



AV-ICNx TECHNOLOGY

AV INTEGRATION COMMUNICATION NETWORKING

AV-ICNx Delivers Highly Motivated Inaugural AV Expo & Conference

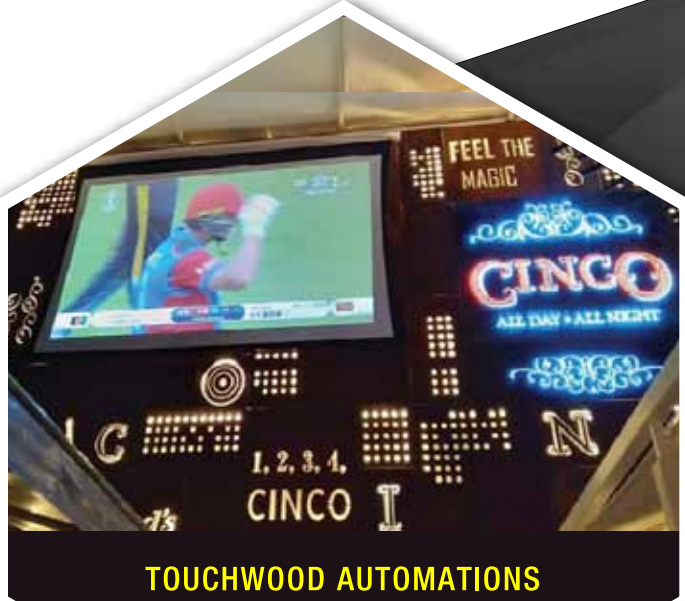
EXHIBITORS & NEW PRODUCTS

ANALYSIS OF 23,241 PARTICIPANTS AT THE EXPO

CERTIFIED AV SPECIALIST (CAVS) REVIEW

AV SUMMIT – CONFERENCE & SEMINAR DETAILS

EDUCATION & TRAINING PROGRAMME REPORT



**TOUCHWOOD AUTOMATIONS
INVIGORATES PUNE'S PARTY SCENE
WITH CINCO**

**Tender Details on
AV projects**

on pg 54



AV-ICNx EXPO 2020

AV INTEGRATION COMMUNICATION NETWORKING EXPO

CONNECT WITH INDIAN AV INDUSTRY

Professional AV solutions and services Expo and Conference

Annual exhibition of latest AV technology in display, audio and integration

325 exhibitors of global brands focussed on key segments for AV technology

Knowledge resource program and professional education over three days at AV-ICNx expo

Largest AV-Integration, Communication, Networking Tech Expo in India with 11 halls encompassing - exhibit, demos and allied events spread over 27,000 sq.m.

23241 registered visitors to AV-ICNx – PALM expo

EXPO HIGHLIGHTS

AV-ICNx Summit – Three Day Conference, Seminar and Workshop

CAVS (Certified AV Specialist) Course

AV-ICNx Education & Training Programme

AV Project Gallery Walk of Fame

3D Immersive Projection & Mapping

AV-ICNx Projection Demo

www.av-icnx.com

Concurrent Expo



28 – 30.05.2020
BEC, Mumbai, INDIA

A Smart Simple Solution



Power Amplifier
MA2030/PA2030



Restaurant



Retail Store



Conference Room



Shopping Mall



The Yamaha Difference

Ever since Yamaha's inception, the craftsmen, engineers, and creative minds that help define the Yamaha brand have adopted a singular philosophy in their pursuit to meet, and exceed, the demands of each new challenge. The scope of Yamaha's influence and experience in numerous markets is without parallel, offering an unrivaled variety of product lines from grand pianos to Hi-Fi components to a range of complete sound solutions for various professional and commercial applications. Through an exhaustive process of studying, refining, testing and introducing new technologies and innovations to each market, Yamaha has developed a truly unique perspective that draws from the vast base of knowledge accumulated through years of designing and manufacturing such a wide array of music and sound related creations.

Distilled into "6 Key Values", this depth of accrued knowledge and experience served as the foundation behind the development of our Commercial Installation Solutions product lineup. By combining a unique, streamlined overall approach to installed sound, with acclaimed Yamaha product reliability and thorough customer care, this flexible lineup promises to benefit everyone at each stage of the installation process—from installers and contractors, to investors and owners. Most importantly, however, it is the patrons, clients, and customers of each commercial installation that will ultimately benefit from the clarity, tonal quality and musicality of these unique installed solutions that exude the decorated history of the sound specialists of Yamaha.



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AV - ICNX TECHNOLOGY

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Incorporating

BROADCAST VIDEO PRODUCER

YAMAHA ANNOUNCES NEW VIDEO AND AUDIO COLLABORATION PRODUCT PARTNERSHIP WITH HUDDLY

Yamaha Unified Communications unveiled its latest video and audio collaboration solutions in Orlando, Florida. In a new partnership with Huddly, manufacturer of award-winning AI-powered conference cameras, the new Yamaha ESB-1080 Enterprise Sound Bar will bundle with Huddly's AI wide-angle USB camera to create the Yamaha Collaboration Kit.

"Meeting participants demand two things no matter where they're meeting: a seamless, intuitive experience and superior audio and video quality. As we continue to expand Yamaha's wide breadth of superior UC solutions, these requirements are at the core of our design," said Michael Fitch, vice president of sales and marketing at Yamaha Unified Communications.

"Yamaha has a well-deserved reputation worldwide for building high-quality audio products, and their UC portfolio is no exception. Our partnership is a terrific opportunity for end customers to experience their industry-leading audio, now combined with the high-quality, wide-angle, AI-powered video for which Huddly is known," said Jonas Rinde, Huddly CEO. "We invite everyone to come and check out the Yamaha Collaboration Kit at our booths."

The Yamaha Collaboration Kit (currently available only in North America) combines Yamaha's ESB-1080 Enterprise Sound Bar and Huddly IQ AI-powered

as a perfect sound solution for any enterprise room to provide or expand speaker output, or as part of a bundled solution with the Huddly IQ AI-powered conference camera.

The Yamaha Collaboration Kit's camera provides 150-degree wide-angle 1080p video, an embedded mic ar-

conference camera, which is perfectly tailored to deliver a high-quality video collaboration experience unlike anything else. Yamaha's ESB-1080 provides an immersive feeling with clear, dynamic, full-range speaker output for conference rooms. The sound bar's two built-in subwoofers and bass-reflex port deliver clear, dynamic, full-range sound in conjunction with two dome tweeters and two woofers. Its conference mode preset is specialized for installation in conference room spaces with enterprise-demanded functions for easy administration. The compact and elegant design, automatic sound optimization, and versatile mounting options make it ideal for various enterprise needs and designs. The Yamaha ESB-1080 is available

ray, automated AI features, and the Huddly InSights analytics API. With the Genius Framing feature, the camera can automatically detect and frame participants in its field of view, eliminating the need to manually control the camera.

The Yamaha Collaboration Kit is best matched to medium-size conference spaces for remote collaboration and presentation with simple connections to a laptop and monitor. Purchase is simple and consolidated; reliable support is unmatched.



AURORA MULTIMEDIA INDIA PROMOTES MR. CHAITANYA MADHAVAPEDDI TO NATIONAL SALES ROLE

Aurora Multimedia India, headquartered in Bangalore, announced the promotion of Chaitanya Madhavapeddi to National level sales role. Earlier, Chaitanya was Regional Sales Manager for Aurora Multimedia India responsible for sales, operations and business development for South region. Now, he will have the primary responsibility of handling sales, channels, training, operations & business development on a larger scale on all India basis.

"Chaitanya has been a key part of Aurora's success in India AV segment, and we are thrilled to promote him to this position," said Nataraju Upputuri, Director

– Aurora Multimedia India. He added, "In last 18-20 months we have built a high performing team that requires to recruit, retain and recognize individuals for their leadership and contributions. Chaitanya exemplify our company's highest standards of integrity and commitment. Aurora Multimedia India team



Chaitanya Madhavapeddi, National Sales Manager, Aurora Multimedia

consistently develop new strategies that exceed clients' expectations while growing our business."

"I am looking forward to working with our all India team more closely which includes sales and technical team and continuing to make improvements that benefit our partners and customers," Chaitanya said.

BOSE PROFESSIONAL AWOWS WEST & NORTH REGION PARTNERS WITH ABHINANDAN

MULTI-CITY DEALER'S MEET WITNESSES OVERWHELMING PARTICIPATION AND RESPONSE

Pro Audio major Bose Professional, recently reached out to the professional audiovisual community in India by organizing multi-city dealer meets in collaboration with distributors and channel partners. The well-appreciated and well-attended gatherings witnessed overwhelming participation and response and provided Bose Professional's partners and dealers an important overview of the company's strategies and products enabling them to meet their business goals, while also facilitating a one-on-one interaction with the company's key executives. The events also celebrated the successful achievement of several business

milestones that the brand had achieved down the years.

Abhinandan Western Region

Official distributors of Bose in the western region - **Cubix Microsystems**, organized the dealer's meet in the western region in three cities. The first dealers meet was in Pune, followed by Ahmedabad and finally Mumbai. Bose treated invited guests to demonstrations and product presentations of newly launched products.

The meet, aptly titled **Abhinandan** (Greetings) was organized as a market connect to greet network and engage

with partners comprising of ProAV dealers and Systems Integrators, while also recognizing and rewarding them for their unwavering support and persistent contribution to the Bose brand.

Vibhor Khanna, Country Manager – SAARC, Bose Professional, stated, "Abhinandan has been designed specifically to foster an enhanced progressive business ecosystem between Bose Professional and our business partners. In addition to engaging with dealers and partners on a deeper professional level, Abhinandan has given us the opportunity to celebrate their successful association with Bose Professional products over the last financial



Team Bose with the system integrators and dealers at the Jaipur Dealer's Meet



(from l-r) Tejas Desai, Vijay Joshi, Vibhor Khanna, Vishal Kotian and Punit Kumar

year and duly recognise their contribution to the brand's growth in the region. Through Abhinandan, Bose Professional reaffirms its wholehearted support and dedication to all our partners, and fortifies its vision for long-term growth in India."

The gathering of dealers and systems integrators demonstrated strength of support for the brand as well as its long-term business allies - Cubix Microsystems, as almost 30-35 industry professionals comprising of professional audiovisual dealers and systems integrators followed the invitation to the full-day meet, in each of the three cities.

Vibhor Khanna, Country Manager – SAARC, Bose Professional and **Vishal Kotian**, Regional Manager- Channel Sales

from Bose Corporations' Mumbai office, were joined by Vijay Joshi, Director, Cubix Microsystems to provide an overview of Bose Professionals' company and product strategies, along with detailed introduction of specific new products, key messages to the industry, followed by a corporate video and one-to-one interactions.

"The presentations included key messages which we wanted to put across to our dealers, based on their previous year's performance, and also provide them a window to what's in store for them in the near future," said **Vishal Kotian**. "The idea behind conducting these events is to thank our dealers and systems integrators and to celebrate their business associations with Bose products since the last several years," he added.

The product introductions and demos in each of the cities culminated with an award ceremony, wherein Bose honoured those who had upheld and reinforced the Bose quality and stature with remarkable installations across the country. The winners were motivated and rewarded with high-quality gifts from the Bose bouquet of products.

"With this award ceremony, we recognized few partners, dealers and wholesale dealers for their exceptional performance and the growth that they had demonstrated," said Kotian.

Abhinandan Jaipur

Building on the momentum, Bose Professional followed the interactions in the western region with the second leg of Abhinandan in Jaipur on 18th July, in collaboration with channel partners - **Delta Infotel & Hitech Audio Systems Pvt. Ltd.**, official distribution partners of Bose Professional in India.

The event attended by more than 100 industry professionals, again comprised mainly of Systems Integrators and ProAV dealers, who demonstrated their support for the brand by taking out time to attend the whole-day meet.

The meticulously planned event included informative sessions and discourses on technology, steady rise in market acceptance across application segments, positive business growth in the previous fiscal year, and also key insights into the brand's vision and strategy for the near future.

The product highlights at this meet included Bose Professional's full Range of loudspeakers along with live demonstra-



Vibhor Khanna, Country Manager – SAARC, Bose Professional addressing dealers during the meet

tions of the **EdgeMax** in-ceiling premium loudspeakers featuring proprietary Bose PhaseGuide technology and the **Power-Match** line of professional power amplifiers boasting of concert-quality sound with a high level of scalability and configurability.

Not only did the products impress the audiences in all four cities, but it has also

be a great engagement exercise for Bose Professional as well as all the dealers and SI partners that have been consistently working with Bose Professional products. Not only has the brand conveyed its strong support to the entire dealership and SI partnership network, but by recognizing their works and achievements the brand has also added a feeling of prestige



Vibhor Khanna and Vijay Joshi awarding partners during Dealer's meet

proved to be successful in generating quite the business buzz for the EdgeMax and PowerMatch series products in the region.

In tandem with the award ceremonies organized in the Dealer's meet in the Western Region, the Jaipur event also recognized key partners who had demonstrated steadfast allegiance by using Bose products in major audio integrations. The gesture, was received by the audience with a great deal of pomp and enthusiasm in every city and proved to be a great shot in the arm for all who were in attendance.

Vijay Joshi, owner of Cubix Microsystems commented, "Abhinandan proved to

associated with doing great work with Bose Professional products."

Manik Gupta of Hi-Tech Audio also shared his thoughts on Abhinandan saying, "Bose Professional has undoubtedly made a mark in the past year across application segments, and through Abhinandan, we have felicitated all those partners who have contributed invaluable to the brand's growth. The fact that Bose has big plans for the future - be it in terms of introducing new technologies, implementing unique business strategies, and more - is a true testimony to the brand's long-term vision for India, and it is undoubtedly an exciting time for everyone associated with the brand."

BARCO'S INDUSTRY-LEADING SCREEN MANAGEMENT PLATFORM GETS THREE IMPORTANT ADDITIONS

BARCO ANNOUNCED THE NEXT GENERATION IN THE E2 PROCESSING FAMILY, A NEW EXPANSION CARD AND ITS STANDARDS-BASED FIBER SOLUTION FOR 4K VIDEO TRANSPORT.

Barco's image processing portfolio has become the industry standard for running high-quality shows and events. Its power, flexibility and situational awareness are why video walls and high-resolution displays worldwide use Barco processors to support the key messaging of major brands every week. To keep the platform future-proof and up to speed with the latest requirements of demanding audiences, the company introduces the following three new solutions.

E2 Gen 2: full show control with increased 4K input capacity

The newest addition to the E2 family features all the great proof points of its predecessors such as the rugged and modular design, the straightforward user interface and the flexible layer management. However, it also enables impressive pixel processing power with increased 4K input capacity, due to the total number of sixteen 4K60p inputs. In addition, the E2 Gen 2 ships fully configured with our second generation of single cable 4K60p video interface cards. What's more, the improved power supplies guarantee added reliability and the new 4K Multi-viewer brings full 4K resolution or four indepen-

dent HD outputs allowing for full situational awareness of all inputs and outputs in the system while operating the most impressive shows. Thanks to its linkable chassis, the E2 Gen 2 can easily expand beyond the capabilities of a single box supporting the largest canvases available without the need for additional external processing or matrix routing.

Fiber solution for 4K distribution over long distances

Many of today's events and installations use fiber to transmit signals over long distances relying on external fiber extenders which increases the complexity of the show setup. With native 4k60p processing using SMPTE standard fiber formats, Barco's peer to peer fiber solution eliminates the need for external fiber extenders saving users both time and money, as well as reducing possible signal drop-outs caused by weak signal chain components. The complete fiber card solution consists of a fiber output card connected to the image processing device and a fiber input card which can be integrated in Barco's large venue projectors like the UDX.

New cards and updated features to



Barco's E2 Gen 2

create bigger experiences

To further support the growth of 4K signals, Barco also brings a new CXP I/O expansion card. Previously, if two or more screen management processors were linked together, the EX was not able to be included in the system. With the new CXP I/O card, the EX can be used as a stage box extension or input expansion while still keeping the main processors linked together, enabling the processing of those extremely large pixel canvases.

To conclude, the screen management's premium content support is further improved by supporting HDR 10 and HLG high dynamic range content, wide color gamut (BT.709, DCI-P3 and BT.2020), and high frame rate signals up to 120Hz natively.

AUDINATE ANNOUNCES INTERNAL SUCCESSOR FOR CEO

Audinate, announced that Aidan Williams, the Company's CTO and Co-founder, will succeed Lee Ellison as CEO. Mr. Ellison has informed the Company of his intention to retire from his role as CEO on 13th September 2019 following release of the Company's 2019 full year financial results.

Commenting on the transition, Mr. Ellison said: "I am most proud about the passionate team at Audinate that has contributed to our overall success and is brilliantly executing on the growth strategy that has been put in place. I am comforted in my decision to enter retirement, believing the time is right to hand the leadership over to Aidan. Aidan, and the rest of our experienced execu-



Aidan Williams, CTO and Co-founder, Audinate



Lee Ellison, CEO, Audinate

tive leadership team, have built a close working relationship over many years, and I am confident that Audinate will continue to thrive under his leadership. As the de-facto standard and most trusted brand in audio networking for the professional AV industry, and with us now adding video

capability to our product portfolio, Audinate is in a great position to capitalize on our vision to Pioneer the Future of AV."

Commenting on his appointment to the role of CEO-Elect, Mr. Williams said: "I look forward to building on the successes that occurred under Lee's leadership. We are at a very exciting point in the Company's development, with strong ongoing momentum highlighted by achieving the milestone of 2,000 Dante enabled OEM products available for sale. Having been closely involved in the technology and strategy of the business to date, I see my role as leading the team to unlock the value embedded in transforming the global AV industry through networking and software."

AV-ICNx 2019 BREAKING BARRIERS & BUILDING RELATIONS



THANK YOU
TO ALL OUR EXHIBITORS FOR MAKING
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BIAMP LAUNCHES TESIRACONNECT ROOM EXPANDER TO EFFORTLESSLY CONNECT AND POWER ALL BIAMP DEVICES

TESIRACONNECT SIMPLIFIES THE BIAMP CONFERENCE ROOM BY PROVIDING POWER AND MEDIA OVER A SINGLE CABLE TO ALL BIAMP DEVICES

Biamp introduced its TesiraCONNECT room expander. The TesiraCONNECT device is a five-port AVB connection box that simplifies the Biamp conference room by providing power and media over a



TesiraCONNECT Room Expander

single cable between Biamp AVB DSPs, USB extenders, PoE+ amplifiers, and microphones.

"As Biamp's family of processors and peripherals grows, integrators have been asking for a simple, dependable device to connect and power them. TesiraCONNECT fills that need," said Biamp's Executive

Vice President of Corporate Development, Joe Andrulis. "Simply plug up to five AVB devices into the expander and they're connected and ready to work. If you need more than five connections, multiple

expanders can be daisy-chained. TesiraCONNECT is the ideal appliance for the conference room to connect Parlé microphones, PoE+ amplifiers and desono loudspeakers, EX-UBT USB extenders, and TesiraFORTÉ conferencing system."

TesiraCONNECT is the central connection point for all Biamp devices in the conference room, and offers the following features:

- **Five RJ-45 Ports:** TesiraCONNECT comes with four PoE+ powered RJ-45 ports, each supporting single-cable connectivity to a Biamp endpoint. An

additional unpowered RJ-45 port is included to easily pass all signals back to the TesiraFORTÉ conferencing system.

- **Easy Expansion:** For more complex installations, daisy-chain up to four TesiraCONNECT devices to support four PoE+ amplifiers connecting up to 32 desono™ speakers and 12 Parlé™ Beamtracking™ microphones.
- **Small Form Factor:** The design is small and unobtrusive at 14.7 cm x 14.7 cm x 2.8 cm (5.8" x 5.8" x 1.1") and weighs only 0.8 kg (1.8 lbs), and easily mounts under a table, in a cabinet, or behind the monitor.
- **Ease of Management:** TesiraCONNECT is fully compatible with Biamp's SageVue management and monitoring system.
- **Simple Interface:** Built for the conference room, all the ports are located in the back — reserving the front for status indicator lights — and there's no easily accessible power button for end users to accidentally push.

EXTRON AND LIFESIZE WORK TOGETHER TO ENHANCE COLLABORATION SPACES

Extron recently announced that Extron AV control can now be part of Lifesize Video Conferencing. Their work with Lifesize extends Extron control capabilities for the portfolio of Lifesize Icon meeting room systems, providing enhanced control functionality to their award-winning video conferencing solutions. This collaboration with Lifesize allows their TouchLink Pro touchpanels to provide a familiar Lifesize interface to control audio and camera functionality and provide additional room control options.

"As part of our continuing efforts to collaborate with other technology innovators, we are very pleased to work with Lifesize to extend AV control to their family of Icon meeting room systems," says Casey Hall, Vice President of Worldwide Sales and Marketing for Extron. "This collaboration launches a new level of convenience,

providing intelligent, centralized control of AV devices, shades, lighting, audio, and much more."

Extron and Lifesize solutions will help eliminate repetitive tasks and create smarter functions to initiate meetings, share presentations, and build enhanced collaboration spaces. To add further automation capabilities, occupancy sensors can be added to automate system power to



TouchLink Pro touchpanels

turn on displays when participants enter a room.

VIVO MOBILE INDIA SEES MEETINGS DIFFERENTLY WITH BARCO WEPRESENT IN THEIR MEETING ROOMS

It's obviously not easy describing how innovative software works. And it's especially difficult for a company like Vivo Mobile India. They're at the cutting edge of smartphone technology, creating their own smartphones and smartphone software, as well as developing online services, concepts that are best demonstrated in meetings than presented as arbitrary explanations. Barco helped them make their meetings more effective. Barco wePresent has given them a user-friendly way of presenting their latest innovations.

Vivo Mobile India isn't just involved in creating smartphones. They also design the software that makes their devices run. They create the online services their clients rely on. When it comes to meetings, it is easier to demonstrate how their innovations work than to explain the concepts behind them. This is why they wanted to find a way to quickly, conveniently and easily present content in meetings. They found the solution they needed in Barco wePresent.

Mobile technology

For Vivo Mobile, there are endless meetings, brainstorming sessions and conferences involved in bringing innovations like the FunTouch Operating System, the Vivo App Store and their range of smartphones, accessories and software to life. They crucially needed a system to present, demonstrate and share content in these meetings.

"We always wanted to make our meeting rooms and boardroom wireless," explains Dharmendra Rawat, IT Manager of the Vivo Mobile offices in Gurgaon. "We are a mobile phone company! Why would



we work with all those different cables and wires?"

Wireless technology

Rawat knew Barco from their strong brand name and excellent reputation. He was immediately impressed with their range of user-friendly wireless meeting solutions. As such, he contacted Supertron, a national distributor of Barco products and solutions in India. They offered a premium price that included not only the device solution, but its installation as well.

Installation? Easy.

Vivo Mobile decided to install the Barco WiPG-1000. It would allow them to have wePresent wireless meeting technology in five different meeting rooms.

"Installation was very simple; it took only one day to setup all the meeting rooms," explains Rawat. "We were given a detailed demonstration. After that, we were so happy that we threw out all those cables. We don't need them any-

more!"

Meetings made fun

In offering an effective, user-friendly system for presenting data on a display device in high brightness and high resolution, wePresent has met every requirement for Vivo Mobile. But it has also offered more than was expected:

"We even use wePresent to share presentations in live streams and video conferences. Plus, we can split the screen to show content from two laptops or mobile devices at the same time on a single display," says Rawat. "wePresent makes meetings much more interactive and, in fact, much more fun."

Highlights:

- Immediate presentation of content on any display
- Possibility of simultaneously displaying content from two sources on a single screen (split-screen presentations)
- Easy to use

VUWALL EXPANDS INTO NEW TERRITORIES WITH...

continued from pg. 52

product portfolio of video wall solutions in each of the showrooms at its main offices located in United Arab Emirates, India, Singapore, and Hong Kong. This will allow integrators and end users to experience VuWall capabilities firsthand. Certified by VuWall, Mindstec dedicated

personnel will be able to offer first line of support as well as training to system integrators at any of the distributor's global offices.

"The heart of what we do is to provide our customers with access to proven and trusted AV solutions that will help grow their businesses," said Syed Wahab,

CEO of Mindstec Distribution. "As AV and IT continue to converge, our portfolio of IP-based products delivers the most comprehensive offering available in the market. With solutions designed for ease of deployment, use, and management, VuWall is a perfect addition to our broadening portfolio."

ALLWAVE AV TRANSFORMS YES BANK'S TRAINING SPACE WITH CUTTING-EDGE TECHNOLOGY

All wave AV recently installed a line of audio and visual solutions for Yes bank's training space, gym and gaming facilities to enable more natural and convenient interactions between their key managers across the globe.

YES Bank is the fourth largest bank in private sector. It has been recognized among the top and fast growing banks in various banking league tables by prestigious media houses and global advisory firms also received several national and international honors.

Requirements:

The management team at the YES Bank requested for high quality of audio and video delivery between in rooms to make sure that training experience is of high quality. Ensuring that quality of images and speech is very high.

Yes bank was looking for a way to conduct trainings with high audio and video clarity. They also needed a high tech training room for special events and presentations. They also wanted to make

a bold statement with every visitor or employer or partner to understand at a glance what yes bank is.

Collaboration for the financial services is a top priority, to deliver internal efficiencies and to connect effectively with customers. Allwave has worked with almost majority of finance and education sectors. We have learned the best ways to implement



Racks with integrated modules for control, video conferencing, lightning, network, signal management and displays



46" NEC Display video wall in the reception area

smart, secure video collaboration solutions for our customers, with a focus on sensitive data, regulations and ultimately the customer experience.

Solution:

Solution put forward by Allwave was highly collaborative and interactive. Sound was optimized by setting up ceiling microphones, as well as microphones for the faculty. Lightening in the rooms was using LED lights with a dimming control, for variable lighting as per the requirement in that room. All AV solutions as well as lightening were controlled by iPad.

Allwave designed 4 Meeting rooms out of which there is crestron room scheduler outside every room. It is designed to provide control, monitoring, lighting and shading, climate control, security, energy management and many other specialized applications.

Racks were placed at rack rooms with integrated modules for control, video conferencing, lightning, network, signal management and displays.

These modules work in the background and faculty can control all of these modules through a wireless iPad.

Allwave Professional services group carefully evaluated the client's requirements and constructed the best possible solution to meet these. The team is constantly exploring new ways to engage and inspire their trainees as well as employees, particularly in case of seminars, events, training sessions, which invigorate audiences with increasingly tech-enabled interactive and dynamic productions. Yes bank engaged

to create an audiovisual production that captures all the energy of a quarter in a meeting / training in a meaningful and empowering exchange of ideas.

A specialized training room with large video walls was the key aspect of this project. Allwave-AV installed a 46" NEC Display video wall in the reception area of yes bank which high definition digital signage appliances to allow development, scheduling and display of custom content. In the fitness center i.e. gym area, Allwave provided wall mounted display and ceiling speakers to reproduce background music via customer-furnished commercial music service.

Endless events would be producing an in-room audio and video production supported by multiple cameras, screens and sound reinforcement systems standard for such events.

Final Impression:

Allwave has installed it in a way that requires minimum user intervention and training, Allwave solution for YES Bank provides complete control of the audiovisual equipment installed across the premises.

From the modern training room, to innovative reception area to modern displays in gym area, room schedulers across the training rooms, every little aspect has been carefully included and integrated to ensure a seamless communication experience exactly as desired by the client.

The key result is a high tech space that brings to life the ultimate in business communication.

THANK YOU TO ALL OUR VALUED SPONSORS FOR MAKING PALM EXPO & AV-ICNx 2019 A GRAND SUCCESS

HARMAN
LIVE ARENA



PLATINUM PARTNER
CONFERENCE & SEMINAR



DISPLAY PARTNER



LANYARD PARTNER



SOUND PARTNER
SOUNDSCAPE & DJ CHAMPIONSHIP



SOUND PARTNER
CONFERENCE & SEMINAR



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TOUCHWOOD AUTOMATIONS INVIGORATES PUNE'S PARTY SCENE WITH CINCO

With growing number of clubs and lounges all over the city, we bring an install story that totally transforms pune's party scene with its state-of-the-art audio and video installations. AV-ICNx documents the project.

Named after the Spanish word for 5, Cinco, is Pune's all-new resto-bar and patisserie that promises to make every experience 5 times better! An indulgence for all the 5 senses, Cinco has a uniquely vibrant beauty that captivates from the moment one steps in, with the right kind of music to enliven the mood.

With a scenic AI Fresco arrangement and a cozy interior with an island bar and refreshing cocktails, one can soak up the sun and the moon, or party with high spirits until the sun comes out. Maximizing the fun with themed week-nights and action-packed weekends, Cinco is the new party stop in Pune.

Located in the very centre of Pune, Cinco is spread over 8,000 sq. ft. area and is divided in 3 areas i.e. Club Area of 3,000 sq. ft., Outdoor/Garden Area of 3,000 sq. ft. and a closed Patisserie of 600 sq. ft. Rest of the area belongs to the Kitchen, Office, Washrooms and Staff Rooms.

Cinco was launched on 7th June 2019 with an invite only party and was open for public from 12th June 2019.

Cinco's Management involved Touchwood Automations around October 2018, during the planning and wiring stage to fulfil their audio and video requirements.

Audio Installation

Cinco's management was very clear in their brief to Touchwood Automations. They needed a combination of Zones, all playing the same music at the same time. While they needed High Volume with DJ Console on a structured platform in one corner of club area, they need Patisserie Music to be mild which could necessitate this area to have an independent Music Selection. Moreover they did not want any speakers to be visible in this area.

They required the Outdoor/Garden Area to be connected with the Club Area and have Live Gigs to be conducted in this area as well. The Active speakers and Stage monitors were to be connected to the Outdoor Installed speakers during the live Gigs.

They need a different music to be played in the club area during live Gigs in the outdoors, however, when Live Gigs happen in the indoor Club Area the Outdoor installed speakers to be connected to the same.

For sports viewing they needed 2 projectors in the club area and also needed 2 Television in the Outdoor Area along with an enormous 220" Screen in the Outdoors which could be spotted from a very far distance (Right from the Entrance of The Mills). They also wanted the dance floor that is concentrated between the DJ Console and the Bar Counter to have more High-Volume Levels with Bass than the other areas.

The choices of products were completely entrusted upon Touchwood Automations by the venue owners who gave them the liberty in designing the solutions. The only thing important for the management was the Clarity of Audio and Video, and the ease in handling the system.

Touchwood's team finalized a combination of Audac products and some third-party controllers and mixers, after a detailed acoustical analysis of the space to meet the venue's aural requirements.

The entire list of the products used to fulfil cinco's requirements included:

Club Area:

- Audac FX 3.15 – 2 Nos. (Main Foreground Speakers) – 750 Watts RMS
- Audac FX 1.18 – 2 Nos. (Main Foreground Bass Cabinets) – 800 Watts RMS
- Audac PX 112 – 2 Nos. (Used as Fillers in the Club Area) – 300 Watts RMS
- Audac SMQ-750 – 1 No. (4ch x 750Watts Amplifier) – For Bass Cabinets
- Audac SMQ-500 – 2 Nos. (4ch x 500Watts Amplifier) – For Foreground Speakers
- Audac SMA-350 – 1 No. (2ch x 350Watts Amplifier) – For the Fillers

Outdoor Area:

- Audac WX-802 Outdoor Black Speakers – 8 Nos. (IP 55 Rated – 16 Ohms) 70 Watts RMS
- Audac EPA 254 Amplifier – 1 No. (4ch x 250Watts)

Patisserie:

- Audac CELO 6 – 4 Nos. (High-End Ceiling Speakers of 60 Watts RMS)
- Audac EPA 104 – 1 No. (4ch x 100Watts Amplifier)

Plan:

Touchwood's team designed the Cabling in a way so as to accommodate any addition of speakers, changes in the woofer placements and changes in the Portable systems for Live Gigs performance. The cabling layout was submitted to the Designers and the agencies and accordingly the cabling was initiated on-site. They used a Kasper Conduit Install cable of 2.5 sq. mm. for the club and outdoor area, whereas the Patisserie is wired with Kasper 1.5 sq. mm. Conduit Install cables. They used over 700 meters of cables to accommodate any further change in the speaker/woofer placements.

The club area is equipped to handle more than 8 speakers and 4 woofers, while the outdoor area is designed to handle 8 speakers.

The DJ was provided with one of the latest Pioneer CDJ-2000NXS2 Players and DJM-900NXS2 Mixer, along with Yamaha MG10 XU Mixer, whilst the artist would be using the Yamaha MG16XU Mixer for live gigs coupled with Wharfedale Active Speakers.

The Audio Cable for Interconnections between the zones has been laid to the number of 300 meters. The main junction of all these cables is the DJ Console area; provisions are made to make any Zone

Amplifier location as the main zone.

The foreground speakers used were the most high-end speakers from Audac-theFX 3.15 weighing around 50 kgs each and having old-school connections for mid frequency (200 Watts RMS), Low-Mid Frequency (500 Watts RMS) and low frequency (50 Watts RMS). The combination of these 2 Foreground Speakers played a vital role in filling up the sound in the entire club and the massive 18" Bass Cabinets proved their worth by providing adequate energy to the room. The PX 11 speakers were planned and commissioned towards the end of the room as it needed to act as fillers to the main foreground speakers.

Challenges:

The Installation phase proved to be challenging for Touchwood. Their plan of suspending the huge foregrounds speakers using truss, to ensure better coverage and dispersion at the right angle was objected by the management of the entire complex better known as 'The Mills' which is a century old cloth mill by the name of Raja Bahadur Mills next to Pune Railway station, stating that "No product can use the ceiling/truss for its installation." Although the heights were of 15 ft to 25 ft, the load bearing structure was supported by generation old trusses that were resting on the beam (Height of 14 feet from ground). Now, Touchwood and Cinco faced a massive hurdle in the installation phase as their plan was to deploy the china imported lighting from the ceiling for the bar counter. This delayed their on-site work for more than 2 weeks.

Execution:

They had to revamp the entire design without changing the outcome so Touchwood decided to move the speakers on to the wall.

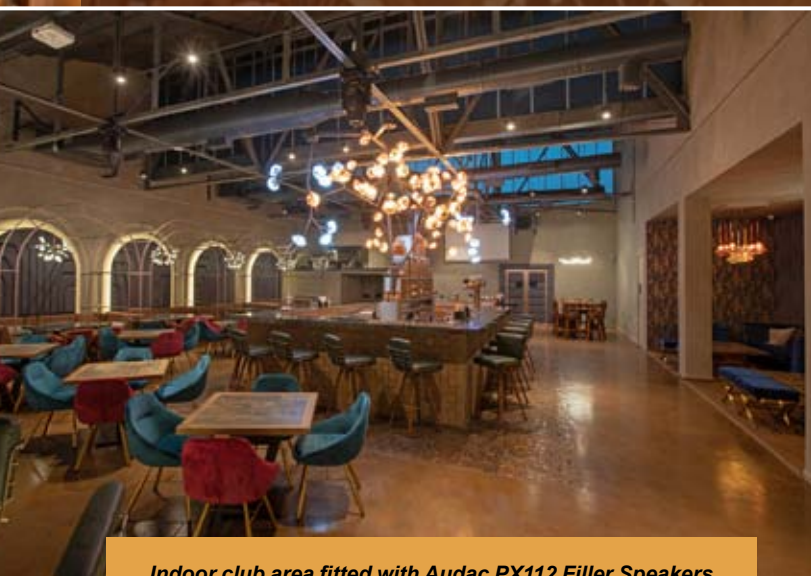
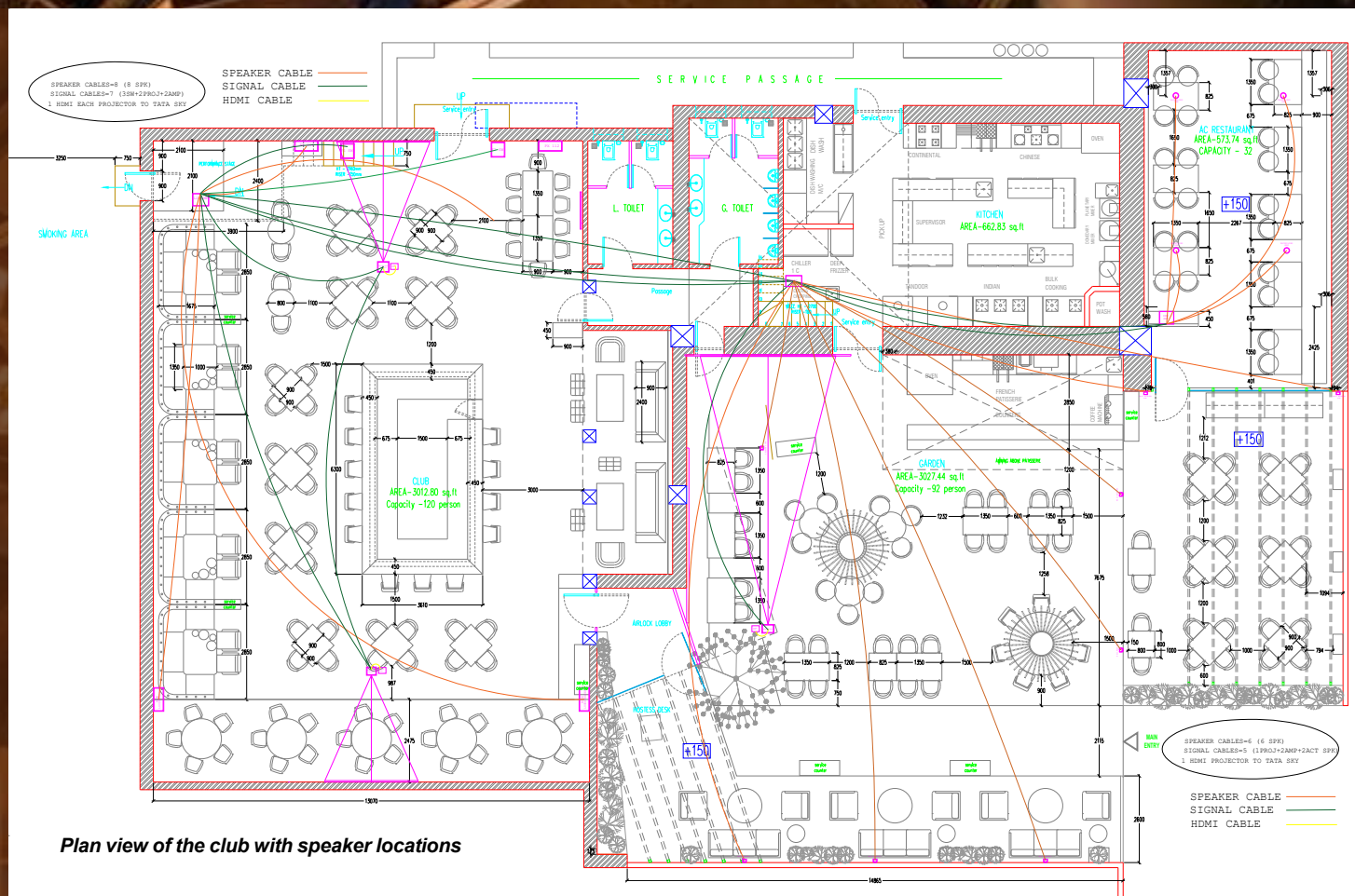
Restructuring a wall mount that could give them an inclined angle and also hold the weight of 50kgs of one speaker presented a challenge to Touchwood Automations. Getting the frame designed and manufactured was comparatively easy, than the real challenges of installing the frame and placing the speaker in the same. The speakers had to be placed 12 feet high from the floor and with the help of scaffolding it wasn't easy. It took 4 engineers and installers to lift the speakers and carry it step by step in the frame.



Outdoor garden area deployed with BenQ MX740 Screen



Outdoor area deployed with Audac Speakers



Video Installation:

Whilst the club was coming towards the end, second challenge was to mount the enormous 220" Tab Tension screen in the outdoors at a height of 25 feet from the floor. The screen weighed more than 35kgs and had to be welded to withstand the wind and moisture.

Except for the Benq projector which by the time the project came to an end was discontinued, sourcing of all the other material was not a challenge as the importers of Audac were gracious to hold the material for them. Benq projector was sourced from their industry colleague from Raipur.

The 220" Tab-Tension Motorized Screen, Audac's top of the line

The video system comprised of

Club Area:

- Epson EB-W05 Projector – 2 Nos.
- 120" Motorised 16:9 Ratio Screen – 2 Nos.

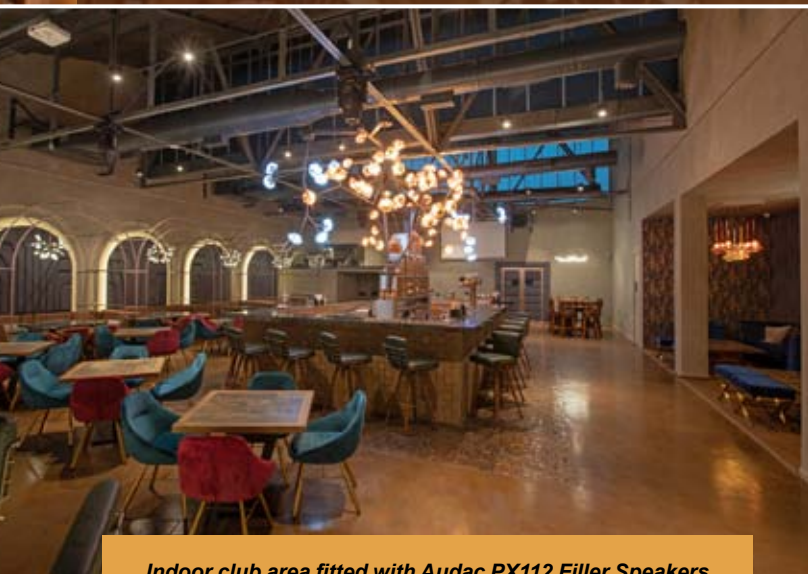
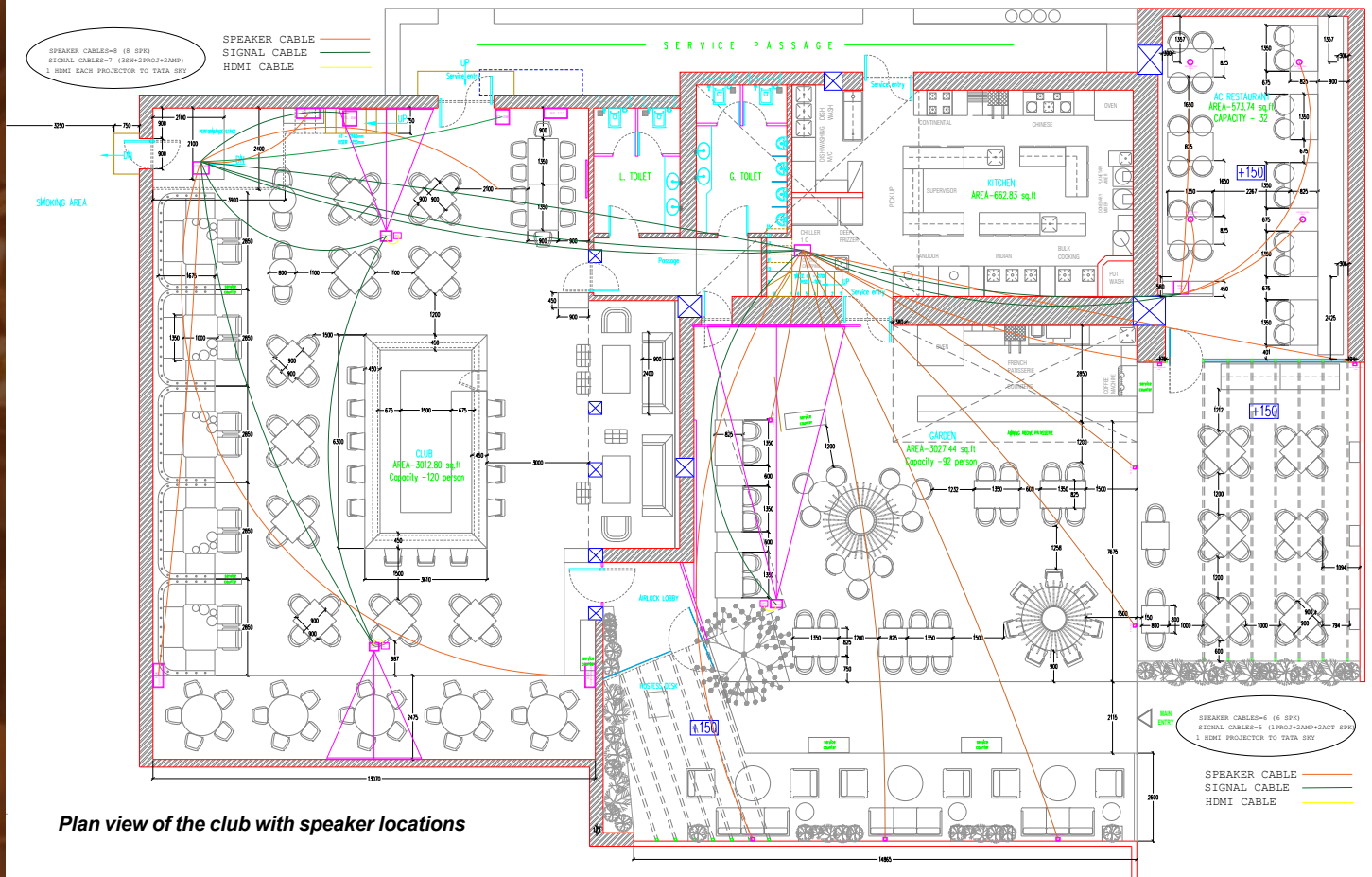
Outdoor/Garden Area:

- Samsung 49" Digital Signages – 2 Nos.
- Benq MH740 – 1 No. (Giving 220" Screen Size from a distance of 28 feet with high Lumens)
- 220" Tab Tension Motorised Screen – 1 No.

speaker and bass cabinets and Audac's Outdoor weatherproof speaker are the major highlights of the entire project.

The owners and partners Varad Patil and Anshul Shetty were extremely happy and satisfied with the entire setup. "Thanks for taking care of each requirement and completing the space with an amazing sound and great video. The visitors are truly enjoying an amazing experience. You've truly fulfilled one of the five senses by delivering a great audio and video solution" commented the partners at Cinco.

"Kripa Electronics India/KEI Hi-Fi who are the importers and national distributors of Audac have helped us immensely in the project with their Technical Designer, Mr. Anil Girimaji taking great efforts not only in designing the solution but also for the final calibration during installation" said Tanmay Mehta, Founder of Touvhwood Automations.



Indoor club area fitted with Audac PX112 Filler Speakers

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AV-ICNx Delivers **Highly Motivated** **Robust and Rapidly Expanding** **Professionals Gives**

India's Leading AV Consultants participated in the

The inaugural edition of the **AV-ICNx Expo 2019** was launched concurrently with the **PALM Expo** in Hall No. 3 of the BEC.

"PALM has evolved into its own iconic brand, where AV in its strict sense was not getting the required identity. The key areas of integration, communication, and networking (pretty much used by most PALM visitors) were not being addressed the way it ought to have. We had to evolve a model that provides the intended opportunity. By virtue of that, it required a dedicated space and platform.

For example, LED solution providers and their users, and some of the projection solution majors; we could not keep them merged and submerged in PALM," said **Anil Chopra**, in an interview with industry magazine ETA (Entertainment Technology Asia)

The title of the show, which was changed a week before the show speaks about Integration, Communication, Networking [ICNx] expo. The original title of the expo was replaced to AV-ICNx out of a spirit of cooperation to Integrated Systems Events LLC.

The AV-ICNx opened to a warm and

appreciative reception from the AV industry spread across India. Being the first edition of the show, unlike the PALM expo wherein the never-ending queue for registration at hall 2 is a common sight, the first day opened to a relatively slow start at AV-ICNx, but then gradually picked up momentum towards the latter half of the day.

Total footfall across all the halls of PALM expo and AV-ICNx reached a staggering **30,949** of which **23,241** accounted for unique visitors. Day one clocked **8168** visitors, day two registered **8,464** unique visitors, while day three boasted of **6,609**



Inaugural **AV Expo & Conference**

AV Integrated Systems Market

Strong Approval

AV Conference and Walk of Fame Project Gallery

unique visitors.

"India's market in install across solutions in entertainment, hospitality, and retail are witnessing a marked growth, adoption of premier brands, fuelled by an economy growing at 8% annually. PALM felt this surge of integrators at the show, delivering more professionals and decision makers, rather than 'visitors with interest,'" said Anil Chopra.

Joining the marquee list of exhibitors at PALM were leading AV technology brands participating in AV-ICNx 2019. Focus product segments included Video Projection & Display, Digital Signage, Large Display, interactive Display, Unified communications, Education technology, Audio Processing, Digital Cinema, Cabling, Connectors and signal management, Conference and



collaboration, IP & Network distribution.

"We have been associated with the PALM expo since the last three years and this is our first year as exhibitors at AV-ICNx. The experience has been tremendous. The space, venue and the infrastructure is quite adequate. The kind of audience targeted was very particular. We got the right audience at our stall, which is one of the things I loved the most. It was well marketed, so the people were well aware about the event. We did not have to do anything and got a good footfall at our stall. This segment gave us a good number of connects," said **Jagdish Tamboli**, National Sales Manager of **Cubix Microsystems India Pvt. Ltd.**

"The dramatic expansion of PALM with AV-ICNx establishing in its very first year, is truly amazing. PALM now has gained the depth as a solution provider with the inclusion of display and audio video integration technology," said **Ramesh Chetwani**, Exhibition Director, PALM Expo.

NEW ON THE SHOW FLOOR

It was predictable that many of the manufacturers and distributors would have used this platform to unveil and display a host of products over the three days.

Leading control automation service provider, **Aurora Multimedia**, India, showcased its line of latest products, the **VLX-TC1** and **IPX-TC3-Pro**, the star products of Aurora. Aurora's

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IPBaseT VLX-TC1 1Gbps AV over IP transceiver possesses an SFP slot that dramatically increases flexibility and functionality at no additional cost. The small form-factor plug-gable (SFP) option enables greater network simplicity and management. The second highlight of Aurora's booth, the IPX-TC3-Pro, is the industry's first 4K2K transceiver with zero compression and latency based on BlueRiver NTTM platform. It provides one of the most advanced IP Streaming solutions on the market utilizing Aurora's IPBaseTTM technology, which synergizes various IP/AV standards to work together as one. **HDBaseT 2.0** products, **IPX-TC3-WP** wall plate trans-

ceiver, and the **IPX-TC3** IPBaseT transceiver are some of the other products showcased at their booth.

BenQ India showcased their newly launched display and projection solutions. The highlight of the booth was the **E520** Smart Wireless Business Projector, aimed at wireless projection applications in business environments. Some of the display solutions on the booth included the **IL350-35-inch** interactive display signage system, the **TL321**- 32-inch transparent display signage system and the **BH2401** 24" stretch display plug-n-play solution.

"PALM Expo this year has added another domain in the form of AV-ICNx to the entire platform which all these years was linked



only to audio and lighting solutions. This year with the inclusion of the video and display solutions, we have also taken an aggressive stance with one of the largest booths in this hall. We look forward to having a larger AV targeted audience in the second edition of the show, compelling brands like ours to participate and not miss out on being on a platform like this," said **Maresh** – National Business Manager, **BenQ India**.

Epson India, a recurrent exhibitor at PALM, had taken up the largest booth in the AV-ICNx hall to display a varied range of projectors. The highlight of the show was the **EB Series 3LCD laser projectors**, the **EB-700U** - Epson's ultra-short throw Full HD 3LCD

laser projector and the **EB-L510U WUXGA** 3LCD Projector aimed at education and business environments.

Translation India, one of India's premier providers of end to end solution for language interpretation equipment, launched its line of latest products, **Silent Conference Systems**, **Delegate Discussion Unit** and more at AV-ICNx. Silent Conference system allows you for delivering an event where you can have multiple speakers and at the same time and same venue without affecting the other one. It gives you the facility of running several groups in one main room rather than having one speaker per one room. **Delegate Mic and Discussion Unit (DCN)**, another highlight at the booth of Translation India is one amongst world's best delegates mics from **BOSCH**. The BOSCH Discussion Unit enables participants to speak, register a request-to-speak and listen to the speaker.

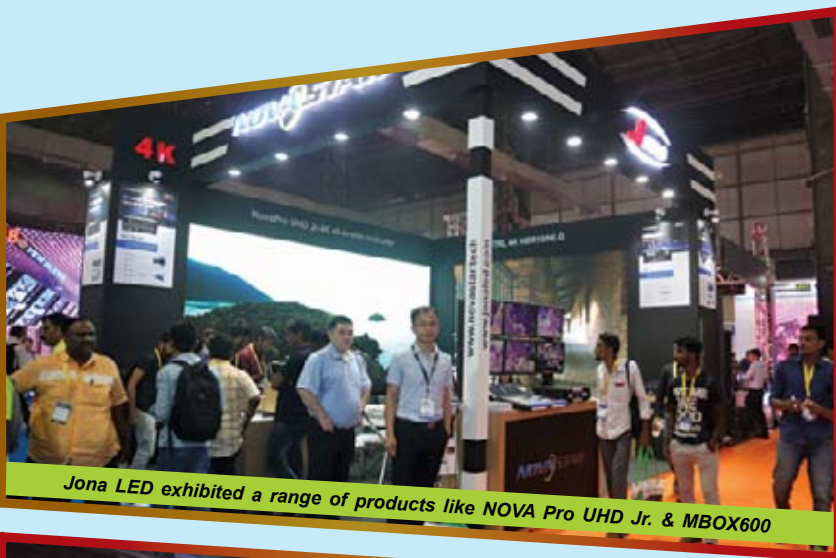
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Maresh Soni

National Business Manager, BenQ India.

RevoAV Digital solutions Pvt Ltd., a startup registered in March 2019, made its debut at AV-ICNx. Revo solutions is creating a new innovative online platform for professional AV freelancers. The Website contains features that enable Freelancers and Employers to do, among other things, the following – The Employers can create profiles, post projects, search for Freelancers, communicate with Freelancers, negotiate with Freelancers, award projects to Freelancers, manage projects, leave feedback for freelancers, and pay Freelancers. The Freelancers can create profiles, advertise capabilities, submit quotes, negotiate with employers, obtain project awards, invoice, obtain feedback from Employers, and receive payment from employers.

CAV Audio India Pvt. Ltd., the Indian arm of Guangdong based professional manufacturer of Hi-end amplifiers, speakers, home theater systems, displayed a slew of products from the **FI-30 series**. The Fi-30 tweeter uses the Israeli Morel CAT298 loudspeaker, a 1-inch translucent silk film CAT298 tweeter, the diaphragm surface is treated with Acuflex paint, and the voice coil sleeve and winding are made of aluminum. Fi-30 mid-woofer is a mid-bass using a 5-inch Morel Magic Ray CAV144 unit, which uses a composite polymer diaphragm with a voice coil diameter of 3 inches. The large-diameter voice coil shortens the length of the voice coil, so the magnetic system can be more effective and accurate. Fi-30C center speaker is designed for two-channel three-unit units. The speaker unit has the same settings as the main



speakers, especially for vocal and frontal sound fields. Fi-30S is a bookshelf speaker designed for two-channel two-units. It is about 32cm high and can be used as a bookshelf.

Genelec, developer of high-quality home and AV install products, showcased its star products the **4000 series** and the **S360 SAM Studio Monitor** along with its line of other latest products. The 4000 series

audio-visual equipment made in India, exhibited its latest products projector ceiling / wall mounts with light-weight aluminum body and good strength that can be used for both wall and ceiling kit. Super Systems would also be showcasing its other products like projection screens, AV Wall/Face Interface Plates and more.

Shenzhen Chuangkaiguang Co. Ltd., is a China based company that provides sound solution, technical support and perfect after-sales services with two years' warranty policy. They launched their **Taurus series** at the expo and also showcased other products like the **P6 Outdoor / P4.8 Indoor** and the **R11 Series**.

Manufacturer, consultant, and audio – video and sound systems integrator **R&S Electronics India Pvt. Ltd.** displayed their star products **Pulz Aerowave QSUB118P Subwoofer**, **Pulz AD4820 4 Channel Power Amplifier** and **Gotham Cables**. The Pulz Aerowave QSUB118P is powered with an 18" low frequency driver, which can handle 1500 Watts continuous power. The high mechanical excursion capability of the driver extends the transient power high above its rated power. The next highlight- The Pulz DPT AD4820 4 Channel Power Am-



Vision display highlighted its Indoor & Outdoor LED, holograms & Digital Posters



Atenti displayed its LED walls

by Genelec has a compact and powerful two-way loudspeaker design, ideal for indoor commercial and professional installations. All models contain an integrated amplification unit comprising of an active electronic crossover. The S360 and the 7382 Subwoofer are made to deliver the precision and sound quality you have come to expect from Genelec for any professional application that demands high acoustic power or listening at a distance; from large immersive setups in post-production studios or film mixing stages to play- live monitoring in music production or EDM playback.

A global player in stage and studio lighting system, **Canara Lighting**, launched its latest line of digital lighting fixtures, the **JAGLE Panel** and **Color Tunable LED Fresnel** lighting fixture. The JAGLE Panel provides solution for all possible lighting applications in TV and film studios. The Colour Tunable LED Fresnel lighting fixture uses advanced LED featuring 4 color mixing to deliver high precision CCT from 2,700K to 10,000K with high CRI.

Super Systems, manufacturer, trader, and importer of electronics and

plifier is designed and built for applications where sonic transparency and robust high-power output capability are the prime criteria. It is built around an oversized classic toroidal power supply and ultra linear Class AB output stage, AD4820 packs 2000W of continuously deliverable clean audio in a 2U chassis. The Gotham AG range included a unique assortment of professional products, which meets the professional's demand for worry-free transportation of audio-signals.

With almost 20 years of experience in the manufacturing of audio equipment, **DNM Enterprises** exhibited its latest product the indoor/outdoor speaker **DB – 01** and **DB -01T** among its line or other products. The DB – 01 and DB -01T 5"2 way speaker is made using a polypropylene bass/midrange driver. The rear mounted passive bass radiator helps in producing extended bass. The DB – 01 and DB -01T is perfect for patios, gardens and

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Mary
YES Tech LED Display, China

poolside. Its robust design and sleek looks also make it a great choice for public indoor spaces.

A key highlight of **Miditas India Pvt Ltd.**'s booth was the **Sony REA C-100** which has a Sony Advanced built-in AI-based video technology that creates impactful video presentation content which previously would have required significant time, expense & human resource to produce. With Artificial Intelligence-led technology, the REA-C1000 vastly improves the quality of communication by empowering the presenter to deliver content and to engage audiences like never before.

THE DISPLAY FACTOR

The overriding segment on the show floor was, however, the LED and Display solutions.

"There has been an increasing pressure on us from the industry ranks to provide the display factor. We had as many as 4,000 visitors registering themselves as systems integrators. They were all along buying speakers, mics and other audio stuff for installing in clubs, pubs, auditoriums etc., and coming to the PALM show in the previous editions, seeking display solutions," says Anil Chopra. "As it is, Hall-1 was already running out of space with more and more exhibitors getting into it; we had to, anyway, move some companies to a separate hall. The only non-audio people we could move out were the LED players; so we moved the LED and other display exhibitors from PALM floor to the AV-ICNx hall. That obviously opened the opportunity for others as well," he adds.

"We have been a part of PALM Expo for three years already. It's been a good experience as the show gives a lot of customers. India is a very big market and that is why we are focusing on attending this exhibition since the last three years. Having moved from hall 1 to hall 3 has been a great advantage for us, considering that there is no sound here. This has been very beneficial for us while discussing and talking to the customers. Also, this year compared to last year, the visitors are more professional," said **Mary** from **YES Tech LED Display**, China.

Delhi based **Jona LED** exhibited a vast range of high-quality products that includes **NOVA Pro UHD Jr.** and **MBOX600** amongst others. The all new NOVA Pro UHD Jr. is an all-in-one controller featuring multiple input connectors, supporting up to 8 inputs simultaneously, and output connectors including 16 ethernet ports and 4 optical fiber ports. On the other hand, MBOX600 is industry's first 2-in-1 industrial-level for LED screen and is integrated with an industrial-grade computer and a fully-features sending card, with no requirement to carry an additional PC to operate.

Lumina Projection screens showcased **Accupix Pro**, **Leor 17** and **Splendora 14**, their star products. Accupix Pro is a woven, acoustically transparent projection screen material that enables the use of speakers behind the screen. The other product Leor 17 has a multi-faceted screen surface that uses the most premium fabric, which incorporates 5 different layers, each one precisely working on making this the most versatile screen. The third high-

light i.e the Splendora 14 is a 1.4 gain, multi-layered screen to the market is the Home Theatre version of one of the cinema products.

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Anil Chopra
Director

Shenzhen Lightlink Display Technology Co., Ltd., a rental LED display cabinets manufacturer for the events industry, launched its latest **Glory Series E** along with its line of other products. The new Glory series has super compatible and smart modular design and with the ultra-light & mutual module, lighter frame and easier installations. Wireless modular design, Universal module and large module size (250*500), is compatible with several series. Lightlink Display also showcased its other prod-



Mtek showcased their LED walls



Cloudwalker highlighted their Interactive Panels & Boards

ucts, the **LR-SM** with intelligent innovation and **LR-Pro** series-clever design and unique technology.

Videowall India is the first choice of experts in LED display solutions in India. They will be launching new series of indoor and outdoor display known as **VODpro** and **VIDpro** which includes features



Global Communication presented its LED Displays, Holograms & Standees



Di iMPEX showcased Magnimage H6 Video Switcher & Di iMPEX LED Video Display

like multi-input (HDMI, DVI, SDI) and 360 degree rotation especially for banks, retail stores, stations, hospitals, theatres, government organizations etc.

Shenzhen Ruiling Optoelectronic Co., Ltd, exhibited **RL outdoor RA39 rental LED**. RL outdoor RA39 rental LED screen is with aluminum modules, protection grade IP66. With the aluminum back shell, the modules and screen have great heat dissipation and flame retardant. With the common cathode proposal, it can be up to 75% energy saving, the real environmental screen. Using the magnetic design, can easily realize front and rear maintenance. With the curved lock, the screen can be assembled into inner and external curve.

With a Make in India policy, one of the leading manufacturers of Video Walls and LED Modules in India, **Aura Opto**, displayed **P2.5mm, P3mm, P4mm, P6mm**, their indoor Mobile Standees that offer SMD Technology with the best color and luminance uniformity to show the pictures and videos of high- definition. The P6 LED Video Walls are among best in class light weight and easy to install and dismantle LED Video Walls by Aura Opto. The P6 has true pixel size and the fast lock on 3 sides ensures easier and faster installation.

Hawaii LED, another leading LED manufacturing company and

integrated solution provider in the LED display industry, exhibited its line of rental LED video walls for creative, eye- catching public venue installations the Glados, Magnum, and HQ Series.

Chourasiya LED Technology highlighted its line of latest LED products the **P3.91** mm indoor LED Wall and **P4.8** mm Outdoor LED wall. The rear box has LCD display that it shows voltage, temperature, cabinet usage timing for every time used and total hours of usage. The P 4.8mm outdoor LED wall comprises of a modular system that is ideal for building a screen of any shape or size, for festivals, outdoor events, weddings and exhibitions which require a large screen display.

Pixel LED Pvt. Ltd. launched its highlight products - The **PXL OP4.8** and **PXL OP06**. The PXL OP4.8 is a perfect outdoor LED screen. Compatible with multiple modules the OP4.8 has 120*120 high accuracy resolutions. With high strength it is easy to install any creative shapes (stage background design, curves). The OP06 is perfect for both indoor and outdoor installation. Similar to the OP4.8 it is compatible with multiple modules and has high strength and high accuracy. It has a LED Lamp King Light Raptors 2727 similar to OP4.8. It possesses a 96*96 resolution.

Beijing Kystar Technology, a hi-tech enterprise that focuses on video and image processing field, launched the **U1 HD LED** Video Processor and **KC100** Video Switcher. The U1 HD LED Video Processor inputs a HD multi-format signal with a fade in and fade out switch between arbitrary signals. Producing a 1920*1200 HD Output, the U1 HD LED Video Processor has a 2pcs built-in LED sending cards.

The U1 supports PC Software control also enabling setting offline scheduled of tasks. Another highlight of their booth- the KC100 Video Switchers possesses a type T fade-in and fade-out control lever and a free moving layer rocker. It supports ethernet and has a serial port control. Enabling group management for multiple devices the KC 100 can control all series of Kystar devices.

A-Digital Screen India Pvt. Ltd, a leading and pioneering company involved in the Design, Development & Management of LED Digital Solution for the Sports, Entertainment & Media. A- Digital would be exhibiting its latest product the 2.9 / 3.9 mm high intensity display that is adjustable to the application environment bringing images and video to life with clear, exquisite and sophisticated effects. It has a large viewing angel with no color changes or digressions.

Rockridge International, a Hyderabad based distributor for **MarqLED**, displaying latest products from the brand which included the **P4.81 Screen, P15.625** mesh screen, **P3.91**. The P4.81 Screen is made of 250 x 250 mm modules with a cabinet size of 500 x 500mm, the cabinet is an Aluminum diecast and full water proof. The application of these screens are outdoor and indoor, can be used as rental or fixed installation. The P15.625 is a mesh screen is the latest in the video wall technology. The screen is grid of 15.625/15.625 with 11000 nits.

Used mainly for outdoor advertisements. The screens are cost effective and easy to install in wind conditions. The P3.91 is a Unique & innovative product, which is complete transparent and is mainly used as indoor for showroom advertisements.

KAN Universal Pvt. Ltd launched its latest products the **P2.5 LED Display** and LED Poster Display for the first time in India. The P2.5 is perfect for Stage Performance, Indoor Advertising, Sports Halls, etc. Aside to this it features light weight, dot-by-dot calibration which present perfect HD image. The LED Poster Display by KAN Universal offers crystal clear image quality with brightness at 1500nits, which is 3 times brighter than LCD display supported by a high color

reproduction.

DI IMPEX showcased its line of latest products at the expo which included the MAGNIMAGE H6 Video Switcher / Event Controller and DiiMPEX LED Video Display: Curve Cabinet 576mm x576mm.

Asia LED Events, one of the largest selling and enting units of led display screens in India, launched for the first time in India - Asia LED's **P3.91** Indoor LED with magnetic front maintenance, 2 lock cabinet, Mbi IC and Kinglight lamp. Also debuted for the first time is the **Transparent LED**.

Other highlights included the **Project Gallery Walk of Fame**, which was a dedicated demo space on the exhibition floor for AV Consultants and Systems Integrators to showcase their projects.

SPECIAL FEATURES AT AV-ICNX EXPO

DEDICATED SPACE FOR SYSTEMS INTEGRATORS AND AV CONSULTANTS AT AV PROJECT GALLERY WALK OF FAME

The show featured a dedicated exhibition space for AV consultants and Systems Integrators. In line with the expo's mantra of "Motivating the market and putting technology in place", the expo conceptualized a special Project Gallery feature, which was branded as the **AV Project Gallery Walk of Fame**. This gallery enabled top AV Consultants and Systems Integrators in the country to have a space of their own to showcase their projects and expertise to a target audience of end users comprising – CTOs, CIOs, procurement and purchase managers across segments which include Corporate, Government, Hospitality, Retail, BFSI etc.

The expo allocated each of the AV Consultants / SIs a booth within the AV Project Gallery Walk of Fame area for displaying and highlighting their best projects. These booths, were allocated free of cost, with an aim to provide equitable opportunity to all to promote technology, solutions and services and deliver a holistic platform providing a 360 degree interface to the Indian AV industry.

Companies who took full advantage of this opportunity included, **Anuvin Consultants, Qubix Technologies, ADJM Technologies, All-Wave AV, Rhino Engineers, EYTE Technologies, World AV Solutions** and **COLCOM (Collaboration & Communication Technologies Pvt Ltd)** – the Indian member company of the Singapore-headquartered ESCO Group.

"It's good to be at places like this. Normally we go around client offices and sites spending significant amount of time to explain what we could do for them; here, we have the breathing space to sit and explain our competency and expertise to multiples of people and groups. That the event programme had almost all of them involved in technical sessions, it appeared to be more comforting for these exhibitors to be in sync with the show, and their profession," said **Narendra Naidu**, Managing Director of Rhino Engineers to ETA



ADJM & Esco's Booth at AV PROJECT GALLERY WALK OF FAME

It's good to be at places like this (*Walk of Fame Project Gallery*). Normally we go around client offices and sites spending significant amount of time to explain what we could do for them; here, we have the breathing space to sit and explain our competency and expertise to multiples of people and groups. That the event programme had almost all of them involved in technical sessions, it appeared to be more comforting for these exhibitors to be in sync with the show, and their profession."

Narendra Naidu
MD, Rhino Engineers

Magazine while providing feedback on the show.

AV PROJECTION DEMO

AV-ICNx brought visitors to the expo up to speed in adopting latest technologies, as they got an opportunity to experience projection technology at its best at the Projection Demo on the show floor. The 66 mt projection room which featured a screen of 4 mts (w) x 2.2 mts (h) provided by **Lumina Screen** was an experiential attraction with **Epson's** 12,000 lumens laser light engine - EB-L1505UHNL with ELPLU04 Lens, installed in the projection room.

EDUCATIONAL & TRAINING PLATFORMS

New offerings at the AV-ICNx expo, also included the CAVS – Certified AV Specialist Training (pg34) by **Ranjit Singh** and the AV Summit with industry leaders such as **Kelvin Ashby King, Narendra Naidu, Rajeev Arora, Chandrashekhar A.R.** to name just a few (pg40) leading the entourage at the three-day conference, seminar and workshop platform. The other highlight of the expo was the IPBaseT AV Education and Training Program by Aurora Multimedia (pg44), which won favour with AV industry professionals.



The AV-ICNx 2019 featured an impressive immersive projection-mapping showcase.

The immersive experience accomplished by Modern Stage Service Pvt. Ltd., which was like no other, used simple projection mediums like curved screen, floor projection and blocks to create a mesmerising output, challenging the visual senses and creating a treat for the mind. With creative cutting-edge content designed by Vijay Sabhlok, the mapping showcase presented the perfect amalgamation of innovation, technology and creativity.

AV-ICNx Partners

Contributing to the success of the inaugural edition of AV-ICNx expo were, **Pulz** as the AV-ICNx Badge Partners, **JBL & AKG** as Sound Partners for AV Summit & CAVS, **Global Communication & LYLED** contributing as the AV-ICNx Display Partners, and **Epson & Lumina** as the AV Projection Demo Partners.

www.av-icnx.com

CONNECT WITH INDIAN AV INDUSTRY

Following the success of the first annual AV-ICNx expo held concurrently with PALM expo 2019, the second edition is geared up to attract more than 400 exhibitors of global brands focused on Pro Audio Video technology & Solutions and top buyers and decision makers across segments which include Events, Entertainment venues, Corporate, Government, Hospitality and Retail.

BENEFITS OF EARLY PARTICIPATION

- **5%** discount is the motivation for early bird booth space booking
- Longer arc of brand promotion and reinforcement
- Coverage of product and technology in Expo magazines and newsletters
- Defines brand marketing plans in advance to coordinate successful product launches, collateral production and budgeting for sponsorships and allied events
- Enables micro communication to your customers and suppliers about your participation



HURRY, BOOK YOUR BOOTH NOW!

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AV-ICNx HIGHLIGHTS:

3D IMMERSIVE
PROJECTION
& MAPPING



AV
PROJECT GALLERY
WALK OF FAME

AV
PROJECTION
DEMO

AV-ICNx
SUMMIT
Conference • Seminar • Workshop



Concurrent with



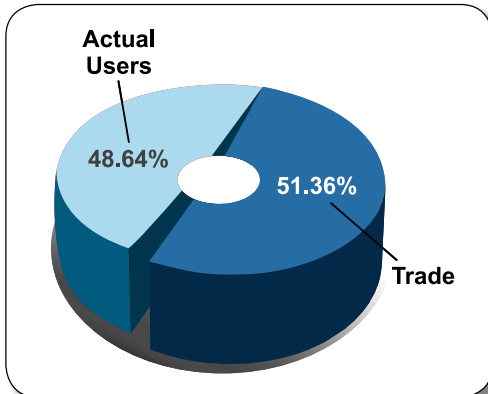
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EVENT ORGANIZED BY
ABEC

in f t y p i g

Analysis of 23,241 participants of

Visitor Analysis – Buyers & Sellers



AV-ICNx

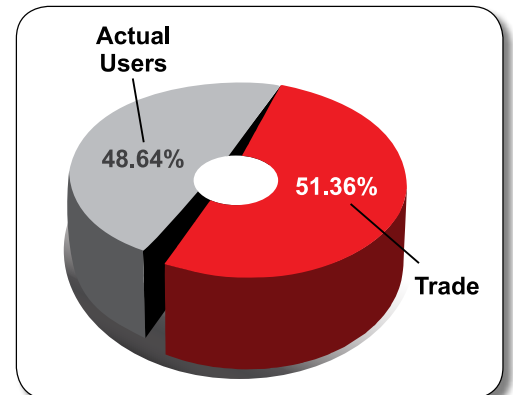
Actual Users comprised professionals from AV Rental companies; Broadcasting & Information; Business / Corporate AV; Communications / Telecommunications; Defense; Education; Entertainment & Leisure; Finance & Banking; Government; Healthcare; Hospitality; Media / Advertising; Meetings / Events / Conventions; Venue Management; Real Estate Development / Architecture / M&E Consultancy / Facility Management; Retail

Trade Comprised of Manufacturer of AV equipment, systems and solutions; Manufacturers' Representative (Distributor / Dealer); Systems Integrators and AV Consultants

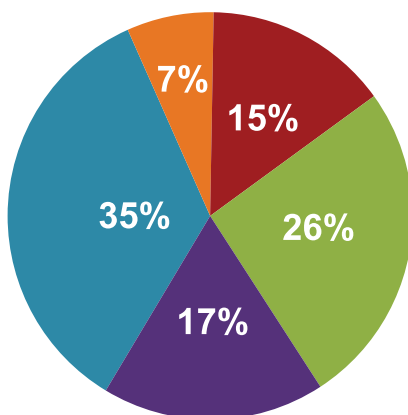
PALM

Actual Users comprised professionals from segments which included Educational Institutes; Government Organisations; House Of Worship; Hospitality (Clubs / Pubs / Discos / Lounge Bars / Restaurants); Multiplexes / Cinema Theatre / Home Theatre / Auditoriums; Other Venues (Malls, Commercial, Retail, Theme Park); Rental Companies; Studios (Recording / Post Production)

Trade Comprised of Manufacturer Distributors & Dealers; Event Management Company/Ad Agency/Entertainment Company; Stage Production Companies; Systems Integration



Exhibitors Product Profile at PALM AV-ICNx Hall 1, 2, 3



Number of Exhibitors for Each Segment across 11 halls of PALM-AVICNx	
Product Segment	Number of Exhibitors
AV	60
INSTALL SOUND	102
LIGHTING	70
STAGE SOUND	138
STUDIO AND AUDIO PRODUCTION	27

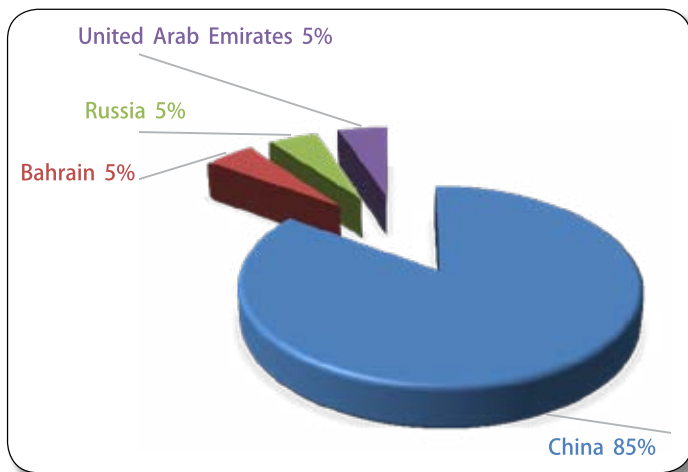
Stage Sound accounted for 35% of all exhibits, while Lighting accounted for 17%, Install Sound for 26%, Audiovisual for 15% and Studio/Audio Recording & Production for 7% of all exhibits

19th PALM expo and 1st AV-ICNx Expo

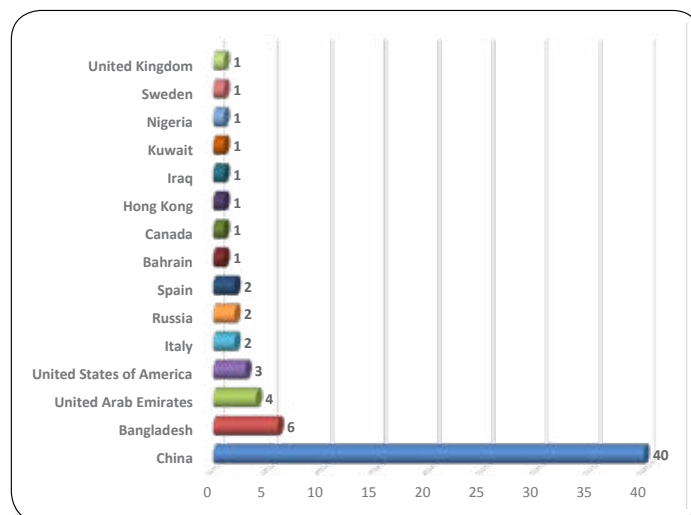
International Presence at PALM & AV-ICNx 2019

PALM AV-ICNx expo adopted a one-badge policy, wherein all visitors registering at the PALM expo registration hall or AV-ICNx expo registration hall were allowed access to all exhibit halls, demo and highlight features, conferences & summit across the entire venue

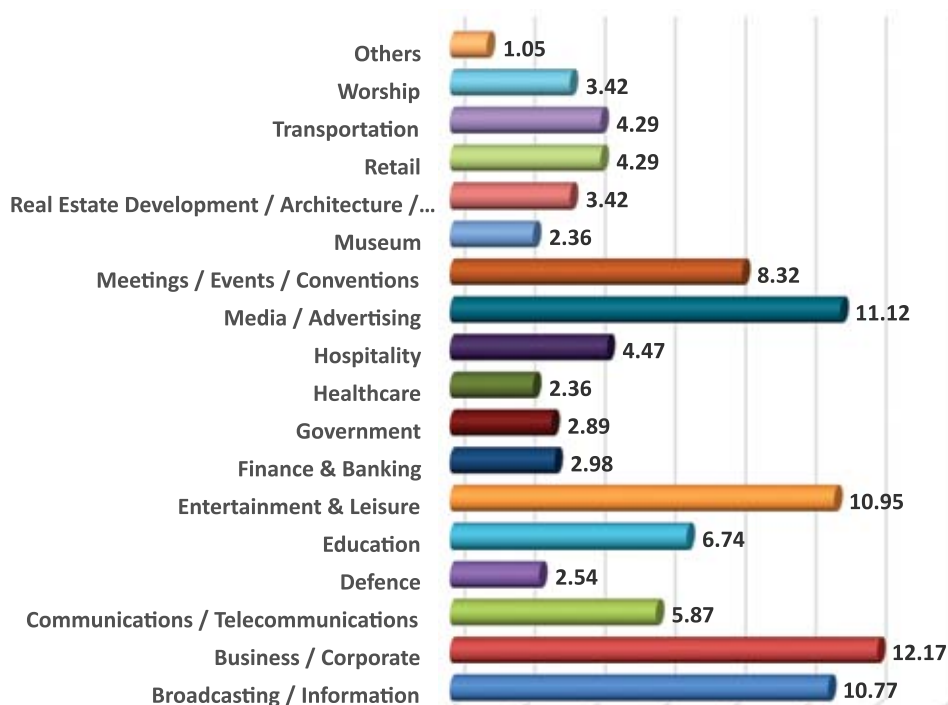
AV-ICNx



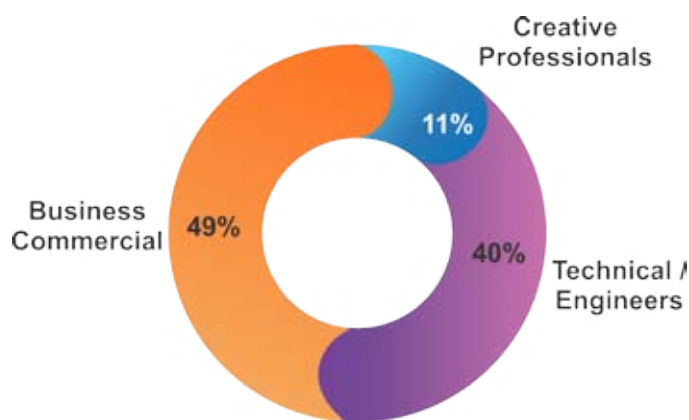
PALM



AV Industry Segment



PALM Professional Analysis

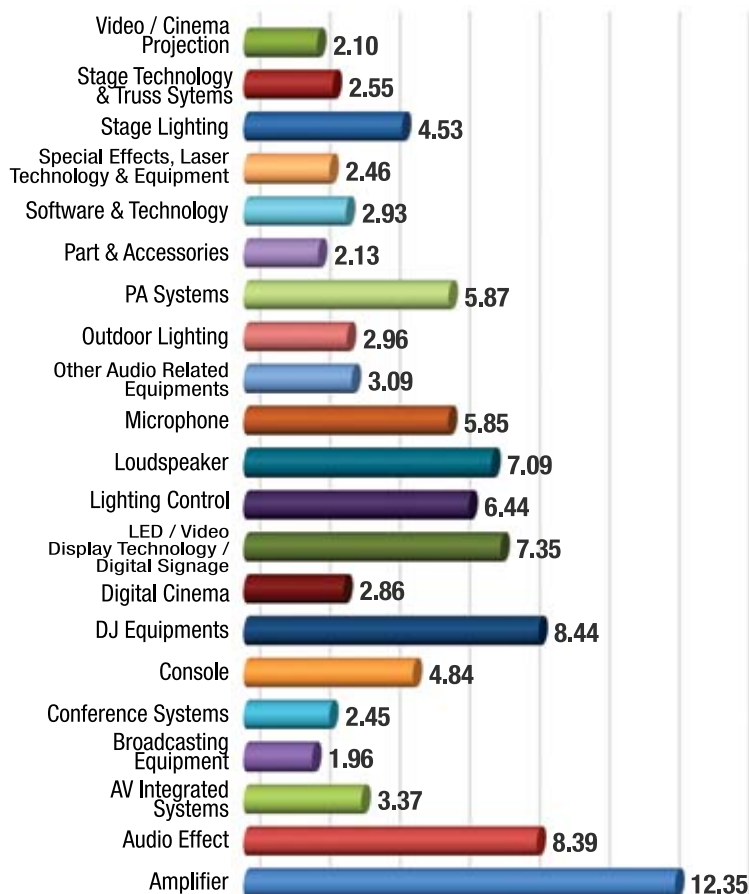


Technical / Engineers comprised of Professional Lighting Engineers, Sound Engineers, System Integrators, AV Consultants and Technicians

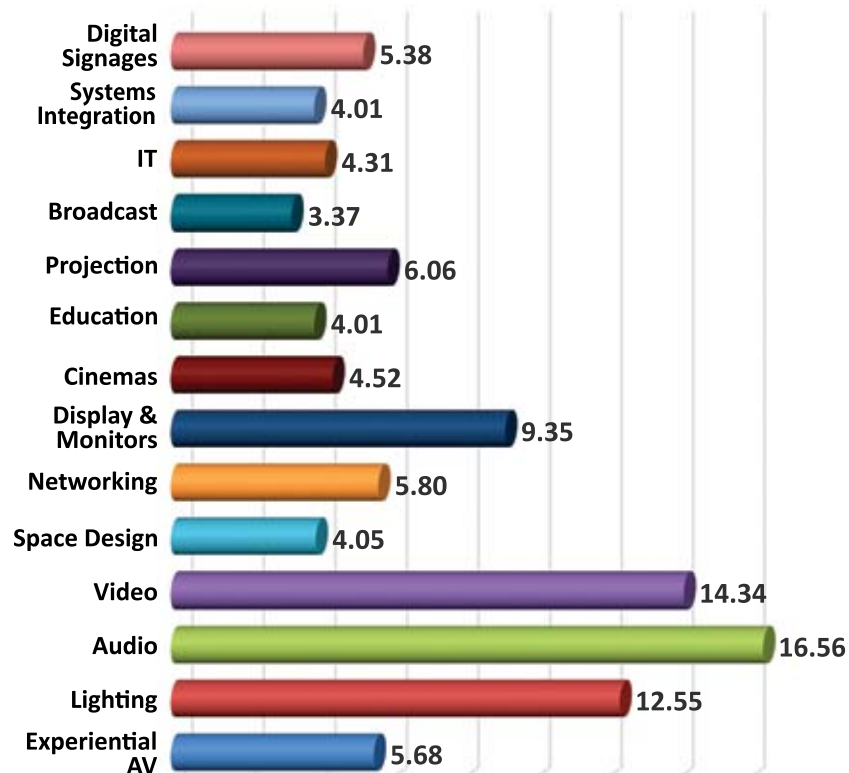
Creative Professionals included Musicians / Artists, Set / Scenic Designers, Visual Artists / Visual Jockeys and Disc Jockeys

Business / Commercial comprised of Production Manager, Project / Design Consultant, Purchase Manager, Senior Management, System Integrator / AV Consultant and Technician

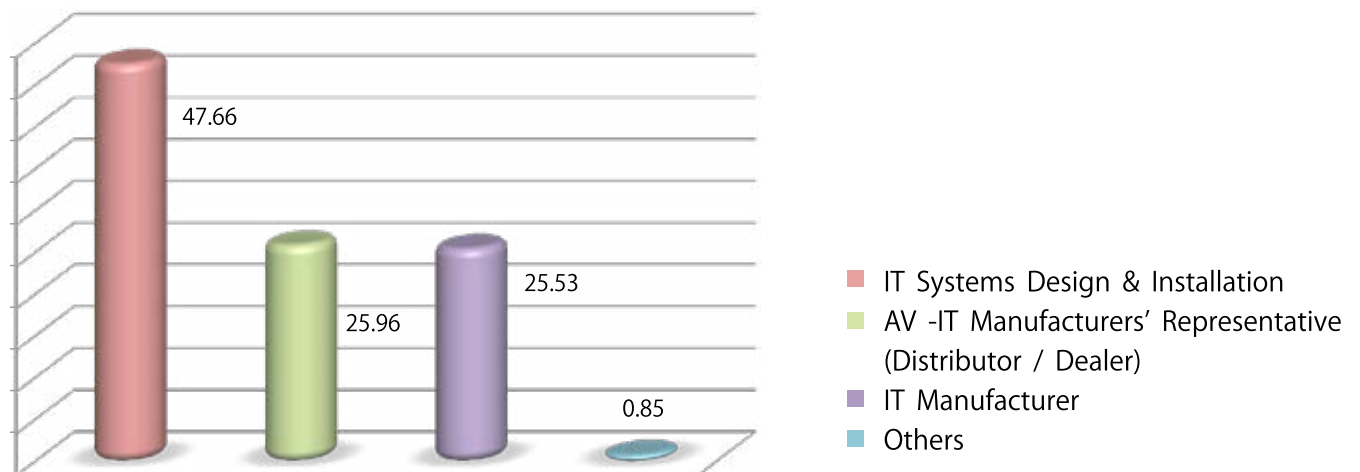
Products / Technologies of Visitor's Interest at PALM



Products / Technologies of Visitor's Interest at AV-ICNx



Information Technology Visitors at AV-ICNx



BOSE PROFESSIONAL HITS THE RIGHT NOTES WITH A SUBLIMINAL SOUND EXPERIENCE AT THE PIANO PROJECT, INDORE

Quickly rising up the ranks as one of India's best places to live in, the city of Indore has it all – a strong sense of community, impressive infrastructure, and indeed a bustling nightlife, which in recent times has received quite the shot-in-the-arm with the launch of a bespoke entertainment and leisure dining destination called The Piano Project.

Located in the upbeat Vijay Nagar area of the city, The Piano Project is a unique

amount of emphasis to the mass appeal as well. Our goal was, is and always will be to see our customers coming in for the music first, and then the restaurant." Live music in-tow; the venue also offers patrons the opportunity to enjoy upbeat electronic music, particularly when the sun sets, as a part of the venue transforms into a nightlife haven of sorts.

An apparent emphasis on music entails its evident dependence on pristine quality

experience.

Says **Mr. Kakwani**, "When you think of great quality sound, you think of Bose. So, when Vinayak and his team at Audiocratz pitched us a comprehensive solution from Bose, we were hooked. We needed an audio solution that would provide us with uncompromised quality yet adhere to the volume-level requirements of each individual section of the venue; and the eventual system that has been designed and installed at the venue meets our expectations to perfection. The outdoor terrace sounds just as amazing as the indoor dining section, despite the fact that the music focus at each of these spaces is different. I guess that's pretty much a testimony to Bose' expertise in providing unmatched sound performance!"

Designed and integrated by Audiocratz Sound & Light Solutions with key support from Bose Professional India; the audio architecture at The Piano Project features an amalgam of top-quality high-performance products which include the likes of the critically acclaimed RoomMatchUtility (RMU) series, the dexterous FreeSpace series, and the global favourite Panaray series. The focus here, according to Vinayak Luthra – director of Audiocratz Sound & Light Solutions – was to emphasize uniform coverage of Bose Professional's signature crystal clear sound experience

roof-top venue that's a hybrid creature in itself. Part performance space, part living room, part dining galore, and part saloon - The Piano Project features a plush floor expanse that houses dedicated indoor and outdoor sections complete with a stretch bar, relaxed seating, an obviously enchanting décor, and of course true to its name ... a live grand piano. The bar serves up a slew of house-favourite drinks, which complements the exhaustive menu of delectable knick-knacks and full-course meals to sheer perfection. A live pianist performs much to the delight of the crowd, who usually chime in their support with joyous hums and sing-alongs as they listen, drink and socialize.

Boney Kakwani – creator of The Piano Project, delves into the essence of the venue as he comments "We aimed to create a space that emphasizes music – an intimate space for emerging musicians to perform. In a city with relatively little mainstream exposure to live music, we envisioned The Piano Project as a venue that would play a key role in introducing new artists and fostering a new listenership; while of course, catering a certain

audio reproduction – and this fact was more than common knowledge to Mr. Kakwani, who insisted that The Piano Project be outfitted with an all-encompassing and comprehensive audio architecture from Bose Professional to ensure that his patrons enjoy a truly subliminal sound



Located in Vijay Nagar area, Indore, The Piano Project installed subliminal sound solutions by Bose Professionals



The live music and DJ area of the lounge is fitted with PM8500 configurable digital amplifiers



VIP section features multiple RMU105 loudspeakers and MB210 subwoofers strategically deployed to maximize impact and listening pleasure

across the entire venue while maintaining enough headroom to enable the system to go louder when required, without having to compromise on quality.

Vinayak comments, "With the venue promoting a vast range of music – both live and playback – we realized that the system at The Piano Project needed to be extremely versatile yet powerful and high on quality." Working on this mandate, the team devised a solution which comprised multiple numbers of the RMU208 loudspeakers along with the MB210 subwoofers being deployed as the main system at the bar area, which by far is the busiest section at the venue and usually demands higher energy levels. The VIP section features multiple numbers of RMU105 loudspeakers and MB210 subwoofers strategically placed across the section to maximize impact and listening pleasure. The area adjacent to the in-house

liquor store has been integrated with multiple numbers of FreeSpace DS40SE loudspeakers, while multiple numbers of the FreeSpace DS16F in-ceiling speakers have been deployed at common sections like the reception area and the lift lobby. The outdoor terrace section, which hosts a completely unique music vibe that's mostly independent of the indoor section, features the use of Bose Professional's acclaimed Panaray 802-IV loudspeakers. The entire loudspeaker system is powered through an astute amplification solution comprising the use of multiple numbers of PM8500 configurable digital amplifiers from Bose Professional's revered PowerMatch series, with system control and processing achieved through the efficient ControlSpace ESP880 engineered sound processor. The team have also installed the CC-16 zone

controller device at two dedicated locations at the venue which affords instant control over the audio characteristics at each individual section.

Diving into details of the system, **Vinayak** shares, "We worked closely with the venue's team of architects and with the team at Bose Professional in understanding the ideal locations to place the loudspeakers such that the system delivers optimum performance and also maintains the aesthetic appeal of the place. The indoor section posed a challenge with the height of the ceiling and the overall dimension of the space, which was furthered by the individual sections that were housed inside it; while the outdoor section posed a similar challenge but with a greater emphasis on the uniform dispersion of sound. These challenges were dealt with efficiently and effectively by choosing products from the Room-

MatchUtility series, FreeSpace series and Panaray series, which helped us ensure that we maintain Bose' world-renowned sound signature across the entire venue, while adhering to the volume requirements of each individual section. Plus, the PowerMatch series amplifiers ensures that the system is able to generate enough power and impact whenever the need arises, while the ControlSpace engineered sound processor maintains optimum performance of the loudspeaker system coupled with unmatched safety benefits. Needless to say, the entire management at The Piano Project is extremely pleased with the performance of the system, and for us, that's the ultimate sign of a job well-done!"

Vibhor Khanna – Country Manager SAARC, Bose Professional – expresses his elation at the brand's association with The Piano Project, as he exclaims, "The atmosphere at The Piano Project is always electric and there's an undeniable chemistry between the enchanting music experience and subliminal soundscape that engulfs the venue. It is an absolute pleasure for Bose Professional to be recognized as the preferred brand partner



Vibhor Khanna – Country Manager SAARC, Bose Professional

to reinforce an ingenious venue like The Piano Project which is at the forefront of shaping the music and nightlife scene in Indore. Our partners at Audiocratz Sound & Light Solutions have done a fantastic job indeed, and we couldn't be happier to hear of the raving reviews that venue has garnered for the superlative music experience it has consistently offered. We congratulate the entire management on being showered with the kind mainstream success and appreciation that they most definitely deserve!"

HARMAN PROFESSIONAL SOLUTIONS BRINGS WORLD-CLASS SOUND TO INDIA'S URBAN FOUNDRY EATERY

MUNRO ACOUSTICS DEPLOYS JBL, CROWN AND SOUNDCRAFT SOLUTIONS TO DELIVER EXCEPTIONAL AUDIO COVERAGE AND PRECISE CONTROL FOR LIVE MUSIC PERFORMANCES

Munro Acoustics outfitted The Urban Foundry's location in Pune's Kalyani Nagar neighborhood with an end-to-end HARMAN audio system.

With several locations in Mumbai and Pune in India's Maharashtra state, The Urban Foundry is a unique bar and eatery with an industrial aesthetic that incorpo-

tics because they understood our situation better than anyone else. The service was great, the process quick and it was our easiest installation yet. The sound quality here has exceeded my expectations, thanks to the experts at HARMAN and Munro Acoustics."

The Munro Acoustics team selected two

space," said Kapil Thirwani, Partner at Munro Acoustics. "Our client emphasized the importance of live music at The Foundry, requesting that we make the space as performance-friendly as possible. The hard surfaces throughout the space produced ringing reflections, so we had to position the speakers precisely to cover the audience with minimum interference from the room. Based on the design, our integrator Audio and Acoustic's led by Prashant Nair recommended the new Application Engineering (AE) series loudspeakers by JBL specific for fixed install. This is the first time we've used the AE Series loudspeakers, and we're extremely happy with the results. They're easy to use and specially engineered for permanent installations, with a wide selection of models incorporating the latest loudspeaker technology. Plus, they're easy to tune as needed."

"Controlling sound in a small venue with so much glass and metal in an enclosed space is no easy task," said Prashant Govindan, Senior Director, HARMAN Professional Solutions India and SAARC. "I want to congratulate the team at Munro Acoustics for using their exper-



DJ area deployed with full-range JBL AM7215 15" 2-way loudspeakers for the main array, supplemented by six JBL AC16 ultra-compact 6" speakers as side-fills

rates brick, metal and glass materials. The Foundry's new location features a performance area for live music, but the highly reflective surfaces in the restaurant made it difficult to control the sound. In order to solve this challenge, management hired acoustic consultancy firm Munro Acoustics to design and install an end-to-end HARMAN Professional audio system comprised of JBL loudspeakers, Crown amplifiers and a Soundcraft mixer.

"We wanted our new location in Pune to be different from the others, so we added a performance space for live music," said Kishore Shetty, General Manager of Operations for The Urban Foundry. "This presented a challenge, as we had to ensure quality sound for performances while retaining our signature industrial design. We chose to work with HARMAN Professional Solutions and Munro Acous-

full-range JBL AM7215 15" 2-way loudspeakers for the main array, supplemented by six JBL AC16 ultra-compact 6" speakers as side-fills. JBL ASB6118 subwoofers with 18" Super Vented Gap (SVG) drivers provide high output and extended bandwidth for a full low-end response. To power the system, Munro deployed Crown CDi DriveCore 4|300 power amplifiers. For a streamlined mixing and monitoring solution, Munroe paired the compact Soundcraft EPM 6 mixer with JBL EON610 monitors.

"The floor-to-ceiling metal posed a major challenge to the acoustics of the



Main dining area fitted with Application Engineering (AE) series loudspeakers by JBL

tise to overcome this challenge and create a high-quality, balanced sound system for The Urban Foundry. I also want to thank Munro for trusting JBL's AE Series loudspeakers to deliver great results in this installation."

THANK YOU TO ALL OUR MEDIA PARTNERS & ASSOCIATIONS FOR SUPPORTING AND MAKING PALM EXPO & AV-ICNx 2019 A GRAND SUCCESS



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40 REGISTERED DELEGATES ENTERED AT CAVS WITH

The CAVS Certification was aimed at providing knowledgeable manpower, replacing the ‘electrician’ with a ‘qualified integrator’ and creating a talent with specific learning for AV integration. The Certified AV Specialist training in AV Install & Integration was designed to provide knowledge of audio and video fundamentals and enhanced troubleshooting skills, whilst promoting best-practices and technological expertise of systems technologies.

21st century is the era for everything digital. Technology has completely revolutionized the AV industry and is rapidly shifting its focus to digital. Through a 3days CAVS course at AV-ICNx, Ranjit Singh, Principal consultant at PTS Consulting ushered the attendees into ‘AV in Digital Era’.

The course was aimed to empower attendees with an understanding of technology and trends in AV that are driving meeting spaces in today’s Digital Era. The CAVS training covered basic foundations in a three part series on Audio, Visual, & IT across the three days of the show.

Course Overview:

This three-day course was aimed to leave the attendees with an understanding of the technology and trends that are driving today’s meeting spaces while also covering some basic foundation on Audio, Visual, IT Passive for the participant to then research and do their own read up to increase their knowledge.

Basics of Communication Technology highlighted on Day 1:

The course started on 30th May in hall 3 with 40 registered attendees seated in a round table setting. Providing impetus to the training was **JBL & AKG** who took care of the sound for this highlight feature. The front projection screen was provided by **Milan Screens** and the pro-

jector by **BenQ**. On day one, the attendees gained insights on **Communication Technology** and basics of communica-

tion technology in a 5 hour long session that started at 11 am through 4pm. The attendees discussed about the evolution



Ranjit Singh is the Principal Consultant for Workspace Technology and Experience at PTS Consulting Singapore. His role is to deliver Strategic Workspace projects ensuring a robust, future-proof technology infrastructure underpins the experience of the space, as well as managing the PTS Workspace Technology and Experience practice. He has been in the industry since 1988 and has completed project and training across Asia. Being the First Asian to be certified as CTS-I and on the University Faculty of AVIXA, he has evolved from Service Engineer, Technical Manager, Manufacturer, Consultant, Trainer, Evangelist and finally a Sharer.

THE WORLD OF 'AV IN DIGITAL ERA'

RANJIT SINGH

of various forms of media over the years and how it affects us. After a 30 minute buffet lunch break organized by AV-ICNx, the delegates also learnt in detail about Audio (Listening and Hearing) and the source, devices used for to listen and Visual (Video Signal and Functionality). The organizers had also arranged for evening Snacks and beverages for all the delegates on all three days. A full day coffee / tea counter had also been set-up keeping in mind the needs of the delegates throughout the training.

Communication Technology in Work Spaces in focus on Day 2

Day 2 was houseful as well, with all the delegates present and excited to start



40 registered attendees took the opportunity to up their skills and knowledge quotient at the CAVS organised by AV-ICNx

the day. Day 2 was an hour longer than the previous day and started at 11am and covered topics like understanding requirement, Life-styles and Trends and Communication Technology in Work Spaces wherein the attendees learnt about basic networks, its types and places where AV is used & its purpose. The session came to an end at 5pm with a Q&A session for the day's topics. Ranjit Singh made it explicitly clear that 'This is not just training, it is a sharing session, and everyone needs to share.'



Ranjit Singh handing out certificates to delegates after the completion of the training and test. Delegates also got high quality AV-ICNx bags after the three day course

Day 3 was the last day of the course and had 100% attendance. Day 3 also started at 11 am and focused on topics like asking the right questions, Identifying the right technology and Flow of a Technology project and a revision of the last two days. The delegates got to learn in detail the technology project flow from a design and implementation point. They also touched base with 'Trends of Command Centers'.

The last day ended on a high note with the attendees excited and satisfied with everything they learnt about. There was a revision session for all the three days in the form of a test. The attendees were given a test paper containing topics that they had discussed and learnt over the course of 3 days. The attendees were provided with a certificate on the successful completion of the training and the test.

"The Training should be for five days, three days of technical study and two days of market sales," said **Kajal Shah**, an attendee at the training.

"Everything was well organised and it was very helpful and I would definitely take this class again and also refer it to my colleagues" echoed another delegate."

Technology Project Flow – Design and Implementation

KRAMER VS-84UT

VS—84UT is an all—in—one 4K@60Hz (4:2:0) audio—video presentation system with integrated range extension and an integrated control system master. The unit switches the video, embeds the audio, and outputs the signal to both HDMI and HDBaseT 2.0 with USB extension and PoE on the HDBaseT output ports. Outstanding audio support includes balanced stereo audio, unbalanced stereo audio, and de—embedded audio sources that output to embedded audio, balanced stereo audio as well as a power amplified audio output.

VS—84UT includes a master room controller that can operate over Ethernet (LAN) with control ports that include: one bidirectional RS—485, four RS—232, four IR, four GPI/O, and eight relays to control a wide variety of AV devices. It includes a KNET™ connector interface that enables access to the master controller from auxiliary room controllers such as control keypads. The unit can also provide power to auxiliary room controllers via the KNET™ connectors. VS—84UT includes an Ethernet gateway to control and manage remote I/O ports.



AURORA RXT-7D

RXT-7D ReAX Touch Panel/Control SystemThe RXT-7D is the World's first ReAX JavaScript based Touch Panel/Control System. Ideal for conference rooms, educational facilities, digital signage and more.

Designed to sit on any flat surface, the RXT-7D has a beautiful 1024 x 600 touch screen with 170-degree viewing and room status lighting. The 2D and 3D graphics engine with H.264 streaming decoder provides a powerful solution for complex graphics and video, ensuring an enhanced user experience. To further enhance the experience the RXT-7D has a 2-watt speaker system, and digital microphone for conferencing. The RXT-7D is a powerful 'all in one' solution for your presentation and automation needs. Core Studio tool is available free of charge for code and interface creation.



EPSON PRO G7000W WXGA

Bright, widescreen large-venue projector with powered lenses and HDBaseT.

The **Pro G7000W large-venue projector** delivers uncompromising image quality and native WXGA widescreen performance. Offering high Color Brightness, Epson 3LCD projectors ensure vivid images. Ideal for events staging, auditoriums and sanctuaries, the bright G7000W features 6500 lumens of color brightness and 6500 lumens of white brightness¹.

Flexible integration features include an array of connectivity options, with support for HDBaseT, HDMI and DVI-D inputs. It also offers nine optional interchangeable lenses with powered lens shift and lens memory (Ships with Middle#1 Lens - V12H004M08). Additional advanced capabilities include simultaneous projection from multiple sources and Web-based remote projector monitoring and control.



Sennheiser SK 6212



The **SK 6212** is an ultra-light, digital mini-bodypack for on-stage performances during musicals or theatrical performances and broadcast applications. The metal housing is water and sweat-resistant; the exchangeable battery guarantees 12 hours of continuous operation. State-of-the art transmission technology provides reliable performance and an equidistant frequency grid for highly demanding HF conditions.

For performers, stylists and directors, the SK 6212 is neither heavy nor conspicuous. It is as small as a matchbox and conveniently lightweight, has no sharp edges or corners and is discreet and easy to conceal. Furthermore, it has exchangeable batteries and antennas, as well as direct operability and a dependable transmission.

The SK 6212 operates intermodulation-free and utilizes an equidistant frequency grid that enables more efficient use of the constantly shrinking available frequency spectrum.

CHRISTIE D4K40-RGB PURE LASER PROJECTOR

4K resolution, RealLaser illumination, TruLife electronics. Take large-scale projection to new heights with the Christie **D4K40-RGB**. This all-in-one, 40,000 lumen RGB pure laser projector raises the bar for design, image quality, built-in processing, and connectivity. Christie D4K40-RGB is the smallest and lightest, high-brightness, large-venue RGB laser projector on the market.

Its illumination provides an exceptionally wide color gamut and when combined with TruLife electronics and 4K resolution, allows the D4K40-RGB to reveal an amazing depth of detail. Add high frame rates (HFR) up to 120fps, 5000:1 On/Off contrast ratio, omnidirectional capabilities and the D4K40-RGB sets the new standard for large-scale pure laser projection. The Christie D4K40-RGB is designed featuring 12G-SDI, DisplayPort, Christie Terra SDVoE input card, Christie Link and more, connecting a variety of sources is easy. The D4K40-RGB is also compatible with most Christie 4K lenses for added convenience and cost savings. Power runs are also easy thanks to single-phase, 220V operation.



Crestron UC-P100-T



Crestron **Flex P100-T** – VoIP Desk Phone for Microsoft Teams

Provides a premium VoIP desk phone designed for use with the Microsoft Teams intelligent communications platform. Enables superior voice calling and full-duplex hands-free conferencing in a stylish desktop package. A consistent user experience at every desk, workstation, and meeting space is provided via the familiar and intuitive Microsoft Teams touch screen UI, affording simple operation with comprehensive call and contact management features, built-in calendaring, and one-touch meeting joins. The Crestron Flex P100-T desk phone installs easily and connects securely, with IoT cloud based provisioning and management via the Crestron XiO Cloud service. Works natively with any Microsoft Teams account for a streamlined deployment on any enterprise or SMB network.

BLACKMAGIC DESIGN

ATEM CONSTELLATION 8K

The new ATEM Constellation 8K is an Ultra HD live production switcher with so many features, you can combine them all to make an incredibly powerful 8K switcher! You get 4 M/Es, 40 x 12G SDI inputs, 24 x 12G

SDI aux outputs, 4 DVEs, 16 Keyers, 4 media players, 4 multi viewers, 2 SuperSource and standards conversion on every SDI input! Then when switched to 8K, all these features combine to make a powerful 8K switcher! You even get built in talkback and a professional 156 channel Fairlight audio mixer with EQ and dynamics! That's an audio mixer so big, you can connect and use a full Fairlight audio console! ATEM Constellation 8K has also been designed as an ideal upgrade for ATEM Television Studio!



OPTOMA

ZU1050

The ZU1050 is an ultra bright 10,000 lumens, WUXGA projector for the ProAV sector. It features an industry unique MultiColor Laser (MCL) Technology laser light source design which delivers a wider

color gamut while maintaining high brightness. Perfect for bringing outstandingly bright, vivid, accurate colors with high contrast and detailed visuals, the ZU1050 enables spectacular image quality for every professional application. ZU1050 features Optoma's DuraCore technology with a 20,000 hour lamp-less laser light source



enclosed in an IP6X certified optical engine to ensure reliability and minimal maintenance during its lifetime resulting in low total cost of ownership. Designed to suit challenging installation environments, the ZU1050 supports 360-degree & portrait projection, 24/7 operation capabilities and 6 optional lenses ranging from TR0.36~5.5.

SHOW REVIEW

STELLAR LINE OF
EXPERT SPEAKERS AT

AV-ICNx

CONFERENCE & SEMINAR

30TH MAY - 1ST JUNE, 2019

The three-day AV-ICNx Conference & Seminar Program 2019 encompassed highly informative and educational lectures, seminar sessions, company sponsored product presentations on subjects of relevance ranging from stage sound & light, AV install & integration & install to Acoustics of different spaces.

Inspiring, Informing and Educating were the stellar line up of ace speakers who have excelled in their respective fields. The first day of the conference program

witnessed a session on 'Factors of Night Tourism Development by Exploring the Av Technologies' by Narendra Naidu. In this session, the conference delegates learnt about ways to improve Night Tourism development by exploring the Av Technologies. This was followed by a session by Mahesh Soni on 'Trends In Display Technology' where the attendees learnt about 'latest high-end display technology and the future of display technology.'

The attendees also had a chance to learn more about the emerging trends &

technology innovation of display industry relevant for Government, Retail, Education, IT/ITES and BFSI vertical. This session on 'Latest Innovations & Technology Trends In Display Technology' was headed by Ramya Chatterjee.

Next was an enlightening session by Ravi Kiran who spoke about 'Design Concepts For Acoustically Challenging Spaces' wherein the delegates learnt more about design parameters to be considered for acoustically challenging spaces looking for good sound reinforcement.



AR Chandrasekhar,
ANUVIN ICT &
AV Consultants



Narendra Naidu,
Principal Consultant,
Rhino Engineers
Pvt. Ltd.



Mahesh Soni,
National Business
Manager, BenQ
India



Ramya Chatterjee,
Sales (Visualization
& Entertainment),
Barco Electronic
Systems Pvt. Ltd.



Ravi Kiran,
Founder and
principal consultant
of AVIDLA



Rajeev Arora,
Principal
Consultant, Qubix
Technologies

"AV-ICNx has become a platform for Consultants and System Integrators to showcase their expertise and exchange knowledge through amazing technical sessions, well arranged and coordinated by

"Having attended Expos & seminars across the world, always aspired that some individual or group from our country may start similar for AV industry & the wish has been fulfilled by AV Expo."

-Rajeev Arora

AV-ICNx staff. Very soon it can grow as big as AVIXA and well recognised internationally" said Mr. Ravi Kiran.

Day 1 ended on a good note with a knowledgeable session on 'AV Innovations In Workspaces' by Rajeev Arora and last but not the least, a session on 'ICT IN EDUCATION' by Vilaas Naik. The session revolved around the current trends and effective use of technologies in education.

"Having attended Expos & seminars across the world, always aspired that some individual or group from our coun-

try may start similar for AV industry & the wish has been fulfilled by AV Expo. It was an amazing experience for one & all at AV Integrated Systems Expo. Neat clean systematic spacious stalls really impressed one & all. Best Wishes to the organizers for many such events to happen." Said Rajeev Arora.

Vilaas Naik commented 'I take this opportunity to thank Anil Chopra & Ramesh Chetwani for making me a part of the grand successful show! Congratulations to the Team for organizing such a fantastic World Class Expo!

"India has been the growing market for global companies from over a decade and it was necessary that we produced this platform. Not only for the foreign companies but specially for the Indian manufacturers and traders it is the best opportunity to market and grow beyond their own territories, through AV-ICNx now we have the opportunity to showcase the products & solutions. One could feel the magnitude of the Expo even before entering the Expo with amazing huge LED displays for information and signages. Through the AV-ICNx Summit we witnessed the industry expert's talk and the knowledge in their respective domain, this summit certainly delivered for its objec-

"One could feel the magnitude of the Expo even before entering the Expo with amazing huge LED displays for information and signages."

-Vilaas Naik

tive to educate-engage & empower the enthusiast. It is just the beginning and I am sure we will witness a phenomenal success & popularity for AV-ICNx in the coming years. It is a must visit and must participate Expo for Audio Visuals & related companies. I am proud to be associated with AV-ICNx"

He also suggested that 'Mumbai is the commercial hub of India, however I would request to conduct the events / associated programs also on the regional level to benefit the industry and its resources.'

Inspiring one and all present on the

"Very soon it can grow as big as AVIXA and well recognised internationally"

-Ravi Kiran



Vilas Naik,
ICT Consultant,
VioAV



Kelvin Ashby King,
Principal Consultant,
T2 Consulting



Dipanshu Mitra,
Product Manager,
Pro Audio



Kuldip Kamat,
Managing
Director, All
Wave AV Systems
Pvt. Ltd



**Sachin
Prabhudesai,**
General Manager,
Sales, Actis
Technologies



Mathew George,
Principal
Consultant,
MMG Acoustical
Consultants

“The show was a great success and we were impressed with the range of exhibitors and we know the show will continue to grow and develop in the years ahead.”

-Kelvin Ashby King

second day of the program were the esteemed speakers talking about all things related to 'AV Install & Integration'. The first session on 31st may was on 'Convergence of AV and IT' by Kelvin Ashby King, Principal Consultant and managing director of T2 Consulting Group.

“Congratulations to the ACV-ICNx Expo and summit team, the show was a great success and we were impressed with the range of exhibitors and we know the show will continue to grow and develop in the years ahead.” Congratulated Kelvin Ashby King.

Following this was a session on 'Introduction to Dante Audio Networking In The Install Space' by Dipanshu Mitra - Product Manager - Pro Audio.

Further the attendees also got a chance to hear from Kuldip Kamat – All Wave AV Systems Pvt. Ltd – Managing Director in a conference session on 'Connect, Command and Control'.

After a short break, Sachin Prabhudesai – General Manager – Sales – Actis Technologies, took over the stage and shared his insight on imperatives of large scale integration like airports, stadiums, etc. and also discussed the frontier end of integration in regard to design and networking.

“An excellent event showcasing the strength of the AV Industry in India. Very well organised to make it inclusive by getting Industry Experts and AV users together on an open forum. Look forward to more of these events in the times to come.” cheered Sachin Prabhudesai.

Ending the day on a high note was Mathew George – Principal Consultant – MMG Acoustical Consultants, who discussed about the 'Impact Of The Building Design On Audio Systems Selection' with the audience.

On Day 3, Chandrasekhar discussed about 'Recognition Of Excellence In AV - Design, Installation, Programming' where in the delegates got to know about the best practice by leading design consultants in an interactive Q&A.

The three-day Conference & Seminar

“An excellent event showcasing the strength of the AV Industry in India.”

-Sachin Prabhudesai

Programme was held in Hall 3, offering an ideal networking environment and provide for an interactive exchange of ideas and knowledge.



Audience at the AV-ICNx Conference



THANK YOU

**TO RANJIT SINGH AND 40 REGISTERED DELEGATES
FOR PARTICIPATING AND CONTRIBUTING TO THE
SUCCESS OF THE FIRST CERTIFIED AV SPECIALIST TRAINING**



SEE YOU IN 2020

28 - 30.05.2020

BOMBAY EXHIBITION CENTRE,
GOREGOAN (E), MUMBAI, INDIA

www.av-icnx.com



25 ATTENDEES AT AV-ICNx EDUCA CERTIFIED AS AUTHORISED IPBa

Aurora Multimedia India went an extra mile to educate the market by conducting an exclusive training and certification for its IPBaseT range of products at the **AV-ICNx Training & Education Platform**. Pre-registered AV professionals attended the training and around 25 attendees were awarded the title of authorised IPBaseT Technology Specialist after the training had concluded.

Aurora Training and Certification program is divided into two parts:

- **IPBaseT Technology Specialist Certification** – A basic level training pro-

gram on IPBaseT technology

- **Certified Aurora Technology Specialist** – An elementary level training program on Aurora Programming

Both one-time certification programs have lifetime validity. During the AV-ICNx expo, Aurora conducted the basic level IPBaseT training program.

Training Overview:

The training was conducted by **Nataraju Upputuri**, Director of Aurora Multimedia India and **Amith C. Pillai**, Technical Manager of Aurora Multimedia India.

The day-long course on day 2 of AV-ICNx started with an interactive session

covering the basics of IP networking, followed by hands-on training exploring an AV-over-IP system. This included the installation, configuration and management aspects of the system including encoders and decoders as well as the management platform, which drives configuration and content management.

The advantages and benefits for integrators and end-users who took part in IPBaseT training and certification program:

Aurora's IPBaseT combines a variety of 4K IP technologies and features under one unified protocol using a simplified topology. This evolution of the AV industry is changing the topology of AV across the



Nataraju Upputuri, Director of Aurora Multimedia India, at the AV-ICNx Education and Training Programme

ATION & TRAINING PROGRAMME 2019

seT TECHNOLOGY SPECIALIST

world. The good news is that the professional AV community, which includes integrators, partners and end-users, can see the immediate benefits of Aurora's technology.

Aurora's products deliver compressed (VLX series) visually lossless video with low latency as well as uncompressed video (IPX series) with zero latency. For end-users the main benefit is ease installation with a network switch and the fact that LAN can be used for video transmission instead of having a parallel infrastructure for AV with proprietary cabling.

This means getting rid of high-end and expensive AV matrix switchers and



replacing them with IPBaseT transceivers and using multicast LAN network switches instead. At the training, the AV community got an opportunity to learn how to deliver these services and advantages to their clients.

The aim of the IPBaseT training sessions was to make AV Engineers learn what they need to know to leverage the standard for high performance AV network deployments in education, healthcare, enterprise, entertainment, hospitality, retail, houses of worship, government, military, industry and security.

Aurora Multimedia was amongst the first companies to started educating end users on AV over IP technology. Since nearly two decades, Aurora has been a strong brand, known for its innovative technology and superlative products, particularly in North America and Europe. and operations

commencing in India, the core focus was on awareness of AV over IP concept and acceptability by integrators and end users.

Nataraju Upputuri says, "With rapid economic growth and development happening in India, we believe the demand for Aurora products in India is growing steadily. Specifically, we foresee that with VLX series and IPX series streaming solutions and distribution over IP will be our major growth areas in coming future. Particularly, growth in the educational, government, hospitality and residential markets is very promising".

Upon completion of the course, attendees received a certificate and benefited by acquiring an understanding of basics of IP network communication, TCP/IP suite of protocols, leveraging IP networks for AV solutions, capabilities of AV over IP and IP network infrastructure requirements to deploy a system effectively.

GEFEN NOW SHIPPING NEW 4K ULTRA HD 600 MHZ MULTI-FORMAT PRESENTATION SWITCHER

Nortek Security & Control announced that its Gefen Presentation Switcher is now shipping. The EXT-4K600A-MF-51-HBTL5 solves problems in conference and collaboration spaces that have a wide array of devices and inputs, giving users a convenient single point of contact for their AV sources and displays in collaboration or meeting areas.

The new 4K Ultra HD 600 MHz Multi-Format 5x1 Presentation Switcher features a powerful built-in Scaler, Auto-Switching & Split HDMI/HDBaseT Outputs. "This is a plug-and-play solution that automatically switches inputs to the most recently connected or activated source," said Gefen Product Manager Jason Fitzgerald. "It accepts a multitude of input formats ranging from the legacy composite video inputs to the latest Full Bandwidth 18 Gbps HDMI 2.0 and DisplayPort 1.2."

In addition to the versatile built-in scaler, the Gefen Presentation Switcher features five independently switchable and embeddable audio inputs, a versatile microphone input with Phantom Power, audio breakout, and dual HDMI/HDBaseT outputs that provide all the right tools for creating a compelling and impactful AV presentation.

The Gefen Presentation Switcher works with both 4K Ultra HD sources and legacy analog devices, providing flexible connectivity and a single management point for all devices in the room. The auto-switching feature saves time by making it easy for users to connect and present without the need to select inputs manually. The intuitive user interface is accessible from any computer or mobile browser and via On-Screen-Display, and doubles as a setup tool and daily con-

troller – eliminating the need for costly external controllers in smaller installations.

For larger rooms, the Multi-Format 5x1 Switcher features built-in support for both consumer and professional microphones, with mixing and ducking controls for live events. The compact, surface-mountable enclosure is easily hidden under a table or placed on a shelf. Split outputs simultaneously support a local HDMI display and a remotely installed projector or screen using its integrated HDBaseT extender.

The new 5x1 Switcher joins the Gefen family of dedicated Multi-Format Conferencing and Collaboration solutions that include the EXT-4K300A-MF-41-HBTL5 4x1 Switcher, the EXT-UHDV-WP-HBTL5-TX and EXT-UHDV-HBTL5-TX 2x1 Switchers, and the EXT-UHDA-HBTL HDBaseT Receiver.

LIFESIZE EXTENDS EFFORTLESS VIDEO CONFERENCING EXPERIENCES WITH LIFESIZE GO

FREE, FAST AND FLEXIBLE VIDEO SERVICE ENABLES TEAMS TO CONNECT AND COLLABORATE ACROSS ANY DEVICE WITHOUT RESTRICTIONS

Lifesize, announced Lifesize Go, a free video conferencing service that allows people to meet face-to-face, share content and collaborate across teams. Built to work across widely-used browsers and operating systems, Lifesize Go delivers a mobile-first, reliable and secure group video conferencing experience for up to eight participants with no downloads, subscription requirements or restrictions on meeting length. Lifesize Go is immediately available via Chrome or Safari browsers on iOS, Android, Mac and Windows devices.

"The consumerization of video has led to exploding demand for hassle-free video conferencing that empowers users to connect from any device with a click of a button," said Roopam Jain, Industry Director, Connected Work Practice at Frost & Sullivan.

With Lifesize Go, meeting organizers can quickly facilitate and host video calls natively through the browser, eliminating the need for guests to download additional software in advance. Hosts can initiate an unlimited number of video calls with no restrictions on meeting length. Participants can join on any device by clicking a one-time meeting link generated by the Lifesize Go web app, which can be delivered through email, SMS text message or chat. Whether calls take place over a mobile network or wi-fi, Lifesize Go connects teams and helps them

collaborate through crisp, high-definition video and screen sharing.

"Lifesize Go is a better way for team members within enterprises to instantly and productively connect with their colleagues, customers and other collaborators through free, fast and flexible video communication," said Bobby Beckmann, CTO of Lifesize.

Lifesize Go delivers a number of video communication and collaboration enhancements, including:

- Free, unlimited group video calls. Schedule as many video calls as needed with up to eight participants.
- Facilitate one-to-one and group video meetings using built-in browsers on both desktop and mobile devices.
- Share a screen, application or browser tab with remote guests from a desktop device for improved collaboration over Lifesize's secure, enterprise-grade cloud video conferencing platform.



A Smart Simple Solution



Power Amplifier
MA2030/PA2030



Restaurant



Retail Store



Conference Room



Shopping Mall



Digital Control Panel
DCP Series

Power Amplifier
XMV Series

Input Expander / Output Expander
EXi8/EXO8

Matrix Processor
MTX Series

Ceiling Speaker
VXC Series

Surface Mount Speaker
VXS Series

The Yamaha Difference

Ever since Yamaha's inception, the craftsmen, engineers, and creative minds that help define the Yamaha brand have adopted a singular philosophy in their pursuit to meet, and exceed, the demands of each new challenge. The scope of Yamaha's influence and experience in numerous markets is without parallel, offering an unrivaled variety of product lines from grand pianos to Hi-Fi components to a range of complete sound solutions for various professional and commercial applications. Through an exhaustive process of studying, refining, testing and introducing new technologies and innovations to each market, Yamaha has developed a truly unique perspective that draws from the vast base of knowledge accumulated through years of designing and manufacturing such a wide array of music and sound related creations.

Distilled into "6 Key Values", this depth of accrued knowledge and experience served as the foundation behind the development of our Commercial Installation Solutions product lineup. By combining a unique, streamlined overall approach to installed sound, with acclaimed Yamaha product reliability and thorough customer care, this flexible lineup promises to benefit everyone at each stage of the installation process—from installers and contractors, to investors and owners. Most importantly, however, it is the patrons, clients, and customers of each commercial installation that will ultimately benefit from the clarity, tonal quality and musicality of these unique installed solutions that exude the decorated history of the sound specialists of Yamaha.



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HARMAN PROFESSIONAL DELIGHTS INDIAN CONTENT CREATORS AND 'PROSUMERS' WITH A RANGE OF EXCITING NEW PRODUCTS

AKG K245 FOLDABLE HEADPHONES, JBL ARRAY LOUDSPEAKERS AND SOUNDCRAFT NOTEPAD MIXER SERIES LAUNCHED AT PALM EXPO, INDIA, 2019

HARMAN Professional Solutions launched a dozen professional audio, video and lighting products at PALM Expo.

The range of products is set to delight Indian content creators and 'prosumers' who are looking for value in professional products without compromising on world-class quality. The products include foldable headphones by AKG which are built on a legacy of 70 years; and compact line array loudspeakers and reference monitors by JBL Professional, which aim to give content makers the ability to hear all the details for better results while mixing and editing. In addition, HARMAN exhibited a series of notepad mixers by Soundcraft and a number of new lighting products by Martin.

Palm Expo is India's foremost exposition for the professional audio, lighting, live sound and install sound and was held between May 30th to June 1st at Bombay Exhibition Center, Goregaon East in Mumbai, Maharashtra.

"Musicians and sound engineers are constantly looking for innovations in the recording space that keep up with their needs and the changing dynamics of their business. For instance, portability is an important factor," said Prashant Govindan, Head- HARMAN Professional, India and SAARC. "HARMAN's next generation professional grade, studio and stage equipment are bound to resonate with the modern musicians' exceedingly mobile lifestyles.

The reliable and superior accuracy of the newly launched AKG K245 headphones, and performance of the home-studio monitors and compact mixers will cater to the needs of both the young and experienced sound engineers, podcasters, singer-songwriters and audio professionals."

The complete list of new products is as follows:

- **AKG K245 Headphones:** The over-ear, open-back headphones feature a transparent, yet spacious sound, which will be perfect for mixing and editing on the go.
- **JBL 104 Reference Monitors:** Coaxial,



AKG K245



JBL VTX A8 Dual 8



Soundcraft
Notepad

precision, small footprint studio monitors. These are ideal for recording musicians, podcasters, and music and video producers—as well as anyone seeking enjoyable listening experience.

- **JBL Nano K series Monitors:** Essential value monitoring for home-studios, podcasters, music enthusiasts and

content creators. In various sizes including 3", 4", 5", 6" and 8" with Bluetooth connectivity.

- **JBL VTX A8 Dual 8" Compact Line Array Loudspeaker:** It is a next-generation line array element that delivers JBL Professional's flagship VTX A Series technology in a compact solution for small- to mid-size rental and installed applications.
- **JBL VTX B18 Single 18" Subwoofer:** This is JBL Professional's next-generation single 18" subwoofer, designed to complement VTX full-range sound reinforcement systems.
- **Soundcraft Notepad series:** The series of three new Notepad mixers include the Soundcraft Notepad-5, -8FX and -12FX, designed for exceptional convenience and ease of use. They are desktop analog mixing surfaces that include HARMAN signal processing, and USB I/O connectivity.
- **Martin ELP LED Ellipsoidal WW and CL:** It delivers the luminance, brightness and vivid color rendering that has been synonymous with the Martin name for more than 30 years
- **Martin MAC Allure Profile:** With unique 7-segmented beam control, instant color control and pixelated beam, the MAC Allure Profile enables dynamic projection and mid-air effects, previously not possible.
- **Martin MAC Allure Wash PC:** It is a wash-light variant within the Martin MAC Allure family, featuring a novel RGBW light engine with unique 7-segmented beam control.
- **Martin VDO Atomic Dot:** By combining a video-controlled Aura backlight and a bright strobe/blinder dot in one fixture, the VDO Atomic Dot empowers lighting designers with greater creative potential to make a bigger impact with audiences than ever before.
- **Martin ERA 300 Profile:** It is a very compact profile fixture with an extremely efficient 260W white LED engine that produces a sharp gobo projection with a flat field and more output than typically associated with similar-sized and featured fixtures.

POWERSOFT APPOINTS SW INDIAN DISTRIBUTOR

PREETI TRADING CORPORATION HAS BEEN APPOINTED AS POWERSOFT'S DISTRIBUTOR IN THE REGION

Powersoft has named Preeti Trading Corporation (PTC) its distributor for the region of South West India. The company currently supports all kinds of commercial projects in the region, large and small, with its core customer base primarily consisting of small and medium-sized enterprises that sell and install audio equipment for use in commercial, governmental, corporate and public buildings.

"India is an extremely important market for Powersoft," said Varun Mahesh Jagger, Powersoft's Europe, India & Africa account manager – distribution. "We see great potential there for strong and consistent growth across all verticals.

"PTC has been appointed to reinforce that vision of a stronger India. It has a strong dealer network, and a consistent record of moving with the times. We see



Powersoft's Varun Mahesh Jagger with Kammal Dhingreja from Preeti Trading Corporation

them as a partner who has taken and continues to take risks in order to come out on top."

One of PTC's goals for the new partner-

ship is to increase the presence of Powersoft products in the region, thus making it easier to educate the industry about the brand and its innovative technologies..

MEYER SOUND GALILEO GALAXY LEADS THE WAY WITH MILAN CERTIFICATION FROM AVNU ALLIANCE

Meyer Sound announced that its Galileo GALAXY network platform has been certified as fully compliant with the new, AVB-based, Milan deterministic network protocol. Milan certification, provided through Avnu Alliance, ensures that Galileo GALAXY processors will offer seamless interoperability with all other Milan-certified devices in the signal chain, regardless of function or

GALAXY 816-AES3 and GALAXY 408.

Milan is a high-level interoperability solution developed as a joint effort by a group of leading audio and IT manufacturers. As a deterministic network, Milan assures on time delivery of time-sensitive AV data streams while co-existing with other Ethernet traffic with no risk of drop-outs or degradation. As an open standard,

mance and provides future-proof flexibility. Building on the existing open AVB (audio video bridging) standard from IEEE, we developed Milan as the best solution." The Milan-certified GALAXY is a full-featured, stand-alone loudspeaker processor. As such, it can connect not only to other GALAXY processors, but it also can serve as a master FOH processor by connecting



Galileo GALAXY 4DB

manufacturer. GALAXY is among the first products to receive Milan certification.

The formal announcement was the final step in a thorough certification process that included rigorous testing of Galileo GALAXY processors at the University of New Hampshire InterOperability Laboratory, the designated third-party testing organization for the Avnu Alliance Certification Program. The Milan certification extends to all three GALAXY versions: GALAXY 816,

Milan offers a choice of hardware implementations and will support both audio and video media.

"A few years ago Meyer Sound joined with a group of other leading pro audio manufacturers to tackle a problem common to all of our customers," recalls Meyer Senior Vice President of Marketing John McMahon. "And that was how to create a network infrastructure that is easy to use, offers extremely high perfor-

to third-party, Milan-certified array processors or processor-amplifiers, either directly or through a certified network bridge. GALAXY also can connect via Milan to a certified mixing console without need for its own network bridge.

"With this certification, Meyer Sound GALAXY becomes a pioneering device in what is becoming an integrated, networked AV ecosystem," says McMahon. "More Meyer Sound products are in line to be certified, and the list of manufacturers that have signed on to Milan is growing fast. We expect increasing momentum toward widespread adoption throughout the industry in the months to come."

QSC OPENS ITS NEW SAARC HEADQUARTERS IN BENGALURU, INDIA

QSC recently celebrated the inauguration of its new SAARC headquarters in Bengaluru, India. The new office is 9,270 sq. ft. and serves as a business development, management and support hub for QSC Systems, Live Sound and Cinema businesses in the region. It also serves as a dedicated training and demonstration area and includes a 13,760 sq. ft. terrace space for customer events.

"Over the last few years, QSC has been dedicated to growing its international presence, and this new entity is a crucial piece of that strategy," says Markus Winkler, SVP, EMEA South Asia, & Managing Director QSC EMEA GmbH. "As we continue to experience tremendous growth in SAARC year-over-year in all our business units, this dedicated facility will allow us to accelerate our growth trajectory in the coming years."

"Our business partners in SAARC have been instrumental in our success and will continue to be our main focus as we work together to develop new opportunities in all vertical markets," says Rajesh Mittal, Managing Director, QSC India and SAARC. "The ability to offer in-region support resources in addition to our comprehensive solutions portfolio allows us to better equip our partners with the right tools to grow their business and deepen customer relationships. In addition, we



QSC's SAARC headquarters in Bengaluru, India

can give customers a first-hand experience of QSC solutions, as well as local training, including the Q-SYS Architect training program, enabling our customers and partners to understand the QSC difference."

Markus continues, "In addition to this new office, we are excited to announce the promotion of Rajesh Mittal to Managing Director, QSC India and SAARC. Since joining QSC in 2018 he has played an integral role in the growth of QSC in this region,

and has demonstrated a collaborative and supportive leadership style which is critical for our expanded regional structure."

"This inauguration represents QSC roots – with our global headquarters in California, USA – and our evolution to a truly multinational corporation and the most trusted provider of high quality professional audio and video systems worldwide," concludes Jatan Shah, EVP, Chief Operating and Technology Officer, QSC.

D-LINK JOINS SDVOE ALLIANCE

GLOBAL NETWORK SOLUTIONS PROVIDER SEES OPPORTUNITY FOR NEW PRODUCTS SPECIFICALLY DESIGNED FOR PRO AV DEPLOYMENTS

The SDVoE Alliance announced that D-Link Systems, Inc., has joined the alliance as an adopting member.

"We're very excited about our new partnership with the SDVoE Alliance. As the pro AV space evolves we look to be a true partner with everyone in this market, giving as much as and more than we get," said Matthew Vaillancourt, Sr. Director of Business Sales at D-Link. "For us, it's not about leading in market share as it is about leading together in innovation!"

"We welcome D-Link to the SDVoE eco-

system and look forward to tapping into their networking and switching expertise to provide solutions AV professionals can depend on as we transform the matrix," said Justin Kennington, president of the SDVoE Alliance.

"D-Link's participation and support will expand the knowledge base that guides AV designers and users to take full advantage of the flexibility and scalability of Ethernet to deliver 4K video without compromise."

All AV distribution and processing applications that demand zero-latency and

uncompromised video can benefit from SDVoE technology, which provides an end-to-end hardware and software platform for AV extension, switching, processing and control through advanced chipset technology, common control APIs and interoperability.

SDVoE network architectures are based on off-the-shelf Ethernet switches, thus offering substantial cost savings and greater system flexibility and scalability over traditional approaches, such as point-to-point extension and circuit-based AV matrix switching.



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YAMAHA'S VX SPEAKER RANGE SHOWCASES SOUND, DESIGN AND QUALITY

Yamaha is committed to delivering the best background music, speech and presentation systems, with optimum quality components throughout the signal chain.

Built on the three foundations of sound, design and quality, the expanding VX series is divided into three types; VXC ceiling speakers, VXS surface mount speakers and VXL slimline, column-type line array speakers. VX models range from miniature full-range units through to subtle-but-powerful subwoofers and a power-over-Ethernet (PoE) VXL unit.

With designs that are unique to Yamaha and many mounting options, VX loudspeakers form a full lineup of aesthetically-pleasing units which deliver superb musicality and natural response, making complete Yamaha audio systems an ideal solution for any space or situation.

Whether it is a busy restaurant, a relaxing hotel lounge or spa, a boardroom, a house of worship or an airport, your customers want to hear the detail in the sound from your system. Yamaha VX loudspeakers range ensures that this happens, whatever the appropriate volume level, from units that fit with any décor.

Along with great sound and appearance, the exceptional reliability and ease of use for installers and end users alike means that the return on investment from Yamaha installed audio systems is always maximised.

The VX range is complemented by the latest V3.0 update for Yamaha's Commercial Installation Solutions Speaker Calculator (CISSCA) system design software,



VX Speaker Range

which helps systems integrators to create optimal Yamaha speaker systems. CISSCA V3 adds extra speaker data* and a new user interface with AUTO and ADVANCED modes, which can be chosen according to the user's needs.

"The benefits of Yamaha's expanding range of VX loudspeakers are being enjoyed by users around the world, in hospitality businesses, education, houses of worship and many other spaces. Examples range from the InterContinental Davos hotel in Switzerland and Cardiff University in the UK, to Volvo Studio Aoyama in Japan, Saint Panteleimon Monastery in Greece, Petit Palace Hotels in Spain, Stone Harbor Municipal Courthouse in the USA, Billund Airport in Denmark and many more," says Senior General Manager of Yamaha Audio Business Division Yoshi Tsugawa.

"As more models are added to the VX range, CISSCA is updated to ensure systems integrators can quickly and easily work out the best loudspeakers to use, delivering optimum audio solutions with minimum visual impact for their clients."

He continues, "Our vision is to empower all business owners to make waves with their creative mindset. We want our sound solutions to enhance their creativity and help them to make a great impression with their businesses."

The full VX range of loudspeakers and CISSCA V3 will be on show at Booth 6461 at InfoComm 2019, which takes place from 12-14 June at Orange County Convention Center in Orlando, Florida, USA. Yamaha is also exhibiting on Booth 4961 (Unified Communications) and in demo room W224D.

VUWALL EXPANDS INTO NEW TERRITORIES WITH MINDSTEC DISTRIBUTION PARTNERSHIP

VUWALL'S ECOSYSTEM NOW DEMONSTRATED IN MINDSTEC'S SHOWROOMS AND AVAILABLE WITH LOCAL SUPPORT AND TRAINING IN ASIA, THE MIDDLE EAST, AND BRAZIL

VuWall, announced that its full product portfolio, along with dedicated local service and support, is now available in more locations via Mindstec Distribution. With this partnership, VuWall expands for the first time with global distribution in Asia, the Middle East, and Brazil.

"Mindstec is a well-established global AV distributor with regional expertise and exceptional service that provides immense value to customers," said Valentina Zarivchatska, VuWall's director of business development in Central and Eastern Europe, APAC, and LATAM. "This partnership

will enhance our brand awareness worldwide and bring VuWall solutions to new markets. We're excited to partner with a company reputable for representing the highest quality solutions in the industry."

Mindstec will demonstrate VuWall's

continued on pg. 09

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GOVERNMENT OPENS BIDS FOR INSTALLATION PROJECTS

NOIDA METRO RAIL CORPORATION'S AV PROJECT WORTH 5.90 CRORE

ABOUT: Noida metro rail corporation limited Requests for proposal For Implementation Of Audio-Video System At Nmrc Auditorium And Meeting Room.

TENDER VALUE: INR 5.90 Crore /-

EMD: INR 885498.00 /-

LOCATION: Noida

To know more about the project:
<https://www.tenderdetail.com>

IRCON INTERNATIONAL LIMITED'S AV & SOUND PROJECT WORTH 3.49 CRORE

ABOUT: Ircon International Limited invites tender for Supply, Installation, Testing And Commissioning Of Audio Visual System, Lighting And Acoustical Works For Auditorium At Ircon International Tower.

TENDER VALUE: INR 3.49 Crore /-

EMD: INR 450000.00 /-

LOCATION: Gurugram

To know more about the project:
<https://etenders.gov.in/eprocure/app>

PUBLIC WORKS DEPARTMENT'S CONFERENCE ROOM UPGRADE PROJECT WORTH 40000

ABOUT: Public Works Department invites tenders for Supply Installation Testing Commissioning Of Audio And Wireless Presentation System Infrastructure For Conference Room , Labour Department.

EMD: INR 40000.00 /-

LOCATION: West Bengal

To know more about the project:
<https://etender.wb.nic.in/nicgep/app>

DEVELOPMENT AUTHORITY'S AV INSTALLATION PROJECT WORTH 2.53 CRORES

ABOUT: Designing, Supplying Installation Integration Testing And Commission Of Audio Visual, Conference And Control System For Conference And Allied.

TENDER VALUE: INR 2.53 Crore /-

EMD: INR 250000.00 /-

LOCATION: Chhattisgarh

To know more about the project:
<https://www.tenderdetail.com>

ISLAMIC UNIVERSITY OF SCIENCE AND TECHNOLOGY'S LIGHT AND SOUND PROJECT WORTH 1.26 CRORE

ABOUT: Works At Auditorium Comprising Of Furnishing , Acoustics , Electrification , Audio-Video System And Allied Works At Auditorium Comprising Of Furnishing , Acoustics , Electrification , Audio-Video System And Allied Works In Food Technology At Iust Awantipora .

TENDER VALUE: INR 1.26 Crore /-

EMD: INR 252000.00 /-

LOCATION: Jammu and Kashmir

To find out more about the project:
<https://jktenders.gov.in/nicgep/app>

INTEGRATION AND ACROSS INDIA

COUNCIL OF SCIENTIFIC AND INDUSTRIAL RESEARCH'S AUDIO PROJECT WORTH 58.60 LAKHS

ABOUT: Council of Scientific and Industrial Research invites tenders to supply installation testing and commissioning of Digital Audio Systems of Digital Audio System at Csir Science Centre

TENDER VALUE: INR 58.60 Lakhs /-

EMD: INR 117202.00 /-

LOCATION: Delhi

To know more about the project:

<https://etenders.gov.in/eprocure/app>

DOORDARSHAN RELEASES PROCUREMENT PROJECT WORTH 40 LAKHS

ABOUT: Procurement Of 32 Input Quad Head Professional Quality High Definition Multi Image Processor

TENDER VALUE: INR 40 Lakhs /-

EMD: INR 80000.00 /-

LOCATION: Multi State

To find out more about the project:

<https://www.tenderdetail.com>

TAMIL NADU HORTICULTURE DEVELOPMENT AGENCY'S PROJECT WORTH 94 LAKHS

ABOUT: Tamil Nadu Horticulture Development Agency invites tenders to SUPPLY AND installation of intelligent controllers, creatives & professional audio equipments at Semmozhi Poonga

TENDER VALUE: INR 94 Lakhs /-

EMD: INR 94000.00 /-

LOCATION: Tamil Nadu

To find our more about the project:

<https://www.tenderdetail.com>

WEST BENGAL HOUSING INFRASTRUCTURE DEVELOPMENT CORPORATION LIMITED'S MAINTENANCE PROJECT WORTH 21.62 LAKHS

ABOUT: SWest Bengal Housing Infrastructure Development Corporation Limited invites tenders for Day To Day Operation And Maintenance Of Internal And External Electrical Installation Including Operation Of Sound System Pumps Diesel Generator Set 6 Nos Elevators Ac System And Cleaning Of Electrical Equipments , Fixtures And Other Appliances.

TENDER VALUE: INR 21.62 Lakhs /-

EMD: INR 43245.00 /-

LOCATION: West Bengal

To know more about the project:

<https://etender.wb.nic.in/nicgep/app>

NATIONAL HYDROELECTRIC POWER CORPORATION LIMITED'S PROJECT WORTH 46.35 LAKHS

ABOUT: National Hydroelectric Power Corporation Limited's invite for Tender For Annual Maintenance Contract Of Audio-Video (Multimedia) Equipments Installed At Nhpc Faridabad Office N Delhi Office For Two Years

TENDER VALUE: INR 46.35 Lakhs /-

EMD: INR 93000.00 /-

LOCATION: Haryana

To find our more about the project:

<https://eprocure.gov.in/eprocure/app>

THANK YOU

TO ALL THE SPEAKERS FOR BEING A PART OF THE
KNOWLEDGE SHARING SESSION AND MAKING
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Dipanshu Mitra



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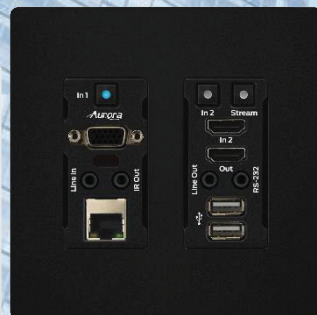


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