BLENDING PRO AUDIO EXPERTISE WITH FUTURE-READY AV TECHNOLOGIES:

N-LABS AMPLIFIES ITS FOOTPRINT IN INDIA'S EVOLVING PRO AV LANDSCAPE

In Conversation with **Hemal Bhatt**, Founder & CEO of N-Labs

*As India's pro AV market matures, **N-Labs** is establishing itself as one of the leading 'Make-in-India' manufacturers offering advanced, network-ready audio solutions for installations, corporate environments, hospitality, houses of worship, and emerging immersive applications across the globe. In this conversation with **AV-ICN Expo Magazine**, **Hemal Bhatt**, Founder & CEO of N-Labs, discusses the company's positioning, technological strengths, and plans for its next phase of growth.*

1. Where does N-Labs position itself within the wider pro AV ecosystem?

We are primarily manufacturers of professional audio systems that fit directly into AV applications. Our product lines include the **I-Series**, **DNA Series**, and our active line array systems. These can operate over audio-video networks using protocols such as **Dante** and **AES67**, ensuring seamless compatibility with today's AV environments. Our products integrate seamlessly into audio and video systems through the network, which positions us well within the broader AV segment.

2. How do you envision leveraging

N-Labs' existing audio expertise to create competitive advantages in the pro AV space?

In India, very few manufacturers offer a professional audio range that works natively on network-based AV platforms. Our deep expertise in pro audio, combined with strong after-sales support, gives us a powerful advantage. We have optimised our systems with features tailored for networked AV environments, giving N-Labs a clear competitive edge within the pro audio and AV spectrum.

3. Which pro AV verticals (corporate, education, hospitality, retail, houses of worship) align best with N-Labs' current capabilities and market presence? What specific segments do you see as the most promising opportunities for N-Labs, and why?

Our pro AV products are well suited for corporates, hospitality, and houses of worship. The scope in education and retail is currently limited because our products belong to the higher-end category, especially in terms of pricing. The immersive audio segment is promising as the Indian market is evolving quickly, and many of our products already support immersive formats, making them ideal for houses of worship and similar environments. Very few Indian

players operate in this space, so it presents a strong opportunity for us.

4. What unique value does N-Labs offer to clients seeking comprehensive pro AV solutions?

Our key differentiator is the ability to configure multiple software, applications, and routing matrices within the AV platform. In environments like conference rooms that require zone-based audio routing. Our network-enabled audio solutions make this process simple and efficient. Using Dante-enabled products, users can manage routing, control, and network audio applications across the ecosystem with ease.

This makes our solutions highly scalable and suitable for a wide variety of AV installations.

5. How will you structure your sales team to target pro AV decision-makers versus traditional audio buyers?

We've reorganised our structure specifically for the installation and AV markets, both in India and overseas. While India continues to grow, we're also focusing strongly on international markets. We will be participating in major global shows like **ISE, NAMM**, and **InfoComm Asia 2026**, as well as **AV-ICN Expo 2026**, to connect with the pro AV community, introduce our solutions, and build awareness across regions.

6. How will you demonstrate your pro AV capabilities to clients unfamiliar with N-Labs?

We're using all available awareness platforms like social media, industry-driven trade shows, and experiential events. Shows like ISE, NAMM, InfoComm, and AV-ICN Expo let visitors experience our products firsthand, understand network capabilities, explore software, and see the systems in action. We also provide acoustic predictions and performance simulations for venues, helping integrators plan more accurately.

Our goal is to standardise the ecosystem and familiarise customers, systems integrators, vendors, and service providers with our offerings.

7. How does the DNA Series integrate with existing AV ecosystems, and what market gap does it fill?

The DNA Series is our network-enabled

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amplification solution. Most installation amplifiers in the market today lack the ability to transmit audio and control the amplifier over a single network. DNA solves this by offering Dante and AES67 support, along with SMPS free, fully repairable technology. It supports digital-to-analogue auto-failover, primary-to-secondary switching, and diverse power conditions, from Indian grids to universal power systems. This makes DNA versatile enough for all market segments and applications including the pro AV applications.

8. Who is the primary target audience for the DNA Series, and how scalable is it for different venue sizes?

DNA can be used anywhere in the world. Dante and AES67 are built-in, not optional. The amplifier's output power is adjustable based on the application whether it's a subwoofer, small PA, or any other application. It includes advanced DSP, FIR and IIR filters, and features usually found only in high-end global brands. Paired with the I- Series, users get strong tuning flexibility as well.

We offer ready ease files for accurate response prediction with acoustics and room simulations for I-series alone, and when paired with DNA, users have an option to use a predefined FiR, iiR, and PEQ presets

for standardised tone quality.

9. How does the I-Series cater to fixed installations compared to live sound or rental applications?

The I-Series serves multiple applications with different coverage needs from as little as 5 meters to as much as 50 meters. Models like the i6 and i62 cover 25–30 meters, while the i8 works for installations as well as portable use. The i82 is designed for clear speech such as churches or houses of worship. The series also includes the BB15 subwoofer in active and passive versions, which can pair with DNA amplifiers. While designed for installations, the i8 and i82 are also suitable for mid-sized rental companies handling conferences or seminars. Their sound is engineered for long listening without fatigue, which sets them apart from traditional pro audio.

10. Why was Dante certification a priority, and how does the I-Series leverage it for scalability and integration?

The I-Series itself is a passive range of product and does not include Dante. Dante is available in our DNA amplifiers and in our QLA active line array systems. For applications like open-air cinemas where signal delay must be minimal, the QLA's Dante feature ensures clean transmission with high scalability. Adding Dante across our product range makes integration smooth because these systems can pair with any Dante-enabled audio or video product across the network.

11. What are your strategic priorities for the next phase of growth?

We are preparing to launch our IP-enabled PoE powered actively controllable PA system, designed for large-scale and education-sector installations. It will operate on an open-source network architecture similar to CCTV networks, allowing thousands of speakers to run on CAT6 without separate electrical lines. This system will enable users to route specific audio to specific zones with high scalability.

Additionally, we are prioritising the introduction of Dante AV in India, which will further strengthen our offering for broadcast-grade audio-video applications. We aim to showcase these technologies at **AV-ICN Expo** or **ISE 2027**, depending on final readiness.