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Projects Case Study

Client	Ipeco Holdings Ltd
Location	Aviation Way, Southend On Sea
Specification	Supply and install a new Audio Visual presentation solution
Solution	Install a new large projection screen, projector, VIA wireless presentation system, speakers and associated supporting infrastructure
Client's View	A professional presentation solution was required for the board room at Ipeco. It needed to be user friendly, reliable, clear and easy to view.

The Client

Ipeco Holdings Limited is a world leader in aircraft crew seating. They have developed an extensive manufacturing capability to deliver these products and independently offers high precision engineering solutions. Ipeco is a global company operating on several continents.

The Company has equally high expectations of its sales, customer support and supplier network. Ipeco always strive to offer total flexibility, integrity, reliability and satisfaction.

Objectives

The client needed to upgrade their existing presenting solution for their board room, which was too small for purpose and didn't offer them the connectivity for presentations that they required. Users had trouble activating and connecting devices to the presentation solution, and image quality was impaired due to the age of the traditional lamp-based projector.

Their previous screen was also far too small for the room, enabling only those closest to the screen to see presentations. Ipeco needed to refresh the whole board room, ensuring not only a clearer, higher resolution projected imaged was available, but to also provide hassle-free connectivity from a variety of devices. The solution also needed to be integrated as much as possible into the furniture, ensuring the board room kept it's professional, traditional aesthetic whilst keeping up to date with innovative use and integration of technology.





The Solution

DWM opted to use a high-lumen, energy-efficient laser projector as the visual source for the board room. Laser projectors require no bulb maintenance and allow for no image degradation unlike traditional lamps in projectors.

DWM wanted to maintain the traditional board room aesthetic, so opted to embed all connectivity ports and power sources directly in the board room table. The Kramer T-Bus pop-up connectivity plates ensured they were only seen when being used, and whilst not in action maintained a clean aesthetic. Power sources were also embedded within the table via a pop-up stack, ensuring presenters would never be left with an undercharged device.

To ensure the board room was at the forefront of innovation, DWM included a Kramer Via wireless collaboration device, allowing wireless connectivity from all major computing and mobile platforms. Being platform agnostic, the Via collaboration solution means all eventualities are covered and even guest users can effortlessly connect to the high resolution projector, wirelessly.

Users find the solution easier to operate and interact with, and therefore usage has increased. A full training and handover session ensured DWM left with all key stakeholders confident in the solutions usage.

Ongoing Support

DWM has since worked with Ipeco to undertake their communications cabinet upgrade and consolidation.

Whenever DWM work with Ipeco, we aim to advise and introduce new, forward thinking and innovative technologies across all market vertices, ensuring they are fully aware of relevant movements in the technological world.

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