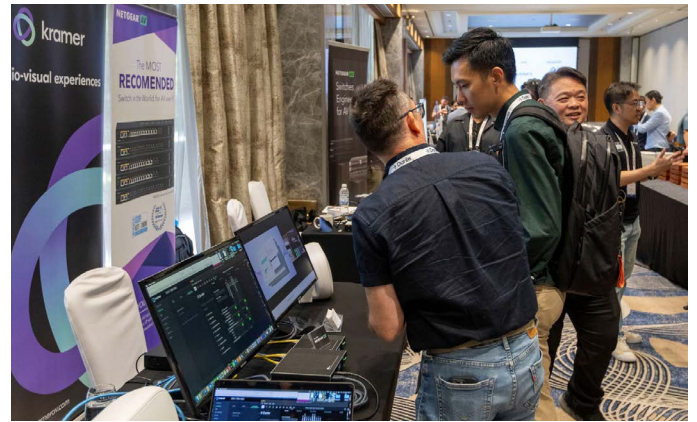
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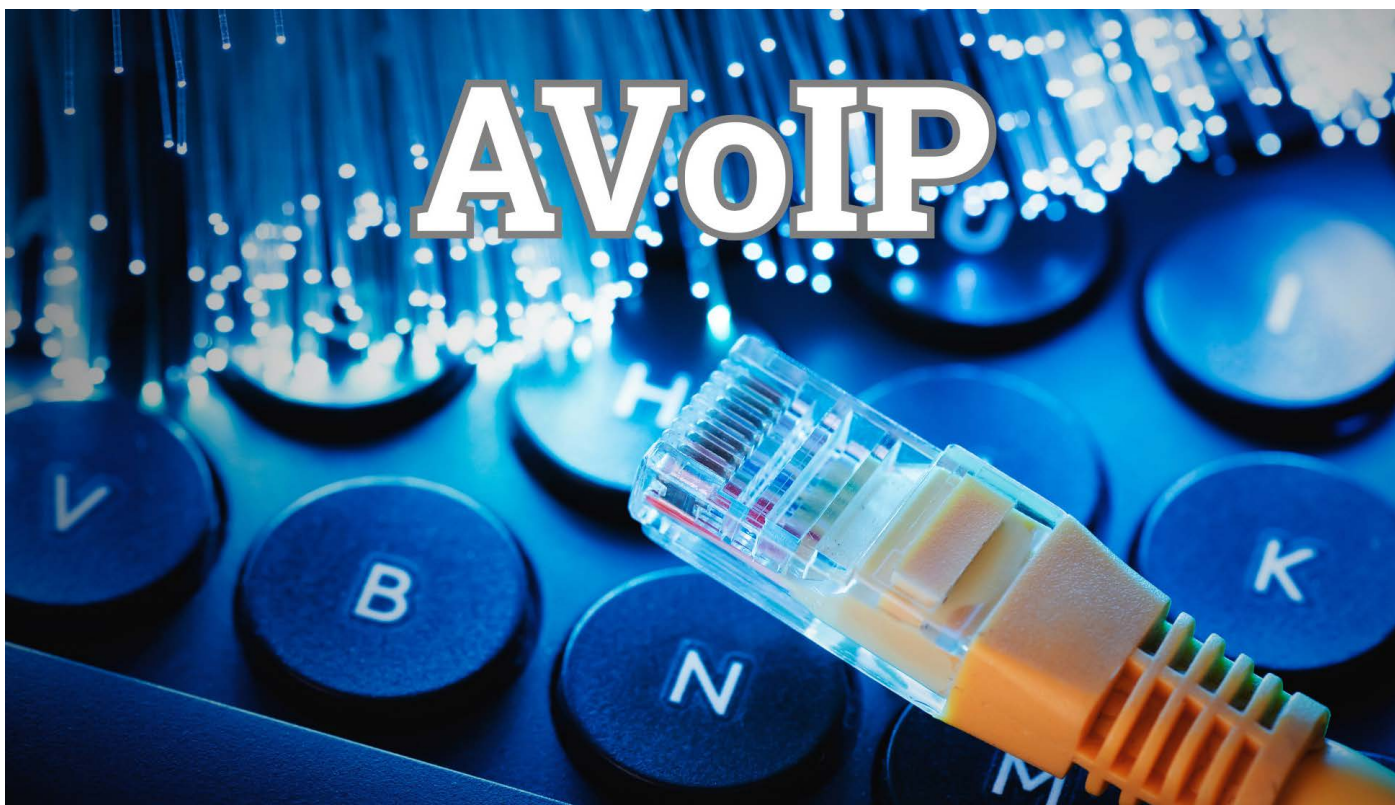
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**Meet the
trainer**

Alex studied electro acoustics at the University of Applied Sciences in Cologne, Germany. His close collaboration with Apogee Sound Inc. and Adamson Systems Engineering helped him develop a deep expertise in large-scale sound systems. From 2005 to 2010, he worked with Real Sound Lab, focused on measurement software and correction tools, where he served as Director of Pro Audio. With over 35 years of experience as a sound engineer for broadcast, live sound, and system engineering for multiple tours, Alex effectively bridges theory with real-world applications. Since 2010, he has lived in Asia, developing his career and actively working across the APAC region.

AVoIP: The Future of AV Distribution is Here—Explosive Growth and Expert Insights!



The Audio Video over Internet Protocol (AVoIP) market is surging ahead, fueled by the rapid adoption of IP-based technologies across industries. According to Data Insights Market and Market Insights Hub, the corporate sector alone saw the sale of approximately 112,000 AVoIP units in 2021—a number expected to skyrocket to 352,000 units by 2026! That's an astonishing compound annual growth rate (CAGR) of 63% in just five years.

And the momentum doesn't stop there. Data Insights Market further projects a sustained growth trajectory, with the AVoIP market anticipated to achieve a CAGR of 6.16% from 2025 to 2032. As innovation continues to

reshape the industry, AVoIP is solidifying its position as the go-to solution for scalable, efficient, and future-ready AV distribution.

In this issue, we bring you exclusive insights from the key players shaping the AVoIP landscape—**Dante**, **IPMX**, **NDI**, and **SDVoE**. They weigh in on the standout features of their platforms, critical security considerations, the growing importance of interoperability, and why AVoIP outshines traditional AV distribution. If you're wondering whether you should recommend to your clients to make the switch, these expert perspectives will provide the answers you need!

Dante



Jim Kidwell

Principal Product
Marketing Manager
Audinate

How does Audinate's AV over IP platform ensure seamless scalability while maintaining low latency and high-quality signal transmission across large deployments?

The Dante platform is a scalable, secure and reliable system that is easily specified and built by system integrators, managed by service providers, and accessed on a daily basis by end users.

Dante uses standard IP networking to deliver scalable, low-latency, high-quality AV signal transmission across deployments of any size. By operating over Layer 3 networks, it allows AV traffic to traverse network infrastructure without proprietary switches or cabling and easily scale across multiple subnets in managed Dante networks making system expansion straightforward and cost-effective. Dante leverages common networking protocols like IGMP for multicast management and QoS for prioritization, keeping AV traffic reliable as systems grow. It also uses Precision Time Protocol (PTP) to keep all devices tightly synchronized and maintain low latency across large systems. This standards-based approach

simplifies integration with IT networks while providing flexibility, reliability, and easy scalability.

With AV over IP systems relying on network infrastructure, what are the key security challenges, and how can organizations safeguard their AV data from cyber threats?

Safeguarding all IT Systems is critical for most organizations. Some systems rely upon security primarily through obscurity. Yet with the worldwide popularity of Dante, this is likely not enough to safeguard a determined hacker. In many typical Dante installations, Dante is implemented in an "unmanaged" state where device configuration can be changed by anyone with access to a network port. By implementing a management tool such as Dante Director or Dante Domain Manager, Dante networks are protected from changes behind user authentication. Also, with the forthcoming Dante Media Encryption, an additional layer of protection is added to the media streams between Dante devices. Encryption can be enabled with updates to existing and new devices as manufacturers adopt new firmware available from Audinate.

With various manufacturers adopting different protocols, how important is interoperability in AV over IP, and what role do standards like yours play in ensuring cross-platform compatibility?

Ensuring that customers have the choice of the best products for specific uses means that interoperability is key. With so many Dante devices on the market today, there is likely a Dante device available for almost every use case. If devices that aren't Dante-enabled are preferred, a variety different format conversion hardware is available from a wide variety of manufacturers. In cases where legacy

equipment is required, Dante AVIOs provide an interface into and out of Dante networks. Additionally, because Dante also supports the use of AES67 and ST2110 in networks with Dante Domain Manager, thus multiple protocols become much easier to adopt.

How do the long-term cost benefits of AV over IP compare to traditional AV distribution methods, and what factors should businesses consider when transitioning to an IP-based AV infrastructure?

Traditional AV systems rely on expensive proprietary hardware and dedicated cabling, whereas AV over IP utilizes standard Ethernet network infrastructure, reducing hardware costs and simplifying scalability. This flexibility allows businesses to expand or modify their AV setup without extensive rewiring. Businesses should consider their existing network infrastructure, placing emphasis on available bandwidth and reliability, as AV over IP relies on robust, low-latency network performance to deliver high-quality audio and video.

Why should an organization consider using Dante protocol for their AVoIP integration?

With over 4000 devices from over 600 manufacturers, there are a wide variety of high-quality products available for distribution of audio and video, there's a microphone, amplifier, DSP, mixer, camera, and software available to meet your needs. Making connecting and routing signals from device to device, or even one device to many is simple easy to do over any standard switches and network cabling. Dante automatically handles the intricacies of keeping everything in sync, ensuring that your events, installations, broadcasts and every AV deployment works to your expectations.



How does IPMX AV over IP platform ensure seamless scalability while maintaining low latency and high-quality signal transmission across large deployments?

IPMX builds on the proven scalability of ST 2110, which has been the foundation for some of the world's most demanding live productions—from local events to the Olympics. No other AV over IP technology can match this level of scale and reliability. This is achieved through a commitment to open standards and specifications, which ensure low latency and high-quality signal transmission.

By providing a comprehensive framework around ST 2110 and NMOS—along with new open specifications tailored for Pro AV—IPMX addresses the market's need for simpler installation and broader device compatibility. This approach not only enables effortless scalability but also maintains consistent quality and low latency, even across large and complex networks.

With AV over IP systems relying on network infrastructure, what are the key security challenges, and how can organisations safeguard their AV data from cyber threats?

As AV over IP systems become more integrated with enterprise networks, security is a top priority. The key challenges include ensuring secure device authentication, protecting data in transit, and preventing unauthorized access. IPMX addresses these challenges through a layered security approach that includes both transport-layer encryption and control-plane security.

For transport-layer security, IPMX uses the Privacy Encryption Protocol (PEP) as specified in [VSF TR-10-13](#) which encrypts media content over both multicast and unicast networks. PEP provides robust protection by using pre-shared keys (PSKs) and supports multiple transport protocols, ensuring that media streams—and in the near future, USB data—remain secure during transmission.

On the control plane, IPMX leverages NMOS Security specifications to provide secure device authentication, authorization, and communication. This includes support for secure control plane traffic using HTTPS and best practices for managing access to control and management data. For a comprehensive overview of NMOS Security, organizations can refer to [AMWA INFO-002](#).

By adhering to open and widely adopted security standards, IPMX makes it simpler for IT departments to integrate AV systems securely into their existing infrastructure, ensuring that AV data remains protected from cyber threats without reinventing the wheel.

With various manufacturers adopting different protocols, how important is interoperability in AV over IP, and what role do standards like yours play in ensuring cross-platform compatibility?

Interoperability is essential for AV over IP to become the standard way to move content—not just an accessory. Today, fragmentation forces organizations to juggle multiple proprietary systems, leading to higher costs and degraded quality as content is transcoded between them. Managing these systems is equally challenging, especially for large enterprises with legacy or inherited technologies. Each proprietary system comes with its own control plane and network requirements, making support complex and unsustainable.

IPMX addresses these challenges directly. By building on open standards like ST 2110 and NMOS, IPMX ensures true cross-platform compatibility without proprietary limitations. This approach simplifies deployment, increases flexibility, reduces costs, and eliminates vendor lock-in—helping AV over IP achieve its full potential.

How do the long-term cost benefits of AV over IP compare to traditional AV distribution methods, and what factors should businesses consider when transitioning to an IP-based AV infrastructure?

The long-term cost benefits of AV over IP compared to traditional AV distribution methods are significant, driven by two main factors: flexibility and scale.

First, packet-switched networks offer far greater flexibility than traditional AV switching systems. They can handle diverse types of traffic—from video and audio to data and control—while supporting massive scale and robust security.

This flexibility simplifies network design and reduces the need for specialized AV infrastructure.

Second, by leveraging COTS IT hardware, AV over IP allows organizations to tap into the world-class scale and efficiency of the broader IT market. This not only lowers hardware costs but also simplifies management by using familiar IT tools and protocols. While AV over IP requires careful planning to ensure optimal performance, the ability to use the same hardware and open standards as other IT systems provides a clear cost advantage.

However, one important factor that businesses should consider is the training component. While AV over IP leverages existing IT expertise, the unique requirements of AV will not disappear. AV staff and system integrators will need to learn new skills to manage and optimize IP-based systems effectively. Investing in this training during the transition phase is crucial for realizing the long-term cost benefits of AV over IP.

By evaluating network infrastructure capabilities, interoperability requirements, and the training needs of their teams, organizations can ensure a smooth and cost-effective migration to AV over IP.

Why should an organisation consider using IPMX protocol for their AVoIP integration?

Organizations should consider IPMX for their AVoIP integration because it's built on open standards that ensure long-term viability and stability—two of the most important factors for any infrastructure technology. Open standards mean that IPMX is not tied to the business direction of any single company or vulnerable to supply chain disruptions, providing a future-proof foundation for AV over IP.

IPMX is also designed for versatility, with multiple profiles that support everything from uncompressed video to highly compressed streams. This allows organizations to choose the right balance of quality, bandwidth, and cost for each specific application—without sacrificing a unified control plane or consistent network requirements. This flexibility simplifies procurement, integration, and management, enabling organizations to deploy AV systems that can evolve smoothly as their needs grow.

By choosing IPMX, organizations gain the confidence that their AV infrastructure is built on a scalable and open platform, capable of adapting to future demands as the ecosystem of IPMX-compatible products expands.

NDI®



Daniel Nergard
President
NDI

How does your AV over IP platform ensure seamless scalability while maintaining low latency and high-quality signal transmission across large deployments?

NDI is truly unique in the industry as it is a free-to-use open AVoIP standard that works over existing IP-based network infrastructures. Because of this, it doesn't require specialized cables or hardware, effectively reducing costs and making scaling easier. Because NDI

leverages standard IP networks, organizations can easily expand their AV deployments without being locked into proprietary systems or requiring expensive infrastructure upgrades.

What sets NDI apart is its ability to share high-definition video and audio, utilizing advanced algorithms to minimize data usage without compromising on signal quality. This is particularly important in large-scale environments where bandwidth management is critical.

An example of NDI's scalability is illustrated by MSC Cruises, the world's third-largest cruise line, which recognized the significant advantages of implementing an NDI infrastructure aboard the MSC Explora and MSC Europa. This initiative aimed to expand entertainment options, cut costs, and reduce the carbon footprint. Traditional onboard infrastructures not only incurred substantial costs but also occupied valuable space. By adopting NDI, MSC Cruises successfully managed to connect over 400 video flows across hundreds of devices—a no small feat, especially in the challenging environment of the open ocean.

Another prime example is NDI's work with Siemens, who was faced with the challenge of improving the efficiency and flexibility of its internal broadcasting operations. Siemens adopted NDI to help streamline the transmission of live video content across multiple locations, creating a highly flexible and scalable network that connected hundreds of devices across its global enterprise. The NDI integration allowed Siemens to eliminate traditional, hardware-based solutions, which ultimately helped reduce costs, simplify workflows and improve overall efficiency.

With AV over IP systems relying on network infrastructure, what are the key security challenges, and how can organizations safeguard their AV data from cyber threats?

With AV over IP systems relying on network infrastructure, security is a valid concern—especially since many don't have built-in encryption. That means data could be intercepted if the network isn't properly secured. Plus, since AV over IP depends entirely on the network, any security weakness there puts your AV data at risk.

Another challenge is bandwidth consumption. These systems use a lot of network resources, which can make them a target for cyber threats. And without strong access controls, unauthorized users could potentially tap into AV streams, exposing sensitive information.

Here are ways NDI recommends for how organizations can keep their AV data safe:

- * **Secure the network:** Strong encryption, firewalls, and intrusion detection systems help keep data protected—even if someone tries to intercept it.
- * **Control access:** Limit who can access AV systems and require strong authentication to keep unauthorized users out.
- * **Segment the network:** Keeping AV traffic separate from other network activity improves security and performance.
- * **Stay vigilant:** Regular security audits and monitoring can help catch vulnerabilities before they become major issues.
- * **Train your team:** Employees should understand the risks and follow best practices to avoid accidental security lapses.
- * **Use VPNs for remote access:** When accessing AV systems remotely, an encrypted VPN adds an extra layer of protection.

For added security and efficiency, tools like NDI Access Manager can help manage and organize AV channels, ensuring that workflows remain smooth while keeping security a priority. We always encourage our users to use the most recent version of our software, as it includes the latest features, security updates, and improvements to the software itself.

With various manufacturers adopting different protocols, how important is interoperability in AV over IP, and what role do standards like yours play in ensuring cross-platform compatibility?

Interoperability is extremely important in AVoIP. With so many manufacturers searching for new protocols, making sure that different AV systems work together is the key to a smooth workflow. It gives businesses the chance to mix and match different equipment, which provides them with more flexibility to help meet their goals. Our standards at NDI help play a pivotal role in cross-platform compatibility because of our ability to work across numerous devices and systems. NDI is widely supported across the industry, which in turn reduces integration challenges and allows devices that support NDI to automatically work together without needing complex customization.

How do the long-term cost benefits of AV over IP compare to traditional AV distribution methods, and what factors should businesses consider when transitioning to an IP-based AV infrastructure?

AVoIP is very cost-effective as it eliminates the need for multiple different cables that are necessary in more traditional systems, which require intense installation and maintenance costs. These traditional systems also require ongoing hardware upgrades, such as re-wiring as the system grows. With AVoIP, businesses can upgrade their systems and add new devices remotely, eliminating the need for maintenance that could lead to system disruptions. Though

transitioning from a traditional system to AVoIP requires a big investment at the start, the long-term benefits of reduced cabling and scalability, both leading to a seamless cost-effective solution, are advantageous.

Why should an organization consider using your platform/protocol for their AVoIP integration?

NDI stands out as a leading platform for AV over IP integration, offering unmatched flexibility, scalability, and ease of use that make it the ideal choice for organizations aiming to enhance their audiovisual infrastructure. Here are a few reasons to switch to NDI:

*** Unparalleled Flexibility and Scalability:** NDI's infrastructure allows for immense flexibility in design parameters, making it adaptable to a wide range of environments from small setups to large-scale installations.

*** Cost Efficiency and Lower Infrastructure Needs:** NDI operates with one of the lowest infrastructure cost profiles among AV over IP technologies. Unlike traditional systems that require extensive hardware, NDI thrives in a software-centric environment, significantly reducing the physical footprint and associated costs. This transition from hardware reliance to a predominantly software-driven framework enables organizations to minimize expenses while maximizing functionality.

*** Simple Network Requirements and Extensive Support:** While NDI does necessitate basic networking knowledge, it remains one of the simplest AV over IP systems to configure and maintain. Partners like NETGEAR offer specialized AV switches that dramatically simplify network setup, ensuring that even those with minimal networking expertise can achieve optimal performance. Additionally, NDI's comprehensive Docs and Guides website provides extensive resources, including white papers and tools, to support users at every step.

* Innovative Features and Continuous Development:

NDI continuously evolves, integrating cutting-edge features like high-bandwidth compatibility and support for HDR video, as demonstrated in NDI 6. The upcoming Core Tech Update, NDI 6.2, introduces numerous updates and features that provide users with complete visibility, enhanced control, and access to monitoring data for every network node. These developments not only improve the quality of video transmissions but also expand the practical applications of NDI across various professional settings.

This forward-thinking approach aims to keep NDI at the forefront of AV over IP technology, presenting it as a viable choice for organizations seeking a scalable and adaptable AV network. Opting for NDI in your AVoIP integration means selecting a technology designed to adapt and evolve according to the changing needs of its users.



Stephane Tremblay

President
SDVoE Alliance

How does SDVoE AV over IP platform ensure seamless scalability while maintaining low latency and high-quality signal transmission across large deployments?

SDVoE is the fastest AV-over-IP transmission system available today, ensuring seamless

scalability while maintaining exceptionally low latency and high-quality signal transmission across large deployments, which is achieved through a combination of advanced clock recovery technology, optimized pixel-packing algorithms and the use of a high-bandwidth 10GbE transmission backbone.

Unlike competing solutions, SDVoE features a novel clock recovery algorithm that enables precise synchronization with the original transmitter time base. This technology dramatically reduces latency compared to other AV-over-IP platforms. While many competing solutions operate with end-to-end latencies in the millisecond range, SDVoE achieves latency levels that are orders of magnitude lower, making it an ideal choice for real-time applications such as live production, medical imaging and interactive environments, where even the slightest delay can be disruptive.

Additionally, SDVoE employs optimized pixel-packing technology specifically designed to minimize latency. The platform's channel coding and pixel-packing algorithms are built from the ground up to prioritize speed and efficiency, ensuring that video signals are transmitted and processed with minimal delay while preserving image fidelity, resulting in a seamless viewing experience even in complex AV deployments.

SDVoE's 10Gb Ethernet bandwidth can handle large amounts of data with minimal congestion. In real-world conditions, latency out of a 10Gb switch is approximately ten times lower than that of a 1Gb switch, ensuring real-time responsiveness across extensive AV networks. This allows SDVoE to scale effortlessly to hundreds of endpoints without bottlenecks, providing instant switching, seamless video distribution, and enterprise-grade reliability.

With AV over IP systems relying on network infrastructure, what are the key security challenges, and how can organisations safeguard their AV data from cyber threats?

SDVoE is designed to be the most secure AV-over-IP transmission system, incorporating multiple layers of protection to prevent unauthorized access, data breaches, and cyberattacks. One of the primary security measures within SDVoE is API-related protection. A secure client-to-API server session is established using HTTPS and certificate-based client authentication to the SDVoE REST API. To prevent hacking or snooping, communication between the API server and endpoints is safeguarded through an authentication protocol that employs industry-standard security algorithms, including ECDH, AES128 CTR, POLY1305 and SHA256.

Additionally, SDVoE secures endpoint communication by allowing BlueRiver endpoints to be locked to a specific API server. This prevents rogue or unauthorized API control servers from gaining access to endpoints. Organizations can segment their SDVoE network using the API 'claim' feature, which associates different API servers with designated groups of endpoints. The segmenting is particularly useful in environments such as conference rooms, operating rooms or learning centers, where restricting AV access to authorized devices is critical.

To further enhance security, SDVoE encrypts multicast HDMI audio and video payloads using AES128 encryption, with AES256 encryption now available for USB content as of firmware version 2.3. The API allows users to configure endpoints with unique secure AV keys, ensuring only devices with matching keys can exchange video and audio data. This additional security measure enables organizations to create isolated AV communication networks.

USB HID communication, which includes sensitive data such as keyboard inputs and passwords, is protected. SDVoE employs strong encryption protocols like ECDH for key exchange, AES128-CTR for encryption and POLY1305 for authentication to secure USB network communication to prevent potential interception of keystrokes. Finally, SDVoE supports switch port security using the 802.1x authentication standard via a RADIUS server with digital certificates. This ensures that only authenticated devices can access the network, leveraging EAP-TLS with strong encryption protocols.

With various manufacturers adopting different protocols, how important is interoperability in AV over IP, and what role do standards like yours play in ensuring cross-platform compatibility?

Interoperability is a critical factor in the success of AV-over-IP deployments, particularly as more manufacturers adopt different protocols. While some standards, like IPMX, claim to be interoperable, their implementation often leads to inconsistencies at the product level. IPMX, for instance, includes multiple codec profiles without a universal control software to unify them, resulting in complexity and uncertainty for system integrators.

SDVoE provides a fully unified platform where every product is interoperable. Unlike other AV-over-IP solutions that rely on proprietary codecs or fragmented protocols, SDVoE ensures that every device, whether encoder or decoder, operates within the same framework. By eliminating the uncertainty and inconsistency associated with other AV-over-IP approaches, SDVoE provides a true standard that delivers cross-platform compatibility.

How do the long-term cost benefits of AV over IP compare to traditional AV distribution methods, and what factors should businesses consider when transitioning to an IP-based AV infrastructure?

The long-term cost benefits of AV-over-IP, particularly with SDVoE, significantly outweigh those of traditional AV distribution methods like matrix switches. A primary cost savings comes from using high-volume, cost-effective 10GbE network switches, which are substantially more affordable than proprietary matrix switchers. For example, while a well-known manufacturer's 8X8 matrix switch has an MSRP of \$36,500, a comparable 10GbE switch costs only \$4,000 for 24 port, making large-scale deployments far more cost-efficient.

Additionally, SDVoE processors are more cost-effective than FPGA-based solutions and operate with lower power consumption. Unlike traditional AV hardware that requires active cooling, SDVoE devices do not need fans, reducing both maintenance costs and the likelihood of failure. This results in a longer mean time between failures (MTBF), lowering support costs and minimizing system downtime.

Additionally, SDVoE's software-defined architecture supports remote firmware updates allowing businesses to implement new features and security patches without costly hardware replacements. This level of flexibility extends the lifespan and ensures that systems remain up-to-date with evolving technology. Finally, SDVoE's cloud-based monitoring and control capabilities reduce operational costs by enabling remote management, troubleshooting and system optimization.

Why should an organization consider using your platform/protocol for their AVoIP integration?

Organizations should consider SDVoE for their AV-over-IP integration because it offers the largest ecosystem of fully interoperable products, ensuring flexibility and scalability without dependence on a single OEM. With thousands of Certified Design Partners and nearly all major design firms trained in SDVoE, it provides a well-supported and future-proof solution.

SDVoE is the only technology capable of truly replacing traditional matrix switch performance, delivering zero-latency, uncompressed video while consuming ultra-low power for higher reliability. It also supports full-bandwidth auxiliary signal transport, instant source switching, multiview, video walls and an intuitive control interface, making it the most versatile and efficient AV-over-IP solution available.

AVoIP Brand and Solution Highlights



**Paul Harris, CEO,
Aurora Multimedia**

What unique innovations or features set your AVoIP solution apart from competitors?

The Aurora VPX

1G AVoIP stands out due to several advanced features, including transceiver capability for both box and wall plates, Bluetooth Auracast, an Electronic Programming Guide, a test pattern generator, software-based Dante/AES67, zero frame latency, and free enterprise class management software. Additionally, the system offers Live Logging, which enables real-time debugging of the product, connected products, and customer usage, facilitating rapid issue identification and resolution. The VPX is equipped with self-healing capabilities; it automatically adjusts to connected products that do not adhere to proper specifications for HDCP, EDID, etc., preventing compatibility issues often seen between different brands. Furthermore, the VPX achieves low SKU count, providing extensive functionality at a competitive price while maintaining sustainable energy consumption.

How does your solution optimize network bandwidth usage while ensuring minimal latency and high-quality AV transmission?

The VPX Series employs dynamic visually lossless compression, with bandwidth adjustments based on resolution, frame rate, and content changes. The VPX is adaptable to various environments with multiple operational modes. One such mode is Ultra Low Latency, which reduces latency to 1.78ms, equivalent to zero frame latency—ideal for live events. For large-scale enterprises, the VPX features

forward error correction to prevent frame drops in challenging environments. Additionally, the unit supports both copper and fiber transmission, with the RJ-45 port extending up to 600 feet using CAT 6A, which is exceptional.

How does your company ensure its AV over IP solutions stay future-proof and compatible with evolving standards?

While many desire a universal standard, none currently meet all requirements. Popular brands are proprietary for easier support in a single ecosystem. Solutions like Dante Video, SDVoE, NDI, and IPMX each have strengths but do not address every need. A sustainable, flexible ASIC-based solution covering 10/100 to 10G might offer a future standard but isn't available yet. Aurora products aim to be future-proof with a 5-year warranty, typical 10 years of market presence and support, and designs that cater to most end clients' needs. In our 27 years of business, we have a proven track record when retiring a product, to replace it with a product that will fill the prior needs while introducing new capabilities.

Solution Highlight: Aurora Multimedia VPX-TC1 Pro Series

The VPX-TC1 Pro Series provides one of the most advanced 1G IP Streaming solutions on the market utilizing Aurora's new Mimix CODEC technology. Mimix compression allows for near perfect reproduction of video and graphic



images at resolutions up to 4K60 4:4:4 over 1G networks. It has sub-frame (1.78ms) latency and seamless switching for fast lag free content. Power consumption is important as the VPX-TC1 uses as little as 8 watts. It does this with no fan and a small form factor saving a lot of money on utility bills as it uses 1/3 the power of comparable systems. The VPX is available as a transceiver box or wall plate and steals the show with exclusive features like Electronic Programming Guides, Test Pattern Generator, Bluetooth Auracast, Wireless RF Remote, and DASH AV the free enterprise class management software.

Aurora Multimedia

Candice Siow, Regional Director, Lightware SEA



What unique innovations or features set your AVoIP solution apart from competitors?

Lightware's AV-over-IP solutions offer zero-latency switching, 4K@60Hz 4:4:4

HDR support and 10G Ethernet connectivity, ensuring high-performance AV transmission for mission-critical environments. Our Taurus TPN signal management solution integrates SDVoE technology and provides single-cable USB-C integration that simplifies deployment, delivering video, audio, data and power (up to 100W) through one connection. Scalability is also built-in, allowing seamless expansion from small setups to large, distributed networks with minimal infrastructure changes. Cross-platform compatibility ensures smooth integration with Microsoft Teams, Zoom and Google Meet. In addition, the Lightware Device Controller (LDC) provides centralised, remote

management for Gemini GVN. Automated and user-controlled switching adds further flexibility, while solutions such as Gemini GVN and VINX support multi-display and video wall setups, creating immersive AV experiences. Designed for reliability and ease of use, Lightware's technology streamlines complex deployments to enhance user experience and future-proof AV environments for organizations that require high performance, flexibility and seamless connectivity.

How does your solution optimize network bandwidth usage while ensuring minimal latency and high-quality AV transmission?

Lightware's AV-over-IP solutions maximize network efficiency while delivering low-latency, high-quality AV transmission for large-scale enterprise and live event environments. Our UBEX and Gemini GVN solutions operate on 10G and 1G Ethernet networks, optimizing bandwidth while maintaining zero-frame latency for seamless, real-time performance. Built on SDVoE technology, the advanced compression techniques enable uncompressed 4K@60Hz 4:4:4 video transmission without overwhelming network capacity. Dual Ethernet interfaces in our Gemini GVN virtual matrix system enhance redundancy, ensuring uninterrupted AV streams.

Multicast support allows efficient data distribution across multiple displays, minimizing bandwidth consumption. Taurus TPN's SDVoE-powered architecture and automated switching ensures smooth signal transitions without network congestion. For live events, Lightware's UBEX solution offers a multiview mode that displays multiple video streams on a single screen, reducing bandwidth use while preserving quality.

How does your company ensure its AV over IP solutions stay future-proof and compatible with evolving standards?

Lightware supports and prioritizes open standards, flexible architectures and seamless integration. For instance, our Taurus TPN, Gemini GVN and UBEX solutions support 10G and 1G Ethernet networks, ensuring adaptability to evolving protocols. In addition, SDVoE and AV-over-IP architectures enable scalable, software-defined upgrades, reducing the need for costly hardware replacements.

Key future-proofing strategies include cross-platform compatibility that ensures seamless integration with third-party control systems, while Advanced EDID Management offered by Gemini GVN optimizes signal handling for future display technologies. Dual Ethernet interfaces provide network redundancy and long-term reliability. By embracing flexibility, scalability, and standards-based innovation, Lightware ensures its solutions deliver long-term value and deep integration across modern AV environments.

Solution Highlight: Lightware UBEX Series

Lightware's UBEX series is designed for large-scale AV installations requiring ultra-low latency and high-resolution video transmission. UBEX is a 10G Ethernet-based AV over IP solution capable of handling demanding environments such as live events, arenas and high-end control rooms.

Key features of UBEX include:

- 10G Ethernet backbone, supporting uncompressed 4K UHD video at 60Hz.

- Multimode fibre and CAT6a compatibility, providing long-distance transmission over IP.
- Seamless switching with zero-frame latency for smooth transitions between sources.
- Built-in redundancy for mission-critical reliability.

UBEX is the ultimate solution for AV professionals who need to deliver flawless, real-time video and audio across vast distances, making it the ideal choice for high-stakes AV deployments.

Lightware



Fintan Mc Kiernan,
Chief Executive
Officer – South East
Asia, Ideal Systems
Singapore on behalf
of Turtle AV

**What unique
innovations or
features set your**

AVoIP solution apart from competitors?

Turtle AV's Chazy 4K 60 4:4:4 utilises Audinate's Dante AV-A format and there is a Dante Controller in Hardware option that unlocks the ability to control your entire Dante network via an API to program one button panels to change the entire Dante routing. This makes for truly seamless integration into new and existing projects.

How does your solution optimize network bandwidth usage while ensuring minimal latency and high-quality AV transmission?

Dante AV-A is a perfect solution as it's visually lossless and includes 2 channels of Dante Audio and 1 channel of Dante video, and can operate on 1GbE networks reducing the complexity and cost of set up. Dante AV-A video can scale to any resolution and is 4:4:4 with sub-frame latency.



How does your company ensure its AV over IP solutions stay future-proof and compatible with evolving standards?

Dante AV-A is a totally open standard allowing interoperability with existing Dante audio and video networks and with products from any manufacturer implementing Dante AV-A.

Solution Highlight: Turtle AV's Chazy 4K Family



Turtle AV's Chazy 4K Family of 5 products offers:

- * Tx with HDMI input
- * Tx with HDMI and 4K 60 USB-C inputs
- * Tx wall plate with HDMI and 4K 60 USB-C inputs
- * Rx with HDMI output
- * Chazy Control which is the Dante in Hardware Controller

Turtle AV/Ideal Systems

Solution Highlight: DSGio Revolutionizing AV-over-IP with 4K60 HDMI & USB/KM Encoder and Decoder

Experience seamless, high-performance AV-over-IP distribution with our cutting-edge, cost-effective 4K60 HDMI & USB/KM Encoder and Decoder. Designed for mission-critical applications, this solution delivers low latency, visually lossless 4K60 video and USB 2.0 extension over both CAT and fiber networks. Ideal for versatile applications, including control rooms, industrial and manufacturing facilities,



IT and data centers, enterprise environments, retail digital signage and broadcasting, education, and more, this solution ensures reliable, high-quality video transmission and offers flexible deployment options.

Built for scalability, the system supports one-to-one, one-to-many, and many-to-many configurations, allowing easy integration into existing network infrastructures. The advanced encoder efficiently compresses and transmits high-resolution HDMI signals over a standard 1Gbps network, while the decoder seamlessly reconstructs them for display, providing fast switching, and robust IP-based management.

With support for full USB/KM extension, this solution enhances remote computing experiences, enabling real-time KVM operation over long distances.

Key Features:

- * 4K60 UHD Video – Delivering visually lossless, low latency video transmission.
- * USB/KM Extension – Seamless USB 2.0 passthrough for KVM applications.
- * Flexible Network Deployment – Supports CAT and fiber transmission.
- * Scalable Architecture – One-to-One, One-to-Many, and Many-to-Many configurations.
- * Seamless Multi-Display Control – Supports smooth KM-over-IP roaming across a video wall setup or multiple systems in multi-monitor applications.

Upgrade your AV infrastructure with a future-proof, high-performance AV-over-IP solution!

DSGio

PHILIPPINES

1118 AutoSpa Elevates Customer Experience with JBL Professional

Largest indoor car wash in the Philippines installs premium JBL solutions to enhance background music and public address systems in a full-service auto detailing shop



1118 AutoSpa has chosen its sound system with cutting-edge JBL Professional solutions, setting a new standard for customer experience and staff communication. The project was completed by Lyric Piano and Organ Corporation, which served as the installation's distributor and integrator.

Founded with a commitment to delivering top-tier car care, 1118 AutoSpa specializes in meticulous detailing and advanced paint protection techniques. To complement their dedication to quality, they sought an audio solution that would provide an immersive sound environment for customers while ensuring seamless communication for staff.

FACT FILE

Project Name: 1118 AutoSpa Sound System Upgrade

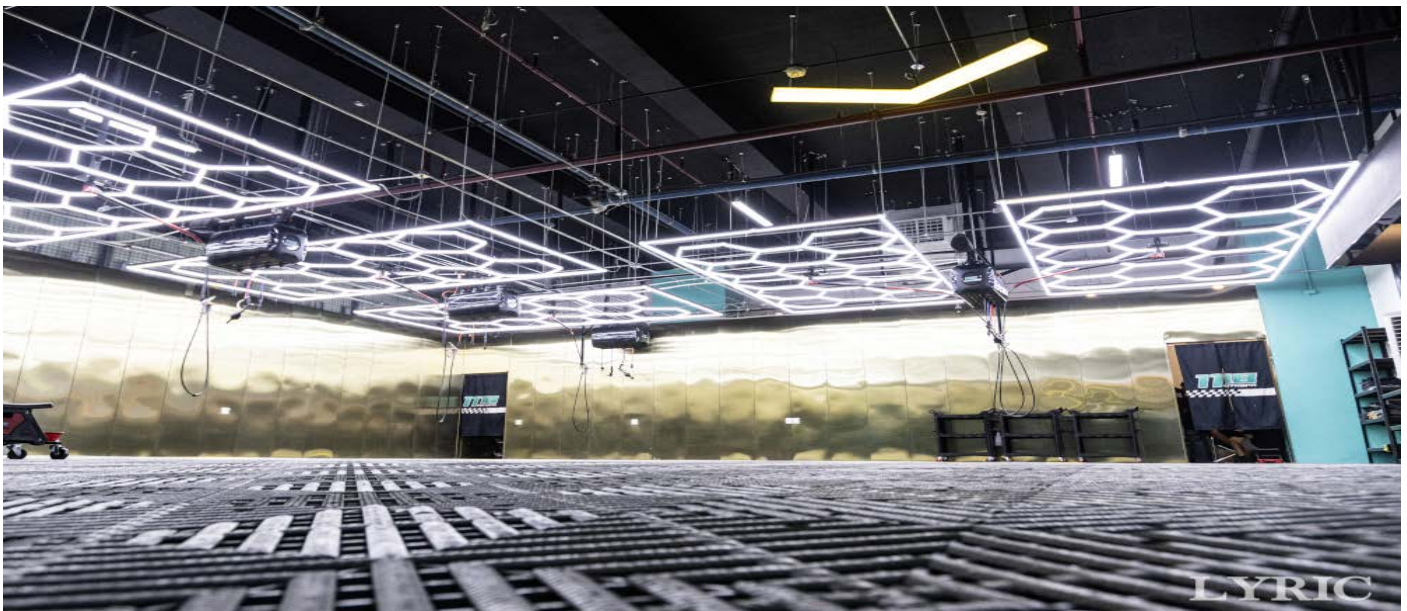
Project Location: Quezon City, Philippines

Project Segment: Hospitality

Systems Designers and Integrators: Lyric Piano and Organ Corporation

AV Highlight: Multi-zone JBL Professional audio system ensuring immersive customer experience and seamless staff communication

Key AV Brand: JBL Professional



"Installing sound systems in a car wash environment posed unique challenges," explained Merlino Niera and Andrian Lias, Systems Engineers and Project Leads of 1118 AutoSpa. "High humidity and water exposure required durable solutions. We chose **JBL Control 25-1** speakers for their IP-rated weather-resistant design and strategically placed them to minimize direct water exposure and extreme temperatures while maximizing sound coverage."

Each section of 1118 AutoSpa has been optimized with JBL's industry-leading audio technology. In the car wash area, the choice of JBL Control 25-1 speakers proved to be a

practical solution for managing the challenges posed by high humidity and constant exposure to water. Known for their IP-rated weather resistance and durability, these speakers deliver clear, high-quality audio while withstanding the demanding environment. Complemented by MTC-25WMG mounting hardware, they ensure consistent sound quality throughout the area, enhancing the overall experience.

Meanwhile, the JBL Control 25-1 speakers also play a crucial role in the Paint Protection Film (PPF) and detailing section. Their reliable performance and high-quality sound not only facilitate effective communication among staff but also contribute to a positive

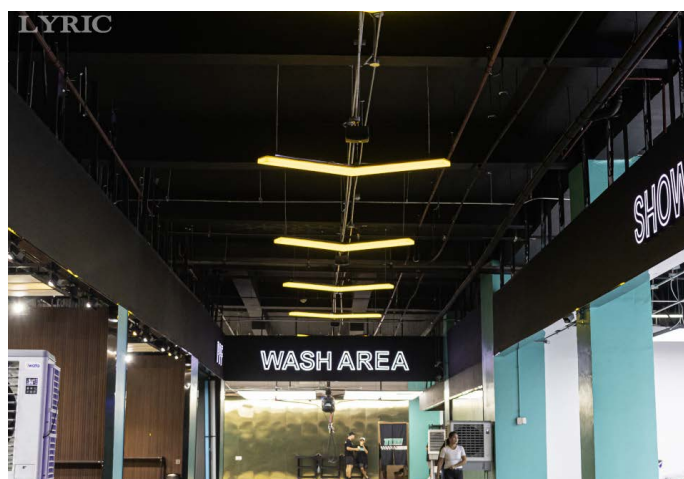


customer experience. The speakers' compact design allows them to integrate seamlessly into the workspace, maintaining a clean and professional appearance.

In the lounge area, **JBL Control 18 C/T ceiling speakers** were chosen to create a relaxing and inviting atmosphere for customers. These speakers provide rich, immersive sound that elevates the waiting experience. Their ability to blend effortlessly with the lounge's interior design ensures that the audio enhancement feels natural and unobtrusive, making waiting times more enjoyable for customers.

"The integration of JBL products into our facility enhances the experience we aim to create for our clients," said Mico Del Rosario, General Manager of 1118 AutoSpa. "JBL stands for quality and durability – both essential in our car wash environment. With these systems in place, both our team and customers can enjoy the improved audio experience. We highly recommend JBL products to anyone looking for high-quality sound system."

"At HARMAN Professional Solutions, we are committed to delivering innovative and reliable



audio solutions that enhance experiences across diverse environments," said Amar Subash, Director, Channel Management and Audio Solutions, HARMAN Professional Solutions, APAC. "The integration of JBL Professional speakers at 1118 AutoSpa demonstrates how our technology can transform even a unique space like a car wash and detailing shop. By providing crystal-clear sound and unmatched durability, JBL solutions have elevated the customer experience while ensuring seamless operations for the 1118 AutoSpa team."

JBL Professional

CHINA

L-Acoustics Offers Renewed Worship Experience at Stunning Brutalist Church

Rightway Audio Consultants deliver pristine audio for worshippers in Central Hunan's Changsha South Church



The Changsha South Church, in its current iteration, is a remarkable building of grey stone and concrete outside, with natural wood materials within. Originally established in 1865 by a British pastor as the Chinese Inland Mission Church, the institution evolved through partnerships with missionaries from 15 countries in the early 1900s. Following the unification of 10 different Christian fellowships in 1958, the church took its current name, though the original building was closed in 1966

and demolished. Over twenty years later, the church reopened its doors at the current South Changsha premises and has recently completed renovations with the addition of a brand-new L-Acoustics professional sound system.

The Church has recently completed a transformative renovation that pairs its dramatic brutalist architecture with an equally impressive L-Acoustics professional sound

FACT FILE

Project Name: Changsha South Church

Project Location: Changsha, China

Project Segment: House of Worship

Systems Designers and Integrators: Rightway Audio Consultants

AV Highlight: L-Acoustics delivering pristine audio coverage across worship spaces

Key AV Brand: L-Acoustics





system. The installation creates an exceptional audio environment that matches the church's striking visual aesthetic. Designed and installed by **Rightway Audio Consultants (RAC)** the system delivers pristine sound that enhances every aspect of the worship experience, responding to the church's vision of creating an optimal acoustical environment where congregants can deeply engage in prayer and worship activities, wherever they are in the space.

In the main hall, RAC designed an L/R system of one L-Acoustics A10i Focus and two A10i Wide down per side. Two L-Acoustics SB18 Ili subwoofers placed on the hall's stage deliver low-end while five L-Acoustics X4i boxes placed under the balcony provide balcony-fill. L-Acoustics X12 speakers are used for stage monitoring.

In a smaller worship hall, RAC provided a

pair of L-Acoustics Syva and Syva Low to deliver pristine sound across rows of pews for consistent and powerful coverage. The elegant design of Syva perfectly complements the hall's modern, brutalist aesthetic design.

A combination of L-Acoustics LA4X and LA2Xi amplified controllers drive both halls systems over the Milan-AVB protocol for exceptional flexibility and stability.

Whether for prayer chants or pastoral messages, both systems provide consistent coverage that enhances both spoken word and worship music, strengthening the congregation's sense of unity. With its new L-Acoustics professional sound system, Changsha South Church honours its heritage while ensuring an engaging worship experience for future generations.

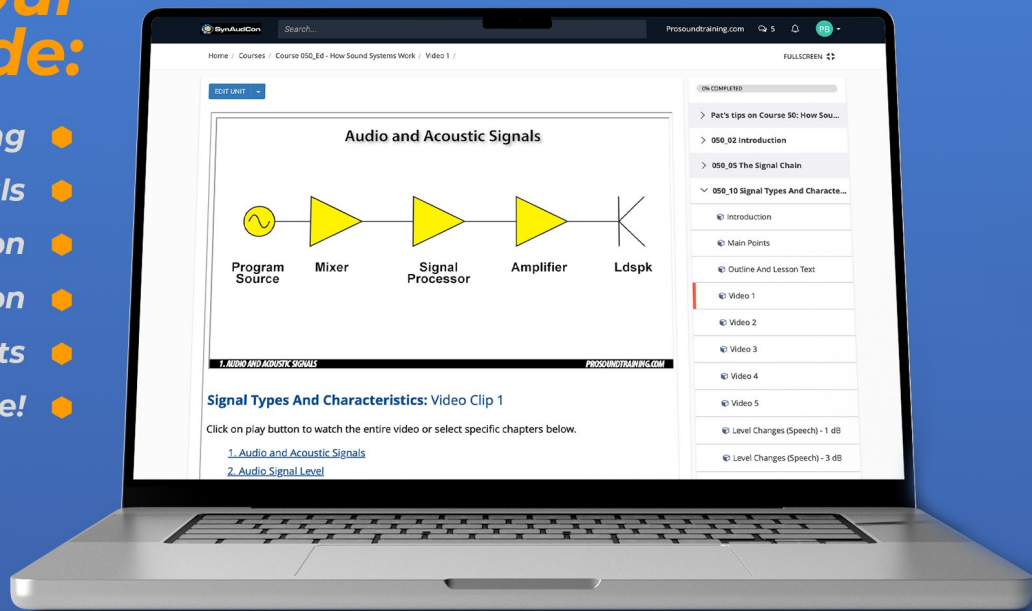
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