



TOP FIVE COMMERCIAL AUDIO VISUAL INTEGRATOR IN THE COUNTRY



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Getting Started with Wireless Presentations

The day we have all been told was coming has arrived. The day when everything would be on computers, and all our electronics would communicate with each other is here...and it is here to stay. We call this the digital age, and one of the most awesome things about the digital age is the level of inclusion it has brought. Our devices work together to make work and life easier, and this has also catalyzed a heightened level of collaboration within the business world. How, you ask, is this collaboration happening? Wireless presentations.

Wireless presentations will soon be commonplace in most boardrooms, classrooms, conference rooms, and the like. They allow your Apple, Windows, and Android devices to connect to a centralized display, and you can share your information on a display seen by all in attendance. This technology could do wonders for the flow of a board meeting or conference. Like much of the new technology used in many of our day-to-day practices, wireless presentations can greatly reduce, if not eliminate, the need for paper in your meetings.

Imagine you are in a meeting, and instead of the presenter opening a briefcase full of papers that pop out like biscuits from a can, he/she hands out laminated copies of the vision for the project at hand. "What, no bulky handout?" you think to yourself. "What's going on?" Now, back to reality. While you know speakers do their best to make presentations aesthetically appealing, you know this is just the first of many. "OMG, you think, "this is going to be a long day" as the speaker tells you to turn to page one of the handout.



Believe it or not, the wireless presentation could actually turn those meetings into a pleasant experience, and not be just a necessary evil or cost of doing business. If you've fully recovered from the previous scenario take some time out to visualize a better day, one that has been made possible by IoT and the collaborative spirit of IT. Instead of you and your co-workers pouring over endless handouts, fishing for the best ideas, imagine a streamlined series of presentations where everyone displays their work on a digital screen that everyone's laptop, smartphone, and tablet can communicate with. Now, everyone's engaged instead of having a room full of bored people. The following is a list of companies and their products that are designed to engender collaborative effort in the boardroom, classroom, or conference room.

AVAILABLE PRODUCTS

Mersive Solstice

Mersive definitely has their finger on the pulse of corporate America. They understand the need to streamline the presentation and sharing of info in a meeting, and have created a software platform that allows an unlimited number of devices to connect to a Solstice enabled shared display. This hastens the flow of the meeting and decision-making by allowing projects to be pushed simultaneously from devices sharing a preexisting wifi or ethernet network.

Crestron AirMedia

Crestron AirMedia has targeted not only the facilitation of collaboration in meetings, but has also put in place stoppages that reduce what they call "presentation chaos". Their platform allows for interconnectivity of multiple devices to one centralized display, and they also incorporated a feature called "Moderator Mode" that allows for an admin to choose who will and won't be able to present.



AMX EnZo

There isn't much that AMX missed with their incarnation of a wireless presentation platform. However, the best feature offered by their system is the end of session purge. Any documents or files that are downloaded for your presentation are purged from the network once your EnZo session is closed out. In a world where intellectual property is under constant threat of piracy, one can never be too careful.

Montage Display Note

Montage Display Note [has the numbers posted on their website](#) to show the positive effect that their system could have on your business. They present quantified improvements in sales, productivity, and even competitive advantage. Men lie, women lie, but numbers don't.

Barco Clickshare

Clickshare brings people, content, and ideas together. With ClickShare you can share what's on your laptop or mobile device, on a presentation screen, transforming a meeting into a complete sharing experience with a single click. No cables, no set-up, no waiting to join in. Meetings keep their flow and you keep your cool.

wePresent

wePresent offers professional wireless presentation systems that allow up to 64 users to share content from any device to Present, Interact and Collaborate. Classroom, Corporate, and Government environments around the globe have harnessed the power of interactive and collaborative in-room meetings with their wireless presentation gateway systems.



BACK TO HIS ROOTS



Matt Smiley returns home to launch CCS Detroit. Featured in Commercial Integrator and recognized as CI's 2013 Integrator of the Year.

Smiley traded Arizona summers for the comfort of his Detroit-area roots—and becoming a business owner in the process—with the official launch this month of CCS Detroit. This gives CI 2013 Integrator of the

Year CCS Presentation Systems a major presence in a space it hadn't previously populated.

Smiley, 47, moved from CCS headquarters in Scottsdale, Ariz., where he was focused on sales in the corporate and education markets as senior technology consultant for the past few years.

"One day, I walked into [CCS founder and CEO] John [Godbout]'s office to ask him about the CCS partner program," says Smiley. "I'm still not quite sure what motivated me to do that." After vetting manufacturers in the area, Smiley became more excited about the opportunity to start CCS Detroit.

Other CCS partners are "very encouraging and willing to help," says Smiley.

"Knowing I'd have the support made the decision to do this easier," he says.

Smiley is leasing space from Palmer Moving and Storage in Warren. He has office and warehouse space along with commercial furniture from a division of Palmer which is building a larger showroom that will incorporate AV and furniture.

CCS Detroit

CCS Detroit will primarily focus on work in the Michigan area, including lively cities such as Detroit and Battle Creek, says Smiley. In the first several weeks of the new company, he's meeting with architects, designers and general contractors to build awareness and create relationships.

The parent company recently celebrated its first quarter-century and remains unique in its approach in the space. Each CCS partner is tied to the parent company through a licensing agreement, with John Godbout emphasizing this is not a franchise setup. Each partner also owns his or her own business and can build and create his or her own equity through the relationship.

Smiley calls himself "hands-on," but knows he'll have to rely on others to ensure the success of CCS Detroit. The timing of his move coincides with his oldest daughter starting at Michigan State University and his

youngest daughter starting high school in the fall. Smiley's wife will be involved with CCS Detroit too, he says. "Our goal is to develop and maintain long-term partnerships with partners and customers by becoming their trusted resource and providing systems that blend into their environment," Smiley says.

Smiley gets "regular calls" from Godbout and knows he can get support in engineering, project management, accounting and more from the corporate office if he needs it.

"Knowing I'm on [Godbout]'s radar is comforting and made it a really smooth transition," says Smiley. "It's given me a lot of confidence."

Real-Time Monitoring

How CCS fully integrated NEC display configuration to deliver real-time broad visibility into emergency situations.



The Challenge: Obstructed views impacted responsiveness in emergency situations.

The Goal: Enable all team members to easily select information sources and make changes at a moment's notice.

The Result: The ability to display greater amounts of information to the entire team with real-time visibility into emergency situations.

The Colorado State Emergency Operations Center needed upgraded and unfailing technology to help them swiftly respond to hazardous incidents throughout the state, solved with NEC Display Solution's video wall.

Quick Facts

- Facility: Colorado State Emergency Operations Center
- Vertical: Command and Control
- Location: Centennial, CO
- Inconsistent and obstructed views
- Solution: NEC Display Solutions X464UN-2

When it comes to responding in a swift and unfailing manner, the Colorado State Emergency Operations Center (SEOC) realizes the stakes are high. It is the central hub for all tribal, local, state and federal agencies to coordinate responses to hazard events, incidents and disasters throughout the state. Additionally, a steadfast rise in the volume of information from various outlets has made it necessary for the SEOC to monitor many different sources simultaneously.

The Challenge

Operations Section Chief Chris Sorensen and his team dealt for years with closeout equipment installed when the organization subleased the building that houses the SEOC. It consisted primarily of six-foot

drop-down projector screens, overhead projectors and three 42-inch plasma screens. Much of the equipment was either non-functional or faced a dwindling life span.

Additionally, the former setup obstructed the view of team members in the emergency operations center space. The room is roughly 25 x 60 feet with 9-foot ceilings, providing space for about 50-60 work stations. This set-up made it difficult for some team members to see the important information being displayed because the space lacked the signal replication capabilities that a video wall can offer.

Visibility issues extended to the projected images, which were not bright enough for team members to view. And lowering the lights rendered the environment adverse to video conferencing, which is a feature team members use for their day-to-day activities.

The SEOC desired the ability to replicate signals from one side of the room to the other, to provide redundancy and increased angle of use. This would enable all team members in the emergency operations center space to view the content regardless of the side of the room where they sat. With a video wall, the team would also be able to place different images on the displays that comprised the wall.

The Solution

Ed Kern, Director of Installations at CCS Presentation Systems, oversaw the process of selecting equipment for the SEOC's upgrade, which had an exceptionally tight timeframe. CCS recommended NEC Display Solutions products because it found the displays easy to install and calibrate during a similar project where NEC was installed. Sorensen and his team agreed readily, based on NEC's stellar reputation and the ultra-narrow bezels featured on its X464UN-2 displays, which were an important consideration for the video walls it envisioned. NEC offered a level of support that the timeframe of the project demanded, as well.

“We worked together with the SEOC electricians, the IT department, management and facilities staff to execute the installation in a timely manner. Everyone jumped through hoops to make it happen. NEC was also extremely helpful,” Kern said. “Our contact, Eric Fatovic, was stellar in reserving product for the task, as we had no room for error in delivery. He also ensured that NEC would ship the displays to us in a timely fashion, which they executed successfully. Without NEC’s support, we could not have made that commitment to the state.”

CCS installed a total of 45 monitors to create two video walls. The larger wall in the emergency operations center space is a 12 X 3 and consists of 36 monitors, while the smaller configuration in the policy room is a 3 X 3 and consists of nine monitors.

The video walls have become an integral part of the operations of the SEOC. The state holds meetings and trainings at the SEOC facilities on a regular basis, using the video wall as a display in those scenarios.

The video wall is also helpful in emergencies when the SEOC needs to use different situational awareness tools. Colorado also has a platform it leverages statewide, in accordance with local and state agencies, to record what happens during an incident. The content ranges from broad-based overviews to flash reports, all of which the SEOC can easily display on the video walls. Satellite feeds are another use, for measuring local and national media which is displayed on the video walls for the team members to view. Finally, the SEOC also connects to a video conferencing center that allows it to monitor emergencies in real-time – for example, a fire – as they unfold.

The main display wall is one piece of a fully integrated setup in the center. The technology routes a feed from interactive displays to the video wall, as well as non-NEC displays bordering the perimeter of the room. A central interface makes it possible for team members to easily select information sources and outlets, and to make new selections at a moment’s notice.

Sorensen has been thrilled with the results so far. The world has changed dramatically in terms of emergency response tactics. As a result, the demand to display a much wider and greater volume of information has increased exponentially. According to Sorensen, the SEOC can do just that with the NEC video walls. The ability to divide the video screens into three to four sets of screens, even breaking it down into individual screens if necessary, has proven highly valuable. For example, the team can now access footage from a traffic camera that provides a view of an incident on one screen, and review mappings generated by units on another screen.



“We could not do anything remotely close to it with the old equipment. NEC Display video walls allow us to display a wider variety of information in formats that make more sense, and to access it on-the-fly,” Sorensen said.



Game Changing Athletic Fields by CCS Orlando

CCS Orlando was brought on by OCPS (Orange County Public Schools) to fulfill their needs for AV technology through out their athletic fields in five different high schools.

UFC Gym in Orlando

CCS was hired to provide Design-Build services for audio, video, and camera systems for a UFC Gym in Orlando, FL. The project includes:

- 5 Zones of Audio, using 30 JBL Pendant Speakers, Crown Amps, and DBX Processing & User controls.
- 8 Flat Panel Displays.
- 8 PoE IP Cameras, 2TB NVR System, with remote camera access.



CCS Orlando Keeps PSTA Moving

CCS worked with the Pinellas Suncoast Transit Authority Corporate Offices to provide Design-Build services for the integration of audio, video, cameras, and streaming for the Council Chamber. The project includes:

- BiAmp Tesira Audio DSP
- Sennheiser ADN Conference system with 17 Microphones
- Shure MX418D, 17 Back-up Mics.
- Vaddio Roboshot Cameras,
- Production View HD-SDI MV Switcher & TeleTouch 22.Epiphany, Pearl; Web Streaming Device.
- Crestron Control, DM switching and 20" Touchscreen with DGE100

AV Needs to Adapt to Higher Education Trends. Here's Why.



The need for presentation and lecture tools that reach hundreds of students in large classrooms has created a storied past for AV technology in higher education. Though tools such as projectors and audio systems remain commonplace in many lecture halls, the role of AV in higher education institutions is quickly changing.

So, what does this mean for AV technology? As higher education faculty look for products and services to support their instructional needs, they'll turn to options that facilitate both mobile and active learning.

[Continue Reading](#)

In a recent survey conducted by the EDUCAUSE Learning Initiative, members of the higher education community highlighted items such as online learning, learning space designs and next-generation learning environments as key issues in today's post-secondary teaching and learning.

CCS Central States Completes Two Large Projects

The first project is a new construction corporate headquarters located in Kansas City, KS. This space includes numerous conference rooms, training spaces, dining, break rooms, sound masking and outdoor spaces. They also completed work on a major city's new administration building, outdoor space, recreation center, and parking garage. The administration building includes a city council chambers space, huddle spaces, large conference rooms, a kitchen and public market

and digital signage. The recreation center includes a pool area, training areas, outdoor spaces, meeting rooms, a track, and commons area. There is also a large outdoor space used for community events and a parking garage. They have completed work on a KC area restaurant and completed several large school projects in both Kansas City and Missouri.

CCS CENTRAL STATES IS GROWING

CCS Central States has increased staff since the last newsletter. Adding two field engineers, Bobby Croce and Adil Khan. Bobby came from Sennheiser, and joined the Kansas City team. Adil joined the St. Louis team. His family relocated to St. Louis from the Baltimore area where he had worked for Jean and Strib in the CCS Mid Atlantic office. Lynn Frerichs new to the sales team in St. Louis and has an extensive background in sales.

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