



AV GLOBAL ALLIANCE



2011



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Innovative Audio Video Communications Made Simple.™

YOUR GLOBAL PARTNER

AVI-SPL is your partner in audio/video communication technology and services. Our commitment is to deliver the environment and the experience that will exceed your expectations.

We provide added value through:

Global Presence and Fulfillment

Customizable Support Solutions

Certification with Major Vendors

Integration Expertise

Telepresence and Digital Media Expertise

For more information, please call 800.282.6733
or email international@avispl.com



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- Company Name:** AVI-SPL
- Alliance Territory:** USA, Mexico
- Office Locations:** USA - Alabama, Arizona, California, Colorado, Florida, Georgia, Illinois, Louisiana, Massachusetts, Maryland, Michigan, Minnesota, North Carolina, Nevada, New York, Ohio, Washington, Pennsylvania, Texas, Utah, Virginia
- Taxable presence:** India, Mexico, UK, USA
- Joined Alliance:** June 2008

GENERAL DESCRIPTION

Audio Visual Innovations, Inc. (AVI) began operations in 1979 and Signal Perfection Ltd. (SPL) in 1992. Both organizations quickly became respected as the leaders in audio, video and collaborative communication solutions. Supported by equity financing from Silver Lake Sumeru, AVI-SPL is a result of a merger in 2008 between these two ProAV integrators. AVI-SPL has over 1,400 staff, 34 offices in the US.

EXPERTISE

Video Conferencing	Cisco and Polycom Certified Partners
Programming	AMX , Biamp , ClearOne, and Crestron trained staff
Systems Design	AutoCAD trained staff, Companywide AutoCAD standards
Project Management & Engineering	InfoComm Diamond AVSP Certification Currently 20 CTS-D, 5 CTS-I, 389 CTS
Training	Dedicated training department which is certified to teach InfoComm Installation courses
Maintenance	Various maintenance and warranty options are available
Onsite Support	Currently 190 onsite staff at client sites
Other	Rental, Staging, Hotel support, Control Room Group, Event Management, Structured Cabling Services

Company Name: Actis Technologies Pvt. Ltd.

Alliance Territory: India

Office Locations: Ahmedabad, Bangalore, Chennai, Hyderabad, Mumbai, Pune, Kolkatta, New Delhi

Taxable presence: India

Joined Alliance: August 2008

GENERAL DESCRIPTION

Actis specializes in designing and building facilities for meeting, conferencing, training and entertainment. These facilities help improve the quality of communication and collaboration at work and enhance quality of life at home. Established in 1971, Actis has been pioneering audio visual, presentation and meeting technologies in India for over three decades. Actis has over 7000 clients in India, including the GE group, Symantec, Morgan Stanley, Citigroup, Shell, Nokia Siemens, Indian Institute of Management, Indian Institute of Technology, Bharat Petroleum, Indian Space Research Organization, Grand Hyatt, and Taj Hotels. Actis is India's most trusted audio visual specialists.

EXPERTISE

Video Conferencing	LifeSize, Cisco, Polycom and Sony; Custom TelePresence Solutions; On-site and Offsite Video Conferencing Rentals
Programming	Crestron, Biamp, ClearOne and Lutron authorized; Crestron Best Programmer Award – Corporate and Residential 2008
Systems Design	In-house designers – Needs Analysis, AutoCAD, Design & Estimation
Project Management & Engineering	In-house project managers, engineers and technicians; 15 staff have CTS qualifications User Manuals and documents provided
Training	Training imparted on every project On-going training on-request
Maintenance	Flexible Support Assurance Plans (choose a level of support that matches your specific needs); Case requests registered via dedicated Help Desk or via website
Onsite Support	Managed Service (on-site staff provided on request)



Company Name: Applied Electronics Ltd.
Alliance Territory: Canada
Office Locations: Toronto, Montreal, Calgary, Edmonton, Vancouver
Taxable presence: Canada
Joined Alliance January 2009

GENERAL DESCRIPTION

Applied Electronics Limited (AEL) is Canada's leading designer, supplier and integrator of audio visual, broadcast and post production systems and technology. AEL provides technical consultation, design, supply, integration, service & support of all audio visual system components for executive boardrooms, video conferencing facilities, training rooms, corporate auditoriums, legislative/council chambers, control centers, and public display environments. AEL is headquartered in Toronto and has offices in Montreal, Calgary, Edmonton and Vancouver. The company was founded in 1958 and over 50 years later, it is Canada's largest and most renowned audio visual and broadcast solutions provider.

EXPERTISE

Video Conferencing	Certified Polycom Reseller Partner Cisco Accredited Partner
Programming	Crestron and AMX programming, including Crestron Authorized Programmers
Systems Design	AutoCAD trained staff
Project Management & Engineering	8 qualified Project Managers (10+ years experience each) Over 50% of Engineering staff CTS certified
Training	Factory trained staff; training and documentation provided for AV and VC
Maintenance	Dedicated Service and AV technical teams across Canada
Onsite Support	Managed Service (staff on customer site)
Other	Consultancy, post-production and broadcast



- Company Name:** Avitec Elektronik San. Ve Tic. Ltd. Sti.
- Alliance Territory:** Turkey
- Office Locations:** Istanbul (Technical Support Points available in 66 different locations throughout the country)
- Taxable presence:** Turkey
- Joined Alliance:** July 2009

GENERAL DESCRIPTION

Avitec is the leading AV System Integrator in Turkey and the only local company providing professional AV technical support on a 24/7 basis at 66 different locations throughout the country. Solutions provided by Avitec include conference and meeting rooms, education centers, simulation, command & control centers, digital signage, video and audio conferencing, digital cinema, PA systems, medical imaging and technical services. Avitec has a large number of national and international clients including Coca-Cola, McDonalds, Mercedes, Toyota, Peugeot, Renault, UniCredit, Dexia, Novartis, Novo Nordisk, Roche, Drager and BP.

EXPERTISE

Video Conferencing	Polycorn and Cisco Dealers
Programming	Extron, AMX, Crestron and Pronto Programming Team
Systems Design	AutoCAD trained staff
Project Management & Engineering	Qualified Project Managers and Technicians (Technical staff and Service Points are Turkish standards Institute approved)
Training	Training and Documentation provided for internal and external customers
Maintenance	Largest Maintenance Team in Turkey
Onsite Support	Dedicated 24/7 onsite support provided throughout the country



more than technology

Company Name: AVITECH Co
Alliance Territory: Romania
Office Locations: Bucuresti, Iasi, Timisoara and Cluj-Napoca
Taxable presence: Romania
Joined Alliance: July 2009

GENERAL DESCRIPTION

AVITECH is one of Romania's leading system integrators in the field of audio visual, video conferencing and security systems. The company holds OHSAS and ISO accreditations. Clients include Romanian National Bank, ING Bank, Unicredit Tiriac Bank, Orange Romania, Vodafone Romania, Romtelecom, Ericsson, Romanian Public Television, KPMG, British American Tobacco, Philip Morris International, Porsche Romania, Colgate-Palmolive and Unilever. AVITECH's headquarters and showroom are situated in Bucharest. It has a logistics and distribution center located in Ilfov County and five service and technical support centers in Brasov, Cluj-Napoca, Constanta, Iasi and Timisoara.

EXPERTISE

Video Conferencing	Cisco Platinum partner, Lifesize partner, Cisco, Radvision
Programming	Large programming team with AMX, Crestron, Lutron and Dynalite, Cisco, Dell and Philips trained staff
Systems Design	AutoCAD and StarDRAW trained staff
Project Management & Engineering	Qualified Project Managers and over 50% of Engineering staff CTS qualified
Training	Dedicated training department providing AV, VC and Security training courses and documentation
Maintenance	Largest maintenance division with a dedicated AV and VC Help Desk
Onsite Support	5 service and installation offices in the biggest cities in Romania and over 100 partners for local support



Company Name: Audio Visual Machines Ltd
Alliance Territory: UK
Office Locations: England – London, Egham, Taunton, Twickenham, Birmingham, Leeds
Scotland – Perth
Taxable presence: UK
Joined Alliance: December 2007

GENERAL DESCRIPTION

Established in 1990, AVM is the UK's leading provider of video and audio communications and has sales offices throughout the country. AVM designs, installs and supports complex video conferencing and audio visual systems. AVM has extensive engineering capabilities and is the UK's leading AV maintenance and support organization. AVM's education department, Matrix, is the largest supplier of audio visual technology to British schools and universities. AVM has over 10,000 UK and international clients including BT, eBay, Coca-Cola, BMW, the NHS, Royal Mail and West Midlands Fire Service.

EXPERTISE

Video Conferencing	Polycom, Cisco, LifeSize Accredited Partners
Programming	Large programming team with AMX and Creston trained staff
Systems Design	AutoCAD trained staff and experienced design engineers
Project Management & Engineering	Pince 2 qualified Project Managers and over 50% of Engineering staff CTS qualified
Training	Dedicated training department providing AV and VC bespoke training courses and documentation
Maintenance	Largest maintenance division in the UK, with a dedicated AV and VC Help Desk
Onsite Support	Around 40 onsite staff at client sites
Other	Hire facilities



Company Name: AV MEDIA, a.s.
Alliance Territory: Czech Republic
Office Locations: Praha (Prague), Brno, Ostrava, eské Budejovice, Pardubice, Plzen
Taxable Presence: Czech Republic
Joined Alliance: July 2009

GENERAL DESCRIPTION

Established in 1992, AV MEDIA is the leading AVSI and AV rental company in Czech Republic. It has sales offices throughout the country. AV MEDIA designs, installs, supports and rents complex audio visual communication and presentation systems. AV MEDIA's major vertical markets are schools, corporations and public institutions. AV MEDIA provides audio visual solutions for some of the largest national and international corporations including Skoda Auto, Hilton Hotel, DHL, Pfizer, Phillip Morris, and many government ministries. AV MEDIA's digital signage daughter company, GLANCE MEDIA, is the major supplier of large digital signage solutions on Czech market.

EXPERTISE

Video Conferencing	Cisco and Polycom Certified Partners
Programming	AMX and CUE certified programming staff
Systems Design	AutoCAD trained staff
Project Management & Engineering	Over 50% of Project Management and Engineering staff CTS qualified
Training	AV Academy: regular extensive internal training program AV Portal: internal on-line professional training External presentation skills training
Maintenance	Dedicated maintenance and repair service department, AV help desk
Onsite Support	Available on demand
Other	Equipment Rental, Rental & Staging, In-House Rental



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Company Name: Barkai Benny Brookstein Ltd.
Alliance Territory: Israel
Office Locations: Ramat Gan
Taxable Presence: Israel
Joined Alliance: October 2008

GENERAL DESCRIPTION

Barkai Benny Brookstein Ltd. was founded in 1969, as a direct continuation of its founder's activities in the audio and sound business from the early 1950's. Barkai is the leading audio visual and video systems integrator in Israel. The company employs 65 staff in its Ramat-Gan offices (near Tel Aviv). Barkai provides audio visual solutions for some of Israel's largest businesses, including the major Israeli banks, universities, Microsoft, DHL, UPS, Morgan Stanley, Coca Cola, IBM, Hilton & Sheraton Hotels and some major government ministries and agencies. Barkai works with its customers to design and build systems to allow them to conduct and manage their meetings, conferences, presentations and training sessions in a more effective and efficient manner. Barkai is particularly strong in the culture and leisure business markets in the Israeli market as well as globally. Barkai's partners include several leading presentation, control systems and audio visual equipment brands such as Crestron, Sharp, Sanyo, Biamp systems, Meyer Sound, Beyerdynamic, ADTEC Digital, TOA and IED.

EXPERTISE

Video Conferencing	Polycom, Cisco, Lifsize, Aethra
Programming	Crestron, Biamp, Alcorn McBride, ADTEC Digital Including authorized and factory trained programmers
Systems Design	AutoCAD trained staff
Project Management & Engineering	Total of 40 people with different levels of technical and engineering skills
Training	Internal and customer training
Maintenance	8 technicians with Help Desk and in house service laboratory
Onsite Support	2 permanent onsite staff at client sites and more on temporary contracts
Other	Comprehensive technical support – internally and for customers

Company Name:	Calamus Danmark A/S
Alliance Territory:	Denmark
Office Locations:	Aulum (Herning), Aarhus, Copenhagen
Taxable Presence:	Denmark
Joined Alliance:	September 2009

GENERAL DESCRIPTION

Established in 1977, Calamus Danmark A/S (Calamus) is Denmark's leading provider of video and audio visual solutions and has sales and service offices throughout the country. Calamus has over 2,500 Danish and international clients including Mærsk A/S, Nokia A/S, Novo A/S, Danfoss A/S, Grundfos A/S. The company has extensive engineering capabilities and is one of Denmark's leading AV maintenance and support organizations. Calamus' education department is the largest supplier of audio visual technology to Danish schools and universities.

EXPERTISE

Video Conferencing	Cisco, Lifesize
Programming	Large programming team with AMX and CUE trained staff
Systems Design	AutoCAD trained staff
Project Management & Engineering	Experienced engineering and project management personnel
Training	Dedicated training department providing AV and VC bespoke training courses and documentation
Maintenance	Maintenance in Denmark, with a dedicated AV and VC Help Desk, with a 24/7 service
Onsite Support	Very flexible, with a coverage of the whole country with technicians
Other	Hire facilities



Company Name: Digicom
Alliance Territory: Ireland
Office Locations: Ballymount, Dublin 12 Clare St, Dublin 2
Taxable Presence: Ireland
Joined Alliance: December 2007

GENERAL DESCRIPTION

Digicom was founded in 1997 and is based in Dublin. It is a leading source of customized business technology solutions specializing in Office Technology, Document Management and audio visual projects, with a staff of 35. Digicom has over 300 clients, including Bank of America, Merrill Lynch, Allianz, AIB Bank, Bank of Ireland, Salesforce.com, Yahoo, Central Bank of Ireland, Wyeth Bio Pharma, Pfizer and Shell E&P. Digicom employ full time project managers, AutoCAD technicians, CTS certified installation crews and a dedicated service division. Digicom also provides a fully managed digital signage service, with in-house software graphics skills, as well as a unique web based AV Managed Service, for their clients to report faults, view call history and review open tickets.

EXPERTISE

Video Conferencing	Premier Partner Polycom, Cisco & Lifesize
Programming	AMX Premier Partner Cisco Envision Certified
Systems Design	AutoCAD trained staff
Project Management & Engineering	EEl Qualified Project Manager
Training	CTS Certified
Maintenance	Largest maintenance division in Ireland, with a dedicated AV Help Desk
Onsite Support	5 On Site Support Clients
Other	Hire Integration Facility to existing systems



Company Name: Durante
Alliance Territory: Italy
Office Locations: Cormano (MI), Faenza (RA) and Rome.
Taxable Presence: Italy
Joined Alliance: February 2011

GENERAL DESCRIPTION

Durante SpA has been operating since 1962 in services and solutions for communications and information technology. Started to help private enterprises understand telephone and video conferencing systems, today Durante SpA offers a range of unified communications solutions (voice, video, data) and information security. Durante helps their clients, during this era of rapid innovation and converged communications, to choose the most appropriate technological applications to suit their current needs. Durante's mission is to contribute to the success of businesses, leaving them free to concentrate on their commercial goals and offer communication solutions that lead to effective, accessible and improved performance.

EXPERTISE

Video Conferencing	Cisco master level/premier partner and Avaya silver partner.
Systems Design	AutoCAD trained staff
Project Management & Engineering	Technically qualified engineers and experienced project managers
Training	Training offered remotely & onsite
Maintenance	Troubleshooting, system management, monitoring, upgrade and update of systems and network, availability 7x7x24h.
Onsite Support	On demand



Company Name: ETS & YCP LLC
Alliance Territory: South Korea
Office Locations: Songtan, Osan, Korea, Newark DE, USA
Taxable Presence: South Korea
Joined Alliance: May 2009

GENERAL DESCRIPTION

Established through a merger of ETS (Engineering Technical Services) and YCP Technologies (Your Choice Provider), ETS & YCP LLC has a combined 18 years experience with audio visual technical solutions and services, having installed over \$20m of audio visual systems. The company's engineering skills and levels of customer service has enabled it to become a preferred vendor to the U.S. Government in the Asia Pacific region. The company has around 70 staff, with offices in Korea and the US.

EXPERTISE

Video Conferencing	Authorized Polycom Partner, Authorized Cisco Partner Polycom CVE and Cisco TCAP
Programming	Authorized AMX dealer
Systems Design	AV system design engineers
Project Management & Engineering	Project managers available for every task large or small
Training	Manufacturer training, onsite training, customer training
Maintenance	PMI and Remedial Maintenance
Onsite Support	24/7 Help Desk; remote support
Other	Consultancy



Company Name: Eletro Equipment
Alliance Territory: Brazil
Office Locations: São Paulo
Taxable Presence: Brazil
Joined Alliance: February 2011

GENERAL DESCRIPTION

Based in Sao Paulo, Brasil, ELETRO EQUIP has 40 years of experience in professional AV systems. As a leading audio and video systems integrator, it is recognized for its strong customer base and market reputation for quality engineering and premium service delivery. With an important vertical market focus, customers include: Arcellor Mittal, Alstom, Areva, Bank of America, Boehringer Ingelheim, Dow, Dupont, Ernst Young Terco, Ford, General Atlantic, General Motors, Gerdau, Golden Tree, Hewlett Packard, Ing Bank, Itau Bank, McKinsey, Merck Sharp Dohme, Morgan Stanley, Microsoft, Nokia, Petrobras, Simpson Thacher, Skadden Arps, Shell, Standard Chartered, Unilever, Young & Rubicam.

EXPERTISE

Video Conferencing	Advanced Cisco and Polycom accredited
Programming	Crestron and AMX certified
Systems Design	Auto CAD trained staff
Project Management & Engineering	In-house project managers and trained engineering staff
Training	Training imparted on every project On-going training on-request
Maintenance	Various maintenance and warranty options are available
Onsite Support	On demand
Other	Biamp – Master dealer, Extron – Master dealer, Epson – various, Samsung- various, LG-various, Cisco DMS- Authorized partner, Cisco Networking-select partner, Sennheiser- professional systems distributor



Company Name: IEC

Alliance Territory: France

Office Locations: France-Paris (2), Nantes, Rennes, Bordeaux, Toulouse, Lille, Reims, Metz, Strasbourg, Belfort, Grenoble, Lyon, Montpellier, Cannes, Kourou, Marseille

Taxable Presence: France

Joined Alliance: December 2007

GENERAL DESCRIPTION

IEC is the leading audio visual services company in Europe. For 30 years, the company has been the preferred partner of TV channels, production studios, businesses, government and local authorities. IEC has over 10,000 clients including EADS, Accor, European Parliament, Insead, L'Oréal, GSK, Renault, Nestlé, Pfizer, Lucent Alcatel, Airbus, Total, GE, Clifford Chance, Virgin, Dassault, Sanofi and Aventis. IEC has 550 staff based across 17 offices in France, four in Spain, three in Italy, one in Finland and one in the USA. Leading world manufacturers continually train and update IEC staff on their latest innovations, thus enabling IEC to provide high quality services to their clients.

EXPERTISE

Video Conferencing	Sony, Cisco, Polycom Accredited Partners
Programming	Large programming team with AMX, Crestron, Extron trained staff
Systems Design	AutoCAD and Visio trained staff Technological survey group enables IEC to offer the most recent products and latest audiovisual innovations
Project Management & Engineering	Seven research departments across France, 9 project managers, 8 designers, 16 research technicians, 1 resources manager (visual planning)
Maintenance	Preventive and curative maintenance, on the spot, in workshop or in network
Onsite Support	Around 70 onsite staff at client sites
Other	Hire facilities; Events department offering broadcasting, info set, streaming, lighting

Kilchenmann

Company Name:	Kilchenmann AG
Alliance Territory:	Switzerland
Office Locations:	Kehrsatz-Berne, Arlesheim-Basel, Zurich
Taxable Presence:	Switzerland
Joined Alliance:	December 2007

GENERAL DESCRIPTION

Kilchenmann established in 1933, is the leading audio visual system integrator in Switzerland with a staff of over 170. Its headquarters is based in Kehrsatz-Berne, with agencies in Zurich-Oerlikon and Basel-Arlesheim. The company is responsible for planning, engineering, programming, implementing, operating and supporting audio visual equipment (including projection, video conferencing systems, POI/POS systems, Digital Signage, LED e-Boards and Acoustic irradiation systems). Kilchenmann's clients include CS Cr dit Suisse, Novartis Pharma AG, F. Hoffmann-La Roche AG, SIX Swiss Exchange, Microsoft, Orange and SBB railway stations. Kilchenmann is an ISO9001 accredited company and offers a 24/365 Customer Service.

EXPERTISE

Video Conferencing	Cisco Premier Partner, Polycom certified Reseller, LifeSize certified Reseller, Sony authorized Partner
Programming	Crestron and AMX trained programmers DSP programming
Systems Design	AutoCAD 3D
Project Management & Engineering	Project Manager and most Engineers are certified Telematik TS (Swiss Education Standard)
Training	Provide training
Maintenance	24/365 Maintenance, Help Desk, Service
Onsite Support	Managed services (staff on customer site)
Other	Multimedia Consultancy and Rental Service



Company Name: Media-Go Engineering Ltd
Alliance Territory: China, Macau and Hong Kong
Office Locations: Macau, Shanghai, Beijing, Guangzhou, China
Taxable Presence: Hong Kong
Joined Alliance December 2007

GENERAL DESCRIPTION

Established in 1988, Media-Go Engineering Ltd has a staff of over 100 and a regional network of offices in Hong Kong, Macau, Shanghai, Beijing and Guangzhou, China. Media-Go has installed thousands of audio visual and video conferencing systems for government departments, corporations, and educational institutes in Hong Kong, Thailand, Japan, Taiwan, Korea, Philippines, Australia and China, and its customers include AIG, Barclays, Bank of China, Bloomberg, Coca-Cola, Credit Suisse, First Boston (CSFB), Deutsche Bank, Dow Chemical, Fidelity, The Hong Kong & Shanghai Banking Corporation (HSBC), The Grand Hyatt Hotel, Mandarin Oriental Hotel Group, Merrill Lynch, MGM Grand, Microsoft, Morgan Stanley, Motorola, Sands, Shangri-La, Smartone, Venetian, Wachovia Bank & Wynn.

EXPERTISE

Video Conferencing	Aethra, Cisco, Polycom
Programming	Professional engineering team in systems integration & large programming team in Crestron products
Systems Design	AutoCAD trained staff, Experienced System Designers
Project Management & Engineering	CTS certified project managers Qualified site managers
Training	Training held every month for sales & engineers; Dedicated training for channel, dealers & customers
Maintenance	Dedicated service team with customer hotline and Help Desk
Onsite Support	Assigned resident engineers at customer premises
Other	Channel Sales

Company Name: Microtech International S.A.
Alliance Territory: Poland
Office Locations: Wroclaw
Taxable Presence: PL
Joined Alliance: December 2007

GENERAL DESCRIPTION

Microtech established in 1990 is a leading engineering and audio visual systems integrator based in Wroclaw, Poland. The company carries out the full design, installation and support of complex AV Systems. The company has over 100 clients in Poland including Polish Telecom, Polish Oil and Gas Company, SaintGobain, UPC, Tesco, Wroclaw Airport and Polish Universities.

EXPERTISE

Video Conferencing	Cisco and Sony partner
Programming	Crestron and AMX programming staff
Systems Design	AutoCAD trained staff
Project Management & Engineering	MPI, ISO9001
Training	Microtech Academy; Dedicated training team providing AV training courses and documentation
Maintenance	Dedicated department providing AV maintenance 24/7
Onsite Support	Via cooperating companies (partners) from major polish cities
Other	Consultancy and technical support



Not Just Technology. Know How.

- Company Name:** NETe2 Asia
- Alliance Territory:** Singapore and Malaysia
- Office Locations:** Singapore, Malaysia – Kuala Lumpur, Vietnam – Ho Chi Minh City
- Taxable Presence:** Singapore, Malaysia, Vietnam
- Joined Alliance:** March 2008

GENERAL DESCRIPTION

NETe2 Asia provides integrated business solutions, systems and software for Video Conferencing, audio visual Integration, Video Management Systems to multi-national corporations, governments and the military. Solutions include Video Conferencing for large boardrooms, executive conference rooms and small meeting rooms as well as operational conferencing, IP video and mission critical video transmission. NETe2 Asia incorporates the highest performance technologies within large-scale, turnkey installations, leveraging in-house R&D and consulting skills to deliver customized solutions, support and value-added services. NETe2 Asia is a Cisco Platinum Partner and Infocomm Diamond Status CAVSP.

EXPERTISE

Video Conferencing	Cisco Platinum partner
Programming	Crestron and AMX Authorized partners, C++, C#, Microsoft NET programming
Systems Design	AutoCAD trained staff
Project Management & Engineering	CTS-D and CTS certified Project Manager
Training	On site user and administrator training provided
Maintenance	Dedicated maintenance department, maintenance spares support, AV and VC Help Desk
Onsite Support	Dedicated team provide onsite support, software upgrade and preventive maintenance
Other	Video Conferencing Studio, MCU Bridging, Firewall Traversal, video streaming service



Company Name: NewTech Solutions
Alliance Territory: Argentina
Office Locations: Cordoba, Mendoza, Buenos Aires (Argentina); Miami (USA)
Taxable Presence: Argentina
Joined Alliance: May 2009

GENERAL DESCRIPTION

Newtech Solutions specializes in audio visual communication and is the market leader in Argentina. Newtech Solutions develops custom solutions with their clients helping them to unify their technologies and benefit the way they communicate and work. The company designs and sets up corporate videoconference networks, as well as telemedicine, training and digital signage, in Latin America, Europe, Asia and Africa. NewTech Solutions specializes in the design and supply of auditoriums, meeting rooms and multimedia rooms, using brands like Polycom, Smart Technologies, AMX, Christie, Scala, Samsung, Extron, Epson and Gefen.

EXPERTISE

Video Conferencing	Polycom Service Partner
Programming	Large programming team with AMX in large scale projects
Systems Design	AutoCAD trained staff, Team of architects in charge of the design of projects
Project Management & Engineering	Qualified Project Managers 40% of Engineering and Technical staff qualified
Training	Certified training department in charge of making investigations and training internal staff and clients
Maintenance	Largest maintenance division in Argentina, dedicated Help Desk and technical support.
Onsite Support	Company staff at clients
Other	Hire facilities (room and equipment rental)

Company Name: Omnix International LLC.
Alliance Territory: UAE
Office Locations: Dubai, Abu Dhabi, Saudi Arabia, Qatar, Kuwait, Oman, Jordan, Libya
Taxable Presence: GCC
Joined Alliance: June 2008

GENERAL DESCRIPTION

Established in 1987, Omnix International is the leading systems integrator in the Middle East. By converging AV and IT expertise with in house software development Omnix provides customers with a unique offering for their enterprise needs. Omnix prides itself on its engineering skills and an independent approach, employs over 500 staff and has 4 offices in the UAE and further offices in Saudi Arabia, Qatar, Kuwait, Oman, Jordan and Libya. Customers include Dubai Police, Atlantis, Microsoft, Mubadala, Emirates Airlines, Barclays, HSBC, Khalifa Stadium, Burj Al Arab, and Dubai International Airport.

EXPERTISE

Video Conferencing	Polycom and Cisco Accredited Partners
Programming	Crestron and AMX programming BSS, Biamp, Peavey Media Matrix
Systems Design	AutoCAD trained staff 2D and 3D, EASE Simulation
Project Management & Engineering	Prince 2 and PMP qualified Project Managers Over 50% of Engineering staff CTS qualified
Training	Extensive training given over a wide area of disciplines
Maintenance	Large dedicated support team providing bespoke SLA's up to 24/7
Onsite Support	Full onsite support services with Resident Engineer services as required
Other	Consultancy, Service & Repair facilities, Software development



Company Name: Polymedia
Alliance Territory: Russia
Office Locations: Moscow, Saint Petersburg, Novosibirsk, Kazan, Rostov, Ufa, Voronezh, Perm, Samara Yekaterinburg, Nizhniy Novgorod
Taxable Presence: Russia
Joined Alliance: May 2009

GENERAL DESCRIPTION

Polymedia is a leading provider of AV solutions to the Russian market. The company employs 320 staff in 12 offices located in Russia's biggest cities. Polymedia has business lines in video conferencing, systems integration, sales and hire of projection and AV equipment and staging solutions from concept to turnkey solutions. The company develops integrated solutions for command and control rooms, situation centers, multifunctional sport complexes and stadiums, VIP-meeting rooms, conference halls and auditoriums. Polymedia is a member of InfoComm and an official partner of leading brands such as Mitsubishi Electric, Panasonic, Barco, Sony, WolfVision, Crestron-International, Extron Electronics, SMART Technologies Inc. and Sanako.

EXPERTISE

Video Conferencing	Polycom, Cisco, Sony
Programming	Programming division with AMX and Crestron trained staff
Systems Design	AutoCAD, 3Ds MAX design
Project Management & Engineering	27 engineers are certified by Extron, 22 by Crestron, 11 by Mitsubishi Electric, 13 by Kramer, Some engineering staff are also certified by DIS, BARCO, Cisco, HP, Wolfvision, Panasonic
Training	Dedicated training center providing AV training courses and documentation
Maintenance	Large service center, authorised by many world AV manufactures
Onsite Support	On demand
Other	Software Development, 3D facilities design, consultancy



Company Name: Rutledge Engineering
Alliance Territory: Australia
Office Locations: Melbourne, Sydney, Brisbane, Canberra, Perth, Adelaide
Taxable Presence: Australia
Joined Alliance: January 2009

GENERAL DESCRIPTION

Rutledge Engineering was founded in 1979 and has evolved to become Australia’s premier systems integrator operating in the professional audio visual, Multimedia and Video Conferencing industry. It is a technically based organization with over two hundred staff across the country servicing the Corporate, Government, Education and Broadcast Industries. They provide design, construction and support of audiovisual, multimedia, control and interactive solutions. Rutledge Engineering contracts for world leading companies including BHP Billiton, Rio Tinto, Microsoft, and Goldman Sachs JB Were. Specializing in boardrooms, presentation facilities, lecture theaters, auditorium and events systems. Their audiovisual, control and video conferencing systems are supported by world class brands such as AMX, Crestron, Cisco, Sony, Panasonic, and Extron.

EXPERTISE

Video Conferencing	Cisco Platinum Partner, Polycom Certified Channel Partner & LifeSize Authorized Reseller
Programming	Crestron Partner, AMX Platinum Partner, Manufacturer trained and tertiary qualified programmers
Systems Design	AutoCAD trained staff
Project Management & Engineering	Technically qualified engineers and experienced project managers
Training	Technical Resource Group provides training courses for end user clients for all installations
Maintenance	Rutledge ASSIST is an industry leading Service Level Agreement, offering Help Desk, Preventative Maintenance, 24/7 On-Site Support & Extended Warranty
Onsite Support	On-site support technicians are available from within each of the offices, “Resident Technicians” located at Client Sites

Company Name:	Talk & Vision
Alliance Territory:	Netherlands and Belgium
Office Locations:	Linschoten, Netherlands; Haasrode, Belgium; Frankfurt, Germany; London, UK
Taxable Presence:	Netherlands, Belgium, UK, Frankfurt
Joined Alliance:	May 2009

GENERAL DESCRIPTION

Talk & Vision was established in 1998 in the Netherlands. The company supplies video communication solutions to a large number of companies in a variety of sectors. As well as supplying the necessary hardware, it also focuses on a wide range of supplementary services, which include international service and support, consulting, training, web conferencing and video meeting services. Talk & Vision also offers Managed Video Services, MAVIS, which enables companies to outsource the purchase, management and maintenance of all of their video conferencing activities to Talk & Vision. Talk & Vision is an authorized partner of Cisco, Polycom and Sony, enabling it to provide its customers with independent advice. Talk & Vision employs 35 people in 4 offices across Europe. The company's headquarters are in Linschoten.

EXPERTISE

Video Conferencing	Cisco Platinum Partner and Centre of Excellence June 09 (Netherlands and UK), Polycom Gold Partner, Sony Video conferencing Specialist Managed Video Services
Programming	Programming of video conferencing systems & infrastructure
Systems Design	Network designs related to video conferencing implementations
Project Management & Engineering	Project management pre-sales and during implementation
Training	Training offered remotely & onsite
Maintenance	24/7 worldwide
Onsite Support	Worldwide, within 8 business hours SLAs
Other	Consultancy

Company Name: Techno Trends
Alliance Territory: Spain
Office Locations: Barcelona and Madrid
Taxable Presence: Spain
Joined Alliance: February 2011

GENERAL DESCRIPTION

Techno Trends is a Spanish company with offices in Madrid and Barcelona, specialized since 1994 in the design and deployment of Telepresence, Videoconference and Visual Collaboration solutions and services as well as high quality installation, training, support and maintenance services. The company's experience gives first class know-how to act as a consultant and solve all the customer needs about visual communications and collaboration at a global scale. Techno Trends has maximum certification and qualification levels with leading vendors such as Cisco, Lifesize, Radvision and Polycom.

EXPERTISE

Video Conferencing	Cisco master level, Polycom, Lifesize and Radvision accredited
Programming	Crestron and AMX certified
Systems Design	AutoCAD trained staff
Project Management & Engineering	Technically qualified engineers and experienced project managers
Training	Training offered remotely & onsite
Maintenance	Various maintenance and warranty options are available
Onsite Support	On demand

Company Name: Vidofon A.G
Alliance Territory: Germany
Office Locations: Germany-Hamburg, Spain-Madrid
Taxable Presence: Germany and Spain.
Joined Alliance: February 2011

GENERAL DESCRIPTION

Vidofon provides HD video conferencing and HD video conferencing infrastructure solutions. The company offers full service from consultancy to installation and maintenance. With the takeover of DEKOM Systemhaus in January 2010, Vidofon became a specialist in signal infrastructure with regard to the design, planning, installation and implementation of sophisticated individual conference rooms and scenarios in theaters, POS areas, lecture halls and auditoriums, stadiums, arenas, hotels and museums. DEKOM is a certified partner of AMX, Crestron, Extron, Sennheiser, Bosch, NEC and many more companies.

EXPERTISE

Video Conferencing	Cisco Advanced, Polycom and Life size accredited
Programming	Crestron and AMX certified
Systems Design	AutoCAD trained staff
Project Management & Engineering	Technically qualified engineers and experienced project managers
Training	Training offered remotely & onsite
Maintenance	Various maintenance and warranty options are available
Onsite Support	On request



- Company Name:** Norway and Sweden
- Alliance Territory:** Norway – Oslo, Bergen, Trondheim, Sweden – Stockholm, Gothenburg
- Office Locations:** Germany-Hamburg, Spain-Madrid
- Taxable Presence:** Norway
- Joined Alliance:** February 2009

GENERAL DESCRIPTION

Viju was founded in 1998, and is the leading audio visual systems integrator and video conferencing specialist in Norway with offices in Oslo, Bergen and Trondheim. The company also operates out of Gothenburg and Stockholm in Sweden. Viju provides advanced solutions typically to large customers both within the enterprise market and in the public sector. Viju has a wide range of domestic and international clients and is particularly strong in the Oil & Gas sector. Viju provides a full range of services from consulting through to installation and has developed several breakthrough innovative concepts both within integrated operations in the Oil & Gas sector, and across other verticals.

EXPERTISE

Video Conferencing	Cisco Partner
Programming	Crestron Platinum Dealer and Certified Programmers
Systems Design	AutoCAD/photorealistic
Project Management & Engineering	Main focus on advanced solutions with highly competent engineering & project management staff
Training	Dedicated training department providing AV and VC bespoke training courses and documentation
Maintenance	Support desk (ITIL based)
Onsite Support	Dedicated onsite support resources
Other	Infrastructure & solutions Consultancy, 3D stereo visualisation, documentation according to NORSOC

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