

VENDOR CONTRACT

Between _____ and

(Company Name)

THE INTERLOCAL PURCHASING SYSTEM (TIPS)

For

COMPUTERS, EQUIPMENT, COMPONENTS AND PERIPHERALS

#02062515

General Information

The vendor contract shall include the contract, the terms and conditions, special terms and conditions, any agreed upon amendments, as well as all of the sections of the solicitation and the awarded vendor's proposal. Once signed, if an awarded vendor's proposal varies or is unclear in any way from the TIPS contract, TIPS, at its sole discretion, will decide which provision will prevail. Other documents to be included are the awarded vendor's proposals, task orders, purchase orders and any adjustments which have been issued.

The following pages will constitute the contract between the successful vendors(s) and TIPS. Bidders shall state, in a separate writing, and include with their proposal response, any required exceptions or deviations from these terms, conditions, and specifications. If agreed to by TIPS, they will be incorporated into the final contract.

The Vendor Contract ("Contract") made and entered into by and between The Interlocal Purchasing System (hereinafter referred to as "TIPS" respectfully) a government cooperative purchasing program authorized by the Region VIII Education Service Center, having its principal place of business at 4845 US Hwy 271 North, Pittsburg, Texas 75686. This contract consists of the provisions set forth below, including provisions of all Attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any Attachment, the provisions set forth shall control.

Definitions

PURCHASE ORDER is the TIPS member's approval providing the authority to proceed with the negotiated delivery order under the contract. Special terms and conditions as agreed to between the vendor and TIPS member will be added as addendums to the PO. Items such as certificate of insurance, bonding requirements, small or disadvantaged business goals are some of the addendums possible.

PREMIUM HOURS are defined as those hours not included in regular hours or recognized holidays. Premium hours are to be approved by the TIPS member for each delivery order and noted in the delivery order proposal as a line item during negotiations.

REGULAR HOURS are defined as those hours between the hours of 7 AM and 6 PM Monday thru Friday.

Terms and Conditions

Freight

All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing.

Warranty Conditions

All supplies equipment and services shall include manufacturer's minimum standard warranty unless otherwise agreed to in writing. Vendor shall be an authorized dealer, distributor or manufacturer for all products. All equipment proposed shall be new unless clearly stated in writing.

Customer Support

The Vendor shall provide timely and accurate customer support to TIPS members. Vendors shall respond to such requests within one (1) working day after receipt of the request. Vendor shall provide training regarding products and services supplied by the Vendor unless otherwise clearly stated in writing at the time of purchase. (Unless training is a line item sold or packaged and must be purchased with product.)

Contracts

All contracts and agreements between Vendors and TIPS Members shall strictly adhere to the statutes that are set forth in the Uniform Commercial Code as most recently revised.

Contracts for purchase will normally be put into effect by means of a purchase order(s) executed by authorized agents of the participating government entities.

Davis Bacon Act requirements will be met when Federal Funds are used for construction and/or repair of buildings.

Tax exempt status

A taxable item sold, leased, rented to, stored, used, or consumed by any of the following governmental entities is exempted from the taxes imposed by this chapter: (1) the United States; (2) an unincorporated instrumentality of the United States; (3) a corporation that is an agency or instrumentality of the United States and is wholly owned by the United States or by another corporation wholly owned by the United States; (4) the State of Texas; (5) a Texas county, city, special district, or other political subdivision; or (6) a state, or a governmental unit of a state that borders Texas, but only to the extent that the other state or governmental unit

exempts or does not impose a tax on similar sales of items to this state or a political subdivision of this state. Texas Tax Code § 151.309.

Assignments of contracts

No assignment of contract may be made without the prior written approval of TIPS. Payment can only be made to the awarded Vendor or vendor assigned dealer.

Disclosures

1. Vendor affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.
2. Vendor shall attach, in writing, a complete description of any and all relationships that might be considered a conflict of interest in doing business with participants in the TIPS program.
3. The vendor affirms that, to the best of his/her knowledge, the offer has been arrived at independently, and is submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.

Renewal of Contracts

The COMPUTERS, EQUIPMENT, COMPONENTS AND PERIPHERALS contract is for one (1) year with an option for renewal for 2 consecutive years. Total term of contract can be up to 3 years if sales are reported through the contract and both parties agree.

Shipments

The Vendor shall ship ordered products within five (5) working days after the receipt of the order. If a product cannot be shipped within that time, the Vendor shall notify TIPS and the requesting entity as to why the product has not shipped and shall provide an estimated shipping date, if applicable. TIPS or the requesting entity may cancel the order if estimated shipping time is not acceptable.

Invoices

The Vendor or vendor assigned dealer shall submit invoices, to the TIPS participant. Each invoice shall include the TIPS participant's purchase order number. The shipment tracking number or pertinent information for verification of TIPS participant receipt shall be made available upon request. The Vendor or vendor assigned dealer shall not invoice for partial shipments unless agreed to in writing in advance by TIPS and the TIPS participant.

Payments

The TIPS participant will make payments directly to the Vendor or vendor assigned dealer at net 30 days after receiving invoice.

Pricing

The Vendor contracts to provide pricing to TIPS and its participating governmental entities that is the lowest pricing available to like cooperative purchasing customers and the pricing shall remain so throughout the duration of the contract.

The Vendor agrees to promptly lower the cost of any product purchased through TIPS following a reduction in the manufacturer or publisher's direct cost to the Vendor. Price increases will be honored. However, the Vendor shall honor previous prices for thirty (30) days after written notification to TIPS of an increase.

All pricing submitted to TIPS shall include the Two Percent (2%) participation fee to be remitted to TIPS by the Vendor. Vendor will not show adding the 2% to the invoice presented to customer.

Participation Fees

Vendor or vendor assigned dealer contracts to pay 2% of all sales to TIPS on a monthly scheduled report. TIPS will email a Monthly Submission Report to each vendor. The Vendor or vendor assigned dealer is responsible for keeping record of all sales that go through the TIPS contract. Report may be sent to TIPS electronically while check for 2% is mailed. Failure to pay 2% participation fee will result in termination of contract.

Indemnity

1. **Indemnity for Personality Contracts.** Vendor agrees to indemnify and hold harmless and defend TIPS, TIPS member(s), officers and employees, from and against all claims and suits for damages, injuries to persons (including death), property damages, losses, and expenses including court costs and attorney's fees, arising out of, or resulting from, Vendor's performance of this contract, including all such causes of action based upon common, constitutional, or statutory law, or based in whole or in part, upon allegations of negligent or intentional acts on the part of the Vendor, its officers, employees, agents, subcontractors, licensees, invitees, whether or not such claims are based in whole or in part upon the negligent acts or omissions of the TIPS, TIPS member(s), officers, employees, or agents.
2. **Indemnity for Performance Contracts.** The Vendor agrees to indemnify and hold harmless and defend TIPS, TIPS member(s), officers and employees from and against all claims and suits for damages, injuries to persons (including death), property damages, losses, and expenses including court costs and attorney's fees, arising out of, or resulting from, Vendor's work under this contract, including all such causes of action based upon common, constitutional, or statutory law, or based in whole or in part, upon allegations

of negligent or intentional acts on the part of the Vendor, its officers, employees, agents, subcontractors, licensees, or invitees. Vendor further agrees to indemnify and hold harmless and defend TIPS, TIPS member(s), officers and employees, from and against all claims and suits for injuries (including death) to an officer, employee, agent, subcontractor, supplier or equipment lessee of the Vendor, arising out of, or resulting from, Vendor's work under this contract whether or not such claims are based in whole or in part upon the negligent acts or omissions of the TIPS, TIPS member(s), officers, employees, or agents.

Attorney's Fees--Texas Local Government Code § 271.159 is expressly referenced.

Pursuant to §271.159, TEXAS LOC. GOV'T CODE, in the event that any one of the Parties is required to obtain the services of an attorney to enforce this Agreement, the prevailing party, in addition to other remedies available, shall be entitled to recover reasonable attorney's fees and costs of court.

Multiple Vendor Awards

TIPS reserves the right to award multiple vendor contracts for categories when deemed in the best interest of the TIPS membership. Bidders scoring 80% or above will be considered for an award. Categories are established at the discretion of TIPS.

State of Texas Franchise Tax

By signature hereon, the bidder hereby certifies that he/she is not currently delinquent in the payment of any franchise taxes owed the State of Texas under Chapter 171, Tax Code.

Miscellaneous

The Vendor acknowledges and agrees that continued participation in TIPS is subject to TIPS sole discretion and that any Vendor may be removed from the participation in the Program at any time with or without cause. Nothing in the contract or in any other communication between TIPS and the Vendor may be construed as a guarantee that TIPS participants will submit any orders at any time. TIPS reserves the right to request additional proposals for items already on contract at any time.

Purchase Order Pricing/Product Deviation

If a deviation of pricing/product on a purchase order occurs, TIPS is to be notified within 24 hours of receipt of order.

Cancellation for non-performance or contract deficiency

TIPS may terminate any contract if TIPS Members have not used the contract, or if purchase volume is determined to be "low volume" in any 12-month period. TIPS reserves the right to cancel the whole or any part of this contract due to failure by awarded vendor to carry out any

obligation, term or condition of the contract. TIPS may issue a written deficiency notice to awarded vendor for acting or failing to act in any of the following:

- Providing material that does not meet the specifications of the contract;
- Providing work and/or material that was not awarded under the contract;
- Failing to adequately perform the services set forth in the scope of work and specifications;
- Failing to complete required work or furnish required materials within a reasonable amount of time;
- Failing to make progress in performance of the contract and/or giving TIPS reason to believe that awarded vendor will not or cannot perform the requirements of the contract; and/or
- Performing work or providing services under the contract prior to receiving a TIPS reviewed purchase order for such work.

Upon receipt of the written deficiency, awarded vendor shall have ten (10) days to provide a satisfactory response to TIPS. Failure to adequately address all issues of concern may result in contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by awarded vendor under this contract shall become the property of the TIPS Member on demand.

TIPS Member Purchasing Procedures

Purchase orders are issued by participating TIPS member to the awarded vendor indicating on the PO "Contract Number 02062515". Purchase Order is emailed to TIPS at tipspo@tips-usa.com.

- Awarded vendor delivers goods/services directly to the participating member.
- Awarded vendor invoices the participating TIPS member directly.
- Awarded vendor receives payment directly from the participating member.
- Awarded vendor reports sales monthly to TIPS (unless prior arrangements have been made with TIPS to report monthly).

Form of Contract

The form of contract for this solicitation shall be the Request for Proposal, the awarded proposal(s) and best and final offer(s), and properly issued and reviewed purchase orders referencing the requirements of the Request for Proposals. If a vendor submitting an offer requires TIPS and/or TIPS Member to sign an additional agreement, a copy of the proposed agreement must be included with the proposal.

Vendor contract documents: TIPS will review proposed vendor contract documents. Vendor's contract document shall not become part of TIPS's contract with vendor unless and until an authorized representative of TIPS reviews and approves it.

Licenses

Awarded vendor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by awarded vendor. Awarded vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful provision of services under the contract. TIPS reserves the right to stop work and/or cancel contract of any awarded vendor whose license(s) expire, lapse, are suspended or terminated.

Novation

If awarded vendor sells or transfers all assets or the entire portion of the assets used to perform this contract, a successor in interest must guarantee to perform all obligations under this contract. TIPS reserves the right to accept or reject any new party. A simple change of name agreement will not change the contractual obligations of awarded vendor.

Site Requirements (when applicable to service or job)

Cleanup: Awarded vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by TIPS Member. Upon completion of work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition.

Preparation: Awarded vendor shall not begin a project for which TIPS Member has not prepared the site, unless awarded vendor does the preparation work at no cost, or until TIPS Member includes the cost of site preparation in a purchase order.

Site preparation includes, but is not limited to: moving furniture, installing wiring for networks or power, and similar pre-installation requirements.

Registered sex offender restrictions: For work to be performed at schools, awarded vendor agrees that no employee of a sub-contractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or reasonably expected to be present. Awarded vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the TIPS Member's discretion.

Awarded vendor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Safety measures: Awarded vendor shall take all reasonable precautions for the safety of employees on the worksite, and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Awarded vendor shall post warning signs against all hazards created by the operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

Smoking

Persons working under contract shall adhere to local smoking policies. Smoking will only be permitted in posted areas or off premises.

Invoices

The awarded vendor shall submit invoices to the participating entity clearly stating “Per TIPS Contract”. The shipment tracking number or pertinent information for verification shall be made available upon request.

Marketing

Awarded vendor agrees to allow TIPS to use their name and logo within website, marketing materials and advertisement. Any use of TIPS name and logo or any form of publicity, inclusive of press release, regarding this contract by awarded vendor must have prior approval from TIPS.

Supplemental agreements

The entity participating in the TIPS contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor. TIPS, its agents, TIPS members and employees shall not be made party to any claim for breach of such agreement.

Legal obligations

It is the responding vendor’s responsibility to be aware of and comply with all local, state and federal laws governing the sale of products/services identified in this RFP and any awarded contract thereof. Applicable laws and regulations must be followed even if not specifically identified herein.

Audit rights

Awarded Vendor shall, at their sole expense, maintain appropriate due diligence of all purchases made by TIPS Member that utilizes this Contract. TIPS and Region 8 ESC each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. TIPS shall have authority to conduct random audits of Awarded Vendor’s pricing that is offered to TIPS Members. Notwithstanding the foregoing, in the event that TIPS is made aware of any pricing being offered to eligible entities that is materially inconsistent with the pricing under this agreement, TIPS shall have the ability to conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 8 ESC or TIPS.

Force Majeure

If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and fully particulars of Force Majeure in writing to the other party within a reasonable time after

occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

Services

When applicable, performance bonds will be required on construction or labor required jobs over \$100,000 and payment bonds on jobs over \$25,000 or awarded vendor will meet the TIPS member's local and state purchasing requirements. Awarded vendors may need to provide additional capacity as jobs increase. Bonds will not require that a fee be paid to TIPS. The actual cost of the bond will be a pass through to the TIPS member and added to the purchase order.

Scope of Services

The specific scope of work for each job shall be determined in advance and in writing between TIPS Member and Awarded vendor. It is okay if the TIPS member provides a general scope, but the awarded vendor should provide a written scope of work to the TIPS member as part of the proposal. Once the scope of the job is agreed to, the TIPS member will issue a PO with the estimate referenced as an attachment along with bond and any other special provisions agreed to for the TIPS member. If special terms and conditions other than those covered within this solicitation and awarded contracts are required, they will be attached to the PO and shall take precedence over those in the base contract.

Project Delivery Order Procedures

The TIPS member having approved and signed an interlocal agreement, or other TIPS membership document, may make a request of the awarded vendor under this contract when the TIPS member has services that need to be undertaken. Notification may occur via phone, the web, email, fax, or in person.

Upon notification of a pending request, the awarded vendor shall make contact with the TIPS member as soon as possible, but must make contact with the TIPS member within two working days.

Scheduling of Projects

Scheduling of projects (if applicable) will be accomplished when the TIPS member issues a purchase order that will serve as "the notice to proceed". The period for the delivery order will include the mobilization, materials purchase, installation and delivery, design, weather, and site cleanup and inspection. No additional claims may be made for delays as a result of these items. When the tasks have been completed the awarded vendor shall notify the client and have the TIPS member inspect the work for acceptance under the scope and terms in the PO. The TIPS member will issue in writing any corrective actions that are required. Upon completion of these items, the TIPS member will issue a completion notice and final payment will be issued.

Support Requirements

If there is a dispute between the awarded vendor and TIPS member, TIPS or its representatives will assist in conflict resolution or third party (mandatory mediation), if requested by either party. TIPS, or its representatives, reserves the right to inspect any project and audit the awarded vendors TIPS project files, documentation and correspondence.

Special Terms and Conditions

It is the intent of TIPS to contract with a reliable, high performance vendor to supply products and services to government and educational agencies. It is the experience of TIPS that the following procedures provide TIPS, the Vendor, and the participating agency the necessary support to facilitate a mutually beneficial relationship. The specific procedures will be negotiated with the successful vendor.

- **Contracts:** All vendor purchase orders must be emailed to TIPS at tipspo@tips-usa.com. Should an agency send an order direct to vendor, it is the vendor's responsibility to forward the order to TIPS at the email above within 24 business hours and confirm its receipt with TIPS.
 - **Promotion of Contract:** It is agreed that Vendor will encourage all eligible entities to purchase from the TIPS Program. Encouraging entities to purchase directly from the Vendor and not through TIPS contract is not acceptable to the terms and conditions of this contract and will result in removal of Vendor from Program. Vendor is expected to use marketing funds for the marketing and promotion of this contract.
 - **Daily Order Confirmation:** All contract purchase orders will be approved daily by TIPS and sent to vendor. The vendor must confirm receipt of orders to the TIPS member (customer) within 24 business hours.
 - **Vendor custom website for TIPS:** If Vendor is hosting a custom TIPS website, then updated pricing must be posted by 1st of each month.
 - **Back Ordered Products:** If product is not expected to ship within 3 business days, customer is to be notified within 24 hours and appropriate action taken based on customer request.
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Check one of the following responses to the General Terms and Special Terms and Conditions:

() We take no exceptions/deviations to the general and/or special terms and conditions.

(Note: If none are listed below, it is understood that no exceptions/deviations are taken.)

() We take the following exceptions/deviations to the general and/or special terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general or special terms and conditions that you are taking exceptions/deviations to. The proposer must clearly state if you are adding additional terms and conditions to the general or special terms and conditions. Provide details on your exceptions/deviations below:

[illegible]

The Interlocal Purchasing System (TIPS Cooperative) Supplier Response

Bid Information

Bid Creator Mr. David Mabe National
Coordinator
Email david.mabe@tips-usa.com
Phone +1 (903) 243-4759
Fax +1 (866) 749-6674

Bid Number 02062515
Title Computers, Equipment,
Components and Peripherals
Bid Type RFP
Issue Date 04/02/2015
Close Date 5/15/2015 3:00:00 PM CT
Need by Date

Contact Information

Address Region VIII Education
Service Center
4845 US Highway 271
North
Pittsburg, TX 75686

Contact Mrs. Kim Thompson
Coordinator of Office
Operations

Department
Building

Floor/Room
Telephone +1 (866) 839-8477
Fax +1 (866) 929-4402
Email bids@tips-usa.com

Ship to Information

Address

Contact

Department
Building

Floor/Room
Telephone
Fax
Email

Supplier Information

Company CCS Presentation Systems
Address 12841 Jones Road
Suite 235
Houston, TX 77070

Contact
Department
Building
Floor/Room
Telephone 1 (281) 8047233
Fax 1 (281) 3694896
Email
Submitted 5/14/2015 4:38:10 PM CT
Total \$0.00

Signature Ben Pickrel

Email bpickrel@ccsprojects.com

Supplier Notes

Thank you for the opportunity, we are looking forward to hearing back from you!

Bid Notes

Bid Activities

Bid Messages

Please review the following and respond where necessary

#	Name	Note	Response
1	Yes - No	Disadvantaged/Minority/Women Business Enterprise - D/M/WBE (Required by some participating governmental entities) Vendor certifies that their firm is a D/M/WBE? Vendor must upload proof of certification to the "Response Attachments" D/M/WBE CERTIFICATES section.	No
2	Yes - No	Highly Underutilized Business - HUB (Required by some participating governmental entities) Vendor certifies that their firm is a HUB? Vendor must upload proof of certification to the "Response Attachments" HUB CERTIFICATES section.	No
3	Yes - No	Certification of Residency (Required by the State of Texas) Company submitting bid is a Texas resident bidder?	Yes
4	Company Residence (City)	Vendor's principal place of business is in the city of?	Houston
5	Company Residence (State)	Vendor's principal place of business is in the state of?	TX
6	Felony Conviction Notice:	(Required by the State of Texas) My firm is, as outlined on PAGE 5 in the Instructions to Bidders document: (Questions 7 - 9)	(No Response Required)
7	Yes - No	A publicly held corporation; therefore, this reporting requirement is not applicable?	No
8	Yes - No	Is not owned or operated by anyone who has been convicted of a felony?	No
9	Yes - No	Is owned or operated by individual(s) who has/have been convicted of a felony? If answer is YES, a detailed explanation of the name(s) and conviction(s) must be uploaded to the "Response Attachments" FELONY CONVICTION section.	No
10	Pricing Information:	Pricing information section. (Questions 11 - 14)	(No Response Required)
11	Yes - No	In addition to the typical unit pricing furnished herein, the Vendor agrees to furnish all current and future products at prices that are proportionate to Dealer Pricing. If answer is NO, include a statement detailing how pricing for TIPS participants would be calculated in the PRICING document that is uploaded to the "Response Attachments" PRICING section.	Yes
12	Yes - No	Pricing submitted includes the 2% TIPS participation fee?	Yes
13	Yes - No	Vendor agrees to remit to TIPS the required 2% participation fee?	Yes
14	Yes - No	Additional discounts to TIPS members for bulk quantities or scope of work?	Yes
15	Start Time	Average start time after receipt of customer order is ____ working days?	5
16	Years Experience	Company years experience in this category?	18
17	Yes - No	The Vendor can provide services and/or products to all 50 US States?	Yes
18	States Served:	If answer is NO to question #17, please list which states can be served. (Example: AR, OK, TX)	

19	Company and/or Product Description:	This information will appear on the TIPS website in the company profile section, if awarded a TIPS contract. (Limit 750 characters.)	CCS Presentation Systems is a leading technology products and service dealer specializing in providing, installing, and servicing audiovisual, presentation products, video conference systems, classroom technology, computer peripherals, software, and interactive displays.
20	Resellers:	Does the vendor have resellers that it will name under this contract? (If applicable, vendor should download the Reseller/Dealers spreadsheet from the Attachments section, fill out the form and submit the document in the "Response Attachments" RESELLERS section.	No
21	Primary Contact Name	Primary Contact Name	Ben Pickrel
22	Primary Contact Title	Primary Contact Title	President
23	Primary Contact Email	Primary Contact Email	bpickrel@ccsprojects.com
24	Primary Contact Phone	Primary Contact Phone - Format (xxx) xxx-xxxx	281 804 7233
25	Primary Contact Fax	Primary Contact Fax - Format (xxx) xxx-xxxx	281 369 4896
26	Primary Contact Mobile	Primary Contact Mobile- Format (xxx) xxx-xxxx	281 804 7233
27	Secondary Contact Name	Secondary Contact Name	Elizabeth Pickrel
28	Secondary Contact Title	Secondary Contact Title	CEO
29	Secondary Contact Email	Secondary Contact Email	epickrel@ccsprojects.com
30	Secondary Contact Phone	Secondary Contact Phone - Format (xxx) xxx-xxxx	281 804 3049
31	Secondary Contact Fax	Secondary Contact Fax - Format (xxx) xxx-xxxx	281 369 4896
32	Secondary Contact Mobile	Secondary Contact Mobile - Format (xxx) xxx-xxxx	281 804 3049
33	2% Contact Name	2% Contact Name	Elizabeth Pickrel
34	2% Contact Email	2% Contact Email	epickrel@ccsprojects.com
35	2% Contact Phone	2% Contact Phone - Format (xxx) xxx-xxxx	epickrel@ccsprojects.com
36	Purchase Order Contact:	This person is responsible for receiving Purchase Orders from TIPS. (Questions 37 - 39)	(No Response Required)
37	Purchase Order Contact Name	Purchase Order Contact Name	Ben Pickrel
38	Purchase Order Contact Email	Purchase Order Contact Email	bpickrel@ccsprojects.com
39	Purchase Order Contact Phone	Purchase Order Contact Phone - Format (xxx) xxx-xxxx	281 804 7233
40	Company Website	Company Website	tx.ccsprojects.com
41	Federal ID Number:	Federal ID Number also known as the Employer Identification Number.	32-0453835
42	Primary Address	Primary Address	12841 Jones Rd Suite 235
43	Primary Address City	Primary Address City	Houston
44	Primary Address State	Primary Address State	TX
45	Primary Address Zip	Primary Address Zip	77070

46 Search Words:

Please list search words to be posted in the TIPS database about your company that TIPS website users might search. Words may be product names, manufacturers, or other words associated with the category of award. YOU MAY NOT LIST NON-CATEGORY ITEMS. (Limit 500 words) (Format: product, paper, construction, manufacturer name, etc.)

computer peripheral, audiovisual, PA system software, television, audio, carts, security system, sound system, digital signage, video conference, USB camera, screens, presentation, microphone, projector, display, document camera, video streaming, voting, paging, Smart, Samsung, NEC, Epson, Panasonic, InFocus, Sharp, LG, Shure,

47 Yes - No

Do you wish to be eligible to participate in a TIPS contract in which a TIPS member utilizes federal funds on contracts exceeding \$100,000? (Non-Construction) (If YES, vendor should download the Federal Funds Over \$100,000 Certification document from the Attachments section, fill out the form and submit the document in the "Response Attachments" FEDERAL FUNDS section.) (Vendor must also download the Suspension or Debarment Certificate document from the Attachments section, fill out the form and submit the document in the "Response Attachments" SUSPENSION OR DEBARMENT section.)

Yes

Line Items	
Response Total:	\$0.00



GLENN HEGAR TEXAS COMPTROLLER OF PUBLIC ACCOUNTS

The Texas Comptroller of Public Accounts (CPA) administers the Statewide Historically Underutilized Business (HUB) Program for the State of Texas, which includes certifying minority and woman-owned businesses as HUBs and is designed to facilitate the participation of minority and woman-owned businesses in state agency procurement opportunities.

We are pleased to inform you that your application for certification/re-certification as a HUB has been approved. Your company's profile is listed in the State of Texas HUB Directory and may be viewed online at <http://www.window.state.tx.us/procurement/cmb1/hubonly.html>. Provided that your company continues to meet HUB eligibility requirements, the enclosed HUB certificate is valid for four years.

You must notify the HUB Program in writing of any changes affecting your company's compliance with the HUB eligibility requirements, including changes in ownership, day-to-day management, control and/or principal place of business. *Note: Any changes made to your company's information may require the HUB Program to re-evaluate your company's eligibility.*

Please reference the enclosed pamphlet for additional resources, such as the state's Centralized Master Bidders List (CMBL), that can increase your chance of doing business with the state.

Thank you for your participation in the HUB Program! If you have any questions, you may contact a HUB Program representative at 512-463-5872 or toll-free in Texas at 1-888-863-5881.

Texas Historically Underutilized Business (HUB) Certificate



Certificate/VID Number:	1320453835200
File/Vendor Number:	490986
Approval Date:	08-JUN-2015
Scheduled Expiration Date:	08-JUN-2019

The Texas Comptroller of Public Accounts (CPA), hereby certifies that

CCS PRESENTATION SYSTEMS

has successfully met the established requirements of the State of Texas Historically Underutilized Business (HUB) Program to be recognized as a HUB. This certificate printed 19-JUN-2015, supersedes any registration and certificate previously issued by the HUB Program. If there are any changes regarding the information (i.e., business structure, ownership, day-to-day management, operational control, business location) provided in the submission of the business' application for registration/certification as a HUB, you must immediately (within 30 days of such changes) notify the HUB Program in writing. The CPA reserves the right to conduct a compliance review at any time to confirm HUB eligibility. HUB certification may be suspended or revoked upon findings of ineligibility.

*Paul Gibson, Statewide HUB Program Manager
Texas Procurement and Support Services*

Note: In order for State agencies and institutions of higher education (universities) to be credited for utilizing this business as a HUB, they must award payment under the Certificate/VID Number identified above. Agencies and universities are encouraged to validate HUB certification prior to issuing a notice of award by accessing the Internet (<http://www.window.state.tx.us/procurement/cmb1/cmb1hub.html>) or by contacting the HUB Program at 1-888-863-5881 or 512-463-5872.

1320453835200 490986
CCS PRESENTATION SYSTEMS
12841 JONES RD., SUITE 235
HOUSTON, TX 77070-4524

Provisions for purchase with federal funds for contracts exceeding \$100,000
These forms are for non-construction contracts

Many TIPS members (grantees and sub-grantees) purchase goods and services with federal funds. When a member engages a contract exceeding \$100,000 and paid with federal funds, provisions are triggered by various Code of Federal Regulations requirements. Primarily 34 CFR 80.36 from the Department of Education and 7 CFR 3015 & 3016 from the Department of Agriculture for School Lunch Program. There may be other Federal programs from time to time that are not enumerated above that may fund certain projects using outside vendors. These are not optional for the contracting entity and in order to spend the federal funds certain provision and certifications must be in place to ensure legal compliance.

If you company wishes to be eligible to participate in a TIPS contract in which a member utilizes federal funds on contracts exceeding \$100,000, you must complete the following forms can provide the certifications as required on the subsequent pages.

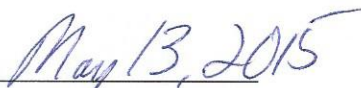
Do you wish to be eligible to participate in a TIPS contract in which a member utilizes federal funds on contracts exceeding \$100,000?

Check your response?

YES ☒ NO ☐



Signature of Authorized Company Official



Date

Ben Pickrel

Printed Name of Authorized Company Official

CCS Presentation Systems

Company Name

Attach to this page a current W-9 form

Please complete the forms below

Legal Compliance

It is the proposing company's duty and responsibility to have knowledge of and be responsible for the compliance with all applicable laws, rules and regulations as they apply to this procurement process and any subsequent award. The vendor agrees to comply, in all relevant respects, with all Federal, State, and Local laws, rules and regulations related to the performance of services or supply of goods to TIPS or TIPS members?

Does vendor agree? YES BP Initial of Authorized Company Official

Non-Collusive Bidding Certificate

By submitting a proposal in response to a Request for Proposals or other procurement device containing this clause, you certify that you are authorized to certify to the following:

- 1) This bid or proposal has been independently arrived at without collusion with any other Bidder or with any Competitor;
- 2) This bid or proposal has not been knowingly disclosed and will not be knowingly disclosed, prior to the opening of bids, or proposals for this project, to any other Bidder, Competitor or potential competitor;
- 3) No attempt has been or will be made to induce any other person, partnership or corporation to submit or not to submit a bid or proposal;
- 4) The person signing this bid or proposal certifies that he has fully informed himself regarding the accuracy of the statements contained in this certification, and under the penalties being applicable to the Bidder as well as to the person signing in its behalf.

The vendor complied with #1 through 4 above? YES BP Initial of Authorized Company Official

SUSPENSION OR DEBARMENT CERTIFICATE

Non-Federal entities are prohibited from contracting with or making sub-awards under covered transactions to parties that are suspended or debarred or whose principals are suspended or debarred. Covered transactions include procurement for goods or services equal to or in excess of \$100,000.00. Contractors receiving individual awards for \$25,000.00 or more and all sub-recipients must certify that the organization and its principals are not suspended or debarred.

You certify that no suspension or disbarment is in place, which would preclude receiving a federally funded contract under the Federal OMB, A-102, common rules

The vendor has not been debarred? YES BP Initial of Authorized Company Official

Certification Regarding Lobbying

**Applicable to Grants, Subgrants, Cooperative Agreements, and Contracts Exceeding
\$100,000 in Federal Funds**

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to a civil penalty of not less than

\$10,000 and not more than \$100,000 for each such failure.

The undersigned certifies, to the best of his or her knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "disclosure Form to Report Lobbying," in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all covered subawards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

CCS Presentation Systems


Name of Organization

12841 Jones Road

Address of Organization

Ben Pickrel

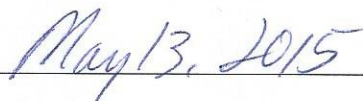
Name / Title of Submitting Official



Signature of Submitting Official

May 13, 2015

Signature Date



Provisions for purchase with federal funds for contracts exceeding \$100,000

Federal Rule (1) Administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as may be appropriate. (Contracts more than the simplified acquisition threshold)

Notice: Pursuant to Federal Rule (1) above, when federal funds are expended by TIPS Member, TIPS Member reserves all rights and privileges under the applicable laws and regulations with respect to this procurement in the event of breach of contract by either party.

Does vendor agree? YES BP Initial of Authorized Company Official

Federal Rule (2) Termination for cause and for convenience by the grantee or subgrantee including the manner by which it will be effected and the basis for settlement. (All contracts in excess of \$10,000)

Pursuant to Federal Rule (2) above, when federal funds are expended by TIPS Member, TIPS Member reserves the right to terminate any agreement in excess of \$10,000 resulting from this procurement process for cause after giving the vendor an appropriate opportunity and up to 30 days, to cure the causal breach of terms and conditions. TIPS Member reserves the right to terminate any agreement in excess of \$10,000 resulting from this procurement process for convenience with 30 days notice in writing to the awarded vendor. Any award under this procurement process is not exclusive and the District reserves the right to purchase goods and services from other vendors when it is in the best interest of the District.

Does vendor agree? YES BP Initial of Authorized Company Official

Federal Rule (7) Notice of awarding agency requirements and regulations pertaining to reporting.

Pursuant to Federal Rule (7) above, when federal funds are expended by TIPS Member, TIPS Member requires that the proposer certify that during the term of an award by the TIPS Member resulting from this procurement process the vendor will provide reports and documentation required by all applicable law and state and federal regulations upon request by the TIPS Member or any relevant state of federal agency.

Does vendor agree? YES BP Initial of Authorized Company Official

Federal Rule (8) Notice of awarding agency requirements and regulations pertaining to patent rights with respect to any discovery or invention which arises or is developed in the course of or under such contract.

Provisions for purchase with federal funds for contracts exceeding \$100,000

Pursuant to Federal Rule (8) above, when federal funds are expended by TIPS Member, TIPS Member shall address any requirements and regulations pertaining to patent rights with respect to any discovery or invention which arises or is developed in the course of or under such contract in the contract document and absent language to the contrary or if the contract silent on the subject, the District retains all rights thereto.

Does vendor agree? YES BP Initial of Authorized Company Official

Federal Rule (9) Awarding agency requirements and regulations pertaining to copyrights and rights in data.

Pursuant to Federal Rule (9) above, when federal funds are expended by TIPS Member, TIPS Member requires the proposer certify that during the term of an award by the TIPS Member resulting for this procurement process the vendor will surrender upon request any copyrighted materials owned by the TIPS Member but used in the awarded contract performance unless otherwise agreed in a written document by the parties. TIPS Member reserves the rights to all data created or provided to the vendor for the purpose of contract performance resulting for this procurement process and the vendor will surrender such data upon request unless otherwise agreed in a written document by the parties. If the contract is silent or not dispositive on the subject matter data or copyrights TIPS Member retains all rights in the data developed or gathered during the contract term.

Does vendor agree? YES BP Initial of Authorized Company Official

Federal Rule (10) Access by the grantee, the subgrantee, the Federal grantor agency, the Comptroller General of the United States, or any of their duly authorized representatives to any books, documents, papers, and records of the contractor which are directly pertinent to that specific contract for the purpose of making audit, examination, excerpts, and transcriptions.

Pursuant to Federal Rule (9) above, when federal funds are expended by TIPS Member, TIPS Member requires the proposer certify that during the term and after the awarded term of an award by the TIPS Member resulting for this procurement process the vendor will grant access by the grantee, the subgrantee, the Federal grantor agency, the Comptroller General of the United States, or any of their duly authorized representatives to any books, documents, papers, and records of the contractor which are directly pertinent to that specific contract for the purpose of making audit, examination, excerpts, and transcriptions.

Does vendor agree? YES BP Initial of Authorized Company Official

Provisions for purchase with federal funds for contracts exceeding \$100,000

Federal Rule (11) Retention of all required records for three years after grantees or subgrantees make final payments and all other pending matters are closed.

Pursuant to Federal Rule (11) above, when federal funds are expended by TIPS Member, TIPS Member requires the proposer certify that the awarded vendor retain of all required records for three years after grantees or subgrantees make final payments and all other pending matters are closed.

Does vendor agree? YES BP Initial of Authorized Company Official

Federal Rule (12) Compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15). (Contracts, subcontracts, and subgrants of amounts in excess of \$100,000)

Pursuant to Federal Rule (12) above, when federal funds are expended by TIPS Member, TIPS Member requires the proposer certify that in performance of the contracts, subcontracts, and subgrants of amounts in excess of \$100,000, the vendor will be in compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h)), section 508 of the Clean Water Act (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15).

Does vendor agree? YES BP Initial of Authorized Company Official

Federal Rule (13) Mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (Pub. L. 94-163, 89 Stat. 871).

Pursuant to Federal Rule (13) above, when federal funds are expended by TIPS Member, TIPS Member requires proposer certify that during the term of an award by the TIPS Member resulting for this procurement process the vendor will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (Pub. L. 94-163, 89 Stat. 871).

Does vendor agree? YES BP Initial of Authorized Company Official

SUSPENSION OR DEBARMENT CERTIFICATE

Non-Federal entities are prohibited from contracting with or making sub-awards under covered transactions to parties that are suspended or debarred or whose principals are suspended or debarred. Covered transactions include procurement for goods or services equal to or in excess of \$100,000.00. Contractors receiving individual awards for \$25,000.00 or more and all sub-recipients must certify that the organization and its principals are not suspended or debarred.

You certify that no suspension or disbarment is in place, which would preclude receiving a federally funded contract under the Federal OMB, A-102, common rules

Information may be found at <https://www.sam.gov/index.html>

Has the vendor been debarred form participation in Federal funds contracts?

NO BP Initial of Authorized Company Official

YES ____ Initial of Authorized Company Official

Company Official: Ben Pickrel

Ben Pickrel May 13, 2015

Company: CCS Presentation Systems

CONTRACT Signature Form

The undersigned hereby proposes and agrees to furnish goods and/or services in compliance with the terms, specifications and conditions at the prices quoted unless noted in writing. The undersigned further certifies that he or she is an authorized agent of the company and has authority to negotiate and contract for the company named below.

Company Name: CCS Presentation Systems

Mailing Address: 12841 Jones Road Suite 235

City: Houston

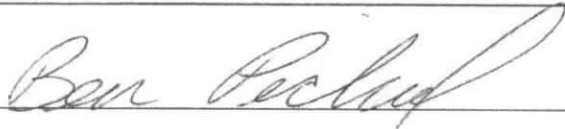
State: TX

Zip: 77070

Telephone Number: (281) 804-7233

Fax Number: (281) 369-4896


Email Address: bpickrel@ccsprojects.com

Authorized Signature: 

Printed Name: Ben Pickrel

Position: President

This contract is for a total TERM of one year with the option of two additional years. Vendors shall honor the participation fee for any sales made based on the TIPS contract. Failure to pay the fee will be grounds for termination of contract and will affect the award of future contracts.

 6-25-15
TIPS Authorized Signature Date

 6-25-15
Approved by Region VIII ESC Date

References

**** Must have at least 3 References. References must be School, City, County, University, State Agency or Other Government.**

Organization	City	State	Contact Name	Contact Phone
Houston Community College	Houston	Texas	Charlotte Hamilton	713 718 6087
TexasA&M University	College Station	Texas	Regina Greenwood	979 845 7720
University of Houston Clear Lake	Clear Lake	Texas	John Rodrigez	281 283 2951
Spring Independent School District	Houston	Texas	Mary Ann Beseda	281 891 6225

Warranty / Return / Damage Policy

Warranty

- All products carry standard warranties as offered by Manufacturers
- Additional extended warranty can be purchased and will be quoted upon request if available from the manufacturer or third party
- Warranty is considered depot warranty unless manufacturer specifies otherwise. Depot warranty means customer is responsible for freight to and from the designated service center

Returns

- CCS cannot accept returns without an "RETURN AUTHORIZATION" (RA) number issued, in advance, by our Customer Service Department.
- Returns must be in the original packaging, contain all of the accessories, and in new condition
- CCS will not issue an RA nor accept products after 14 days unless there is a warranty issue. Be aware that some manufacturers will not accept returns, regardless of the reason or condition, especially on custom built or non-stock items.
- Returns are subject to restocking fees and freight costs associated with the original shipment and return
- Restocking fees levied by Manufacturers and freight costs (both ways) are passed on to end users
- If an item you wish to return is a standard inventory item and the product is in "new", "unmarked", and "saleable condition" restocking charges may be waived

Damage / Freight Claims

- INSPECT your shipment immediately upon arrival. Tell the delivering carrier if you find anything wrong, broken, or damaged in any way. Make notation on the receipt you sign when receiving the shipment.
- All electronic components particularly flat panels of any size must be opened and inspected for damage.
- Claims for Damages or Shortages must be reported within 24 hours of receipt of shipment. All packing materials/boxes must be retained, at the receiving point, as the carrier will need to inspect the shipment.
- If a shipment is refused, for any reason, re-stocking fees and freight charges will be billed to your account.





www.ccspresentationsystems.com

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CCS National Locations Chart

CCS Nevada

Las Vegas
Reno

Rian and Tenli Flourens

CCS Idaho

Boise

Rian and Tenli Flourens

CCS Arizona

Scottsdale
Tucson

*John and Beth
Godbout*

CCS New Mexico

Albuquerque

John and Beth Godbout

CCS New England

Nashua, NH
Woburn, MA

Chris and Cheryl Gamst

CCS Maryland

Columbia

Strib and Jean Meares

CCS Virginia

Richmond

Strib and Jean Meares

CCS California

Los Angeles
Orange County
San Diego
San Jose

David and Gina Riberi

CCS Nebraska

Omaha

Ed and Julie Pullen

CCS Iowa

Des Moines

Ed and Julie Pullen

CCS Florida

Jacksonville
Miami
Orlando
Pensacola
Tallahassee
Tampa

John Doster

CCS Colorado

Colorado Springs
Denver

Scot Bestick and Claudia Prince

CCS Texas

Houston
Dallas

Ben Pickrel

CCS Kansas

Kansas City

Brian and Mike MacGee

PROJECTED 2013 REVENUE FROM COMMERCIAL AV SYSTEMS INSTALLATIONS/ PROJECTED 2013 TOTAL REVENUE	2012 REVENUE FROM COMMERCIAL AV SYSTEMS/2012 TOTAL REVENUE	NUMBER OF 2013 INSTALLATIONS/ FULL-TIME EMPLOYEES/ COMPANY LOCATIONS/ YEARS IN BUSINESS	PRIMARY SERVICES OFFERED/ PRIMARY PRODUCT LINES OFFERED
---	---	---	--

1 AVI-SPL Tampa, FL | 800-282-6733 | www.avispl.com

\$564.58M/\$601.9M

\$387.04M/\$580.73M

8,753/1,700/40/34

Design, build, and support collaborative environments with solutions including videoconferencing, digital media, intelligent building technology, 2D/3D visualization, physical security, and command and control centers./All major collaborative technology manufacturing partners.

2 WHITLOCK Richmond, VA | 800-726-9843 | www.whitlock.com

\$192M/\$192M

\$177M/\$177M

> 2,000/650/20/57

Global AV solutions provider, offering AV integration, enterprise standards, unified communications, telepresence/videoconferencing, digital media and signage networks, visualization/simulation, and a full array of managed services./ Authorized dealer for all leading AV and UC manufacturers; highest attainable partnerships with all key vendors on a national and global basis, including Polycom, Cisco, Crestron, AMX, SMART, Christie, NEC, Sony, Chief, and Biamp.

3 DIVERSIFIED SYSTEMS Kenilworth, NJ | www.divsystems.com

\$172M/\$172M

\$127M/\$127M

880/250/8/20

Diversified Systems, in fidelity to its name, provides a broad spectrum of best-practice services in media delivery solutions for audiovisual, broadcast media, information technology, and other related fields. /Crestron, Christie Digital, AMX, Extron, Evertz, Harris, Sony, Panasonic, NEC.

4 AVI SYSTEMS Minneapolis, MN | www.avisystems.com

\$170M/\$170M

\$147.1M/\$147.1M

2,020/400/18/39

Professional audiovisual, telepresence, and broadcast systems integration and support./Cisco, Polycom, Avaya, Crestron, AMX, Hitachi, Biamp.

5 TECHNICAL INNOVATION Atlanta, GA | 800-554-5440 | www.technical-innovation.com

\$124.5M/\$128M

\$106.5M/\$110M

2,300/288/7/76

Technical Innovation is a design/build systems integrator specializing in unified communications technologies, mission critical facilities, presentation and visualization environments, and broadcast solutions. TI focuses on designing solutions specific to their client's needs and to providing an exceptional customer experience./All major AV industry manufacturers are represented and backed by a comprehensive, flexible customer support and managed services program.

6 CCS PRESENTATION SYSTEMS Scottsdale, AZ | 480-348-0100 | www.ccsprojects.com

\$103.5M/\$115M

\$96.92M/\$107.69M

5,039/300/23/22

CCS Presentation Systems provides design, installation, training, and maintenance of AV equipment, including projectors, large-format displays, control systems, VTC, and more to corporate, education, and government customers./NEC, Mitsubishi, EPSON, SMART Technologies, Panasonic, Christie, AMX, Crestron, Chief, Samsung, Sennheiser, Shure, Kramer, Da-Lite, Mersive, Sharp, Biamp, Canon, InFocus, LG, Vaddio, ViewSonic, LifeSize, Polycom, Atlas Sound, Anchor Audio, Optoma.

7 HB COMMUNICATIONS North Haven, CT | 203-234-9246 | www.hbcommunications.com

\$96.8M/\$116.9M

\$88.4M/\$107.9M

1,060/330/3/67

Systems integration, broadcast video, videoconferencing, distance learning, IP visual communications, digital signage, unified communications, and live event production./Cisco, Polycom, Extron, Crestron, Christie, Sony, Panasonic, Avid, AMX, Barco, Vidyco, LifeSize, Samsung, Sharp, Visix.

8 FORD AUDIO-VIDEO Oklahoma City, OK | www.fordav.com

\$91M/\$91M

\$82M/\$82M

650/340/7/40

Design, installation, and service of professional/commercial AV systems./ All professional AV sound, video, and lighting products.

9 ELECTROSONIC Burbank, CA | 888-343-3604 electrosonic.com

\$85M/\$107M

\$85M/\$111M

641/399/14/49

Integrated AV systems, including technical design, maintenance, and operational support./Hundreds of manufacturers represented.



Q&A

Where did you see the most growth in 2013?

Eric Choucroun, Account Executive, Washington Professional Systems

Video telepresence systems, from turn-key single-camera carts to custom four-camera rooms, and DSP-enhanced audio instrumentation were key growth areas for Washington Professional Systems. WPS attributes the growth in VTC to ever-shrinking public and private sector travel budgets. The pace of advances in DSP technologies also provided customers with opportunities to upgrade or replace older systems, even systems that had been in use less than five years.

Derek Paquin, Principal, Sensory Technologies

Large enterprise showed the greatest growth for us in 2013. Coming out of 2012, we made a strategic decision to reduce the reliance on our existing client base and challenged the business development team to create a strong go-to-market strategy for new clients. We worked hard to take our successful, innovative solutions to a broader range of clients this past year and held each other accountable to that objective every day.

Jeff Stoeber, CEO, AVI Systems Healthcare and corporate, based on increasing construction activity.

John Zettel, CEO, AVI-SPL

This year we saw growth in corporate and education (K-20). On top of our integration services, clients in these verticals are seeking managed services in order to support them ongoing.

Scott Birdsall, President and CEO, CompView

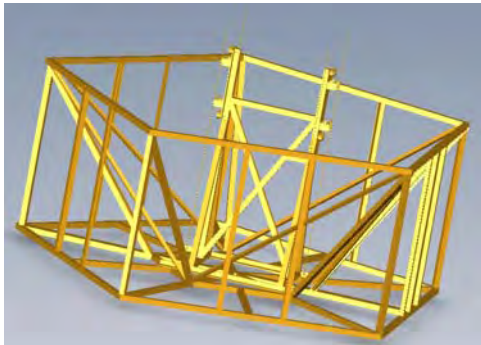
The three largest contributors to our over 20 percent growth in 2013 were the acceleration of demand for collaboration solutions in the corporate and higher education market segments; the expansion of our healthcare solution business segment, specifically in operating room solutions; and the significant increase in the size of projects. It is now common for projects to be multiple millions of dollars, and span the complete North American market.





About CCS

With 23 branches across the country and an annual revenue of over \$115 million, CCS Presentation Systems has been one of the leading suppliers of audio/video products and solutions for the past 23 years. CCS is currently the 6th largest systems integrator in the United States as rated by System Contractor News.



Our 27,000 sq. ft. headquarters in Scottsdale, AZ houses over 100 engineers, service technicians, installers, project managers, programmers, account executives, product trainers and over \$3 million in inventory. Our Tucson facility features a complete sales, installation, service, and training team that meet the needs of our extensive customer base in Southern Arizona.



From simple accessories to multi-million dollar integration projects, CCS serves all market segments including corporate, local, state and federal government, military, medical, K-12, higher education, and non-profit. Our diversity and expertise enables us to provide superior products, services, and solutions to meet the unique needs of every client.

Vendor Relationships



CCS understands that strong partnerships do so much more than create solid supply chains. The relationships that we have established with our vendors throughout the past 23 years enhance the service capabilities we provide to our customers.



We are intimate with most Senior V.P. level contacts and call on them regularly to help us with customer service issues, product development and critical technical support needs. Our excellent relationship with our vendors enables us to provide our customers the best-level pricing, priority product allocation, priority technical support, and customized offerings.

CCS is one of the top resellers in the U.S. for NEC, Epson, SMART, Panasonic, Mitsubishi, AMX, Crestron, eInstruction and many others.

Customers

Here is a brief listing of some of our top clients over the past 5 years:



American Express
Intel- Preferred Provider Status Nationwide
General Dynamics– National Account Agreement
Raytheon Missile
Honeywell
Caremark/CVS
APS
The W Hotel
Sheraton Hotel
Casino Arizona



Arizona State University
University of Phoenix
Maricopa Community Colleges
Universal Technical Institute



Chandler USD
Mesa Unified School District
Scottsdale USD
Kyrene SD
Dysart USD
Paradise Valley USD
Deer Valley USD
Phoenix ESD
Phoenix Union HSD
Glendale ESD



Projects

CCS has extensive experience custom designed projects to meet customers' unique needs. From large integration jobs to technology rich meeting spaces, CCS has assisted countless clients with their audio visual needs.

Representative projects include:



- SGA Headquarters—Scottsdale, AZ
Executive Conference Room: pentagonal plasma video display system, ceiling mounted drop down mechanical lift for five 58" high definition plasmas, video conferencing, teleconferencing and audio.
- TXDOT Dal Trans Center— Mesquite, TX
The Operations Center system connects of over 200 traffic cameras located throughout Dallas, TX, all terminating into a fiber based switch routed through the video system.
- Hanscom Air Force Base—Middlesex County, MA
Features a conference room with a two 103" plasma displays and a secure/non-secure video conferencing system.
- University of Nevada—Las Vegas—Las Vegas, NV
4 standard classrooms, 2 small skill labs, 1 large skill lab with 12 standardized patient rooms, 2 distance learning rooms and 8 clinical simulation labs.

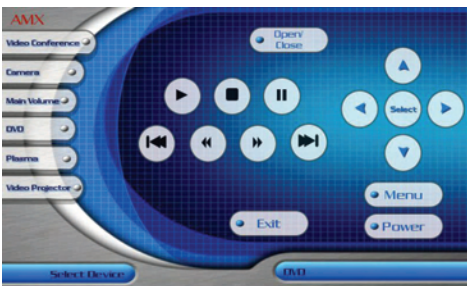


CCS is proud to be the sole source dealer for General Dynamics and has Preferred Provider Status for Intel, Honeywell and Caremark/CVS.



Integration

CCS employs a highly-qualified and experienced staff of certified AMX/Crestron programmers, project managers, design engineers and installers. Our in-house teams enable us maximum control over project management, scheduling, and quality control – something virtually impossible to do when using unfamiliar subcontract employees. From sales to design to installation, our experts work together to provide our customers with the best solution available.



CCS proudly employs some of the most experienced audio-visual integrators in the nation. The 50+ member team has completed multi-million dollar projects and high-volume 1000-unit installations, including some requiring high-level U.S. Military security clearance.



Customer service and satisfaction are the building blocks for everything we do, and are reflected in our dedication on every project. CCS believes such service and support creates customers for life.

At the inception of each job, a CCS Project Manager is assigned and becomes the main point of contact for the customer. It is then the Project Manager's responsibility to manage the team of CCS installers making sure that the project runs according to plan, on time and within budget. They ensure that all customer questions are answered and all expectations met.





Arizona—New Mexico



Company Overview

John Godbout and his wife Beth Godbout founded CCS Presentation Systems in 1991. From this two-person operation, CCS Presentation Systems has grown to become one of the largest groups of audio/video integration companies in the state of Arizona. It boasts more than 100 employees and annual revenue in excess of \$50 million.

Services

CCS Presentation Systems provides full service audio-visual equipment integration, installation and maintenance in schools, businesses and government sites.

Products

Projectors • Plasma / LCD Displays • Control Systems • Interactive Whiteboards • Audio Systems • Document Cameras • Broadcast Quality Camcorders • Audience Response Systems • Projection Screens • Security • Digital Signage • Lecture Capture

Representative Customers

American Express • Arizona State University • Chandler Unified School District • City of Avondale • General Dynamics • Intel Corporation • LGE Design Build • Phoenix Union High School District • Pulte Homes • Raytheon • W Hotel • SGA • University of New Mexico

Scottsdale, AZ Headquarters

17350 N. Hartford Drive, Scottsdale, AZ 85255
480-348-0100 (p) 480-348-0101 (f)

Tucson, AZ

3633 E Irvington Road
Tucson, AZ 85714
520-318-0100 (p)

Albuquerque, NM

Location TBD
505.331.2981 (p)
866.577.1807 (f)



GSA Contract # GS03F0174V
Arizona ROC # 140448
New Mexico ROC # 364337



California



Company Overview

David Riberi, his wife Gina, and his brother Robert founded CCS California in 1996. From this three-person operation, CCS Presentation Systems has grown to become one of the largest audio/video integration companies in the state of California, with four offices in major metro areas. It boasts more than 50 employees and annual revenue in excess of \$20 million.

Services

CCS Presentation Systems provides full-service audio-visual system design, installation, programming, training, and maintenance in schools, businesses, and government sites throughout California.



Products

Projectors • Plasma / LCD Displays • Control Systems • SMART™ Interactive Whiteboards • Audio Systems • VTC Systems • Document Cameras • Pro Audio and Video Products • Audience Response Systems • Projection Screens • Security • Digital Signage • Lecture Capture

Representative Customers

American Business Bank • BioRad • Carlsbad USD • Cisco • El Camino Community College • Hastings College • KLA Tencor • Lakeside Unified School District • Lockheed Martin • Marlborough School • Northrop Grumman • Northwestern Mutual • Oakland Military Institute • Paramount Pictures • Participant Media • Pomona College • RealD • Solar Turbines • Space Systems Loral • Spirent Communications • Toyota • UCLA • UCSD • University of Southern California • U.S. Coast Guard • U.S. Navy • Walt Disney Company • Warner Brothers



Los Angeles Headquarters

3331 Jack Northrop Ave., Hawthorne, CA. 90250
424-675-2600 (p) 424- 456-3844 (f)

Orange County

888-788-7225

San Diego

7284 Clairemont Mesa Blvd. San Diego, CA 92111
888-293-8428

San Jose

2051 Junction Ave. Suite 110
San Jose, CA 95131
888-657-1778



California Contractor's License #830835

Bondable to \$5 million

Multiple CMAS Contracts

GSA Contract # GS03F0174V

www.CCSProjects.com/ca

www.AVforArchitects.com



Colorado



Company Overview

CCS Colorado opened its office in the fall of 2002. With offices in both Denver and Colorado Springs, CCS Colorado has grown from a 2 person operation to 18 people serving customers' audio visual needs in both Colorado and Wyoming. Year after year double digit growth has allowed CCS to become a major audio/visual integrator in the Colorado and Wyoming marketplace.

Services

CCS Colorado is a full service audio visual integration company. From classrooms in the K-12 market, lecture halls and auditoriums in higher ed to churches, government facilities and large scale executive boardrooms, CCS Colorado has the capability to integrate, install and maintain both basic and complex audio visual systems.

Products

Projectors • Plasma / LCD & LED Display Technologies • Control Systems • Interactive Whiteboards • Audio & Video Conferencing Systems • Document Cameras • Image Capture • Audience Response Systems • Projection Screens • Security • Digital Signage

Representative Customers

Colorado Mountain College • Rio Tinto Minerals • Oracle • University of Denver • St. Regis Hotel • Aspen School District • HCA/HealthOne • University of Colorado • Wagner Equipment • Jefferson County Schools • Peterson Air Force Base • Church in the City • Federal Department of Transportation • Ameristar Casino

Denver, CO Headquarters

699 Bryant Street, Suite 100, Denver, Colorado 80204
303-694-3323 (p) 303-785-0260 (f)

Colorado Springs, CO

1065 Elkton Drive
Colorado Springs, CO 80907
719-630-1900 (p)



FLORIDA



Company Overview

CCS Florida Home Office location opened in 1996, and is owned by John Doster. CCS Florida has grown to become one of the largest groups of audio/video integration companies in the state of Florida. CCS Florida currently has two locations with approximately 25 employees and annual revenue in excess of \$10 million. With plans to expand in the next year.

Services

CCS Presentation Systems provides full service audio-visual equipment integration, installation and maintenance in schools, businesses and government sites. CCS Presentation Systems provides full service audio-visual equipment integration, installation and maintenance in schools, businesses and government sites.

Products

Projectors • Plasma / LCD Displays • Control Systems • Interactive Whiteboards • Audio Systems • Document Cameras • Broadcast Quality Camcorders • Audience Response Systems • Projection Screens • Security • Digital Signage • Lecture Capture and Video Conferencing

Representative Customers

CSX Transportation • University of Florida • Florida State University • Duval County Public Schools • City of Jacksonville • General Electric • University of North Florida • Bethune Cookman University • Embry Riddle Aeronautics University • Raytheon • Blue Cross Blue Shield • Naval Education (NETPDTC) • University of Tennessee • Department of Homeland Security • Camp Blanding • Palm Beach County Schools • Hillsborough County Schools

Jacksonville, FL Headquarters

9655 W. Florida Mining Blvd. Suite 509, Jacksonville, FL 32257
904-998-7227 (p) 904-998-7225 (f)

Orlando, FL

6881 Kings Point Pkwy, Suite 16, Orlando, FL 22819
407-996-0080 (p) 407-996-0080 (f)



GSA Contract # GS-03F-0028S
Florida State Contract # 880-000-019
TCPN Contract # R4725
PAEC #AEPA-IFB-010



Kansas

CCC Presentation Systems—Kansas City

7820 Barton Street, Lenexa, KS 66215

913-948-6666 (p) 913-948-6667 (f)

www.ccspresentationssystem.com

Company Overview

With 23 branches across the country and an annual revenue of over \$115 million, CCS Presentation Systems has been one of the leading suppliers of audio/video products and solutions for the past 23 years. CCS is currently the 6th largest systems integrator in the United States as rated by System Contractor News.

From simple accessories to multi-million dollar integration projects, CCS serves all market segments including corporate, local, state and federal government, military, medical, K-12, higher education, and non-profit. Our diversity and expertise enables us to provide superior products, services, and solutions to meet the unique needs of every client.

The team of a/v professionals located in Kansas City builds upon the experience and skill of the CCS national network, to offer businesses and schools in the Midwest state-of-the-art a/v installation and design expertise.

Services

CCS Presentation Systems provides full service audio-visual equipment integration, installation and maintenance in schools, businesses and government sites.

CCS is one of top resellers in the US for NEC, Epson, Frontrow, SMART, Panasonic, Mitsubishi, AMX, Crestron and many others.

Representative Customers

A.L. Huber Construction • Baldwin City Unified Schools • Blue Valley School District • Cerner Corporation • DeVry University • Francis Howell School District • Hickman Mills School District • Kirksville School District • Olathe School District • One Beacon Insurance • Prism Financial Services • Raytown School District • St. Andrew's Christian Church • Sedalia School District • Warrensburg School District

Products

Projectors • Plasma / LCD Displays • Control Systems • Interactive Whiteboards • Audio Systems • Document Cameras • Broadcast Quality Camcorders • Audience Response Systems • Projection Screens • Security • Digital Signage • Lecture Capture

Contacts

Brian MacGee

913-948-6663

bmacgee@ccsprojects.com

Mike MacGee

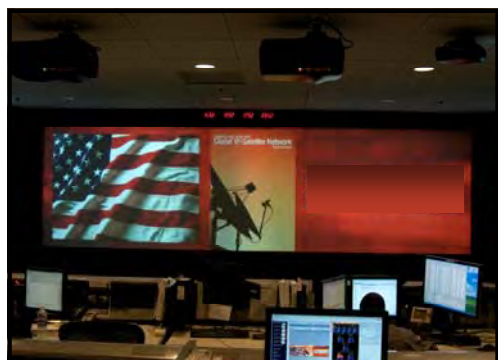
913-948-6664

mmacgee@ccsprojects.com





Mid-Atlantic



Company Overview

CCS Presentation Systems -Mid-Atlantic was founded in 2002 by Jean and Strib Meares. Since then CCS - Mid-Atlantic has grown to three offices providing audio-visual products and services to Maryland, Virginia, Washington DC and the entire region. CCS Mid-Atlantic is 30 employees strong with an annual revenue exceeding \$10 million.

Services

CCS Presentation Systems is a full service audio-visual integrator. Our expertise lies in system design, integration, installation and maintenance for all market segments including corporate, local, state and federal government, military, medical, K-12, private, public and higher education. CCS additionally provides training, repair, and maintenance services.

Products

Projectors • Plasma / LCD Displays • Control Systems • Interactive Whiteboards • Audio Systems • Document Cameras • Audience Response Systems • Projection Screens • Security • Digital Signage • Video Tele-Conferencing • Sound Masking

Representative Customers

Northrop-Grumman • Boeing • The Community College of Baltimore County • University of Maryland • College of Southern Maryland • Mantech International • Johns Hopkins University • Segovia • NSA • National Institutes of Health • FBI • Aberdeen Proving Ground • American Red Cross • Numerous Public School Systems in MD & VA

Columbia, MD, Mid-Atlantic Headquarters

8901 Herrmann Drive
Columbia, MD 21045
(410) 290-9028

Richmond, VA

1634 Ownby Lane
Richmond, VA 23220
(804) 359-5303

Virginia Beach, VA

2134 Retreat Court
Virginia Beach, VA 23454
(757) 412-0053





Nebraska-Iowa



Company Overview

CCS Presentation Systems was opened in Nebraska by Ed & Julie Pullen in April of 2003. Representation in Iowa was later added in 2008. CCS Presentation Systems continues to experience steady growth from year to year. Offices are now located in Omaha, NE, Lincoln, NE, & Des Moines, IA.

Services

CCS Presentation Systems provides full service audio-visual equipment integration, installation and maintenance in schools, businesses and government sites.

Products

Projectors • Plasma / LCD Displays • Control Systems • SMART Boards • Audio Systems • Document Cameras • Audience Response Systems • Projection Screens • Video Teleconferencing • Digital Signage

Representative Customers

Fraser Stryker PC LLO • Offutt Air Force Base • Creighton University
Bryan LGH Medical Center • Saint Elizabeth Medical Center • Millard Public Schools • University of Nebraska—Lincoln • Omaha Public Schools • Elkhorn Public Schools

Omaha, NE—Main Office

11041 O Street, Omaha, NE 68137
402-331-2320 (p) 402-331-2322 (f)

Lincoln, NE

1135 M Street
Lincoln, NE 68508
402-599-0902 (p)

Des Moines, IA

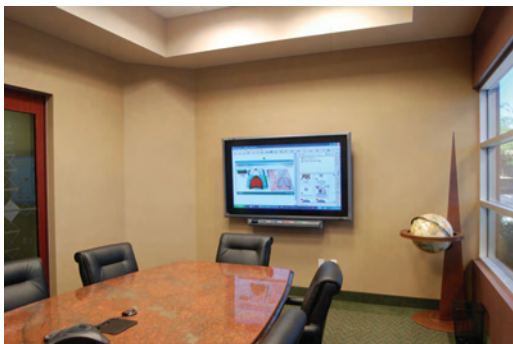
1106 E. Girard Ave
515.339.6119 (p)
402.331.2322 (f)



GSA Contract # GS-03F-0174V



Nevada



Company Overview

The Nevada office of CCS opened in 1999 and is one of the largest audio/visual integrators in the state of Nevada. The Nevada office features full time service, design and installation staff. In 2010 CCS Nevada opened a second office located in the city of Reno to cover the needs of Northern Nevada.

Services

CCS Presentation Systems provides full service audio-visual equipment integration, installation and maintenance in schools, businesses and government sites. CCS Presentation Systems provides full service audio-visual equipment integration, installation and maintenance in schools, businesses and government sites.

Products

Projectors • Plasma / LCD Displays • Control Systems • Interactive Whiteboards • Audio Systems • Document Cameras • Broadcast Quality Camcorders • Audience Response Systems • Projection Screens • Security • Digital Signage • Lecture Capture

Representative Customers

University of Nevada Las Vegas • Clark County School District • City of Las Vegas • Touro University • College of Southern Nevada • Las Vegas Metro Police Department • North Las Vegas Municipal Courts • Southwest Gas • Nevada Department of Wildlife • Nellis Air Force Base

Licensed Nevada Contractor

License #: 60399—C-2D Low Voltage

Las Vegas, Nevada—Headquarters

2870 S Jones Boulevard, Las Vegas, NV 89146
702-869-0020 (p) 702-365-8740 (f)

Reno, Nevada

10580 N McCarran Boulevard #115-510
Reno, NV 89503
775-686-8690 (p)





New England



Company Overview

Chris and Cheryl Gamst opened the CCS Presentation Systems New England location in 1998. CCS New England is a women owned, federally certified SBA 8(a) SDB and a SOMWBA certified MBE, WBE & DBE Company.

CCS was awarded as one of the Top 50 women owned businesses, Top 50 diversity owned businesses and Top 50 privately held businesses in Massachusetts by Diversity Business in 2010.

Services

CCS Presentation Systems provides full service audio-visual equipment integration, installation and maintenance in schools, businesses and government sites.

Products

Projectors • Plasma / LCD Displays • Control Systems • Interactive Whiteboards • Audio Systems • Document Cameras • Broadcast Quality Camcorders • Audience Response Systems • Projection Screens • Security • Digital Signage • Lecture Capture

Representative Customers

Raytheon • Federal Aviation Administration • Northrop Grumman
Hanscom Air Force Base • IBM • Wyeth Biopharma • M.I.T
University of New Hampshire • Bentley University • Harvard University
University of Massachusetts Boston • Boston Public Schools
Cambridge Public Schools



Chelmsford, MA

101 Brick Kiln Drive, Bldg 2, Suite 3, Chelmsford, MA 01824
978-256-2001 (p) 978-256-2002 (f)

Nashua, NH

132 Northeastern Blvd, Nashua, NH 03062
978-256-2001 (p) 978-256-2002 (f)



Massachusetts State Audio Visual Contract # OFF30
Massachusetts Higher Education Consortium Multimedia
Contract # MC09-B11

U.S. Air Force NetCents Contract
U.S. Army ITES 2(s) Contract



Texas



Company Overview

6th largest audio visual systems integrator in the US

With 23 branches across the country and an annual revenue of over \$115 million, CCS Presentation Systems has been one of the leading suppliers of audio/video products and solutions for the past 23 years. CCS is currently the 6th largest systems integrator in the United States as rated by System Contractor News. Ben Pickrel is the President of CCS Texas and has been in the audiovisual industry in Houston for 18 years.

Services

CCS consists of experienced and certified designers, programmers, project managers, audio engineers and video conferencing specialists dedicated to each installation. These dedicated teams interface throughout every project with architects, general contractors, project managers, consultants, facilities managers, IT staff and corporate managers. CCS provides ongoing maintenance agreements and also offers cloud based remote management with live helpdesk which means we stand by our work and by our customers each step of the way.

Products

Video Conference and Collaboration Systems • Video Walls / LCD Displays • NOC / Command and Control Systems • Interactive Whiteboards • Audio Systems • Digital Signage • Cloud Based Video Services roadcast • Audience Response Systems • Projection Screens • Security • Digital Signage • Arenas & Sport Venues Signage • Wireless Connectivity

Brands

Crestron • AMX • Epson • NEC • Cisco • Polycom • Christie • Barco • Panasonic • Planar • Crown • JBL • Shure • Biamp • Vaddio • Chief • Da-Lite • Smart • InFocus • Chrisite • ClearOne • Spectrum • Middle Atlantic • Draper

Representative Customers

C&J Energy • Texas A&M • DNV-GL • Houston Community College • BHP Billiton • YMCA • Logica • Honeywell • Houston Community College • Raytheon • Fulbright and Jaworski • Crescent Real Estate • Cobalt International

Houston, TX Headquarters

12841 Jones Road Suite 235
Houston, TX 77070
713 892-5850 (p) 281 369-4896 (f)

Dallas TX

3809 Tablestone Dr.
McKinney, TX 75050
469 247 5270



CCS PROJECT SUMMARY

CASINO ARIZONA



TALKING STICK RESORT



The CCS Solution

Designed in conjunction with Casino Arizona, CCS is using its years of experience to create and install an impressive new venue in Scottsdale, AZ. Over 1,000 speakers and 100 displays will be spread throughout the 15-story hotel, casino and conference center, featuring a continuous video wall of six 103" plasma displays on a custom designed lift system.

Client

Casino Arizona
Talking Stick Resort

Contact

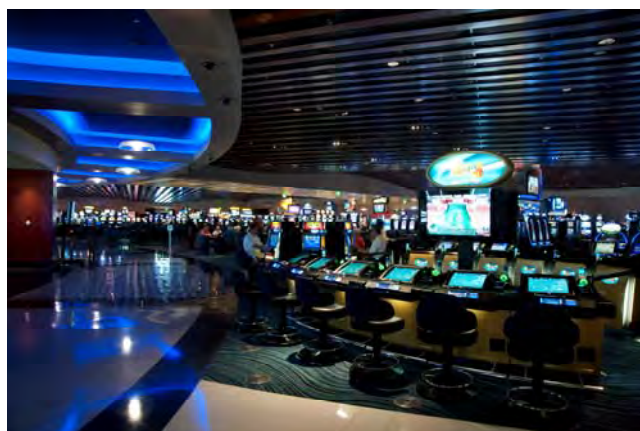
Ray Rodriguez, Audio Visual Manager
480-850-7845

Project Value

\$3.5 million

Project Goal

All audio systems, visual displays and digital signage throughout the new Talking Stick Resort including the 15-story hotel, state-of-the-art casino and fully equipped conference center. Opened—Spring 2010.



CCS PROJECT SUMMARY



The CCS Solution

CCS Arizona was selected to design and install all audio visual aspects of this new world headquarters facility. Venues include: 7 executive level conference rooms outfitted with video and audio conferencing, each room having multiple displays; 11 standard conference rooms; 5 lounge conference rooms with distributed video; a digital signage system that spans the entire 8-floor building; and a world class Press Room with an extensive 18-display video wall. Integration also included off-site owners building with 5 executive offices and 1 executive conference room.

Client

International Speedway Corporation
NASCAR / Grand Am Racing
Daytona Beach, FL

Contact

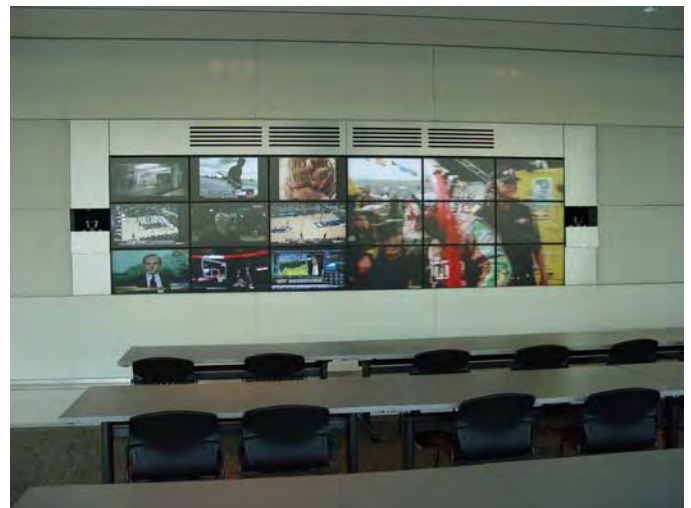
Joe Bonnano
386-681-4051

Project Value

\$3.2 million

Project Goal

To design and integrate cutting edge audio visual systems for NASCAR world headquarters in Daytona Beach, Florida.



CCS PROJECT SUMMARY



The CCS Solution

CCS implemented elaborate audio visual technology across the court's lobby, 16 jury deliberation rooms, six conference rooms and four training rooms. Dual stacked lobby docket monitors, measuring 12-feet high, display court schedules showing where a certain case is being held for lawyers, jurors and guests, representing a true way-finding application. Touch panel controls were installed in the jury assembly room to operate the side-by-side dual displays for sending analog or digital signals for cable TV, movies, Internet application and primarily for "agile jury." The monitors display all of the panels and jurors' names and numbers, alerting them to head over to the staging area for organizing jury panels. A camera focuses on the presiding judge for addressing jurors on what to expect and the process ahead on 64 monitors in the main assembly area.

Client

The Superior Court of Arizona
Maricopa County—Phoenix, AZ

Contact

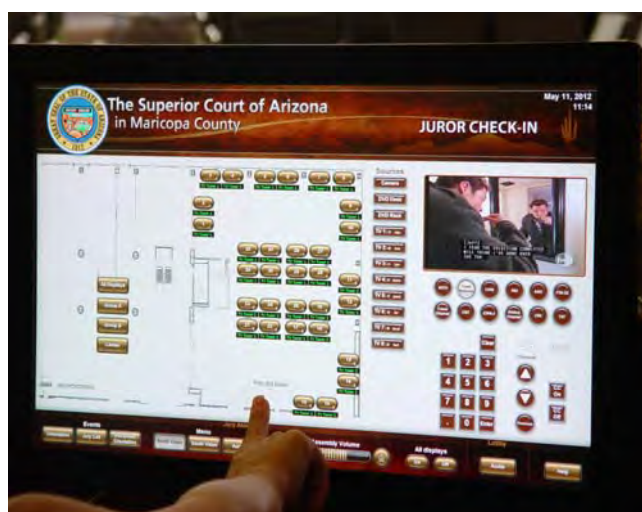
Candace Atkinson—Jury Operations
602-372-2933

Project Value

\$2.1 million

Project Goal

The goal of the project was to give jurors and individuals who have been summoned a much better experience over that of the nearby 1950s court building, made possible with a big boost in technology.



CCS PROJECT SUMMARY



Client

University of Nevada Las Vegas
Clinical Simulation Center
Las Vegas, NV

Contact

Lance Baily
702-774-2106

Project Value

\$1.775 Million

Project Goal

All classrooms and labs fully functional within 30 days of the building's competition date.



The CCS Solution

When CCS Nevada was awarded this project we were asked by the school to have the project substantially completed prior to the start of school. The facility opened on time and all rooms were operational for the start of school. The project included 4 standard classrooms, 2 small skill labs, 1 large skill lab with 12 standardized patient rooms, 2 distance learning rooms and 8 clinical simulation labs.



2370 S. Jones Boulevard Suite 3, Las Vegas, NV 89146
Phone: 702-869-0020 Fax: 702-365-8740 ccsprojects.com

CCS PROJECT SUMMARY



The CCS Solution

The crowning jewel of the new Football Operations Facility is the main Team Theater. This theater is large enough to host the entire team and is complete with high back leather chairs. CCS integrated a theater quality projector and surround sound audio system. The night before the game the players are typically sequestered and usually watch a motivational type feature length motion picture. The theater also has a coaching station for instructional capabilities. The theater also plays host to all post game interviews with Coach Gundy and the team. It is set up with podium and mic inputs for both the house and the press.

Client

Oklahoma State University
Boone Pickens Stadium
Stillwater, OK 74078

Contact

Jeff Naple, Director of Technology
405-612-4849

Project Value

Approx \$1,200,000.00

Project Goal

CCS built systems allowing game files to be distributed for instructional ability. This allows coaches to write over film/footage; uses "Coachcomm" remote and gives users complete control of the video.



CCS PROJECT SUMMARY



Client

Lockheed Martin
1111 Lockheed Martin Way, 5th Floor
Sunnyvale , Ca 94088

Contact

Erik Mejia, Network Datacomm 408-756-2452

Project Value

Over \$1,000,000.00

Project Goal

This was a high-level project for the top Lockheed executives. The systems on the 5th floor needed to be easy to use with a straight forward design approach. The control systems had to be flexible so a variety of presentation scenarios could be configured.

The CCS Solution

Utilizing Crestron Digital Media systems, Crestron touch panels, Cisco videoconference systems, large format NEC LCD monitors and Digital Projection WUXGA projectors, the CCS team based out of our San Jose location designed and installed AV systems in a main VTC conference room, (3) standard conference rooms, (2) Director's offices, a game room and a break room. CCS performed all of the engineering, on-site installation, Biamp and Crestron programming, testing, documentation and end-user training. Additional operational and logistical support for this project was provided by the CCS California headquarters in Hawthorne.



CCS PROJECT SUMMARY



Client

PetSmart Headquarters

Contact

Terry Markle, Building Services Coordinator
623-587-2031

Project Value

\$750,000

Project Goal

PetSmart needed a way to integrate technology and control into multiple spaces within their new headquarters in Phoenix, AZ.

The CCS Solution

CCS installed projector-screen combinations/plasma displays and Crestron control systems into: 23 conference rooms; two video conferencing rooms; the executive boardroom; & two training suites. Additional work was completed in the computer training room, fitness center, fitness classroom & the cafeteria, which doubles as a large venue meeting place.



CCS PROJECT SUMMARY



The CCS Solution

Dal Trans consisted of several types of systems within a 54,000 square foot facility. The Operations Room is a 1 high by 5 wide array (6' tall by 40' wide) with 5 rear projection units for 24/7 usage. This system is connected to over 200 traffic cameras located throughout Dallas which all terminate into a fiber based switch which in turn is routed thru the video system. A total of 15 RPG Spectrum quad units are provided to allow for multiple images per screen. Within the operations room are 6 Evans Consoles for 12 operators - each have a 1 by 4 array of 21" monitors. The system also includes an RF/Satellite distribution system, which not only includes the operations room, but other offices and conference rooms around the building. A sound system located in the operations room for audio support during emergency situations. All items within the operations room are being controlled with an AMX control system. One dividable training room was installed which consists of two front projection NEC projectors with two electric screens, two podiums, AMX control system and sound system. One conference room was installed with a podium, front projection NEC projector; Electric screen and AMX control system.

Client

Texas Department of Transportation
Dal Trans Center
Mesquite, TX 75150

Contact

Joseph Hunt, Director of Operations
214-319-6562

Project Value

\$646,000.00

Project Goal

This system is comprised of over 200 traffic cameras located throughout Dallas, Texas which all terminate into a fiber based switch routed through the video system.



CCS PROJECT SUMMARY



The CCS Solution

Designed in conjunction with the City of Fort Collins, CCS provided a "state-of-the-art" police facility which is designed to enhance police operations and community policing services.

The Emergency Operations Center and 3 dispatch pods required the ability to view any of 100+ sources on any screen at the touch of a button. Crestron control systems, multiple matrix switchers and RGB Spectrum wall processors assist in providing ease of use for these systems.

Client

City of Fort Collins
Police Services Facility
Fort Collins, CO

Contact

Mary Moore
970-221-6743

Project Value

\$571,000

Project Goal

Build an Emergency Operations Center, Community Center with seating & microphones for 50 people to be fed through fiber optics for cable access, dispatch pods, SMART classrooms, interrogation and briefing rooms & Polycom video tele-conferencing systems.



CCS PROJECT SUMMARY



Client

Texas A & M
College of Medicine
College Station, Tx 77843

Contact

Sean Alexander, Director of Technology
972-862-5031

Project Value

Approx \$500,000.00

Project Goal

CCS has upgraded existing classrooms audio and visual quality to a state of the art facility.

The CCS Solution

Upgrade existing classrooms from standard presentation rooms to full Distance Learning Classrooms. The classrooms consist of three projectors in the front of the rooms and one large format flat panel in the back. Upgrades include additional AMX control, audio DSP and the addition of push-to-talk microphones at every other student seat for Distance Learning. One hundred twelve microphones were installed in Lecture Hall 1 and seventy six were installed in Lecture Hall 2.



CCS PROJECT SUMMARY

NORTHROP GRUMMAN



The CCS Solution

After much testing and research CCS and NGC came to the conclusion that a new fiber optic backbone was the best way to move signals throughout the rooms. With a large number of existing connections available, CCS chose to install a completely universal system using Extron Foxbox fiber transmitter and receivers. By installing Opticonn wall connectors and Wireworx jumper cables, we could connect any signal type at any location. An Extron Fiber Matrix 6400 and receivers provided signal to the two Vista URS1608 Switchers. Since the room is re-configurable and can be split, CCS needed complete functionality on either side or as a combined space. The changes to the system provided better image quality, a more flexible meeting space, improved signal bandwidth and flexibility for future upgrades, and a production show type processor for improved on screen capabilities. Due to the need for daily use of the room CCS was contracted to provide maintenance and support for this facility since February of 2008. Field technicians and engineers do a complete systems test every month. No events have been re-scheduled or relocated since CCS took over the maintenance of this space.

Client

Northrop Grumman
Aerospace Systems

Contact

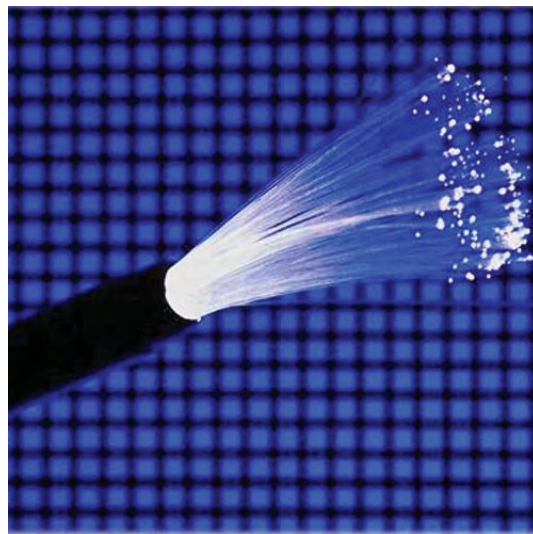
Neill Barter, AV Engineer
310.812.1876 neill.barter@ngc.com

Project Value

\$450,000

Project Goal

CCS worked hand in hand with the AV Engineer to accomplish three main goals: improve image quality, improve functionality and provide for optimum amount of versatility in the largest presentation space on campus the Aerospace Presentation Center.



New Northrop Grumman Corporate Pricing Discount Agreement #3381
LightWerks Communications Systems, Inc. dba CCS Presentation Systems, Inc.
Supplier Code # 90015489
Primary Contact : Carl Adams 714-966-1766 x 11 or 714-349-7663 cadams@ccsprojects.com
Secondary Contact : Brian Reilly 323-954-7754 x 215 breilly@ccsprojects.com

CCS PROJECT SUMMARY



SCOTTSDALE



The CCS Solution

CCS exclusively designed and installed audio systems in all of the public areas of the hotel, including the port cochere, lobby, hallways and elevators, two bars, four meeting rooms, and the pool deck. Special underwater loudspeakers were built into the pool structure itself, so guests don't have to swim in silence. Multiple speakers inlaid flush with the outdoor lamps provide music for those away from the bar. The men's washroom offers a bit of whimsy with motion tripped in-wall screens providing customized video display sequences of women gazing upon the users. Inside lobby, lounge, and bar areas also include unobtrusive speaker systems.

Client

W Hotel, Scottsdale, AZ

Contact

Dominic Scoles, Manager
480-970-2100

Project Value

\$400,000 +

Project Goal

Keeping in line with The W hotel's hip aesthetics, design and provide custom audio systems throughout the property.



CCS PROJECT SUMMARY



Client

Western State College of Colorado
College Center Student Union
Gunnison, CO

Contact

Svea Whiting
970-943-7057

Project Value

\$410,000

Project Goal

Provide a state-of the art, first-run digital projector and audio system in the student union movie Theater. Provide and program a Biamp distributed audio system throughout the College Center, projection systems in the Ballroom, multiple meeting rooms and in the gaming area. Provide and install a Corn Digital digital signage system in common areas.



The CCS Solution

Integrate and install a Christie CP2000ZX 3D Digital Cinema projector, Dolby Surround Sound, JBL Cinema Speakers, and a LifeSize high-def video tele-conferencing system in the Prosser Theater. The Prosser Theater is a state-of-the-art theater capable of showing first-run movies and presentations. The theater opened on December 18, 2009 with Avatar.

Equip building with Biamp distributed audio to integrate with the customer's network, paging and phone system.

Integrate and install audio/video systems for the Ballrooms and meeting rooms to run separately or simultaneously.

Design and integrate boardroom with Lifesize high definition video conferencing system and multiple microphones to be used by board members and faculty.



CCS PROJECT SUMMARY



**Federal Aviation
Administration**



The CCS Solution

The Federal Aviation Administration Project consisted of designing and installing a Control Room which monitors air traffic control and Airport runways for the New England region.

In addition, CCS designed and installed a Training Room at the FAA utilizing state-of-the-art display technology and full remote control capabilities.

The CCS solution featured (9) 61" NEC HD Plasma Displays, AMX Touch Screen Control Systems, Satellite Feeds, JBL Speakers, and a SMART Touch Screen Interactive Overlay.

Client

Federal Aviation Administration
Merrimack, New Hampshire

Contact

Coleman Hartigan, Support Manager

Project Value

\$400,000

Project Goal

To design and install a state-of-the-art Control Room and Training Room at the Federal Aviation Administration.



CCS PROJECT SUMMARY



The CCS Solution

The Hanscom Air Force Base Conference Room project consisted of designing and installing a secure/non-secure Video Conferencing System.

The CCS Solution featured (2) 103" Panasonic Plasma Displays, a Tandberg & Criticom secure/non-secure Video Conferencing System, a Crestron AV2 Control System with wired & wireless touch panels, an Extron Crosspoint Switcher, a custom built equipment rack, and a custom built operation console.

Client

Hanscom Air Force Base
Middlesex County, Massachusetts

Contact

Joe Boeggeman, Chief, Plans & Programs

Project Value

\$400,000

Project Goal

Create a Conference Room with a secure Video Conferencing System at Hanscom Air Force Base.



CCS PROJECT SUMMARY



The CCS Solution

CCS has been doing business with CAA since 2002. For this particular project, CCS was hired to upgrade a 300-seat theater. We worked directly with the CAA staff that uses the theater for a variety of meetings and events. CCS also worked directly with CAA's IT department to design and upgrade the Cisco videoconferencing system used in this space for inter-office meetings. Crestron's Digital Media line was used to upgrade the theater's video and computer connectivity and routing. Shure MX202B/C overhead mounted microphones and Biamp AudiaFLEX DSP were added to enhance the reproduction of live and recorded audio sources. New lighting was installed to enhance VTC calls. Some existing product was removed. Other equipment was relocat-

Client

Creative Artist Agency
Ray Kurtzman Theater
Los Angeles, CA.

Contact

Grant Dayman (424) 288-2000
GDayman@caa.com

Project Value

\$250,000.00

Project Goal

Update and upgrade all video, audio, videoconferencing and lighting in a 300 seat theater for a major talent agency in Los Angeles



3331 Jack Northrop Avenue, Hawthorne, CA 90250
Phone: 424-675-2600 Fax: 424-456-3846 www.ccsprojects.com/ca

CCS PROJECT SUMMARY



Client

Westworld
Scottsdale, AZ

Contact

Brent Bailey, Equestrian/Operations Manager
420-312-6813

Project Value

\$210,000 +

Project Goal

Completely demolish existing outdated audio systems and install new speakers, wiring, input plates, audio processing, amplifiers and control systems. Audio reinforcement must be audible to all participants and spectators, but not so loud as too frighten horses. All zones must be able to send or receive audio from all other zones.



The CCS Solution

CCS designed and installed custom full range weather proof outdoor speakers for nine show arenas with over 150,000 feet of water tight underground audio and speaker cable. CCS designed and installed a customized digital processing audio system to handles both the arena announce systems and a venue-wide paging system. All systems may be interconnected and routed one to the other. Customized equitation and delays provide for a truly unique audio system. CCS designed and installed a digital control system with a 42" LCD touch panel as the heart of the system and used to control all audio system functions. Custom graphics including site and arena maps and presets help provide ease of operation for the end user.



CCS PROJECT SUMMARY



The CCS Solution

CCS Presentation Systems—Denver designed a system for Colorado Mountain College that included a simple control interface for both non-technical users and for advanced users managing an event from the auditorium's sound booth. CCS employed a high definition projector for the client to show HD content from the Metropolitan Museum of Art. CCS also designed and installed a comprehensive theatrical lighting system to provide for high impact events. The main podium contains all technology that a lecturer could require to give a highly polished lecture.

Client

Colorado Mountain College
Breckenridge, Colorado

Contact

Alton Scales, Campus CEO
970.453.2209

Project Value

\$150,000.00

Project Goal

Create an auditorium space for 120+ participants that would allow for guest speakers, film viewings for content from the metropolitan Museum of Art and also to have the ability to host live performances.



CCS PROJECT SUMMARY



The CCS Solution

CCS provided a total turnkey upgrade to the over ten-year-old existing system at the University of Arizona's Football Stadium. The client had a short turnaround time, limited budget and existing facility constraints. CCS pulled together a team of audio specialists and experienced installers to repair and replace all the failed connections and remove and replace the transducers. CCS installed a row of speakers above the skyboxes, with additional speakers and video monitors under each overhang. Overall sound quality is now excellent and the scoreboard can be seen from any seat in the venue, resulting in a stadium sound system without rival in Tucson.

Client

University of Arizona Football Stadium
Tucson, AZ

Contact

Steve Kozachik, Assistant Director
Athletics, Facilities & Events Operations
520-621-2129

Project Value

\$120,000 +

Project Goal

To upgrade an aging stadium sound system on time and within budget.



CCS PROJECT SUMMARY



Client

Blue Valley USD 229
Overland Park, Kansas

Contact

Joe Yoakum, Director of Network Services
913-239-4000

Project Value

\$100,000 +

Project Goal

CCS was asked to create a standard for control in their district board rooms. Blue Valley also had a need for a video & audio solution for use in their High School Commons Areas.



The CCS Solution

CCS designed and is implementing some of the first all digital, high resolution 2x2 video walls, projection & audio systems in the Kansas City area. The implementation of the all digital design helps to "future proof" the Blue Valley District.



CCS PROJECT SUMMARY



The CCS Solution

CCS created a video-conferencing venue for Paramount that included the following elements:

- Polycom video-conferencing system
- AMX touch panel and control system to interface with legacy components already in place
- 60" and 42" plasma displays
- Extron switchers
- 16 in-table boundary microphones, automatic microphone mixers, and ceiling and wall speakers, for both VTC and 5.1 program audio.

Client

Paramount Pictures
Hollywood, California

Contact

Bob Kisor, V.P., Engineering & Tech'l Services
323-956-5944

Project Value

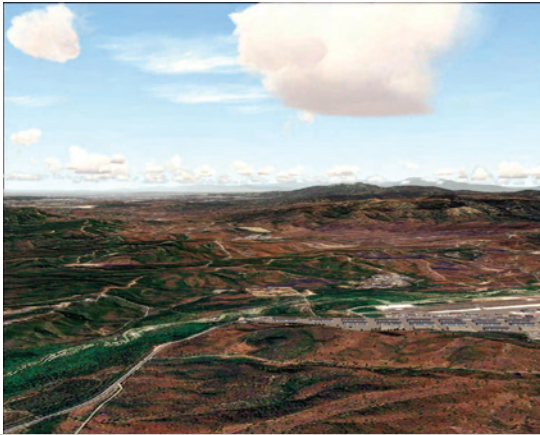
Approximately \$100,000

Project Goal

The goal was to retrofit an existing executive conference room to allow both in-house meetings and video-conferencing with remote office and movie production sites.



CCS PROJECT SUMMARY



The CCS Solution

CCS created a solution for the customer that included:

- Polycom multi-point video-conferencing system
- Polycom audio-conferencing solution
- Dual Crestron control system
- Multiple microphones
- Full 7-channel surround sound for video presentations
- Extron switchers and other interfacing equipment

Client

Camp Pendleton Naval Hospital
Marine Corps Base
Camp Pendleton, California

Contact

Lt. Nathan Seaman, Information Management
760-725-9833

Project Value

\$75,000

Project Goal

The goal was to design a system for a renovated auditorium to handle meetings, video-conferencing, and video presentation. CCS coordinated with various other construction contractors to bring the project in on time and on budget.



CCS PROJECT SUMMARY



The CCS Solution

CCS created an audio video design consisting of a high definition wireless projector, matching resolution screen, and LCD display to allow for different presentation formats. Table top mounted computer/input interface modules were integrated within the client's conference table top to accommodate all required inputs. Flush ceiling mounted speakers and a wall mounted touch panel were also installed.

Client

CB Richard Ellis/Mega Corporation
Omaha, NE

Contact

Lee Pedersen, Senior VP of Brokerage Services
402-697-5871

Project Value

Confidential

Project Goal

CB Richard Ellis, a well know commercial real estate investment firm in Omaha, NE wanted to implement a new audio video system for their newly remodeled conference room.



11041 "O" Street, Omaha, NE 68137
Phone: 402-331-2320 Fax: 402-331-2322 ccsprojects.com



Commercial INTEGRATOR

THE BUSINESS HANDBOOK FOR TECHNOLOGY PROFESSIONALS

10

IMPACT
INTEGRATORS

PAGE 38



59

MOST
IMPORTANT
PRODUCTS
OF THE YEAR

PAGE 44

Integrator OF THE Year

With 23 meticulously vetted geographic partners, \$103.5M CCS Presentation Systems has evolved into a behemoth “mom-and-pop” integrator. PAGE 32

*John Godbout, CEO/founder,
CCS Presentation Systems,
Scottsdale, Ariz.*

INTEGRATOR OF THE YEAR: CCS PRESENTATION SYSTEMS

His one-of-a-kind structure serves as an expansion prototype, but no other integrator has been brave enough to try to duplicate John Godbout's model.

By D. Craig MacCormack // Photography by Scott Foust

T

HERE'S A BIT OF AN AIR of mystery around this year's Integrator of the Year. Its model is unique for the AV industry, but you can't argue with its success after more than 20 years and continued annual bottom-line growth.

But how the heck has CCS Presentation Systems done it? How did CEO and founder John Godbout go from moving around the country nine times in a 20-year career at IBM to selling software for Proxima to launching his own company and seeing it steadily grow and become, in many ways, a standout in the systems integration industry?

"We have a bunch of people who really care," says Godbout, clearly downplaying the myriad challenges that come with essentially blazing his own trail in an industry that too often sees more of a conservative monkey-see, monkey-do attitude and approach.

Jim Landrum, director of sales in the PPD division at Mitsubishi Digital Electronics America, thinks it goes a lot deeper than that.

"I think he enjoys watching his partners become successful," says Landrum, who's worked with CCS for more than 12 years and is one of the network's primary partners when it comes to projectors. "Other people want to see their companies expand so they can beat their chest and let everyone know about it. John is exactly the opposite of that. He's like a proud papa."

David Riberi, who launched the California branch of CCS 17 years ago with his wife Gina, agrees with Landrum's assessment of Godbout and credits him for the company's success.

"There's only one John Godbout," says Riberi. "He just wanted to help people live the American dream and it's turned out to be good business. You can't replicate the trust and cooperation we have, and that all comes down from John and [his wife] Beth."

CI

Snapshot

CCS Presentation Systems
ccsprojects.com

PRIMARY LOCATION: Scottsdale, Ariz.

ADDITIONAL LOCATIONS: 23 locations throughout the United States, including California, Florida, New England, Colorado and Maryland

PRINCIPALS OF COMPANY AND THEIR TITLES: John Godbout, CEO/founder; Jack Seaver, CFO; Laura Byrne, COO; Dale Crull, integration general manager; Rod Andrewson, engineering manager; Abe Assad, sales manager; Will Dunham, K-12 education sales manager; Julie Solomon, marketing and training manager; Mark Engbarth, service manager

2013 REVENUES (PROJECTED): \$103,500,000

YEARS IN BUSINESS: 22

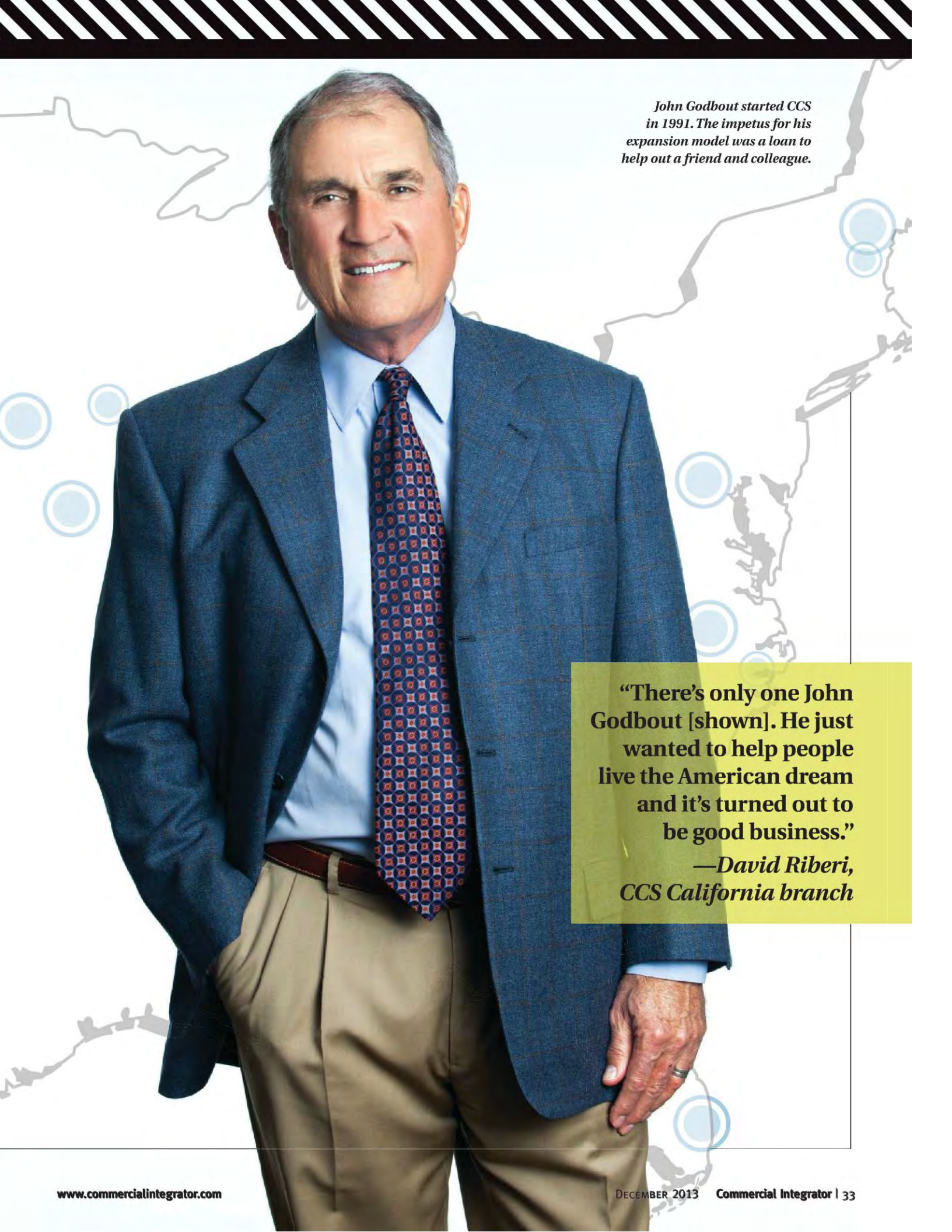
EMPLOYEES: 300

2012 COMMERCIAL INSTALLS: 5,039

TOP 3 VERTICAL MARKETS: Corporate, Government and Education

TOP 5 BRANDS: NEC, Epson, SMART Technologies, Crestron, AMX

"My company creates remarkable experiences for customers better than any other company."



John Godbout started CCS in 1991. The impetus for his expansion model was a loan to help out a friend and colleague.

“There’s only one John Godbout [shown]. He just wanted to help people live the American dream and it’s turned out to be good business.”

**—David Riberi,
CCS California branch**

The CCS Model

When Godbout left IBM before he was going to have to move for the 10th time in his career there, "I had no intention of being in the AV business," he says, but he joined Proxima for a few years before starting CCS in 1991. His brief time with Proxima would play a pivotal role in the evolution of CCS. As he expanded his company outside of Scottsdale and Tucson, Ariz., a former Proxima colleague, Mark Kalinsky, came to Godbout looking for advice — and money — to start his own business.

That led to a six-figure loan from Godbout to launch a now-shuttered CCS office in Texas and, unbeknownst to Godbout at the time, created the model CCS still follows today, with some modifications and tweaks.

"I thought if Mark could get it to work in Texas, we could do more of them," says Godbout, who was joined by Beth for the first several years of the startup in the 1990s. "If it didn't work, I told my wife I'd go get a job."

Riberi and Kalinsky are two of many CCS partners who have Proxima ties or have otherwise known Godbout for many years.

"We worked together, so we had a trust," says Riberi. CCS launched its California arm after Godbout and Riberi talked about teaming up over lunch at an InfoComm International event in Philadelphia.

"I always admired that the dealer channel were mom-and-pop type of operations," says Riberi of the CCS partner network.

Each of the eight partners under the CCS umbrella is tied to the parent company through a licensing agreement, with Godbout emphasizing this is not a franchise setup. Each partner also owns his or her own business and can build and create his or her own equity through the relationship.

"A lot of the processes start here, but we're the company we are today because of the people in our affiliates," says Godbout. "They have equity and they owe me money, so they're out there with skin in the game and that means a lot to them."

If you had to use Twitter to describe what your company does (maximum 140 characters) what would you tweet?

@CCS Arizona provides design, installation, training & maintenance of AV equipment to corporate, education and gov't customers

The equity piece "made all the difference," says Riberi. "You've got the ability to be part of something larger. Each of the partners define what their particular market needs but the customers get the best of both worlds: the buying power of a company with a quasi-national footprint and locally owned customer service."

The partners have monthly video conference calls via the Blue Jeans Network, says Riberi, but there's "no tremendous hierarchy and no real bureaucracy. My partners are my board of advisors. We're all facing the same challenges with a little twist on it."

"There are no 'big wigs' at CCS," says Rod Andrewson, engi-



"Other people want to see their companies expand so they can beat their chest and let everyone know. John Godbout [shown] is exactly the opposite. He's like a proud papa."
— Jim Landrum, Mitsubishi Digital Electronica America

neering manager. "When I think about how we're structured, that term always makes me laugh."

And, while CCS has certainly grown bigger than probably anyone imagined when Godbout gave his friend and former colleague a loan about 15 years ago, that doesn't mean it's been without its problems and challenges.

"We made a mistake in Chicago and hired the wrong guy there," says Godbout. "We did the same thing in Denver, although we're open again there and thriving today."

Burned twice by partnering with "the wrong guy," Godbout and CCS management has made their screening and interview process much more stringent, as Godbout's newest partners, Brian and Mike MacGee in Kansas City, found out.

The six-month vetting process includes someone from the headquarters office as well as at least three other partners, says Godbout.

"We're much more diligent on helping our partners be successful," he says.

"You have to be dedicated to finding the right people to open up new offices," says Andrewson. "John spends a lot of time with these people. The most important thing you have is your brand name. When you don't spend the right amount of time putting together those partnerships, you'll degrade your brand."

Joining the Team

Most of the time, people looking to join the CCS team will contact Godbout or someone else asking about becoming its newest partner, but Strib Meares launched the Mid-Atlantic region for the company at Godbout's request — and after some negotiations. Godbout says CCS gets about two or three seri-

ous inquiries every year, with the most recent coming in St. Louis but those talks “went nowhere.”

Godbout is always looking for the next region where CCS can plant its flag and he hopes to eventually return to Chicago and turn that memory around in the same way Scott Bestick and Claudia Prince have done in Denver. Godbout also has his eyes on Cleveland, among other locales, for expansion of the CCS family.

“We’re always looking for quality people,” says Godbout.

Riberi, who helped to bring in New England owners Chris and Cheryl Ganst through his relationship with Chris at Proxima, sees room for growth in the Pacific Northwest, Southeast U.S., Tri-State area of New York, New Jersey and Connecticut, and Philadelphia.

“To do this well, you have to be an entrepreneur and a sales guy and it helps to have a family structure where one is the sales person and one handles the operations side,” says Riberi. “And, of course, you have to trust each other.”

And, while the model has traditionally been that the new partner has started the operation from scratch, “it doesn’t have to be a startup,” says Godbout. Although CCS hasn’t made any acquisitions over its history, that doesn’t mean it’ll never happen.

Godbout warns, though, it’s not as simple as expressing an interest in becoming part of the group.

“We vet them hard,” he says about the approach to potential partners, especially in new regions. “One of the biggest concerns is cash flow. Just because I’m loaning you money, you have to be comfortable with not having a paycheck, maybe for a while, depending on how quickly things get up and running.”

And just because Godbout or one of the other owners knows a potential partner, that doesn’t mean the vetting process is any less stringent.

“Everyone has to go through the process,” says Riberi. “You really want to know these people. Anybody can start a business, but it’s hard to run a business.”

That vetting process isn’t restricted to potential partners either. It took Landrum more than a year to convince Godbout and CCS to work with him after a previous sour experience between the two companies. To date, CCS and Mitsubishi have partnered on many large-scale installs, including for the Scottsdale school system and a massive project for Intel, among many others.

“I’ve always admired the way John runs his company and his partners,” says Landrum, who had been working with Kalinsky before he joined the CCS team. “It’s one of my most prized relationships. He represents my company and my products very well and has always been very honorable. But it wasn’t easy and it wasn’t given to me. That’s what makes our relationship what it is now. He puts you through the paces.

“What’s unique about CCS is their recognition of the marketplace; as the market has changed, John’s changed with it. They do some very complex integration and use some high-end products on those jobs,” he says.

“They were at the forefront of selling whiteboards into classrooms and creating service agreements for their customers,” says Landrum. “They’re not just about doing the so-called

hang-and-bang type of projects. They like to teach their customers how to get the most out of what they’re buying.”

Streamlining the Future

Arizona will remain the hub and the headquarters for CCS going forward, but that doesn’t mean all ideas about how the partners should run their operations come from the Southwest. CCS is in the process of getting all offices on the same computer system in an effort to streamline the operation, says Godbout.

“In today’s economy, you have to increase your revenue and reduce your expenses,” he says.

Although Godbout doesn’t travel as much as he used to, several members of the management team go to every office in the CCS network for three or four days every year or so, he says. They bring best practices from office to office.

In the Kansas office, the MacGees were talking about creating a centralized network operations center (NOC), says Godbout. “He took that idea and ran with it,” he says.

Now, the NOC is managing about 50 or 60 installations and the model will be rolled out and implemented across the company, says Godbout.

In the last several years, CCS has done a lot more multi-office installs, says Riberi, including for customers such as Northrup and Lockheed Martin. The partners are “starting to leverage



“They have equity and they owe me money, so they’re out there with skin in the game and that means a lot to them.”
—John Godbout, on CCS’ partner network

our power where it makes sense and becoming more efficient,” including by centralizing marketing and accounting operations.

CCS has tried to remain as diverse as possible in terms of the markets in which it works, says Godbout. They haven’t focused on a particular niche at this point.

“It does cross my mind that it’s something we should think about, but we have a talent pool we think can handle just about any job,” he says.

Landrum isn't surprised to hear about the collaboration among CCS offices. "It's a close-knit group of partners," he says. "They move as a team, grow as a team, and rely on each other as a team. Everyone talks about John's operation, so I'm surprised others haven't tried it."

CCS has yet to dive full force into the IT space, but staffers wrote the code for the NOC and they've got some fingers in cloud operations through videoconferencing installations, he says, so it's not a completely foreign concept or one they're afraid to approach.

"Each of the partners define what their particular market needs but the customers get the best of both worlds: the buying power of a company with a quasi-national footprint and locally owned customer service," says David Riberi, CCS California branch.

The K-12 market has been soft since the recession, says Godbout, but the service and training department will end the year in the black for the second straight year in 2013.

"We've made significant progress in recurring revenues," he says.

Still, Godbout is nervous about the future of the economy, saying, "We're playing a shell game right now. What we have to always think about and remind ourselves is if the technician is doing his job correctly, and the salesman is doing his job correctly, it ultimately affects everyone else. We're not on an island. You're helping everyone else do their job."

Godbout always carries a simple reminder with him to help guide his decisions. "Whether we sell, install or build anything, the rent is still due," he says. **CI**

The Franchise on Customer Service

CCS' model isn't the only way it sets itself apart from the competition. Through what the company calls the CCS Experience, employees are asked to take their customer service to levels not typically seen in the systems integration business — or any other, for that matter.

In the first year, CCS employees used a deck of cards — tying the 52 cards per deck to the 52 weeks per year — and came up with ideas of new ways for them to reach out to and stay in contact with customers. No matter what department the employees are in, they called customers and thanked them for their business.

This year, they're using a bingo card and employees must complete all the items on their cards to earn cash prizes at the end of each month, with each person's progress tracked by CFO Jack Seaver. Banners around the offices remind employees, "It's all about the customer."

"It's a nice ongoing way of reminding yourself why you're doing what you're doing, even if it's not necessarily part of your job description," says Julie Solomon, marketing and training manager.

It's not unusual for Godbout and other CCS officials to get calls and handwritten notes from customers thanking them for the unique outreach program.

Adding some fun to working hard is just one way CCS tries to keep its employees engaged and involved in the overall success of the company, says Godbout.

Employees fill out surveys every year that help to give management an idea about their overall satisfaction.

"You have a right to be happy in your life," he says. "If you can't come here and escape from whatever else you've got going on, shame on us." **CI**

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REVIEWS:

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MISSION: INVISIBLE

How unobtrusive
videoconferencing
helped a national
corporation build a
stronger business

A PENTON MEDIA PUBLICATION



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FEATURES

30 Moving to HD Videoconferencing

As broadcast evolves into high-end HD, conferencing systems are following close behind.

JAY ANKENY

34 Technology Showcase

Videoconferencing Systems

Rarely has any technology revolution been so eagerly awaited as the videoconferencing systems that are emerging into corporate scenes today.

JAY ANKENY

44 Technology Showcase

Conference-room Telephone Systems

Even with the wide variety of conference-microphone systems and videoconferencing equipment, the most familiar piece of hardware to be seen in conference rooms is the telephone conferencing system.

BENNETT LILES

52 Installation Profile

Mission: Invisible

When the Services Group of America (SGA) built its new headquarters in Scottsdale, Ariz., one of the goals was to create an infrastructure that enabled interaction and smooth cooperation among its many far-flung subsidiaries.

JACK KONTNEY

REVIEWS

60 JBL VRX900 Series

Portable loudspeakers rank high.

JOHN MCJUNKIN

62 Oppo Digital DV-983H

Affordable reference DVD player.

JEFF SAUER

ON THE COVER

The literal centerpiece of SGA Corporate Center's high-end conference room is its pentagonal plasma video display system, weighing nearly 1 ton. A major challenge was designing a structurally sound and maintenance-friendly lift mechanism that doesn't intrude on the room's sight lines or elegant aesthetics. Altinex TNP500 Tilt 'N Plug custom pop-up laptop interfaces built into the conference table allow for a sleek conferencing space with all the necessary connectivity. See p. 52 for more on the unobtrusive videoconferencing system at the SGA headquarters. Photo courtesy CCS Presentation Systems



INSTALLATION PROFILE



Mission: Invisible

By Jack Kontney





SGA headquarters installs unobtrusive conferencing technology.



The literal centerpiece of SGA Corporate Center's high-end conference room is its pentagonal plasma video display system, weighing nearly 1 ton. A major challenge was designing a structurally sound and maintenance-friendly lift mechanism that doesn't intrude on the room's sight lines or elegant aesthetics.

WHEN the Services Group of America (SGA) built its new headquarters in Scottsdale, Ariz., one of the goals was to create an infrastructure that enabled interaction and smooth cooperation among its many far-flung subsidiaries. Designed by Phoenix-based Cox James Architects, the new SGA Corporate Center is a five-story building fronted by a huge fountain with a beautiful mountain view, housing SGA and some of its subsidiaries. The executive boardroom, Room 503, (unofficially known as the War Room), is located on the top floor of the building.

Rich Wilson, president of SGA's real-estate subsidiary, Development Services of America, managed the project from the client side. "SGA believes strongly in team meetings," he says, "so this facility was designed to provide the ability to display and communicate seamlessly with any of our branch locations across the United States." All conference rooms within the corporate center provide electronic connectivity to corporate servers, allowing realtime presentation and discussion of strategies among multiple business units.

The Scottsdale office of CCS Presentation Systems was engaged to design and install the audiovisual systems. "The focal point of it all is the War Room," CCS Project Manager Flynn Kelly says. "They had done something similar up in Seattle, but they were looking to improve on that."

The room itself is huge. And round. Dominating the space is the conference table, a massive wooden structure measuring 40ft. across and seating 32. The idea was to seamlessly incorporate technology that would enable everything from local PowerPoint presentations to company-wide videoconferences. Another key requirement for the room was for the conference table to provide an uncluttered look, while still providing laptop connectivity and voice pickup of meeting participants.

The literal centerpiece of the room is its video display system. An array of

INSTALLATION PROFILE



Two 44-space Middle Atlantic equipment racks house the bulk of the gear in SGA's Executive Boardroom—including Revolabs wireless receivers, an AMX NetLinx controller, Tandberg and ClearOne conferencing systems, an Altinex matrix switcher, a QSC CX204V power amp for the Tannoy sound-reinforcement loudspeakers, and ancillary equipment.

five 65in. Panasonic TH-65PF10UK high-definition plasmas hang from the ceiling, allowing comfortable viewing anywhere in the room. "The Panasonic plasmas were probably the last thing we purchased for this room," Kelly says. "We wanted to make sure [SGA] had the latest model in there." To meet the customer requirement of unimpeded line of sight in the room, a custom lift system was specified.

"The biggest challenge was the round room," Wilson says. "The lift mechanism, weights of units on the building, and the geometry to make it all fit into a coffered ceiling was extreme. We also had to make

sure that dimensionally we could actually make things fit, run power, tele/data connection pop ups into a round table, and still make everything look symmetrical. With table structural supports, tabletop layouts, and functional-use parameters; a whole lot of brain cells were killed thinking and making it work."

Designed by Hanlon Engineering of Costa Mesa, Calif., the lift supports about 2000lbs. of gross weight (including the lift itself). The five plasma screens are attached via Chief Manufacturing PPH2000 mounts. In the hollow center portion, a secondary lift holds a teardrop

array of five Tandberg WAVE II cameras, which drop down below the plasmas when needed. When deployed for presentations and videoconferences, the structure is a little more than 5.5ft. above the floor, allowing easy viewing of both the plasma screens and others seated at the table. When retracted, the video array is 8ft. above the floor, allowing full line of sight around the room. For serviceability, the structure can be lowered to just 3ft. above the floor.

The Panasonic plasmas, capable of 1080p resolution, accept a variety of input sources—including videoconferencing cameras; DVD, VCR, and Blu-ray players; and computer-based sources. "Flexibility is a key requirement in the room," says CCS System Designer John Steineke. "Meetings might involve audio-conferencing only, full videoconferencing, or just local PowerPoint presentations. Our job was to make all those presentation modes equally easy to operate."

On the conference table, a DT770 Symposium by Smart Technologies provides an interactive presentation medium for the room. The Symposium is connected wirelessly to a dedicated PC secreted in the equipment closet, and it features a 17in. touchscreen, allowing annotation of presentations. In addition, a pair of Smart AirLiner tablets can interact wirelessly with the room's presentation system, allowing other attendees to provide direct input. Presentations can then be annotated in realtime and saved to most MS Office applications, thanks to Ink Aware software from Smart Technologies. Keyboard input is available via a Gyration wireless keyboard-and-mouse suite.

For PC input from other participants, 16 Altinex TNP500 Tilt 'N Plug custom laptop interfaces are spaced around the table. When not in use, these pop-up panels lie flush with the tabletop. With a gentle push of a finger, however, the panels rise to expose full laptop connectivity, including RJ-45, 1-15HD, a stereo mini plug, and AC power. A Show Me button allows the user to send the signal from the laptop into the video system on command.

A Revolabs Solo Executive wireless-microphone system provides 16 channels of audio. A sleek, compact wireless boundary microphone is placed between every other seating position, ensuring full pickup of every attendee. "When SGA told us there could be no wired mics on the table, I immediately thought of Revolabs," Steineke says.

INSTALLATION PROFILE

Four channels of Shure ULX-P wireless are available to accommodate mobile presenters. "I've always been a big fan of Shure wireless," Steineke says. "They sound great, they're very reliable, and they have the frequency agility you need."

Sound reinforcement is similarly low-key and effective, with a dozen Tannoy CMS801 full-range, 70V loudspeakers secreted in the ceiling outside the central soffit, directly above the chairs. To maintain the room's clean look, the loudspeakers are flush mounted, with acoustic fabric panels that blend in with the ceiling.

COMMAND AND CONTROL

Of course, making it all work requires some infrastructure. For command and control of all systems, an AMX system was specified, with an NI-4100 NetLinx integrated controller. Programmed by Rod Andrewson of CCS, the AMX system handles all aspects of the boardroom environment—including audio, video, conferencing, computers, lighting, and shades.

The primary room-control interface is an AMX Modero NXT-1500 VG, a 15in. touchpanel, augmented by a pair of 8.4in. Modero MVP-8400 units for auxiliary control. All touchpanels use wireless links to communicate with the NI-4100 controller, which is located out of sight in the equipment room. "The touchpanel is extremely easy to use," Andrewson says. "It's tailored to a format we've used in a lot of boardrooms, so we know it will be very intuitive."

With SGA's company culture that embraces communication and collaboration, the War Room's conferencing facilities are the key to success. The system design accommodates multiple modes of operation: local video, local audio, audio-conferencing, and videoconferencing.

On the audio side, all inputs are routed among four ClearOne XAP 800 audio-conferencing mixers. "If it's an audio-only conference, it all runs through the ClearOne system," Steineke says. "The XAP 800 is a robust system, with powerful DSP. Echo cancellation, automatic gain control, gating, you name it. The ClearOne gives you a broad range of possibilities, which is great for situations where customer requirements grow or shift."

Four XAP 800 units support 25 microphone inputs, plus the various line inputs from video sources. The audio output is then routed to a ClearOne TH2 telephone interface, providing digital connectivity to the system's analog phone line.

When video comes into play, things get much more exciting. "It's not just talking heads anymore," Steineke says. "It's people and content." So the system specification included video coverage for the conference participants, plus the ability to transmit PC-based presentations. To add a collaborative element, the Sympodium allows live annotation of presentations.

The core videoconferencing system is the Tandberg 6000 MXP, with the WAVE cameras beneath the plasmas serving as primary inputs to the system's codec. The codec includes both Tandberg's Multisite and Natural Presenter packages, allowing a choice of live-camera, PC presentation, or other video sources (DVD, cable television) to be used during a videoconference linking up to six locations. The audio output from the ClearOne system is routed to the Tandberg video system, which then

marries the audio to the video for remote transmission via ISDN lines.

Another important capability of the videoconferencing system is camera selection. This is managed via audio gating of the video cameras hanging beneath the plasma screens. Five Astatic 202R boundary microphones—one cleverly hidden in the fascia beneath each plasma—trigger the system. That audio is then routed via the ClearOne XAP 800, which uses gating to track the conversation and identify the dominant presenter. This information is passed to the Tandberg codec, which activates the appropriate camera.

With so many systems in place, running in so many modes, the key to a smooth-running conferencing room is a robust, flexible switching system. For this task, CCS specified an Altinex matrix switcher, the MultiTasker. "It's really the infrastructure that allows the over-



Top: Revolabs boundary mics and Altinex TNP500 Tilt 'N Plug custom pop-up laptop interfaces make for a sleek conferencing space. **Bottom:** A secondary lift in the center of the room holds five Tandberg WAVE II cameras, which drop down below the plasmas when needed.

INSTALLATION PROFILE

all system design to work seamlessly," Steineke says.

The MultiTasker is made up of three 20-slot chassis occupying 12RU of space.

The switching system includes a 32x16 RGBHV and stereo-audio matrix, plus a 16x16 video with stereo audio matrix—all controlled by a single connection to the control system. It currently accommodates 28 laptop and other RGBHV sources, plus 10 video sources—including cameras

cused on the physical aspects. "It seems like a small thing," he says, "but aligning the conference table with all the cabling running in and out of the room—that was a challenge."

To create invisible connectivity with all the cabling running to and from the control room required two core-drill locations. These had to be perfectly aligned with the table's support structure. A hidden raceway system on the underside

input," says Rich Wilson, project manager for SGA. "They would regularly provide us with working displays of the particular electronic media we were thinking of. From those meetings, we could really tune into our true wants and needs. And they worked alongside our other contractors to ensure the end result was what we were looking for."

That moment arrived on Feb. 20, 2008, when SGA held its first meeting in the new room. "With experience from our old headquarters in Seattle, we definitely came in with high expectations," Wilson says. "And I must say, the operation of this room easily surpassed that. The room performed wonderfully, providing a successful meeting environment. And that's what it's all about." ■

"What really makes a conferencing system like this effective is making the whole room intuitive and easy to use, now and in the future."

—CCS Project Manager Flynn Kelly

and videoconferencing inputs that are being managed by the switch and sent to the five Panasonic plasmas, the Smart Symposium, the AMX touchpanel, and the Tandberg videoconferencing system. This leaves a number of spare inputs and outputs for planned expansion.

On the input side, the matrix switcher receives signals from the five Tandberg WAVE conferencing cameras, the room's dedicated computer, and up to 16 laptops around the table. Conventional inputs from cable TV, a DVD/VCR combo player, and a Blu-ray player are also accommodated. Additionally, audio from the ClearOne is married to the video at the matrix switcher, ensuring proper sync.

Everything comes together in the equipment room, where a pair of 44-space Middle Atlantic Products equipment racks house the bulk of the gear. One rack contains the wireless receivers for the Revolabs and Shure systems, the AMX NetLinX controller, the ClearOne conferencing system, and Tandberg videoconferencing system. The other houses the Altinex matrix switcher, a QSC CX204V power amp for the Tannoy sound-reinforcement loudspeakers, and ancillary equipment.

For equipment requiring direct access during meetings, there's a discreet cabinet within the War Room. This holds the computer dedicated to the Symposium; playback units for DVD, VCR, and Blu-ray; charging stations for the Revolabs microphones; a cable TV box; and cables to connect laptops to the pop-up stations at the conference table.

Asked about the biggest challenges of this project, CCS Project Manager Kelly fo-

cus on the physical aspects. "It seems like a small thing," he says, "but aligning the conference table with all the cabling running in and out of the room—that was a challenge."

To create invisible connectivity with all the cabling running to and from the control room required two core-drill locations. These had to be perfectly aligned with the table's support structure. A hidden raceway system on the underside

of the table contains all audio, video, Ethernet, and control cables, routing them to the conduit running beneath the floor. Working directly with the mill-work company that fabricated the table and the building's electrical contractor, CCS used multiple field verifications to ensure that SGA would receive the seamless appearance and advanced functionality it required. "It takes a team approach to get details like this exactly right," Kelly says. "You can't just rely on shop drawings."

It's that hands-on approach that ensured a successful installation. Although the visual center of the room is clearly the pentagonal Panasonic plasma display, CCS takes even greater pride in its ability to integrate high technology with minimal visual and operational impact.

"When you look at all the equipment in there, it sounds pretty complex," Kelly says. "But what really makes a conferencing system like this effective is making the whole room intuitive and easy to use, now and in the future." Thus, although the videoconferencing system is standard definition today, it is designed for easy upgrade in the future. And while the room uses single-image teleconferencing today, the Panasonic plasmas have the capability of displaying two independent video sources in the future. Similarly, the ClearOne system and matrix switcher can accept additional inputs if needed.

Designing the SGA Corporate Center proved to be a collaborative process for CCS, which fits right into the company's culture. "CCS provided many opportunities in design development based on our

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For More Information

Altinex

www.altinex.com

AMX

www.amx.com

Astatic

www.astaticinstalled.com

Chief Manufacturing

www.chiefmfg.com

ClearOne Communications

www.clearone.com

CCS Presentation Systems

www.ccsprojects.com

Gyratation

www.gyratation.com

Hanlon Engineering

www.hanloninc.com

Linksys/Cisco Systems

www.linksys.com

Middle Atlantic Products

www.middleatlantic.com

Panasonic

www.panasonic.com

QSC Audio Products

www.qscaudio.com

Revolabs

www.revolabs.com

Shure

www.shure.com

Smart Technologies

www.smarttech.com

Tandberg

www.tandbergtv.com

Tannoy

www.tannoy-speakers.com

HOSPITALITY INSTALL



Hotel Arizona

Scottsdale integrators achieve high style through the creative deployment of zoned sound. ■ BY KIMBERLY R. GRIFFIN

WHEN STARWOOD BEGAN BUILDING one of its W Hotels, a boutique line of high-end getaways, in downtown Scottsdale, Ariz., the company didn't have to look far for an AV integrator. In fact, it didn't have to look at all.

"I actually did the old-fashioned cold calling—found the lead and pursued it," says Jill Sietz, account manager for CCS Presentation Systems of Scottsdale, which, after starts and stops, integrated the sleek AV systems that adorn the new property.

But designing for the W wouldn't be easy. Several months in, says Sietz, the company's original point of contact was no longer on the project, so it found itself coordinating directly with other trades and contrac-

CHALLENGE: Create a unique audio atmosphere at a hip hotel without violating city sound ordinances.

SOLUTION: Use foreground audio and inward-facing design to establish a fun vibe without disturbing the peace. Oh, and check out the men's bathroom.

tors. (Shortly afterwards, the owners added a general contractor.) After months of AV design drafts and construction delays, a team from CCS began installation in early 2008.

"The W is very exclusive, very high-profile, cutting-edge, very detail oriented—and very demanding,"

explains Sietz. "So it's a different type of design/build hotel versus, if you will, a 'cookie-cutter' standard."

Fortunately, CCS had exceptional experience with such projects under its own roof. "I've had to design other hotels around the state before," says design and field engineer Steve Rosendahl. "So I used that kind of background to get us started."

But balancing aesthetics and the rule of law can prove tricky.

IN CONTROL

According to Rosendahl, sound and background music are two of the key ingredients the W chain feels distinguishes its properties. Therefore it was important that each environment have its own ambience and its own zone. CCS installed audio equipment in all of the public areas of the hotel, including the port cochere, lobby, hallways and elevators, two bars, four meeting rooms, pool deck, and a men's restroom.

The entire system runs on just two Cat-5 cables: one for the CobraNet audio and one for the AMX NetLinx NI-2100 integrated controller that

manages the system. One AMX NXD-1200VG Modero in-wall touch panel provides back-up control in the main rack room, but primary access to the system is via an AMX MVP-8400 Modero ViewPoint portable panel.

"The bar managers want to be able to adjust the music volumes in the different areas ... so they can walk around the pool area and the bars and adjust the levels or pick what they want to play," says Rosendahl. Still, granularity was important. For instance, the owners were concerned about audio from the Living Room bar spilling into the nearby lobby, so Rosendahl kept the audio within bounds by configuring the speakers in what he calls "a distributed system."

Four Tannoy CMS8 TDC in-ceiling loudspeakers are divided into stereo left and right with four Community Professional CLOUD12SUB in-ceiling subwoofers. Because the bar is open to the lobby, Rosendahl divided the sound system into three zones that could be controlled separately, so the music volume within the Living Room bar could be set louder than the zone closest to the lobby.

A different method of dispersion control was applied to the upstairs pool area, bar, and port cochere. According to Rosendahl, the city of Scottsdale has a strict decibel ordinance that prohibits audio from the open-air pool, bar, and deck from spilling into neighboring areas. To address this issue, he faced all of the outdoor loudspeakers inward and toward the hotel, with a philosophy of "more speakers, less volume."

HEARD, NOT SEEN

The W prides itself on a distinct sense of style, so aesthetics were key. "There was a high demand for having equipment perform, but they didn't want to see any equipment," says Sietz.

The port cochere, the main entrance to the hotel that offers a skylight view of the pool above, employs 20 Community CLOUD6 loudspeakers to establish a strong first impression. "They wanted that music to be what I refer to as 'forefront music,' fairly loud, good quality," says Sietz. The audio source is a customized music network from Austin, Texas-based service provider DMX, which is supplied by Starwood.

On the second level, the owners wanted most of the pool-area audio hidden completely from view, a dilemma addressed creatively by incorporating the equipment into furniture and other design elements. Twelve TOA H-1 Series loudspeakers rest in the trusses of cabanas that surround the pool. The cabanas were designed and built by local artist/designer Jeff Zischke of Zischke Studio, who covered each loudspeaker with a valance of sound-absorbing acoustic fabric, further preventing the audio from escaping the premises.

Near the center of the pool level are four large Grand Lamps, also created by Zischke, that



Near the end of the project, a special change order came through. The client wanted the LCDs above these urinals to sense approaching "users" and trigger video of gesturing women.

provide color-kinetic light to set the mood. Inside the base of each lamp hides a Community WET Series II W2-212-SUB indoor/outdoor subwoofer and a Community WET Series II W2-218 full-range, two-way loudspeaker aimed toward the hotel, organized into three different control zones. There are also four Electro-Voice EV-UW30 underwater loudspeakers built into the pool structure, so guests don't have to swim in silence.

The audio inside the nearby Shade Bar also required some creative solutions, due mostly to last-minute structural changes. Rosendahl originally spec'd in-ceiling loudspeakers for the pool-side bar, but the design change reduced the available ceiling space.

"We only had 4 inches above the ceiling, so we couldn't put ceiling speakers in," says Rosendahl. "But we used some nice full-range surface-mount speakers and a couple big subwoofers, which they actually built into the furniture." A coffee table in front of the bar's couches hides one of two Yamaha IS1218 subwoofers.

The most significant change, however, came within the last four months of the project. It had to do with, of all things, the men's restroom off the Living Room bar. Above each urinal is a wall-mounted, motion-activated DM10M 10-inch AdView LCD panel from AdMart, which when approached, plays soundless, prerecorded video clips of women giggling, winking, gesturing, and otherwise flirting with the, er, user.

"When you walk into the restroom, the panel just looks like a picture; when you walk in front of the urinal, it's activated to be sort of fun, playful video

images that the W created to be conversation pieces and just something different," describes Sietz (the gimmick got the hotel written up in newspapers). "Actually, the clips are really pretty funny, and they get people in a lighthearted mood. Their whole theme is just to be cutting edge."

Optex OA-70C active infrared sensors in the ceiling above each urinal trigger the AMX controller to activate the screens and the Focus Enhancements ASY-0741-01 four-channel video playback system, which can store about 45 different clips on each channel.

PLANNING FOR VIDEO

By Labor Day weekend 2008, the W Scottsdale was ready for its soft opening, an invitation-only event for investors. Since then, not only has it been open to the public, but it's hosted a variety of high-profile events, such as *American Idol* auditions and Cirque du Soleil. CCS built in the flexibility to host crowds large and small—such as six input plates scattered around the pool deck for the hotel's portable DJ system—and to prepare for possible future plans.

While there was very little video involved in CCS' portion of the project, aside from the LCDs in the restroom and NEC VT695 and NP1000 projectors in the meeting rooms, the firm laid the groundwork for future upgrades by wiring for another video system in the pool-side restrooms, videoconferencing in the meeting rooms, and a possible large-scale outdoor projection system on the pool deck.

Despite setbacks, delays, and last-minute adjustments, the CCS team is pleased with what it accomplished. Says Sietz, "A lot of hard work, and a lot of creative thoughts, and a lot of just coordination to make things happen really all came together for a huge successful project." **AV**

EQUIPMENT LIST

Below is a partial list of the equipment installed by CCS Presentation Systems of Scottsdale, Ariz. For a complete list, please visit www.proavmagazine.com/extras.

- AMX NetLinx NI-2100 integrated controller
- Biamp Audio Flex with CobraNet DSPs
- Community Professional CLOUD6 in-ceiling loudspeakers
- Community Professional CLOUD12SUB in-ceiling subwoofers
- Community Professional WET Series II W2-218 indoor/outdoor loudspeakers
- Electro-Voice EV-UW30 underwater loudspeakers
- FSR ADA-4 1x4 audio distribution amplifiers
- Lectrosonics DM1624 digital automatic matrix mixer
- Tannoy CMS8 TDC in-ceiling loudspeakers
- TOA H-1 Series loudspeakers
- Yamaha Commercial Audio IF-2208 in-ceiling loudspeakers

SOURCE: CCS PRESENTATION SYSTEMS

THE ARIZONA REPUBLIC

BUSINESS & MONEY

Z8 FRIDAY, OCTOBER 16, 2009

Scottsdale company helps 'Read for the Record' effort

Submitted by the Lavidge Company.

Scottsdale-based CCS Presentation Systems, the largest integrator of audio and visual equipment in the Southwest, recently was involved in a collaborative

NEWS BY YOU

effort with Jumpstart and Gov. Jan Brewer to highlight "Read for the Record."

On Oct. 8, teachers, parents and children throughout the state visited www.ccspresentationystems.com/read-fortherecord to watch Brewer read "The Very Hungry Caterpillar" by Eric Carle.

Jumpstart began Read for the Record in 2006 to bring preschool children together with valued grown-ups to read the same book, on the same day, in communities all over the world.

CCS does audiovisual training for more than 3,000 educators each year



THE LAVIDGE COMPANY

Gov. Jan Brewer reads "The Very Hungry Caterpillar" to schoolchildren.

through centers in Scottsdale and Tucson and through its Mobile Training Center. The company has more than 300 employees, sales offices in 13 states and annual sales in excess of \$150 million.

Information: ccspresentationystems.com.



AV in Action

WALKING THE WALK

NEW AV-EQUIPPED HEADQUARTERS SET CCS APART

by James Careless

Many companies talk loudly about the great products they sell, but then don't buy these products themselves: They don't "walk the walk," as the adage goes.

Well, you can't put CCS California into this category: When it comes to buying AV equipment for their own use, CCS California struts the walk of fame.

One of the largest AV integrators in the U.S., CCS California is installing state-of-the-art AV sales and training facilities at their new headquarters in Hawthorne, California. Specifically, they are using the same products that they sell to others in their own demonstration boardroom/videoconferencing room, small conference room/audioconferencing room, and model classroom/training room. These include AV components from Biamp, Chief, Crestron, Crown, Da-Lite, Epson, Extron, Furman, Kramer, JBL, Middle Atlantic, Mitsubishi, Polycom and SMART Technologies.

"We wanted to build a showcase for our products that our salespeople would be proud to bring our customers into," explains David Riberi, CCS California's CEO. "It makes it much easier to convince prospects when they see these products actually installed and functioning. And it doesn't hurt that we use these AV products ourselves in providing training courses, and conducting our own internal operations."

"With our 15th anniversary coming up in October, when these new facilities are due to be opened, we could be accused of spending the money for ego's sake," he adds. "But that's not the case at all. We just don't want to 'cheap out' in showing people just how much modern AV equipment

can do to make their businesses and classroom work better."

THE CANVAS

CCS California's new \$2.1 million headquarters is a 12,250 square foot building at 3331 Jack Northrop avenue. "It was an empty shell when we got it," Riberi tells AV Technology magazine. "Since time was tight, we had to focus on moving in here first. So AC had to come before AV, although we did build in all the necessary infrastructure to get the AV gear in."

Now that the staff is in place, the company's efforts have been focused on outfitting its boardroom, small conference room and model classroom/training room. The project cost is estimated at \$1.1 million for this build-out and the new AV technology—a price tag that proves CCS California is not "cheaping out." (Note: By moving into this new HQ, the company has consolidated offices that were in Los Angeles and Orange County. So, some savings have been realized as a result of this move.)

BOARDROOM/VIDEOCONFERENCING ROOM

CCS California's boardroom is the largest of the three facilities. It is dominated by a large conference table. Newly refinished, it was used at one of CCS California's previous locations.

"The table is fitted at both ends with Extron CableCubby
(continued on page 49)

KEY ELEMENTS /// FOR THE END USER

ROI:

"We expect that this system will pay for itself, due to increased product and training sales," says David Riberi.

EASE OF USE:

Crestron and Extron touchpanel simplicity makes operation painless for inexperienced users.

NETWORK IMPACT:

New installation, so no impact on existing network.



600s, for connecting both analog VGA and digital HDMI inputs from portable units," says Jeremy Birch, CCS' Sales Project Engineer. "The Crestron DigitalMedia DM-TX-201C transmitter that they plug into can detect what kind of input is coming in; so there's no need for the operator to manually switch between analog and digital."

Besides the DM transmitter, the boardroom/videoconferencing room has a Crestron DM-MD8X8 matrix switcher, DMC-HD HDMI input cards, DMCO-53 4-output cards, DM-RMC-SCALER-C DigitalMedia 8G+ receiver and room controller with scaler, and, of course, a V-12 TILT Crestron wired touchpanel.

Polycom is also well represented here; with its SoundStation IP 7000 Conference phone, EagleEye III camera (for videoconferencing) and wall-mount EagleEye III bracket being found here. "We chose the IP 7000 because it could integrate with the HDX 8000 codec that we had in our last facility, and could also serve as the microphone for audio pickup," Birch says. "This was a much better option than suspending conventional mics from the ceiling, both in terms of performance and aesthetics."

For presentations, CCS California installed a 70-inch SMART Technologies 8070i interactive whiteboard. To provide a bigger picture when two-way interactivity isn't required, a 50" by 80" Da-Lite Advantage Electrol mechanized screen has been installed in the ceiling in front of the SMART board, with video coming from an Epson G5750W LCD projector. "This is one of Epson's flagship projectors, and it is a widescreen model," says David Riberi. "All of our projectors are widescreen. The old 4:3 aspect ratio is definitely out of date."

Rounding out this installation are pairs of JBL Control 40CS/T and Control 24C ceiling speakers, a Biamp AudiaFLEX CM audio DSP frame with CobraNet, Crown CTs 8200 8-channel amplifier, Chief RPMAU Elite projector ceiling mount, Furman BlueBolt 1500 UPS, and Logitech K750 solar-powered wireless keyboard and wireless mouse.

SMALL CONFERENCE ROOM/ AUDIOCONFERENCING ROOM

The Small Conference/Audioconferencing Room is an Extron room. It uses the same Polycom IP 7000 conference phone for audio pickup.

"Overall, we used the same basic design—minus cameras—for this room as we did in the boardroom; just scaled down," says Jeremy Birch. "We have one Extron Cable Cubby 600, an Extron TouchLink control system that runs in conjunction with the iPad and iPhone/iPod Touch, and Extron MLS 608 DM A switcher with built-in 70-volt amplifier."

The amplifier drives a pair of Extron FF 220T 2- by 2-foot flat ceiling speakers, which take the place of ceiling tiles. "We find that this pair does a better job of covering the room than four conventional ceiling-mounted can speakers," Birch notes. The room also has a Mitsubishi WD380U-EST short throw projector and a SMART SB885 87-inch interactive whiteboard.

MODEL CLASSROOM/TRAINING ROOM

Because it doubles as a sales model and working classroom, CCS California's model classroom/training room has to be both capable and functional. To this end, it is equipped with a SMART Technologies 685ix 87-inch interactive whiteboard, plus the premium, extra-featured 885ix 87-inch model. "We have both of these here, so that educators can see what their options are," says David Riberi.

The room also has Kramer PT-571 and PT-572+ HDMI over STP transmitter/receivers, the SMART CAS-340-C wireless IR sound system, and a SMART SDC-330 document camera.

A TOP-NOTCH FACILITY

Collectively, CCS California's trio of new rooms will be a showcase of modern AV technology. They will provide concrete proof of how far AV has advanced in the 21st century, and doubtless help the company's salespeople close many deals.

"There's no better way to sell AV equipment than by showing people what it can do," says David Riberi. "This is precisely what our Hawthorne headquarters is designed to deliver!"

Equipment List (partial)

- * Biamp AudiaFLEX CM audio DSP frame with CobraNet
- * Cambridge QT200 Sound Masking System
- * Chief RPMAU Elite projector ceiling mount
- * Crestron DigitalMedia DM-TX-201C transmitter
- * Crestron DM-MD8X8 matrix switcher
- * Crestron DMC-HD HDMI input cards
- * Crestron DMCO-53 4-output cards
- * Crestron DM-RMC-SCALER-C DigitalMedia 8G+ receiver and room controller with scaler
- * Crestron iPad and iPhone/iPod Touch control systems
- * Crestron V-12 TILT wired touchpanel
- * Crown CTs 8200 8-channel amplifier
- * Da-Lite Advantage Electrol mechanized screen
- * Epson G5750W 4500 lumen LCD projector
- * Extron CableCubby 600
- * Extron FF 220T 2' by 2' flat ceiling speakers
- * Extron MLS 608 DM A 8-input switcher with ProDSP and 70-volt amplifier
- * Extron TLP 1000MV 10" LCD control system
- * JBL Control 40CS/T and Control 19CD ceiling speakers
- * Kramer PT-571 and PT-572+ HDMI over STP transmitter/receivers
- * Logitech K750 solar-powered wireless keyboard and wireless mouse
- * Mitsubishi WD380U-EST short throw projector
- * Polycom SoundStation IP 7000 Conference phone
- * Polycom EagleEye III camera
- * SMART Technologies 685ix interactive whiteboard
- * SMART Technologies 885ix interactive whiteboard
- * SMART Technologies 8070i interactive whiteboard
- * SMART Technologies SDC-330 document camera
- * SMART Technologies SB885 interactive whiteboard
- * VFI EDU-LE education lectern



