



## 7<sup>th</sup> Annual Houston AV Expo Wednesday October 7th, 2015 Seminars

### 10 AM Utilizing Customized Plates, Panels and Enclosures in AV Installations

When it comes to AV plates and panels, you probably order the same old thing every time. Learn how specialty accessories like floor boxes, desktop and wall enclosures, wall sconces, and lighted rack panels can enhance your quality of deliverables in an installation and differentiate you from the competition, while saving you time and money. An overview of RCI Custom's free software Panel Builder SE will be included.

**Presenter:** Doug Macuch, Founder, RCI Custom



### 11 AM Sound Masking and ADA Compliancey



This course is ideal for anyone wishing to learn the basics of sound masking/speech privacy systems and how they create acoustical comfort in today's offices. Designed to remove the myths so prevalent today as companies look for ways to improve office privacy economically. *Attendees of the class will receive a "Certificate of Completion which can be submitted to InfoComm for a .5 CTS credit.*

**Presenter:** Steve Brooks, Vice President of Sound Masking, AtlasIED



### 1 PM AM-1 Steerable Array Microphone

Are you having problems being heard in your House of Worship or Conference Room? The TOA AM-1 Steerable Array Microphone provides a new way of capturing spoken word, simply place the mic on the table or podium and speak. No re-positioning for different people, or variations in level and no more unsightly goosenecks. We will perform a live demonstration of the microphone and provide applications for live reinforcement and conferencing applications.

**Presenter:** Jay Foster, Area Systems Engineer- South, TOA



### 2 PM The Advantages of Lamp Free based Projection Technology

Find out why this technology is gaining popularity in education, corporate and retail and digital signage apps. Learn about the various types of lamp free projector technologies, the benefits and ease of ownership, and the economical /ecological benefits. Bonus, learn how to effectively communicate the Total Cost of Ownership to decision makers.

**Presenter:** Michael Demyanovich, Regional Sales Manager, Casio of America



### 3 PM Meeting Everyday Messaging and Branding Needs through the Next Generation of Displays

Learn how a Dual-sided display option can benefit your business. Giving you the flexibility to get the attention of the viewer "coming and going" and essentially double the amount of exposure for your messaging, branding, or other content.

**Presenter:** Steve Acquista, Senior Business Development Manager, Ben Q





## 7<sup>th</sup> Annual Houston AV Expo Thursday October 8th, 2015 Seminars

### 9 AM Modern Amplifiers – Watts with the specs?

Not all amplifiers are the same. A watt isn't always a watt. Amplifiers and their power ratings have changed and increased dramatically over the last decade, but what is the real story? Come explore amplifier technology with Linea Research as they debut their new product offerings to the USA right here in Houston! Learn what these new specs mean, how best to implement AC power, and how to compare specs among amp brands.

**Presenter: Davey Smalley, Sales & Marketing Director, Linea Research, UK.**



### 10 AM Everything you need to know about 4K!

This course will explain what "4K" is, the applications it can be used for and some of the technical challenges that need to be understood; including viewing distances, latency and the management of scaling. We will also discuss common 4K sources, interfaces and displays - not forgetting how to treat those extra pixels with respect! Finally, we will give a preview of some common sense 4K topologies that will be easily achieved using tvONE's CORIOmaster and CORIOmaster mini solutions for video walls in signage, events, medical and corporate environments.

**Presenter: Scott Kehoe, Regional Sales Manager, tvONE**



### 11 AM Changes to Assistive Listening: ADA requirements that every Designer needs to know (AIA and CTS Credit)



- What are the new requirements and how will they impact projects and customers?
- Who enforces the ADA and what are considered to be public facilities?
- How to turn this into business development & awareness
- Design considerations and technologies available
- The value of educating your customer, for themselves and the community

Credit earned on completion of this course will be reported to AIA CES for AIA members Provider #40107721. This course also qualifies for 1 CTS credit.

**Presenter: Will Evans, Sales Account Coordinator, Listen Technologies**



### 1 PM Room Acoustics Made Easy

Simplifying the design, sale, and installation of acoustics. Increase your bottom line with a better understanding of incorporating acoustic products like fabric covered panels, baffles, clouds, and ceiling tiles into your customer's rooms, whether it's a church, performance hall, conference room or lobby space. Improve your sound system performance by improving their room.

**Presenter: Steve Dickson, National Sales Manager Primacoustic**



### 2 PM Close More Deals With Superior Proposals

Jetbuilt is a software designed for AV Integrators that simplifies the task of planning and documenting a system design and client proposal. This course will provide an overview of some core functionality within the program, including:

- Building systems and rooms
- Add clients and companies
- Track all your margins
- Render great proposals

Learn how design, storytelling and clear-metrics all come together to create a compelling proposal. See how Jetbuilt is a more efficient way to manage work flow and margins by an easy to read dashboard that tracks your sales, system design and installation. See how Jetbuilt can improve close rates on potential projects and your businesses bottom line.

**Presenter: Paul Dexter – CEO/Founder – Jetbuilt LLC**

