AudioVisual Solutions: Budget Templates
Collaboration—the highest form of group work

• Helps deal with a more complex environment
• Fosters teamwork, even among distributed workers
• Helps drive innovation and brand differentiation
THE NEW CONFERENCE ROOMS

Informative
sharing information, providing updates, etc.

Evaluative
considering content, making decisions

Generative
building on existing information to create new solutions (the most difficult type of collaboration)

Presentations

Multiple Displays

Interactivity
AV ROOM STANDARDIZATION

AV that makes IT happy

- All meeting spaces need some kind of technology for sharing & collaborating.
- We can help you standardize on basic equipment and configurations (IT calls it replicability).
- Any new rooms would be duplicates of existing rooms.
- Hardware in the rooms can be monitored through the network for proper operation and maintenance.
- AV technology can easily become part of the IT Help Desk.
- Lower cost of overall ownership.

Standardizing Benefits

- Users – everything works the same.
- Servicing – back up and running quickly
BASE CONFERENCE SPACE

Estimates include Labor

Solution 1 ................................................. $5,000 - $9,000
- 60", 70", 80" TV
- One Table Box with Connections or One Connection Location at the Wall

Solution 2 ................................................. $4,000 - $8,000
- 60", 70", 80" TV
- Clickshare Wireless Presentation System (CSE-200 - 2 Buttons & Receiver)
Estimates include Labor

Solution 1...................................................$7,000 - $15,000

- 60” to 80” Interactive Display (Monitor or Projector)
- One Connection Location at the Table or Wall

Seating for 6-8 people (12’ x 16’)

SMALL CONFERENCE SPACE
WITH INTERACTIVITY
SMALL CONFERENCE SPACE WITH GROUP COLLABORATION

Solution 1.................................................$7,000 – $10,000
- 60" or 70" Display
- Extron Team Work group collaboration – works with new or existing furniture. Connect up to 4-6 users, press the “show me” button (only one image at a time).

Solution 2.................................................$7,000 – $9,000
- 60" or 70" Display
- Wireless Presentation System - Barco Full Size Clickshare: 4 Buttons, Up to 4 images on Screen at same time.
Estimates include Labor

**Solution 1** ........................................... $3,500 – $6,000
- 55“ Display
- Multiple Connections at the Table

**Solution 2** ........................................... $3,500 – $5,000
- 55“ Display
- Barco Clickshare Mini – (CSE-200 - 2 Buttons and Receiver)

**Accessory** ........................................... $1,185
- Bluetooth Conference Room Speaker
Solution 1

- Two 55” Displays
- Connections for Dual Laptops at the Table

$6,500 – $9,000

Accessory

- Bluetooth Conference Room Speaker

$1,185

Seating for 3-6 people
Solution 1..............................................$10,000 - $12,500

- Projector (for 90” flat screen add $6,000)
- Fixed or Electric Screen (103” diagonal)
- Two Table Connectivity Locations
- Room Speakers for Computer Audio

Estimates include Labor
MIDSIZE CONFERENCE SPACE WITH ROOM AUDIO CONFERENCE

Seating for 10-12 people (12’ x 20’)

Estimates include Labor

Solution 1.............................................$15,000 - $19,000
  ▪ Projector (for 90” flat screen add $6,000)
  ▪ Fixed screen (103” diagonal)
  ▪ Two Table Connectivity Locations
  ▪ Distributed Ceiling Sound System
  ▪ Integrated Audio Conferencing
  ▪ Control System (Dialer Keypad)

Solution 2.............................................$17,000 - $23,000
  ▪ Projector (for 90” flat screen add $6,000)
  ▪ Electric Screen (103” diagonal)
  ▪ Two Table Connectivity Locations
  ▪ Distributed Ceiling Sound System
  ▪ Integrated Audio Conferencing
  ▪ Control System (Touch Panel)
Solution 1

- High-Brightness Projector
- Fixed or Electric Screen (123” diagonal)
- Two Table Connectivity Locations
- Distributed Sound System
- Auto-switching with auto on/off when source detected

Estimates include Labor

Seating for 25+ people (16’ x 32’)

LARGE CONFERENCE SPACE
Estimates include Labor

Solution 1………………………………..$35,000 - $42,000

▪ High-Brightness Projector
▪ Fixed or Electric Screen (123” diagonal)
▪ Two or Three Table Connectivity Locations
▪ Distributed Ceiling Sound System
▪ Integrated Audio Conferencing
▪ Touch Panel Control System

Seating for 25+ people (16’ x 32’)

LARGE CONFERENCE SPACE
WITH ROOM AUDIO CONFERENCING

Solution 1: $35,000 - $42,000
- High-Brightness Projector
- Fixed or Electric Screen (123” diagonal)
- Two or Three Table Connectivity Locations
- Distributed Ceiling Sound System
- Integrated Audio Conferencing
- Touch Panel Control System

LARGE CONFERENCE SPACE
Seating for 25+ people (16’ x 32’)

Estimates include Labor.
Solution 1.....................................................$3,000 - $5,000

- 55” - 65” Display (24/7 display)
- Digital Signage Player
- Able to Schedule Content and Push over Network (LAN)
- Manufacturer Support and Training
Options to Consider
- Large Screen Display
- Multiple Displays
- Interactivity Capabilities
- Audio Conferencing
- Video or Web Conferencing
- Multiple Connectivity Locations
- Group Collaboration
- Control System
- Distributed Ceiling Sound System
- Voice Reinforcement
Equpment Estimate Only

Solution 1, Entry Level .................................$3,000 - $7,000
- Single Display (up to 65”)
- Single Camera
- Tabletop Microphone

Solution 2, Mid Level .................................$12,000 - $18,000
- Two Displays (up to 65”)
- Single Camera
- Two Microphones

NBS is authorized reseller for: Polycom, Cisco, and LifeSize
Solution 3, Full-Featured $20,000 - $30,000
- Two Displays (up to 65”)
- Two Cameras
- Multiple Microphones

Camera Tracking Option $10,000
<table>
<thead>
<tr>
<th>Solution 1</th>
<th>$14,000</th>
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<tbody>
<tr>
<td>One 60” Display</td>
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<tr>
<td>Polycom HD Video Conferencing</td>
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<td>Codec</td>
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<td>Camera</td>
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<td>Complete assembly, installation and training</td>
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WEB CONFERENCING SOLUTION

Estimates include Labor

Solution .................................................. $6,500 - $10,000

- One 60” Display
- USB Audio Interface Solution to PC
- HD USB PTZ Camera with IR Remote
Solution is based on square footage, ceiling type, and number of zones needed.

- One Sound Masking Processor
- Sound Masking Emitters
- Networkable options – control masking, paging and music volumes from any desktop browser.
- Paging and Music Insertion options

Qt100 – supports up to 120 emitters on 1 zone, covering up to 12,000 square feet.

Qt300 – supports up to 360 emitters on 3 zones, covering up to 36,000 square feet.

Qt600 – supports up to 720 emitters on 6 zones, covering up to 72,000 square feet.
Per Unit .............................................................................. $1,400 - $1,600
Creston Software Cloud service monthly fee - TBD
Steelcase Room Wizards .............................................. $1500 - $2000 depending on sync package

Considerations….Thought Starters
- Mounting (drywall, glass)
- Digital Signage Integration
- Ad hoc Booking
- Sync packages for iCal, MS Exchange Server, Google Calendar, Lotus Notes, Office 365
- Analytics for Room Analysis
- PoE Connection (network connection required)
ROOM SCHEDULING

Features
- Color indicator for room availability (red/green)
- Detailed meeting information
- Ad-hoc reservation
- Analytics console – record room occupancy and reservation pattern – space utilization info
- Automatically release a room if occupants do not show up

Benefits
- See at a glance if room is available.
- Eliminate confusion over which room is booked
- Help organizations maximize productivity and get the most usable time out of every room.
CONSIDER LEASING…

• Leasing is available for any project.
• Leasing turns a capital project into an expense.
• Good terms available through Steelcase Financial Services (not limited to Steelcase equipment.)
• Buy out options available.
• Keep your technology fresh and up-to-date.
NBS audiovisual solutions team

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