



A California-based Fortune 500 company, the nation's largest employee-owned research and development firm, turned to Spinitar for a complete audiovisual systems integration project to create a state-of-the-art presentation system for showcasing the company's technology capabilities to potential clients.

Situation - As a designer of highly-specialized information systems and technology solutions for the telecommunications, national security, energy, health care and transportation industries, the company needed an audiovisual presentation environment that would provide them with a facility for demonstrating the latest technology.

Employing the latest professional audiovisual equipment, which is both feature-rich and user-friendly, Spinitar performed a complete redesign of the company's Executive Briefing Center, which adjoins its Network

Operations Center, Managed Network Service Center and Group Lab. The challenge for Spinitar was to create a very dramatic Briefing Center that could double as a demonstration room for potential clients to view the company's technology resources in the Operations Center, Service Center and Lab, while not interrupting the employees in those critical areas.

Solution - Spinitar coordinated a team of designers, integrators, electricians, woodworkers and contractors to meet the objectives of the integration. Several demonstrations of technologies from various audiovisual industry manufacturers helped determine which systems were to be used, including interfaces, scan converters, control systems and cabling. Cabling, equipment components and system programming were completed as a initial phase of the project.

Spinitar outfitted the Briefing Center with two 4' x 12' customized LCD windows, which enables the the room

to be transformed into a viewing station the flip of a switch. The LCD window's technological capabilities enable the window to appear opaque when the system is operating and translucent when off. The window also provides a clear view of the adjacent Operations and Service Centers. Spinitar also installed three Draper rear-projection systems, which provide exceptional visual quality while saving floor space by folding light from the LCD window using an optical-grade first surface glass mirror. The screens are set into a zero-edge frame system for optimum aesthetics.

Results - "The installation is designed to be both functional and state-of-the-art," said Jay Rogina, Chief Executive Officer at Spinitar. "Perhaps what is most impressive about the installation is the two-way LCD window in the Briefing Center, which allows users to see into the demonstration rooms in a very exciting and unexpected way. This project is one of the real highlights from our five-year relationship with this customer."

The company is extremely pleased with the new system. Users continue to discover the power of the audiovisual system technology and new ways to use it. Future projects are in progress for a multimedia center, executive boardroom and Operations Center upgrade.

