



## PRESENTING BETTER AUDIO VISUAL SOLUTIONS FOR TOMORROW.

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### CCS National Sales Summit Recap

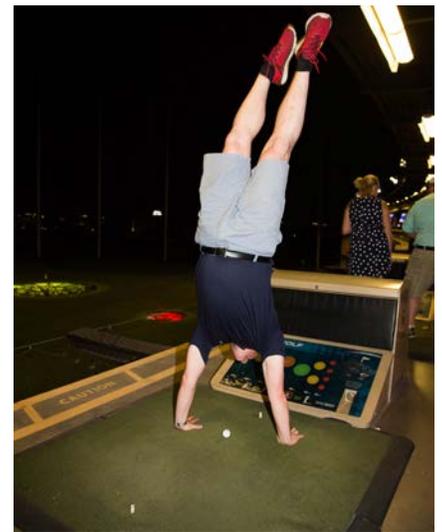
Earlier this month CCS hosted its biennial National Sales Summit, an exciting two-day event featuring the CCS exclusive Exhibit Hall, expert panels, and the biggest CCS party of the year: the CCS Topgolf BASH!

The expansive CCS Exhibit Hall showcased 60-booths of the country's leading AV manufacturers including: Epson; Legrand; NEC; Crestron; and many more. 300+ attendees enjoyed cocktails and hors d'oeuvres Wednesday while exploring the Exhibit Hall, and the fun continued later that night at Topgolf Riverwalk for the CCS Topgolf BASH.

Thursday morning saw the debut of the first ever National Installer Olympics, featuring the top installers from across the CCS offices nationwide competing for gold. 12 participants raced through the installer themed and American Ninja Warrior inspired obstacle course. In the end, Adil Khan from CCS Central States office took home the prize.

CCS thanks those who joined us this year. If you missed out, be sure to mark your calendars for September 2020, we hope to see you there!

# CCS NATIONAL SALES SUMMIT RECAP (continued)



# CCS NATIONAL SALES SUMMIT RECAP (continued)



# CCS Texas named one of the fastest growing AV firms by Commercial Integrator

In just two short years, CCS Presentation Systems Texas has increased its revenue by five times, establishing itself as a formidable presence in the Houston market.

However, the CCS family company didn't spring out of nowhere. "Our team is comprised of industry veterans with an average of 10+ years in the AV industry," says Ben Pickrel.

"Our team is highly skilled and has been in the AV industry long enough to have exposure to both the right and wrong way to conduct business. We have developed and refined our processes based on input from our team at every level and that creates a culture where people know they are valued and they can make a difference."

CCS Presentation Systems Texas expects to grow its presence in Houston and is making plans to accommodate that growth. "We continue to add resources on both the sales and operations side of the house in order to keep up with demand," Pickrel says.

"Our goal is to add team members that are focused on the customer experience at every level. Every interaction from the sales team, integration, accounting, and service after the sale must be focused on what is important to the end user."

~Tom LeBlanc

[Read more](#)



## NEW! CCS Utah

CCS Las Vegas has opened an office in Salt Lake City, Utah. Their first Utah employee is K.C. Anderson.

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Phone 801 516 8145.  
kcanderson@ccsprojects.com.



KC Anderson  
Sales | CCS - Utah

# CCS Audio Visual Catalog Offers Customers Details on Latest Products

The CCS Audio Visual Catalog offers customers more than 200 pages detailing the high-quality products and services. In addition, the catalog includes video demonstrations, various case studies and descriptions of the services available from CCS Presentation Systems' award-winning staff.

"We are excited to announce the second edition of our CCS national catalog," said Julie Solomon, Chief Marketing Officer for CCS Presentation Systems. "The newest addition of the catalog is is an excellent resource to educate our customers and others interested in learning about what is possible with the latest and greatest in audio-visual solutions."

[Click to view the 2018 CCS Digital Catalog Vol. II](#)



COMPANY PROFILE PAGES
PRODUCT INFO & CASE STUDIES
VIDEO DEMOS

PROFILE



DA-LITE is the leading producer of high quality projection screens globally. Founded in 1909 by Adele De Berti, the inventor of the Silver Screen, Da-Lite's proprietary technologies are certified for the most demanding installations from military training simulators to boardrooms.

Da-Lite | 3100 N Detroit St Warsaw, IN 46582 | [www.legrandav.com/da-lite](http://www.legrandav.com/da-lite)

FullVision



The FullVision is a border-less fixed frame projection screen that enables the entire surface to be used for projects. Modern and low-profile, FullVision is a great choice for any room where the screen should blend into the environment when not in use and deliver the very best in projection when the projector turns on.

Parallax

Parallax is an AIR technology that features a micro-layered lens system that rejects light. This new technology gives the look of a television when it is on and when it is off, without the glare from windows or lighting fixtures.

Parallax features extremely wide viewing angles, no speckle and no surface is ideal for applications in Pro AV as well as Home Theater.



PROJECTION SCREENS

WHAT IS HUDDLE SPACE?

**THE HUDDLE SPACE: THE NEWFACE OF PRODUCTIVITY**

Huddle spaces, designed to encourage brief conversation among small groups, can take on a variety of looks and dimensions. Any location that facilitates productive, collaborative discussions between small groups can be a huddle space – whether that is two individuals talking around a break room table or a group reviewing a presentation in a traditional conference room.

The versatility of the huddle space can also create challenges. With varying budgets, team sizes, and operational parameters, businesses require huddle room technologies that are customizable to suit their unique needs. Additionally, office space has become more of a luxury in recent years, forcing some businesses to divide or completely eliminate large conference rooms to conserve space.



VIDEO CONFERENCING/STREAMING



Video - Epson BrightLink



Take the Tour of the Interactive Whiteboard

Epson's high performance, network-ready BrightLink® interactive projectors are transforming today's classrooms. Available with virtually maintenance-free solid-state laser light sources, low cost lamp-based models, BrightLink features 3LCD technology for up to 3X brighter colors, up to 3X wider color gamut and for more accurate color than other technologies. A fully-integrated interactive solution, BrightLink works with existing whiteboards, eliminating the need for dedicated electronic boards or space-consuming flat panels.

COLLABORATION TOOLS

## Spotlight: CCS Southwest Employee Promotions



**Victor Valliere**  
*General Manager*



**Bill Powell**  
*Lead Field Engineer*



**John Steineke**  
*Engineering Manager*



**Abe Assad IV**  
*Quality Assurance Supervisor*



**Andrew Heath**  
*Tucson Project Manager*



**Jessica Assad**  
*Lead Assistant Project Manager*

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