



## INNOVATIVE AUDIOVISUAL & COLLABORATION SOLUTIONS





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**INNOVATIVE AUDIOVISUAL &  
COLLABORATION SOLUTIONS**

# ABOUT ADVANCED

## EVERYTHING AV. CONNECTED.

For almost 20 years our Company has specialized in AV communication solutions, service and support to business, government and education. Advanced has grown to become **one of the largest AV system integrators in Canada**. Also, we've been awarded **Diamond level CAVSP – the highest industry standard of excellence certified by InfoComm International**.

Advanced offers audio video and collaboration sales, design and installation services across Canada. Advanced office locations are Mississauga, Toronto (Downtown), Montréal, Ottawa, London, and Sudbury, with partner offices in Vancouver, Calgary, and Halifax

## Quality. Integrity. Service. Excellence.

Our values are at the core of everything we do, from supplier relationships to client interaction. **Quality, Integrity, Service** and **Excellence** is our foundation. Advanced's passion to create dynamic and powerful communication environments drives us every day in all areas of our operations.

We are committed to social responsibility, as evidenced by the creation of our Green AV program, and our mission to reduce our carbon footprint in all areas of our business. We actively seek out emerging collaboration technologies that help our customers reduce their environmental impact.

Our customers depend on us to help them collaborate, communicate, and present their ideas, in memorable and innovative ways. Fundamentally, we recognize every customer is unique, so our AV design team creates custom solutions that are built, tested and installed to our high quality standards. Our strong market reputation has elevated our business, but we never take it for granted on any project large or small.

Welcome to **Advanced**. We take pride in creating innovative communication solutions that exceed our clients' expectations.



We lo



**ok forward to working with you!**



## WHAT WE DO

**From immersive audiovisual and digital signage solutions, to creating collaborative work environments that help improve business, to mission critical command and control AV systems, Advanced has the experience to deliver the right solution to meet our clients' unique needs.**

### **Audiovisual Systems**

Advanced is a coast-to-coast full service audio video solution provider that can engineer and install the right AV for your needs, anywhere.

### **SMART Board Interactive Solutions**

Advanced provides collaborative and interactive SMART Board solutions for the corporate, government and education markets.

### **Videowalls**

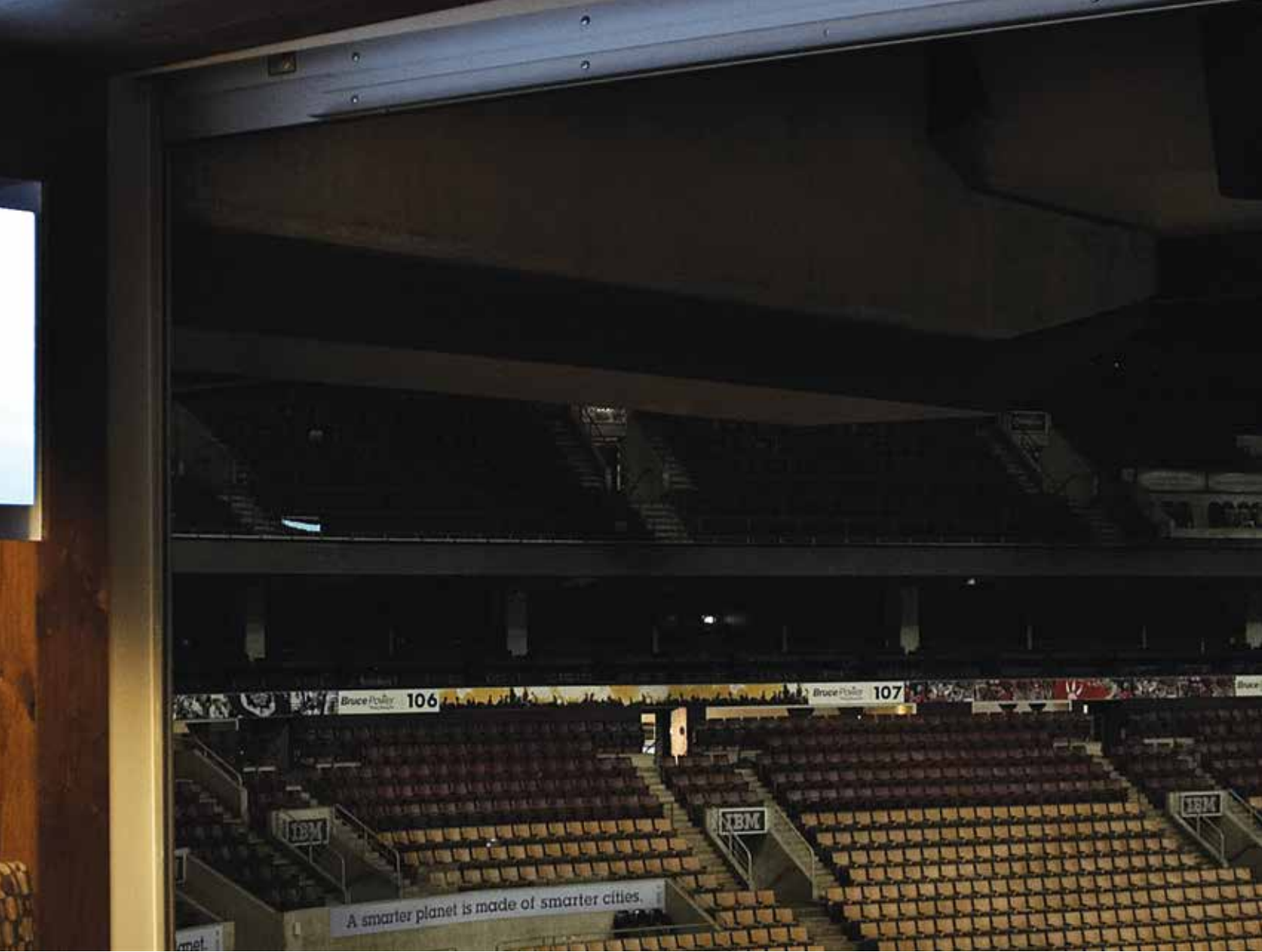
Videowalls for digital signage, command and control, visualization rooms, and broadcast applications are an Advanced speciality.

### **Video Conferencing & Collaboration**

We offer a full range of conferencing solutions, including web conferencing, audio conferencing, webcasting, video conferencing and telepresence. We are specialists on Microsoft Lync Meeting Room Systems.

### **Digital Signage**

Leading the field of digital signage in Canada with technology solutions such as NanoLumens flexible LED displays and Prysm's Laser Phosphor Display (LPD).



### **Command & Control**

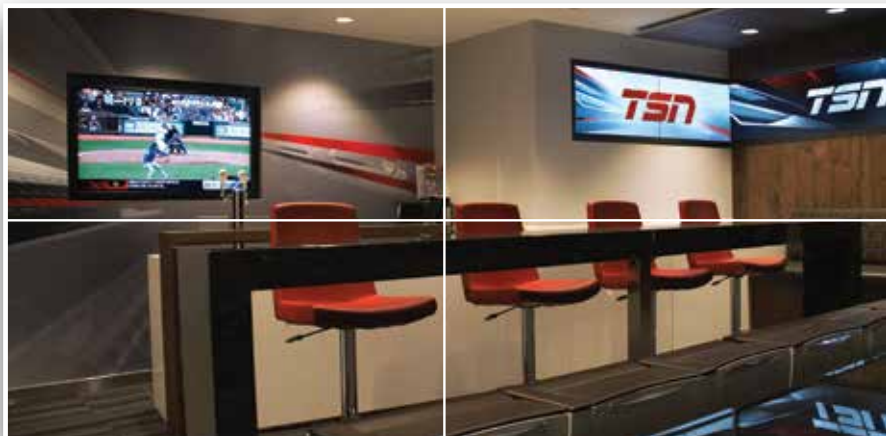
Advanced has the skills to design, engineer and install custom control room solutions such as video displays and collaboration software for mission critical environments.

### **Mass Notification**

Communication is critical during an emergency and essential to disaster recovery plans. Advanced offers products and solutions for mass notification applications.

### **Event Staging and Production**

Advanced offers full service AV rental solutions to clients across Canada and in the United States with technical support and the latest AV equipment.





## AWARD WINNING AV

Advanced is considered a global leader in the audio video and communications industry as evidenced by our most recent awards.

Our custom designed audio video solutions have been recognized by global AV associations as innovative and industry leading.



Advanced was recognized by Systems Contractor News (SCN) as a Top 50 integrator in North America. Advanced was the only Canadian integrator to make this prestigious list.



Advanced won a 2013 Digi Award for best Interactive Technology Roll-Out.



Advanced won Best Corporate Installation in North America at the Integration Awards 2013.



Advanced won Best Corporate AV Installation in the 2013 ProAV Spotlight Awards.



Advanced won Best Corporate Installation at the 2013 Infocomm People's Choice Awards.





### International Press Coverage

Advanced is fortunate to have a strong reputation in our industry's press for creating impactful and headline-making AV designs. Below is a sample of our press coverage.



# PARTNERS

**With direct access to a wide range of products, Advanced is able to provide clients with the best communication solution to meet their needs.**

Advanced works with like minded manufacturers who believe in our core values: Quality, Integrity, Service, and Excellence. Over the years we have formed deep partnerships with the leading audio video and visual collaboration manufacturers, which allows us to solve customer problems and create impactful experiences for our clients.

## Preferred Manufacturers:

- Atlona Technologies
- Avermedia
- Casio
- Chief
- Crestron
- Crown
- Da-Lite
- Delta Displays
- Digital Projection
- Draper
- Elmo
- Epson
- Evertz
- Extron
- Hitachi
- JBL
- Just Add Power
- Kramer
- LG
- Lumens
- Middle Atlantic
- NanoLumens
- NEC
- Orion
- Peerless Industries
- Polycom
- Prysm
- Samsung
- SMART
- Sharp
- Tannoy
- TOA
- Video Furniture International
- Evans Consoles
- Wolfvision

## ADVANCED'S CERTIFICATIONS

**Advanced is proud to be part of our industry associations. Our staff hold leading certifications from both the AV and IT industries.**

### Our team of AV, VC, and IT experts hold many industry certifications including:

- Crestron Certified Programmer
- Crestron's Silver Level Master Programmer Designation
- Crestron - DMC-D
- Crestron - DMC-T
- Crestron - DMC-E
- Extron - School of emerging technologies
- Extron - School of Audio Visual Technologies for Systems Designers
- Extron - School of Engineered Systems Technologies
- Polycom - Network Systems Pre-Sales Engineering Technical Certification Test
- Polycom - Network Systems Sales Certification Test
- Certified Immersive Telepresence
- Certified RealPresence Platform
- Certified Video Engineer
- Certified RealPresence Environments
- SMART Certified Sales Professional
- Certified Technology Specialist™ (CTS®)
- Certified Technology Specialist™ (CTS®) - General
- Certified Technology Specialist™ (CTS®) - Installation
- SMART Certified Training Center
- SMART Certified Trainer - Notebook
- SMART Certified Trainer - Meeting Pro
- SMART Room Systems for Microsoft Lync Certified





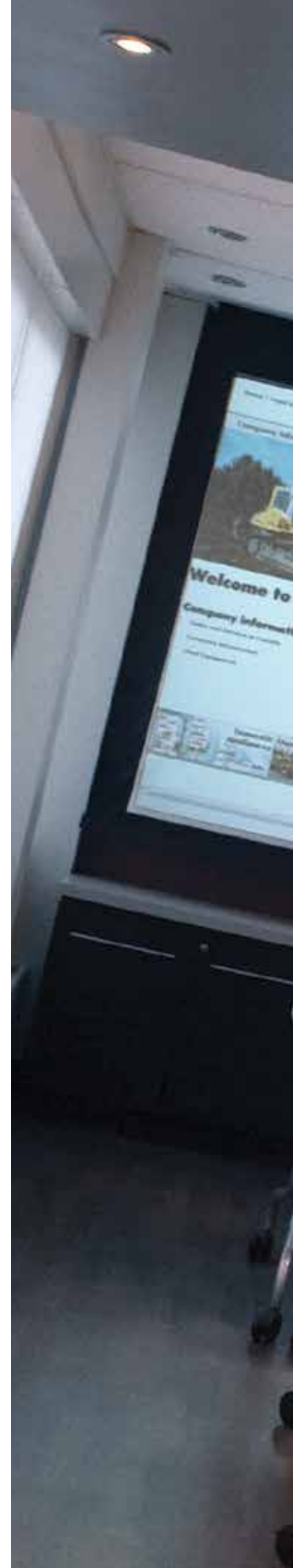
# OUR CUSTOMERS

## You're often measured by the company you keep

We're proud to have worked with some extraordinary private and public organizations, and we look forward to working with you!

### Partial Client List:

- Agnico Eagle
- Canada Customs and Revenue
- CIBC
- City of Brampton
- City of Mississauga
- City of Toronto
- CTV / Bell Media
- Dufferin Peel Catholic School Board
- Dundee Wealth
- GE Energy
- George Brown College
- Global TV
- GSK
- Humber College
- Liebherr Canada
- London District Catholic School Board
- McMaster University
- Microsoft
- Ministry of Attorney General
- Ministry of Education
- Ministry of Environment
- Ministry of Health
- Maple Leaf Sports & Entertainment
- Mount Sinai Hospital
- OLG
- Ontario Power Generation
- Ontario Shared Services
- Peel District School Board
- Pepsi
- Ryerson University
- Scotia Bank
- Seneca College
- Sheridan College
- Shoeless Joes
- Simcoe County
- SIRCorp
- St. Josephs Hospital
- TD Bank
- Toronto District School Board
- Toronto Hydro
- Toronto Pearson Airport
- Trillium Lakelands
- University of Toronto
- Wilfrid Laurier University
- Worley Parsons









## IN PARTNERSHIP WITH ARCHITECTS, DESIGNERS, AND CONSULTING FIRMS

Advanced AV design services ensure that customer building environments and their AV systems work together seamlessly. Acting as a key member of your design or architectural team, we will help shape your AV environment to optimize presentation viewing conditions, audio intelligibility and of course ease of use. We regularly work with leading architects and consulting engineers to present clients with innovative technology designs and concepts. Our team of experienced Audio Visual Consultants and Design Engineers will assist in the needs analysis, concept design, integration and after sales service.

### **Make Advanced a part of your project team**

When it comes to AV infrastructure, we assist designated building designers by making recommendations on the technical power requirements, signal pathways and specialized equipment installation needs. Working in conjunction with architects and interior designers, our recommendations are within a building's architectural designs all the while respecting the designer's creative objectives.

Quite often our design team will work with client selected architects or consultants and under a variety of contractual agreements where the responsibilities of the Advanced team may vary depending upon the installation timeframe and the type of design provided by the consultant.

It's all about partnership. We work closely with your technology staff and other key stakeholders to develop cost effective AV systems that give your organization the technology tools they need.

Advanced designers will work with your IT staff and building design team to help ensure your building infrastructure will effectively support your current and long term communication technology needs. As an extension of your team, Advanced undertakes collaborative work according to Our Partnership Philosophy, that governs how we engage with our partners. We look forward to growing our partnerships with consultants, architects and designers.

### **Our Partnership Philosophy**

#### **Values**

##### **Innovation Technology-focused.**

We are guided by the demands and needs of our partners and our customers.

##### **Evidence-based**

We use the best available evidence and experience in making decisions.

##### **Collaborative**

We work in partnership with others in contributing to the development of high-performing, sustainable audio visual systems and products.

##### **Trusted**

We act in a way that earns trust and respect among our vendors, our partners, our staff and the people who use our products and services.

# DESIGN AND ENGINEERING SERVICES

**We work with your key stakeholders to develop cost effective AV systems that gives your organization the technology tools it needs.**

Advanced's design and engineering services help you engage the power of AV technology to facilitate effective communication throughout your organization. We integrate the right technology tools to support your goals and we work with you to develop the facilities, infrastructure and systems that enable your staff to create, communicate, learn and collaborate more effectively.

As a modern AV company, our focus is on designing and building the next generation of AV systems and buildings. While other industry organizations may be recommending antiquated analog AV systems that will be redundant in a matter of years, our team is energized by the next generation of unified technology infrastructure that intelligently connects your office or building environments onto a common, network centric platform. It's our role to help customers understand AV/IT convergence and present integration strategies that have the ability to significantly increase operational efficiencies.

AV and IT are converging as AV assets rapidly become IP based. Internet Protocol (IP) is enabling technology to now converge onto a common network thus creating the opportunity to generate operational efficiencies, increased connectivity and develop a way of future proofing your office or building network. The reality is today we can deliver critical technology components such as Audiovisual, IT communications, Security, Building Automation and Lighting Control all onto a unified network.

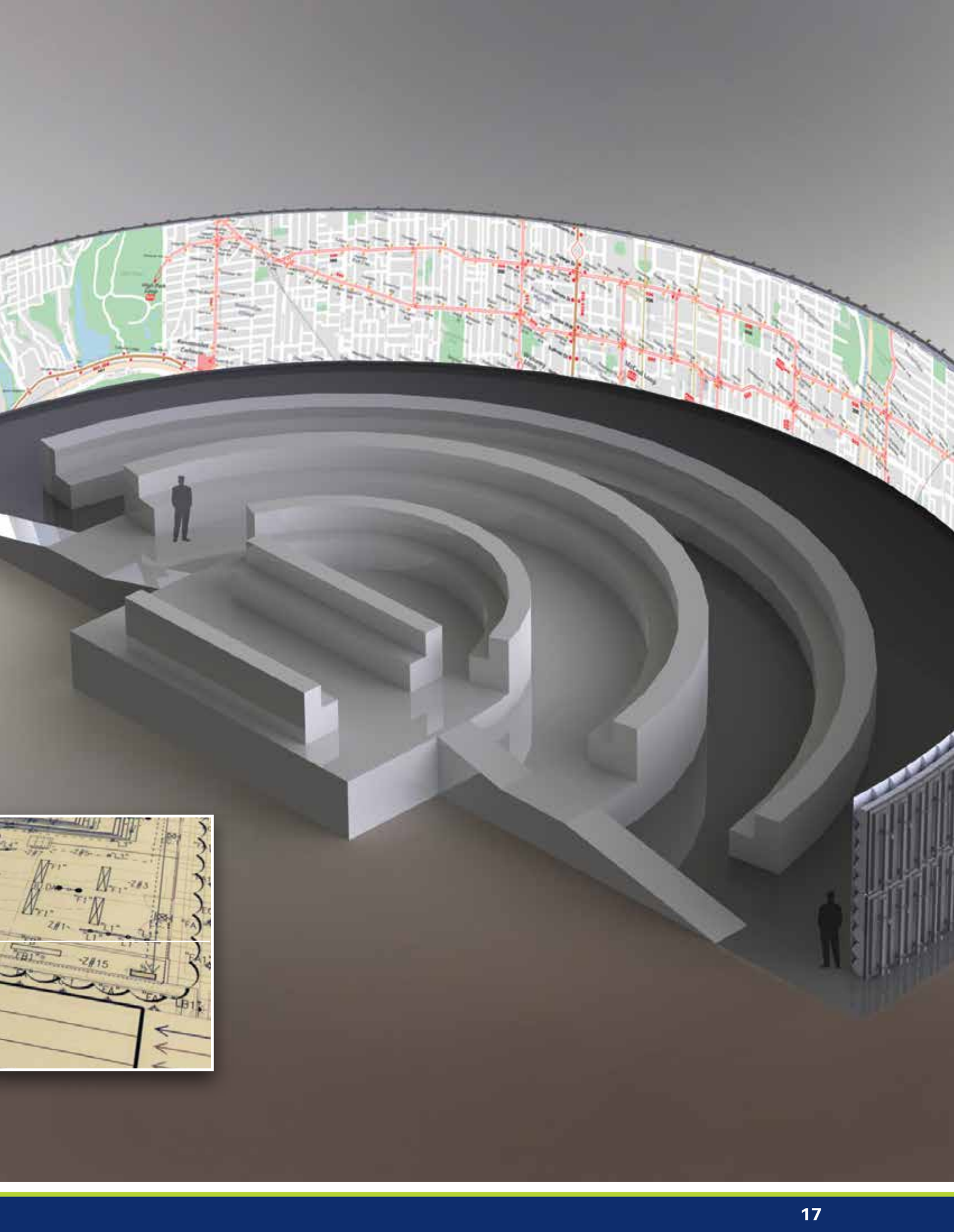
Our AV engineering team is able to offer sophisticated CAD or Microsoft Visio drawings of your environment that includes equipment layout, sectional drawings, reflected ceiling plans, block diagrams, and riser diagrams. We conduct regular site meetings and specify all electrical requirements for the AV equipment required. We'll also specify all millwork and lighting requirements for each specific meeting space involved. In addition, we also have the capability to offer 3D room rendering as an innovative way to communicate ideas into factual reality.

Advanced is a leading designer of control and automation systems for offices, schools, hospitals, hotels and more. We provide a range of control and automation solutions ensuring that wherever you are and what you are doing, you're always connected.

Our design services encompass end-to-end solutions with a complete line of hardware and software that truly simplifies AV technology. At Advanced it's all about designing intelligent, connected, technology environments.









# INSTALLATION SERVICES

**Advanced is one of the few industry specialists with the highest level of technical competencies and certifications in both AV and collaborative communications technology.**

Advanced was founded as an engineering focused AV company and today we continue to believe that a high degree of technical specialization is critical to the successful design and installation of complex AV systems.

When it comes to the installation phase, Advanced provides comprehensive best practices in AV integration and Videoconferencing installations with all work performed by our skilled team.

Every project has a dedicated project manager who leads the system installation to completion.

With almost 10,000 AV systems installed since our inception and over 3,000 in the last two years alone, Advanced has quickly become recognized as an AV solutions leader in the marketplace.

Our staff has achieved the highest technical certifications available from InfoComm International relating to Installation services, Crestron Control services as well as for Videoconferencing and Interactive SMART products. Advanced technical teams have also achieved Digital Media Certified Designer and Digital Media Certified Engineer designations by Crestron.

We were recently awarded the DIAMOND level Certified Audiovisual Solutions Provider designation (CAVSP) - the highest industry standard of excellence certified by Infocomm International, the association representing the commercial AV industry worldwide.





## CUSTOMER SERVICE AND MAINTENANCE SERVICES

**Our customer support and service technicians are courteous, efficient and highly trained. They are all certified by Infocomm International and maintain their expertise and knowledge through extensive ongoing product training.**

They are outfitted with the best diagnostic tools and equipment enabling them to quickly and confidently service your audiovisual products.

As audiovisual and collaborative communication technology has become increasingly prevalent in today's organizations, users are becoming more dependent upon high availability and service delivery. The management and maintenance of AV systems has now become business critical.

Advanced is proud to offer a wide range of specialized customer support services designed to meet a diverse set of customer needs, regardless of complexity or geographic location. These support services include such things as time & materials repair service, warranty management service and AV helpdesk support. For high priority rooms or mission critical environments we offer an elite preventative maintenance program that includes scheduled preventative maintenance visits, service level commitments on response times, escalated emergency response plans in addition to the option of having technical staff permanently located onsite to provide immediate technical support.



### **Maintenance Services**

Advanced offers a wide range of maintenance and support package options to meet customer needs.

### **Repair Services**

Advanced is pleased to act as an authorized service depot for many of the manufacturers we partner with.

### **Help Desk Support Services**

Professional, dependable Help Desk Support for your AV systems.

### **Specialized Onsite Support Services**

The Advanced on-site managed service is here to help any way you need.

### **Green AV Recycling**

At Advanced we take pride in offering a portfolio of Green AV Solutions and complimentary projector lamp recycling program.

### **Training**

Advanced's Training Division delivers corporate training to help our partners make the most of their technology investment. We provide training on all the AV technologies we offer.

Advanced has been appointed as the SMART Certified Training Centre for Ontario (SCTC) by SMART Technologies. Our trainers are certified by SMART Technologies to deliver training and professional development on all SMART solutions to corporate, government, military, healthcare, and education clients.



**“Our vision was to create an environment that customers, from C-level executives to technical and engineering managers, could walk through and interact with, to experience the challenges that they deal with in their businesses and see the solutions we offer them.”**

**Claudio Cargnelli, Chief Marketing Officer,  
GE Digital Energy**



## GE ENERGY CUSTOMER EXPERIENCE CENTER AND NEW HQ

**Advanced integrates groundbreaking AV solutions in GE's new Grid Global Innovation Center.**

### ABOUT GE ENERGY

GE Energy provides a diverse portfolio of product and service solutions to help customers solve energy challenges at the local level. Employing more than 100,000 employees across more than 100 countries, GE Energy serves the sector with technologies in natural gas, oil, coal and nuclear energy; wind, solar, biogas and water processing; energy management; and grid modernization.

### THE OPPORTUNITY

GE recently sought an organization to design and install AV solutions in 55 rooms of a new \$40 million, 200,000-square-foot facility located in Markham, Ontario, Canada. The innovative development included a one-of-a-kind Global Innovation Center designed to educate customers on GE's full suite of energy management tools. The massive project also featured a 60ft video wall, an extensive collaboration room that allows individuals to work together in real-time with internal or external staff worldwide, a gym and fitness studio, and a cafeteria that doubled as a town hall meeting place.

The state-of-the-art endeavor required the expertise of a reliable and knowledgeable solutions provider who could handle the immense scope of the project.

### THE ADVANCED SOLUTION

As a leading audiovisual and collaborative communications company working with corporations, government agencies, healthcare, and educational organizations throughout Canada and beyond, Advanced remains dedicated to innovation in technology and services. Based on Advanced's track record of implementing cutting-edge A/V solutions, GE reached out to Advanced to bring its one-of-a-kind project to life.

Advanced provided GE full-service audio/visual designs, revolutionary products and seamless installation. In particular, in the Customer Experience Center, Advanced utilized the Prysm's LPD video wall technology and several wall-mounted touchscreen displays to allow customers to explore GE's energy technologies firsthand and enable them to discover solutions to improve and enhance their energy grids. In fact, it is the world's largest curved Prysm video wall, measuring 58 feet wide by 7 feet tall and comprising 175 individual tiles with the thinnest seams currently possible. Incorporating today's greenest large-format display technologies, the video wall consumes just one-tenth the power of traditional digital displays.

Advanced also helped design 54 additional rooms, including executive offices, boardrooms, training rooms, meeting rooms, gym and fitness studio and many more. One training room, which can be divided into two separate rooms with a dividable wall, is equipped with a SMART 70-inch LCD interactive display and an enterprise-grade video conferencing system, allowing simple and effective global conferencing and training sessions. The room also features several large interactive touchscreens, a projector and a fully integrated audio system.

The new facility's executive boardroom features a Crestron system that controls an NEC projector mounted on an automatic projector lift, an audio conferencing system, table-mounted microphones at each seat, and ceiling-mounted microphones that provide an unobtrusive solution for presenters. Even the manufacturing floor received an AV upgrade, with more than a dozen 46-inch LCD monitors gracing its walls to display production stats and other internal GE messaging.

## GLAXOSMITHKLINE INC. (GSK)

**Workplace productivity increases with SMART Technologies and Advanced's collaboration solution at Canadian pharmaceutical company.**

### ABOUT GLAXOSMITHKLINE INC. (GSK)

GlaxoSmithKline (GSK) is a world-leading, research-based pharmaceutical giant. This forward-thinking pharmaceutical company has discovered and developed new and innovative medicines and vaccines for Canadians and people around the world. They strive to improve the quality of human life by enabling people to do more, feel better and live longer.

### THE OPPORTUNITY

GSK was preparing to move staff from multiple locations to one location and required more formal and informal meeting spaces. To accommodate the needs of all GSK staff, an easy-to-use AV solution that promoted collaboration between external offices was needed. GSK wanted to create meeting rooms with advanced active conference and collaboration technology to unite employees and create interactive presentation environments.

### THE ADVANCED SOLUTION

Advanced worked with GSK to create an integrated and collaborative solution for each meeting space. From small, formal meeting spaces to more open, informal collaboration spaces, each room was designed to accelerate innovation.

For all rooms, both formal and informal, Advanced installed the latest SMART Board technology to improve the way the Company shared information. The interactive whiteboards make it possible for employees to share digital notes with each other, irrespective of physical location, within seconds thereby increasing productivity and enabling a spirit of teamwork and camaraderie.

Advanced also developed a training plan for GSK around group collaboration and effective use of the SMART products. This enabled GSK to maximise their technology investment.









## CTV 2012 SUMMER OLYMPICS COVERAGE

Advanced installs impressive videowall displays for CTV Canada's Olympic coverage.

### ABOUT CANADA'S OLYMPIC BROADCAST MEDIA CONSORTIUM AND CTV

Canada's Olympic Broadcast Media Consortium is a unique relationship. Led by Canada's top broadcaster, CTV with an 80% interest, along with Rogers Media Inc. with a 20% interest, the Consortium is providing unprecedented English, French and multilingual coverage and consumer choice on multiple platforms during the London 2012 Olympic Games.

### THE ADVANCED SOLUTION

Advanced was proud to be a preferred provider of audiovisual solutions to CTV/Bell Media for its coverage of the London 2012 Summer Olympics. Selected for our expertise and experience, both with the CTV/Bell Media and with large-format, "mission-critical" broadcast display projects, Advanced was honoured to be involved in enabling live TV coverage for millions of people to the biggest sporting event of the year.

Two impressive Orion videowalls were used, on location in the UK, to create an immersive environment for the network's Olympic set. Live coverage of the event was broadcast across Canada from July 27 through to August 12, 2012. The large videowalls consisted of 2 - 7 x 3 display panels, joined together with ultra-thin bezels to provide bright, vibrant and seamless images. Orion was chosen to provide the 42 unit videowall because of their reputation for clear, crisp visual display technology.

As a specialist with the technical aspects of live and "mission-critical" audiovisual solutions and based on our long and successful history working with CTV on various other live broadcasts, including CP24 and the Marilyn Dennis Show, Daily Planet and eTalk, Advanced was well-positioned to support the network for this flagship installation. An expert team of Advanced technicians were on-hand throughout the Olympics coverage to manage the installation of the videowalls and provide on-site support, as needed. The set was equipped to deliver both English and French broadcasts to Canadians across the country.

**"I want to offer a resounding thank you for your many hours of work to get our set ready for the show. The show went to air last night and looked great. Everyone is pleased. Thank you."**

**Tom Bradbury - Bell Media/CTV**





## ST. JOSEPH'S HOSPITAL

**Advanced installs multipurpose videowall within surgical theatre at acclaimed St. Joseph's hospital in Hamilton, Ontario.**

### ABOUT ST. JOSEPH'S HOSPITAL

With a combined medical and administrative staff of more than 4,000 and 650 patient-care beds, St. Joseph's Healthcare Hamilton is a large medical facility spanning 4 separate locations. The hospital provides tertiary, secondary and ambulatory health care services to residents of the Hamilton-Niagara-Haldimand-Brant Local Health Integration Network and the neighbouring regions of Halton, Kitchener-Waterloo and Norfolk. St. Joseph's has emerged as both a local and national leader in the provision of minimally-invasive surgical procedures.

### THE OPPORTUNITY

St. Joseph's required an experienced videowall design and installation expert who could create and deploy an innovative display solution for their new surgical facility as a tool to improve patient care and outcomes.

### THE ADVANCED SOLUTION

The videowall experts at Advanced were selected to design and install a sophisticated and innovative display solution for the operating theatre. The new, state-of-the-art surgical centre was constructed with a focus on optimal patient care as the main priority and the videowall installation was a part of this focus, being used as a means to reduce patient fear and promote calmness before undergoing surgery.



The 5 x 3 videowall installed by Advanced served multiple purposes. The dynamic display provided patients with comforting images, allowing them to visualize family members, or serene scenes before surgery, promoting calmness and relaxation.

The videowall was also used as an effective teaching and collaboration tool, allowing medical staff to view surgeries onscreen, via special surgical cameras. The innovative and visually-enhanced videowall was enclosed in a customized frame that protected the screen and helped maintain cleanliness, ensuring patients remained safe during surgery.



## JACK ASTOR'S / SIR CORP.

**Advanced designs and installs largest-ever restaurant videowall at Jack Astor's in trendy, central Toronto location.**

### ABOUT JACK ASTOR'S / SIR CORP.

Service Inspired Restaurants (SIR Corp.) is a Canadian hospitality conglomerate operating 46 full-service restaurants across the country. SIR Corp owns and operates some of Canada's most popular establishments including Jack Astor's Bar and Grill, Alice Fazooli's, Canyon Creek Chop House, Loose Moose Tap & Grill, Dukes, Scaddabush and fine dining restaurants Reds Bistro, Far Niente and Four.

### THE OPPORTUNITY

Jack Astor's was opening their newest location in Toronto's popular and trendy St. Lawrence Market and the client wanted to equip this flagship location with a completely original AV solution to enhance the customer experience. The solution needed to be a first-of-its-kind, totally unique display: big, never been seen before and an AV solution that would completely distinguish this location from any other sports bar in the area. The Company wanted stunning audiovisual entertainment to be the vanguard of all its restaurant locations.

### THE ADVANCED SOLUTION

As the audiovisual service provider for SIR Corp., Advanced was the Company's natural choice when they needed to design a solution for the St. Lawrence Market location that would attract, wow and retain bar and restaurant customers.

To meet the client objectives and high expectations, Advanced installed a massive 5 x 5 videowall visible from literally anywhere within the restaurant that makes an impact as soon as a patron walks through the door.

The impressive display provides Jack Astor's with a unique and immersive AV system that immediately engages patrons, making this a premiere destination for sports lovers.

The installation also included unique, attention-grabbing videowall trees, strategically located throughout the space, a complete control system and a full audiovisual package. The imposing, unique display definitely delivered the wow factor for which the client was looking and helps to ensure patrons keep coming back and refer others to the restaurant, thereby increasing revenues.



## Sheridan College - Collaborative Flex Classrooms and Co-Lab

### ABOUT SHERIDAN COLLEGE

Founded in 1967, Sheridan College is one of Canada's premier polytechnic institutes and is dedicated to exceptional applied learning and graduate success. Sheridan serves close to 17,000 full-time students annually at its campuses in Oakville, Brampton and Mississauga, Ontario.

### THE OPPORTUNITY

The administration at Sheridan College decided to build a new wing of flexible classrooms in its Brampton Campus. They were looking for a way to upgrade their conventional classrooms into state-of-the-art integrated learning spaces. They needed an experienced AV solutions provider to install interactive video display technology in 17 classrooms throughout the new wing of their Brampton Campus.

### THE ADVANCED SOLUTION

Advanced was contracted to integrate groundbreaking AV and IT solutions in the new wing of the campus. Each room was installed with AV equipment featuring multiple projectors to give both teachers and students the opportunity to share digital and visual information in different ways.

Sheridan came to Advanced with a flexible classroom concept that differs from the traditional, podium-in-front-of-class layout, and allows professors and students ultimate mobility and access to technology when presenting.

Advanced partnered with Just Add Power to install the new AV equipment. Complete audio and video solutions were installed in the classrooms to provide students with a unique and interactive way of learning. A total of 16 flex classrooms featured two, four, or six NEC commercial grade projectors, while the last room was designated the college "Co-Lab" and featured six projectors.

Each flex classroom is designed to accommodate network-connected mobile podiums, allowing educators to present their lessons from any area of the room. Sheridan also wanted to eliminate traditional bulky equipment racks from the classrooms, so Advanced designed and installed an innovative equipment racking system mounted to the ceiling, taking up no more space than one ceiling tile. The state of the art in-ceiling rack houses the wireless microphone receivers and digital sound processor for each classroom, eliminating stray wiring while ensuring that the valuable equipment is secured at all times.

The Co-Lab is a six-projector room that consists of the same video and audio components as the flex classrooms and features a podium that allows educators to control four video sources simultaneously. The Co-Lab is equipped with two modes — classroom and team — that allow for different methods of presentation. Classroom mode lets educators present their lessons on the main projector screen, while team mode allows for projected content to be distributed to six separate areas of the classroom, perfect for group work.

Sheridan was so pleased with the Advanced installation that they are looking to implement this design in 150 more classrooms throughout their Oakville, Brampton and Mississauga campuses.







**“We knew we had a design that was different from anything else being done in college classrooms, so we needed an AV integrator that could take our idea and make it a reality.”**

**Trevor Hanekamp, ICT Architect at Sheridan College**

# TESTIMONIALS

We're proud to have worked with some extraordinary private and public sector organizations. Below is a sample of our customer testimonials.

## We look forward to working with you!

"I want to offer a resounding thank you for your many hours of work to get our set ready for the show. The show went to air last night and looked great. Everyone is pleased. Thank you."

**Tom Bradbury, Bell Media/CTV**

"We knew we had a design that was different from anything else being done in college classrooms, so we needed an AV integrator that could take our idea and make it a reality. That's where Advanced came in."

**Trevor Hanekamp, Sheridan College**

"The Financial Services Commission of Ontario has been working with Advanced for over five years. We are happy to offer our recommendation for their services and highlight some of the benefits we have experienced by using Advanced."

**Alex Jaramillo, Financial Services Commission of Ontario**

"We are very pleased with the completed installation and service we received from the team at Advanced. We will continue to consider Advanced for future jobs and look forward to working with them again"

**Christine McMahon, Sobey's Inc**

"When Tricom Technologies Inc. was asked to build a flight simulator for a Boeing 767 we knew that precise calculations were necessary for our video requirements. For this reason, we partnered with Advanced for this project."

**Ricardo Rodriguez, Tricom Technologies Inc**

"University of Toronto at Mississauga has been working with Advanced for over five years. We have had positive experiences dealing with Advanced and their technical department who are very knowledgeable and professional. We look forward to working with Advanced on future classroom projects."

**Dave Taylor, University of Toronto Mississauga**

"Husky Injection Moulding has very high standards for everything we do and Advanced has consistently met or exceeded our expectations every time. We look forward to our continued relationship with Advanced in the future. "

**Jason Ruby, Husky Injection Molding Systems Ltd**

"We were very pleased with the service we received from Advanced and the great job your installation team did."

**Ian Heino, ATS Scientific**

"Your sales team truly proved that they take post-sales support as serious as pre-sales support – rare in today's world. We are happy to offer our recommendation for your service and we look forward to working with Advanced on upcoming audiovisual projects."

**Leitch Technology**

"I've been impressed and more than pleased with my association with Advanced and would be more than happy to recommend your team to anyone any time."

**Region of Durham**

"Our vision was to create an environment that customers, from C-level executives to technical and engineering managers, could walk through and interact with, to experience the challenges that they deal with in their businesses and see the solutions we offer them."

**Claudio Cagnelli, GE Digital Energy**

"Over the past 18 years Advanced has become a leader in video wall technology, setting itself apart with specialized business segments and a focused emphasis on customer service."

**Jessica Camerate, Commercial Integrator**

"The energy company's vision was big, so it found an integrator who could turn the plan into reality."

**Dan Daley, Commercial Integrator on GE Energy Installation**





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