

AUTUMN WINTER
PLAYBOOK

October 2019

START YOUR BUCKET LIST

Autumn'19 AV Installs

Snelling
Business Systems



**What's everyone
talking about?**

Stay on top of it all.



WHAT'S THIS PLAYBOOK ABOUT?

No fluff! If you're planning installs/refits this autumn, this playbook gives you ideas, and an indication of where to invest.

The AW'19 Playbook is intended to be the best indication of trends and talking points set to dominate this quarter and the year ahead.

Remember: You don't need to make big changes to stay up-to-date with the latest trends. Making a series of some, well-planned additions can make a big difference.



**START YOUR
BUCKET LIST**



Collaboration & groupwork

Audio Inspiration

Autumn Top Picks

Demand Barometer





COLLABORATION & TEAMWORK



ONE CLICK IS ALL IT TAKES...

- Connect the ClickShare Button to the USB port.
- Click the Button to share your screen.
- Start presenting.



HANDS DOWN THE EASIEST, QUICKEST WAY TO SHARE.

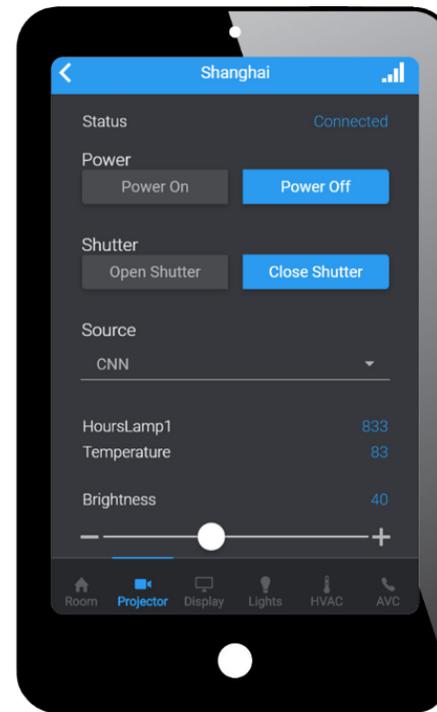
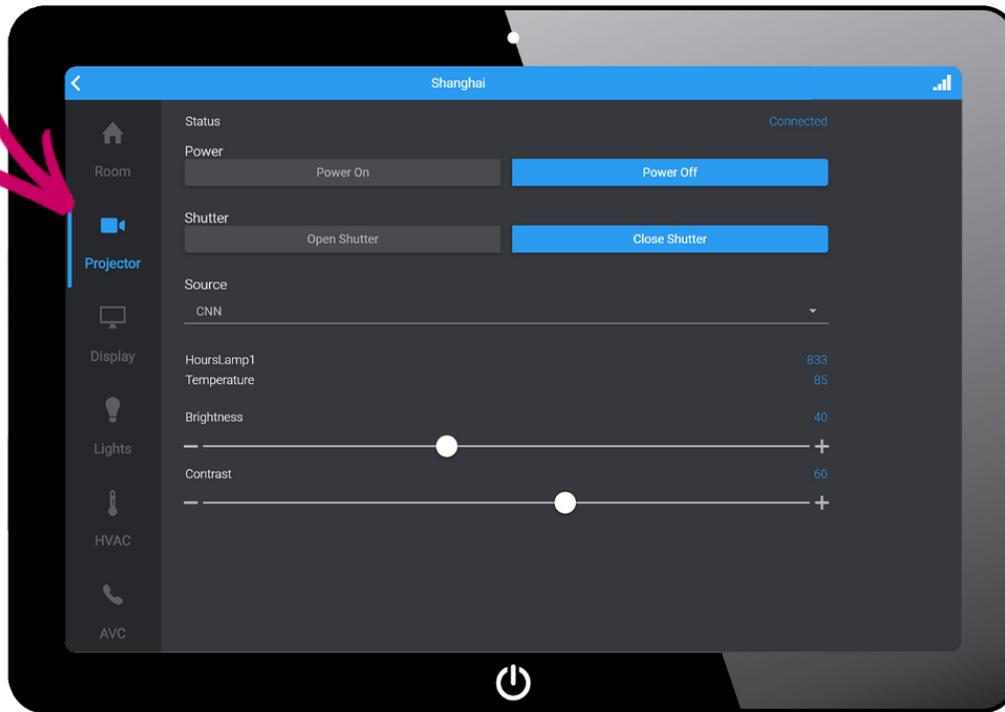
Multiple users and too many devices - Laptop, tablet, smartphone? Connect the Button to share from your laptop. Or use the free ClickShare app for mobile devices – available for Android and iOS. No training required, and minimal IT support.



Call: 01603 711111

Mail: sales@snellingbiz.com

MONITOR. MANAGE. CONTROL
REMOTELY



1, 10, 100 or 1000 meeting rooms?

Monitor, manage and control connected rooms across geographies. No complex programming, no proprietary hardware. Deploy on-site (datacentre) or on the cloud.

Schedule behaviours such as automating devices on the entire floor to turn off at the same time – Overture does it all!

- ◆ No proprietary hardware to support
- ◆ Get insights from Device and Room usage analytics
- ◆ Setup alarms to detect issues on the device or room
- ◆ Troubleshoot meeting room participants remotely
- ◆ Integrates with Active Directory and Microsoft Exchange
- ◆ Easily add and update devices and rooms within minutes

ONE OF A KIND



NETWORKED AV

- No latency.
- Infinitely scalable for endpoints.
- Standard 1 Gigabit Ethernet.
- Web-based control and management.
- Flexible USB 2.0 routing. Encoder/Decoder all-in-one.

No need for expensive custom 10 Gigabit infrastructure. The latest Crestron NVX Series is the only secure solution that delivers 4K60, 4:4:4, and HDR over standard 1Gb Ethernet, plus USB 2.0 routing, built-in DSP, and all-in-one encoding/decoding.



AW'19 Top Picks



ENTERPRISE READY

AirMedia 2.0 Wireless Presentation

meeting room
must-have!



The fastest, easiest, most manageable, and secure wireless presentation from Crestron.

Frees people to sit or stand anywhere in the room, connect their smart devices or laptops to room display, regardless of OS. No more wires or dongles cluttering the table – in fact, you don't even need a table.



CRESTRON MERCURY™ MULTIHEAD HD VIDEO CABLE (6ft.)

Instead of multiple cables, converters, and dongles, use a single multi-headed cable that supports all the common connections on laptops and mobile devices.

Designed specifically for use with the Crestron Mercury™ Table top Conference System, it's an easy-to-use, anyone can simply choose the connector that fits their device, plug it in, and start presenting.

- ◆ Single source with an HDMI®, DisplayPort, Mini DisplayPort, or USB Type-C™ video output.
- ◆ The video signal type is automatically detected, selected, and converted to a single HDMI output.
- ◆ Input resolutions up to 1080p60 are passed through to the output without scaling.



AVOCOR

avocor™

Avocor



13 July 2018

1:00 ^{PM} -2:00 ^{PM}	
2:00 ^{PM} -3:00 ^{PM}	
3:00 ^{PM} -3:30 ^{PM}	Isabel Oro-Campos  Join Meeting
3:30 ^{PM} -4:00 ^{PM}	
4:00 ^{PM} -5:00 ^{PM}	Mike Daw  Join Meeting
5:00 ^{PM} -6:00 ^{PM}	

Quicklaunch

 Wireless	 HDMI Sharing	 USB
 Dock View	 Reset Room	

Collaborate

 Meet Now	 Camera Control	 Book Meeting
 Avocor Note		

Applications

 Office 365	 Edge	 Chrome
 OneDrive	 Box.com	 Dropbox
 PowerPoint	 Word	 Excel
 Help Desk	 Quick Assist	 OneNote

2:59 PM

13 July 2018

London 2:59 PM

Wilsonville 6:59 AM

New York 9:59 AM

Paris 3:59 PM

quick launch™



avocor™

 series



meeting room
must-have!

IS THIS THE PERFECT PAIR?



IN THE BOX: integrated with the full 'Zoom Room experience'. No setup or installs involved. Start or join a meeting / whiteboarding session, or wirelessly screencast - all from the Avocor panel itself. Annotate on screen in real time with remote participants.

It all happens with a tap on the screen—setup and configured for you to start using. You still have to login though!



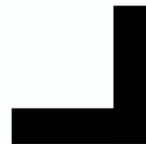
THE NEW AVOCOR F50

Integrated front-facing soundbar.

Integrated Active microphone array
with 4x microphones.

Connect with Zoom / 3rd party UC
based software.

- ◆ 4K screen
- ◆ Ultra-fast, 20-point of touch.
- ◆ Wireless Sharing—switch to the
dedicated HDMI input for 3rd party
devices.
- ◆ Built-in Windows swipe bar is
optimised for Windows 10,



**INTEGRATED SOUNDBAR
& ACTIVE MICROPHONE
ARRAY**



SLEEK, SLIM, 4K READY TOUCHSCREENS

Developed for enterprise applications. E-CAP screens come equipped with capacitive writing, the ability to set up custom profiles for users, remote management capabilities and over-the-air updates to help your IT run diagnostics and keep up to date with the latest version of Clevertouch.

CLEVERTOUCH

HOOT!



360° Lens

Owl Eyes

Indicates Meeting In Progress

360° Mic Array

360° Speaker

Control Buttons

Volume, Mute & Option

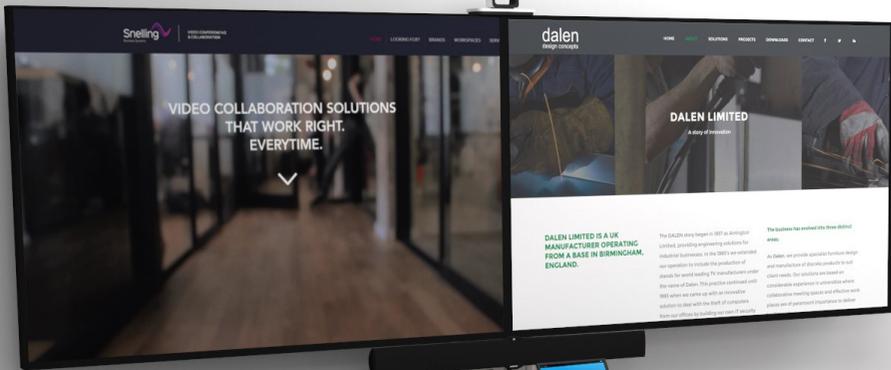
AN OWL? Well, it's all-in-one video conferencing system, but there's more than meets the eye.

360° lens automatically focuses on the person speaking, while 8 omnidirectional microphones scan and locate the person. So, it's almost like being there in person. Combines video and audio to simplify your meeting setup (as simple as it was plugging in your webcam, but better).

Did we mention automatic product updates—so no downtime?

Nice to have!

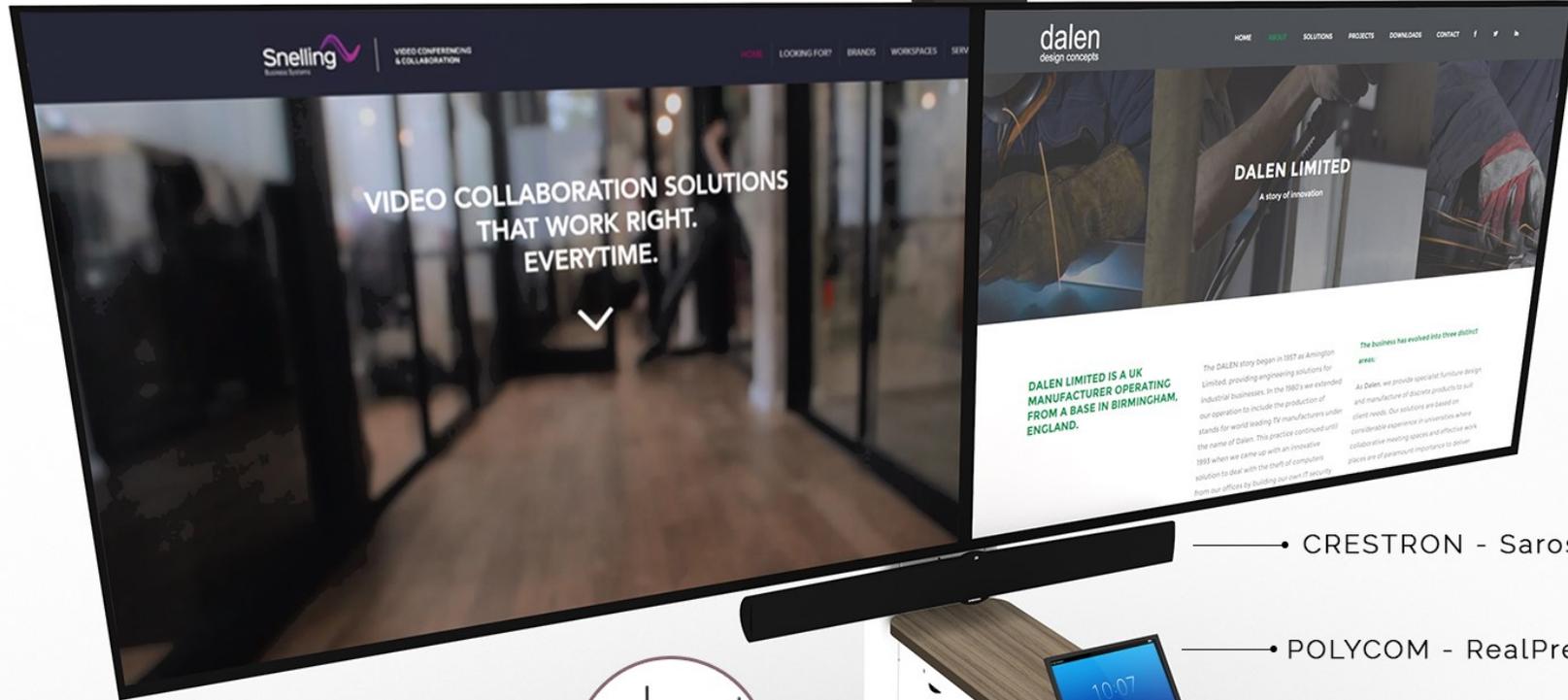




TOP-TEC - Synergy Plectrum - 9 Seat
With Jupiter Dual Screen Mount



POLYCOM - RealPresence - EagleEye



PANASONIC - 65" LED Screen



BARCO
Wireless Presentation Starter

CRESTRON - Saros - Sound Bar

POLYCOM - RealPresence Touch

BARCO - Click-Share

TRIED & TESTED

Polycom Video Bundle | Fully customisable and scalable by room size



CALL US: 01603 711111

ENQUIRE: sales@snellingbiz.com



zoomrooms



AW'19 Top Picks

POLYCOM - EagleEye Director II



NEC 65" LCD Screen

CRESTRON - Table Microphone

Apple IPAD

EVER SO SIMPLE

Zoom Room Bundle | software-based and device agnostic.

zoomrooms

CALL US: 01603 711111

ENQUIRE: sales@snellingbiz.com



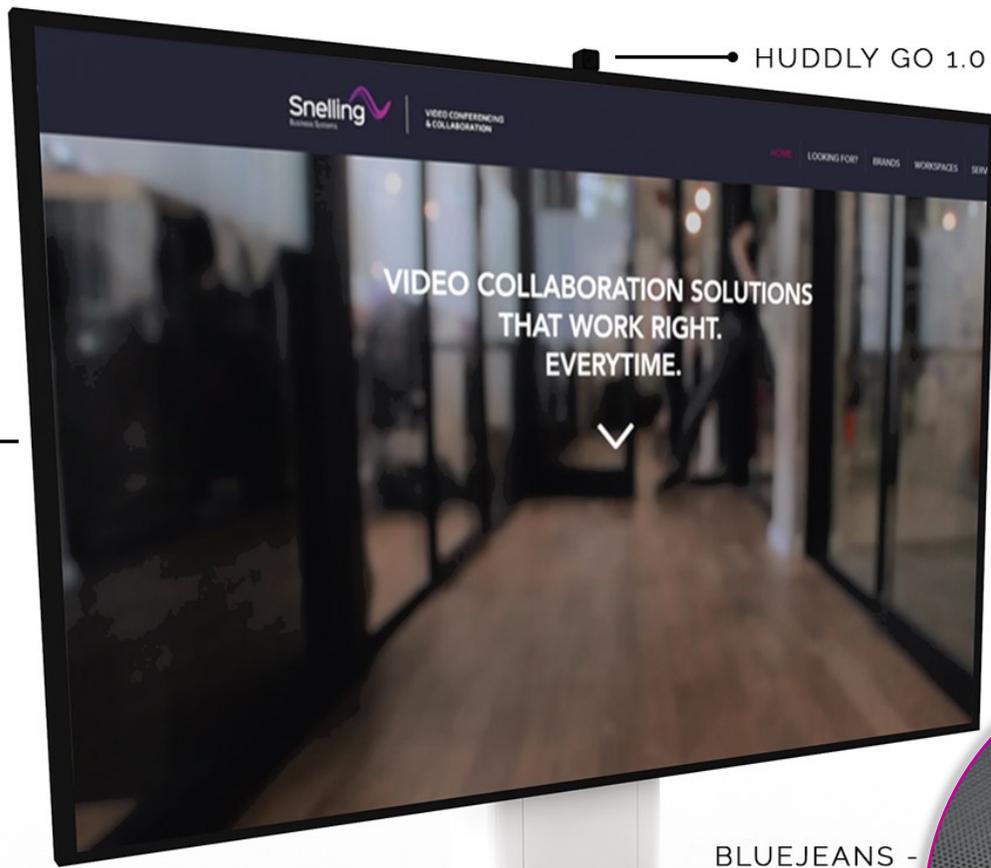
SPOILT FOR CHOICE

Lifesize Bundle | effective conferencing without breaking the bank.

CALL US: 01603 711111

ENQUIRE: sales@snellingbiz.com





• HUDDL Y GO 1.0

PANASONIC
65" LED Screen



TOP-TEC - Synergy Blade Height Adjustable - 6 Seat
With Jupiter Screen Mount

BLUEJEANS -



SPOILT FOR CHOICE

Lifesize Bundle | effective conferencing without breaking the bank.

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ENQUIRE: sales@snellingbiz.com





DOLBY VOICE ROOM
The name says it all.



JUST ANOTHER VIDEO CONFERENCING CAMERA??

Well well well...



AW'19 Top Picks





JUST ANOTHER VIDEO CONFERENCING CAMERA??

4K wide-angle camera and HDR video mapping intelligently adjusts to lighting, motion and changing regions of interest, such as people moving in the room or making use of a whiteboard.

Nice to have!



JUST ANOTHER AUDIO CONFERENCEING HARDWARE??

Everyone is heard, not just the loudest or closest voices
- automatically detects voices and adjusts the levels of every voice in the meeting room—even if they're far away or facing the wall. Voices are picked up clearer even in rooms with reverb and noise issues.

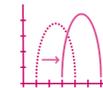


AW'19 Top Picks



ONE SMALL ROOM OR ENTERPRISE-WIDE DEPLOYMENT.

Operates on the future-proof, license-free 1.9 GHz frequency range. Choose either *Automatic* or *Multi Room Mode*. Automatic gives you the simplest startup and a maximum range up to 20 simultaneously used links. In Multi-Room Mode, the transmission power is adjusted to the room size to allow a significantly larger number of links.



Automatic Frequency Management



Automatic Interference Management



Future-proof 1.9 GHz



Automatic Audio Level Management



Dante™ Interface



Advanced 256-bit AES Encryption



Software Based Status Monitoring



Convenient Recharging



Multichannel Operation UP TO 20



Optimum Speech Intelligibility



Licence-Free



Multi-Room Mode



QSC[™]
Q-SYS



Full AV/IT Convergence Experience

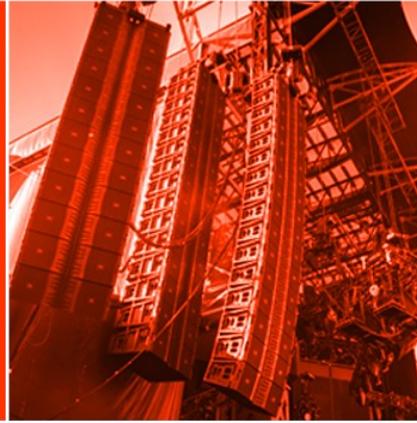
Audio, video and control features at the software level—you don't need dedicated hardware.

IT-centric architecture consolidates audio, video and control into one holistic system, primed and ready for any size installation, from the smallest huddle room to the largest boardroom, and across the enterprise campus..

Your IT can centralise all processing, control and monitoring of every device in the entire building, while offering full redundancy on nearly every Q-SYS component. Works with soft codecs too—skype, zoom and more.

**HARDWARE IS
CLUMBERSOME.**

must-have!



ALL-IN-ONE,
RECHARGEABLE
COLLAPSIBLE
LINE ARRAY
PA SYSTEM.





PLAY ANYWHERE IMPROMPTU

GATHERINGS
EVENTS
LUNCHES
MEETINGS

Battery: lithium-ion rechargeable, up to 6 hours without recharging

Max SPL: 118 dB (peak)

Bass: 8" LF bass unit

Weight: 37.5 lbs. / 17 kg

Seven-channel mixer with Bluetooth streaming audio, +48V phantom power, Hi-Z, and a pass-thru XLR connector

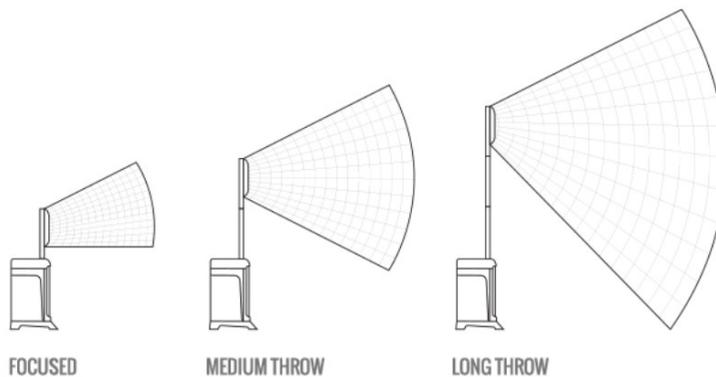
USB charging port and tablet stand

Reverb & EQ

Fully collapses into the base



AW'19 Top Picks

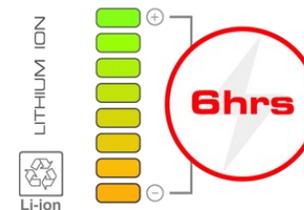


FOCUSED

MEDIUM THROW

LONG THROW

100° x 50° Clean Coverage using patent-pending Directivity Control Geometry



LITHIUM ION
Li-ion





PURPOSE-BUILT FURNITURE FOR GROUPS

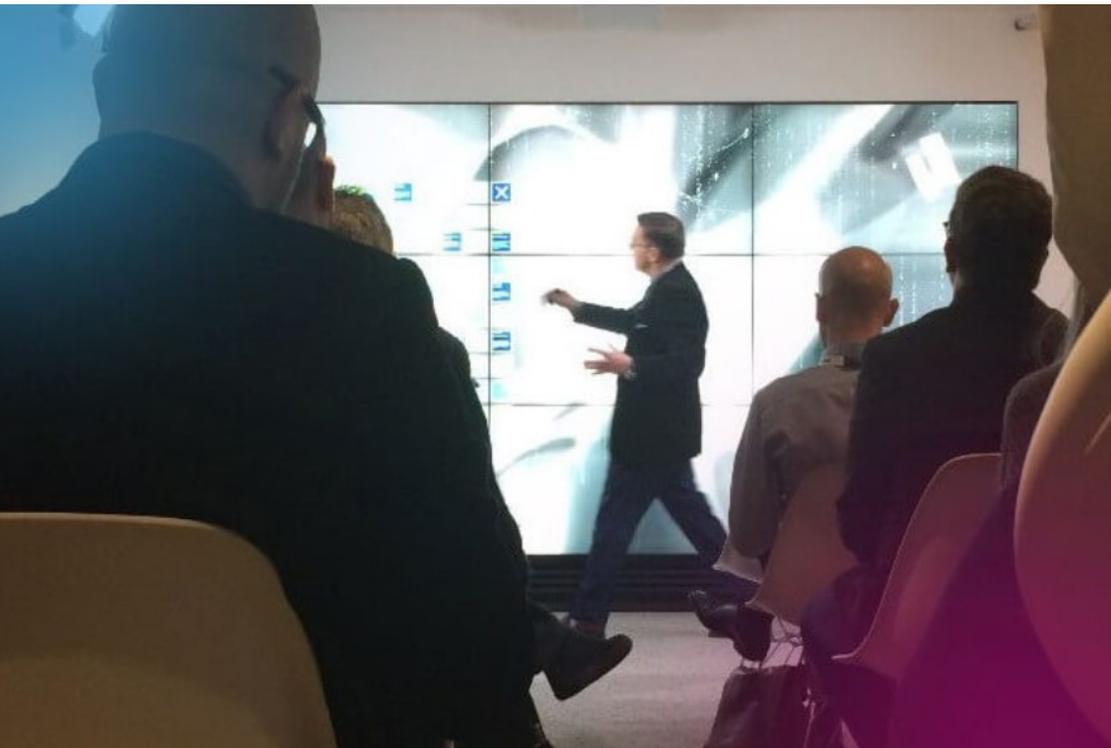
TeamMate®

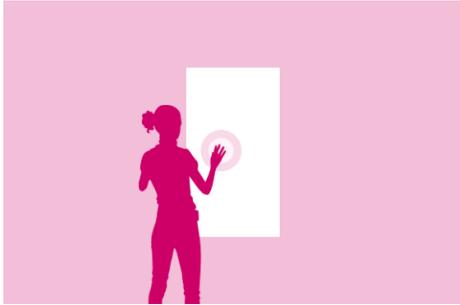




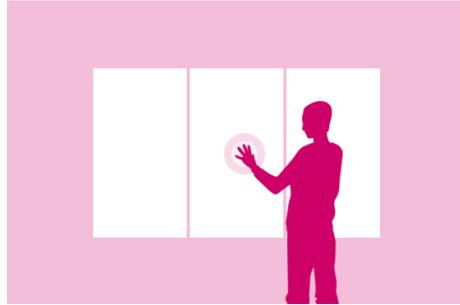
MULTITACTION

The intelligent multi touch surface can respond to fingers, hands, infrared pens or 2D codes for unique interactivity.

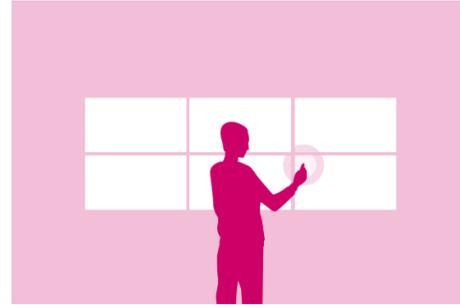




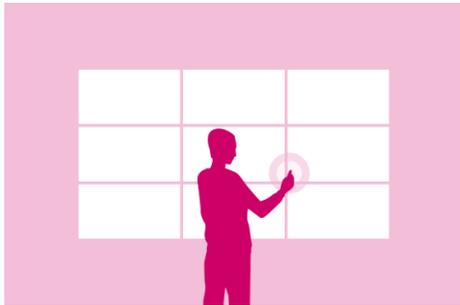
MT CELL



MEETING ROOM



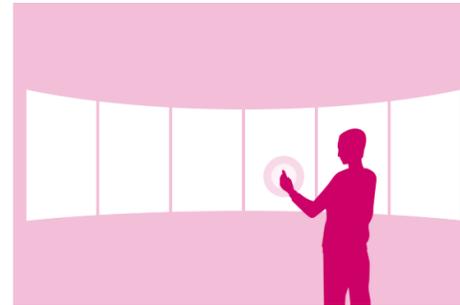
EXECUTIVE BOARDROOM



INNOVATION ROOM



LOBBY AREA



CURVED IWALL



Unlimited multi touch points per cell and unlimited cell stacking allows scaling to any need. The front glass is tempered, hardened, bonded.

The online editor lets you easily create your Showcase via a simple drag and drop system that be completely customized to suit your brand.

Meet the **HYPEBOX**

Nice to have!



TFCORCE-3000
INTERCHANGEABLE SYSTEM WITH
DUAL TORQUE MODE

DURABLE
TESTED FOR PERMANENT HIGH
IMPACT. 100% WATER RESISTANT

STRONG
MADE IN GERMANY USING THE MOST
ADVANCED HEAVY METALS AVAILABLE

ADJUSTABLE
USE OUR SPECIAL ADAPTERS TO
ADJUST LENGTH TO YOUR NEEDS

HYPEBOX

AUTO LOOPED
PLAYBACK

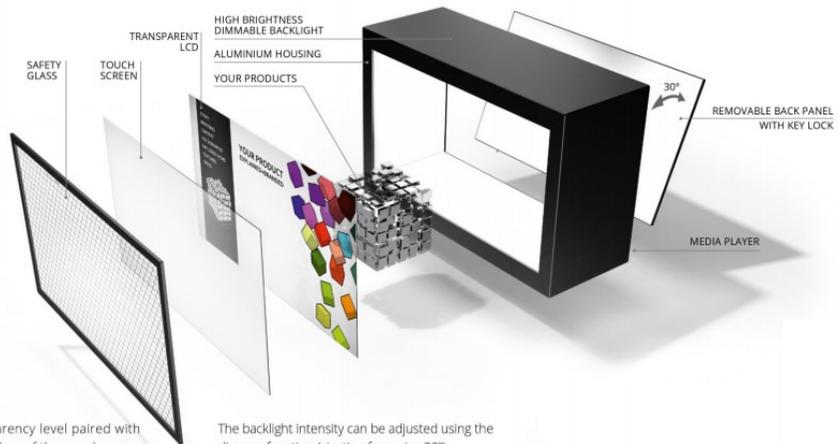
INCREDIBLY
TRANSPARENT
DISPLAY



See the **HYPEBOX®** in action.
youtu.be/dSnauxaY6uA



NOT JUST A **BOX**.
NOT JUST A **SHOWCASE**.
NOT JUST A **TRANSPARENT TOUCH SCREEN**.



The high transparency level paired with vivid and crisp colors of the panel ensure a product presentation to feel natural and impactful.

The optional interactive touch captivate users through a learning experience presenting your brand and products.

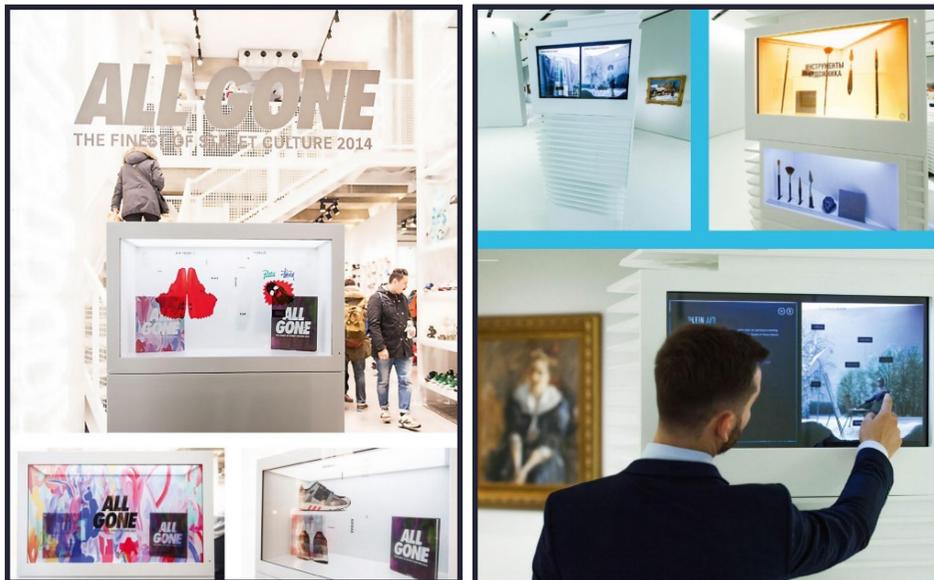
The backlight intensity can be adjusted using the dimmer function (starting from size 32").

Thanks to its light and robust aluminium housing, the **HYPEBOX®** is a money saver:

- cheaper shipping costs
- easier handling and installation
- no additional maintenance

INFORM
ENTERTAIN
EXPLAIN
EDUCATE
INTRIGUE
SURPRISE

MORE THAN ONE SIZE **HYPEBOX**



CRYSTAL CLEAR
TRANSPARENCY



TRUE MULTI-
TOUCH



HIGH RESOLUTION
LCD



LED LIGHTING



ECO-FRIENDLY



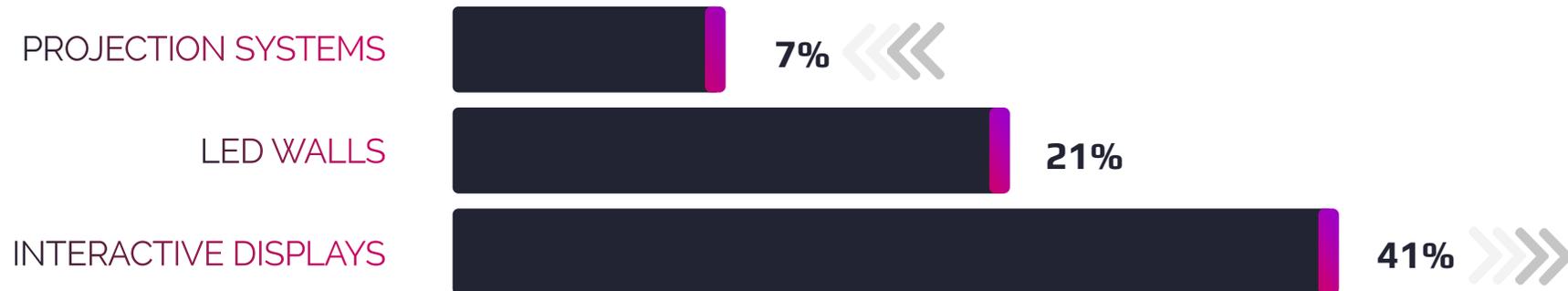
READY TO USE



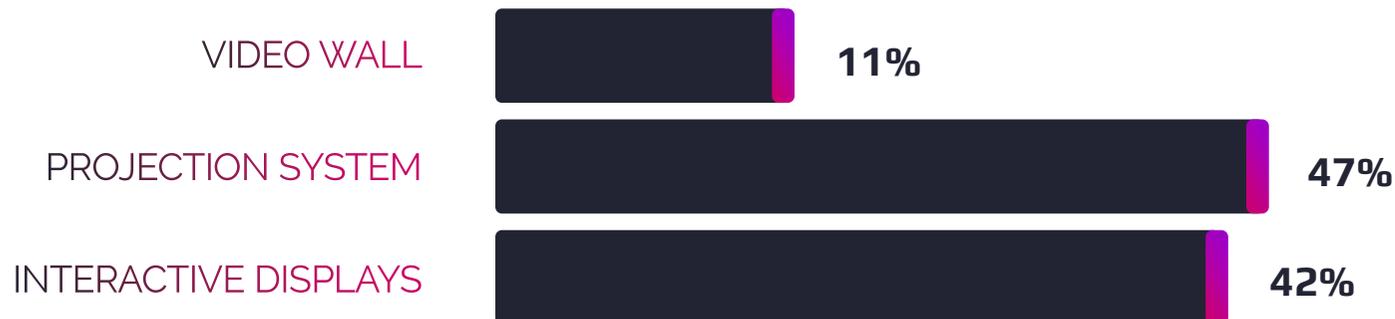


**DEMAND
BAROMETER**

» HOW MUCH HAS DEMAND FOR VISUAL SYSTEMS GROWN, YoY (2018—19)



» SHARE OF VISUAL SYSTEMS ACROSS ALL DEPLOYMENTS (2018—19)



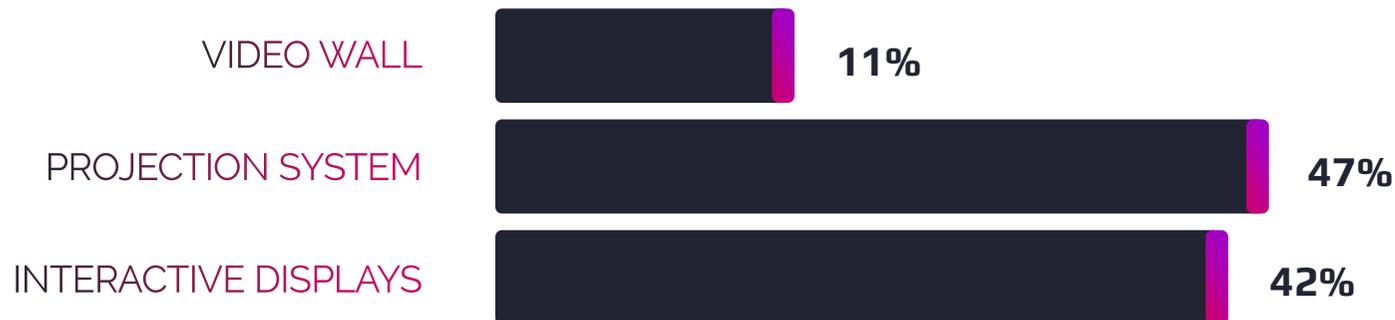
Growth in demand is vastly led by deployments in refitting existing HQ/office infrastructure compared to new build. In case of new build projects, overwhelming majority have deployed interactive displays over projection.

The most popular being displays in the range of 55" - 65" category, which are ideally suited to small to mid-sized spaces. There is a strong appetite to invest in smaller, agile working spaces instead of single-use larger spaces. This, however, does not include formats such as lecture theatres, galleries and other large spaces, where projection dominates, and LED Walls catching up very fast.

» GROWTH IN REPLACEMENT AND INCREMENTAL INVENTORY, YoY (2018-19)?



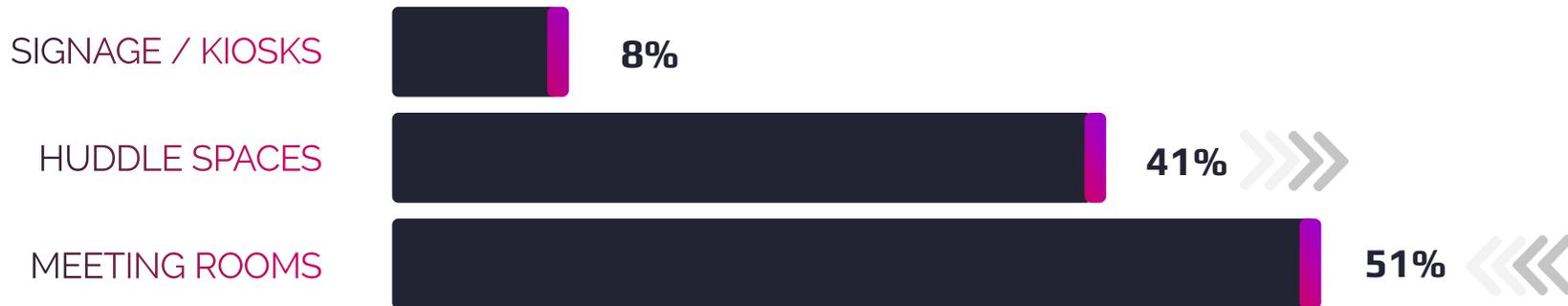
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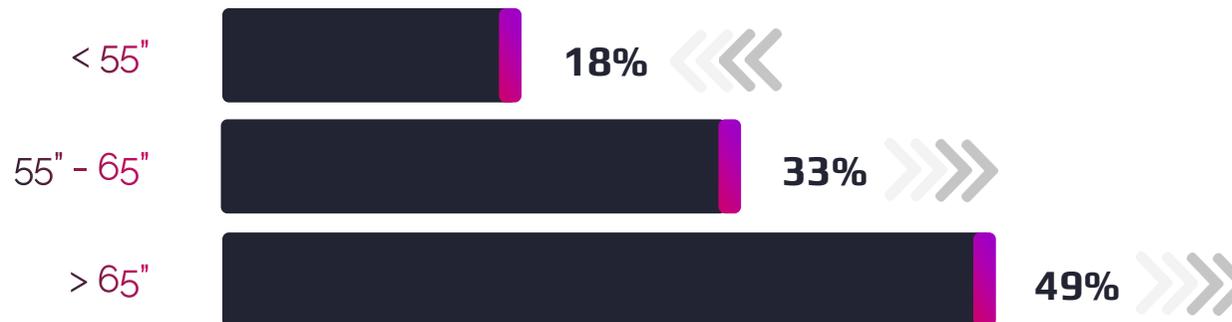
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» WHERE HAVE INTERACTIVES BEEN DEPLOYED (2018—19)

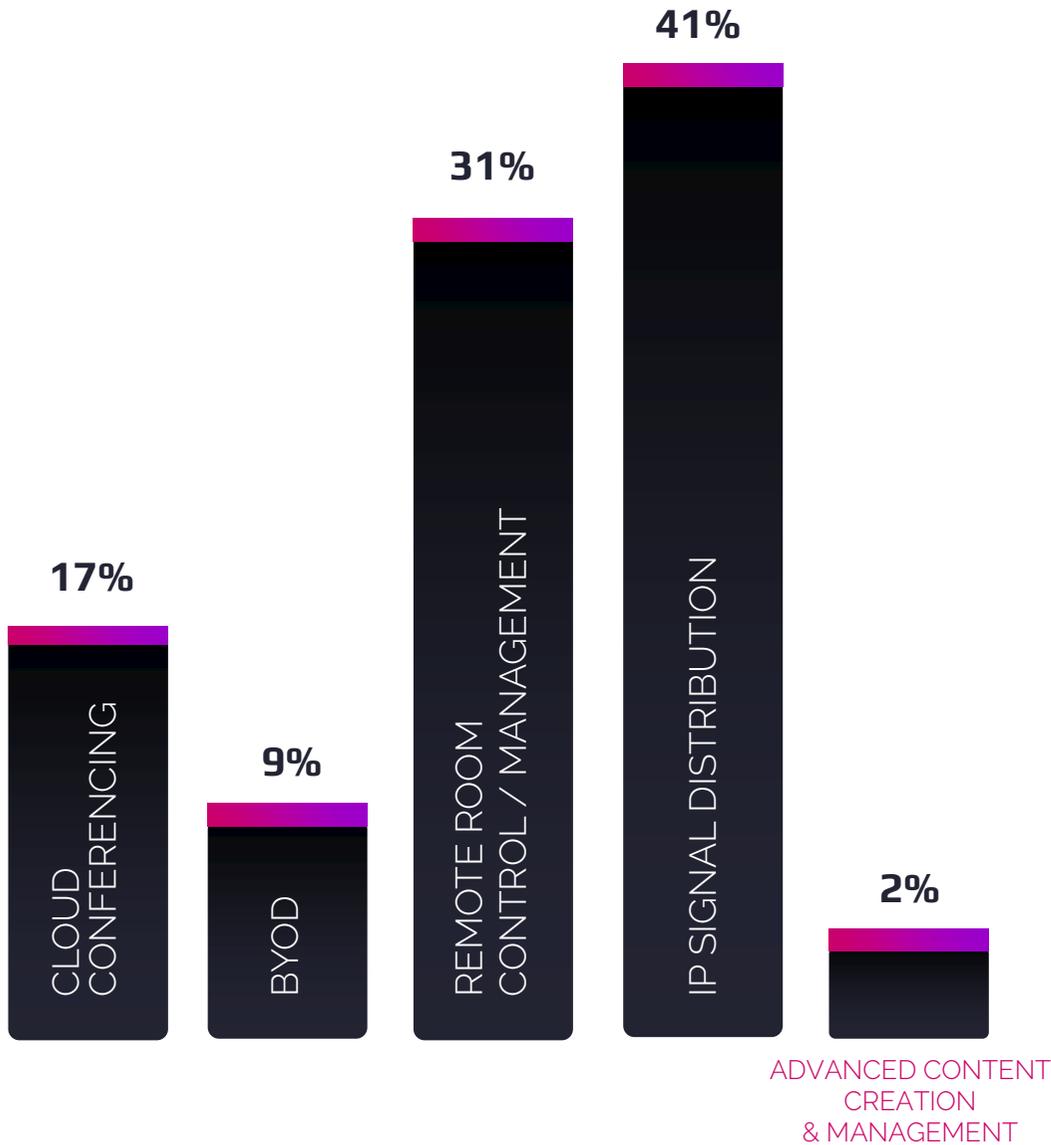


» HOW DID INTERACTIVE DISPLAYS PERFORM (2018—19)



Preference for display sizes are increasing steadily - 70"+ screens are now taking over from 60", while 84" screens are being replaced with more options for 86" versions. However, there has been steady growth in demand for mid-sized screen options owing to the prevalence of smaller, informal meeting spaces.

» WHICH TECHNOLOGIES WERE “No. 1 INVESTMENT PRIORITY”? (2018–19)



VAST MAJORITY OF PROJECTS ARE A DIRECT RESULT OF NETWORK-BASED UPGRADES TO ENTERPRISE INFRASTRUCTURE

START YOUR BUCKET LIST

Autumn 2019 AV Installs



CURIOUS?
GOT A QUESTION?

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