

TRENDS LOOK BOOK

EXPLORE AV TODAY AND THE
PANDEMIC'S LASTING IMPACT ON
THE INDUSTRY'S TOP SECTORS

Conferencing
Hybrid Learning
Digital Signage
Remote Teams

C2G | Chief | Da-Lite | Luxul
Middle Atlantic | Vaddio | Wiremold





AV is Evolving From What's *New* to What's *Relevant*

When presented with challenges, people are quick to adapt. That theory has been tested and proven in the past few months, especially in the workplace and at schools.

A majority of the workforce is telecommuting and meeting via video conferencing. Students of all ages are learning online. And AV technology has paved the way in helping individuals get through it all.

The challenges of 2020 have resulted in several emerging trends: connecting virtually, installation efficiencies, remote management and AV-assisted social distancing.

Lasting AV Trends

CONNECTING VIRTUALLY

As we start developing back-to-work and back-to-school plans, one thing's for sure. Upgrading and adding AV equipment for live streaming, recording and video conferencing will be essential in adjusting to a new way of doing things.

INSTALLATION EFFICIENCIES

AV products that are engineered for easy, hassle-free installation have always been in demand. Why is it different today? Requiring fewer installers, saving time, reducing the chance for re-do's and call-backs – all help minimize risk of exposure for both integrators and on-site staff.

REMOTE MANAGEMENT

Equipment that's designed with remote management capabilities allows your team to support equipment from a central location – without physically walking or driving to the actual space. It's convenient, saves time and labor, and eliminates non-critical presence in work spaces.

AV-ASSISTED SOCIAL DISTANCING

Certain AV technologies such as sensors, automated triggers and large projector screens help reduce shared touched surfaces, while maximizing the AV experience. In retail spaces and office buildings, digital signage works as an important tool for sharing social distancing reminders.



Video Conferencing Shifts from *Luxury* to *Necessity* in the Meeting Room

The modern conference room will need to be flexible, agile and temporary because the rules have drastically changed – and may continue to evolve in the upcoming months.

Because of social distancing, meetings will look different. Maximum room occupancies will be reduced. Fewer chairs will be in the room. If a physical meeting is deemed essential, then two or three physical meeting rooms on the same campus or in the same building will likely be used and connected by a video call.

Conferencing

CONNECTING VIRTUALLY

Many corporations now have a hybrid approach with some employees working on-site and others working remotely. Regardless of location, the connection must be seamless.

IP-enabled solutions unlock remote support capabilities with local IT teams

- Vaddio **EasyIP Ecosystem** moves videoconferencing onto the network – eliminating extenders and video switchers
- Tap into multi-camera IP video production with Vaddio **RoboSHOT® 12E or 30E NDI Cameras**



Enabling conference rooms with BYOD solutions is critical – since almost all employees have personal devices

- C2G **HDMI Adapter Ring** lets anyone connect to an HDMI display with adapters for USB-C, DisplayPort or Mini DisplayPort
- C2G **Conference Room Hub** allows two HDMI and two USB-C laptops or tablets to be connected to an HDMI display

INSTALLATION EFFICIENCIES

Working on-site these days can be challenging – for the risk it poses to employees and the cost of authorized temperature checks. Look for solutions that help you get in and get out faster, without sacrificing quality.

Enjoy incredible speed and efficiency with these onsite AV storage solutions

- Eliminate wall inspections with Chief **Tempo™ Flat Panel Floor Support System**
- Chief **Proximity In-Wall Storage Boxes** let you easily access components behind displays



For a contact-free experience, consider solutions that can be completely integrated at your shop and dropped at the client's door

- Middle Atlantic **C3 Credenza** allows you to outfit the rack frame off-site where it can be tested and validated in a controlled environment
- Middle Atlantic **FlexView Display Carts** securely store rackmount components within the cart body for a self-contained mobile solution

REMOTE MANAGEMENT

Provide high-value service to your clients – without ever setting foot on campus. All of the service, none of the cost.

Accurate power monitoring with Middle Atlantic RackLink™ Intelligent Power Solutions

- Reboot devices and monitor system health
- A full suite of hardware options with varying levels of control, security and price points



Manage PTZ cameras and projection screens – right from your desk

- Manage Vaddio devices with the free **Vaddio Deployment Tool** – it offers device discovery, status monitoring, mass firmware updates and remote configuration management
- Control projection screens from anywhere on the network with Da-Lite **RS-232 Interface and Ethernet Adapter**

AV-ASSISTED SOCIAL DISTANCING

Sometimes we have to congregate. AV keeps gatherings and assemblies safer by making content large enough on the big screen so everyone can keep a healthy distance.

As if it wasn't already true, bigger is better.

- With Da-Lite **Large Format Screens**, you can convert a gymnasium or cafeteria into a room that can accommodate many employees for meetings and trainings, and still have enough room for social distancing
- Chief **Proximity In-Wall Storage Boxes** let you easily access components behind the display



4K HDMI connectivity at length

- C2G **HDMI Active Optical Cables** provide up to 4K 60Hz video signal at lengths up to 300 feet



From Buzzwords to Common Language - Hybrid Classrooms are Here to Stay

Schools everywhere are preparing for both in-classroom learning and distance learning. This hybrid approach to learning combines traditional classroom experiences, experiential learning and digital coursework.

Whether it's a training room or a classroom, upgrading and adding AV equipment, plus implementing soft conferencing capabilities will be essential in adapting to new methods of teaching and learning.

Hybrid Learning

CONNECTING VIRTUALLY

Whether it's live streaming, video conferencing or lecture capture, quality AV solutions can enrich learning experiences and help students stay engaged.

Share high-quality video with Vaddio PTZ Cameras

- **RoboFLIP™ 30 HDBT Camera** – with a 30x zoom that flips out of the ceiling
- Easy to use **RoboSHOT Elite Series PTZ Cameras** – designed for picture-perfect HD brilliance



Brand your online classes with the “classroom in a box” solution

- Vaddio **AV Bridge 2x1 Presentation Switcher** – converts high quality video and audio streams to a USB stream
- Controls picture-in-picture settings, camera presets and graphic overlays such as logos or speaker names

Simplify network design and deployment

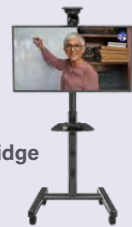
- Luxul **AMS Switches** feature rear panel ports for clean integration with AV rack systems
- C2G **Cat5/Cat6/Cat6a Cables** are available in 11 colors and in lengths up to 250 feet

INSTALLATION EFFICIENCIES

Discover products designed to streamline installations with smart innovations that work hard so you don't have to.

Easy to use, move, and share - Mobile Live Streaming Cart

- Scalable stop-gap measure for creating e-learning on the fly
- Chief **PFCUB Mobile Cart**, Vaddio **AV Bridge 2x1** and Vaddio **RoboSHOT 12E HDMI** – integrate at the shop and deliver for a contactless installation



Middle Atlantic Forward for 5X faster rack installations

- The **Forward** family of accessories offer tool free installation that allows essentials like lights, lacer bars and blanks to install into place without tools

No wiring, no electrician needed with Da-Lite Battery-Operated Screens

- Simply install the wall bracket and operate the screen with a wireless handheld remote
- Battery motor option available with **Designer Contour® Electrol** and Tensioned Designer Contour Electrol

Da-Lite IDEA™ Panoramic Screen – a projection screen that doubles as a whiteboard

- Pair with an interactive projector to convert the IDEA screen to an interactive display

REMOTE MANAGEMENT

Campuses are no longer geographically bound – they can span cities or even countries. Ability to control the AV experiences remotely create limitless reach for on-site experts to deliver consistency.

Harness the freedom of network control

- Control projection screens from anywhere on the network with Da-Lite **RS-232 Interface and Ethernet Adapter** – use the control panel in the room, or manage screens from your AV department across campus



Touch-free control of AV devices

- Timed events from the C2G **AV Controller** enable automatic startup and shutdown of AV devices

AV-ASSISTED SOCIAL DISTANCING

The student experience transcends the textbooks. The social aspect is perhaps the most crucial course in shaping society's future leaders. But how can we congregate safely in schools? Technology makes it possible.

Focus on teaching, not technology

- Teachers can activate or switch settings on PTZ camera or presentation switcher by simply walking under the Vaddio **AutoVIEW™ IR Sensor** or by stepping on the **StepVIEW Mat**
- The Vaddio **RoboTRAK Presenter Tracking System** is an IR-lanyard based camera tracking system that follows the instructor as they move around the front of the classroom



Da-Lite Large Format Screens help with social distancing

- Reduce close contact with others by using Da-Lite **Large Format Screens** in large rooms such as auditoriums or cafeterias



Digital Signage is the New Means for Mass, *Real-Time* Information

Digital signage has quickly evolved into an indispensable tool for organizations and communities. Hospitals and clinics use digital signage as a wayfinding tool for patients and their families.

Retail stores and restaurants use digital signage to display wait times, availability and safety protocols for customers. As digital signage continues to change, Legrand | AV will lead the way with new ideas and innovations in durable, high-quality digital signage infrastructure.

Digital Signage

AV-ASSISTED SOCIAL DISTANCING

As the workforce gradually returns to the office, digital signage solutions can help ensure peace of mind.

Chief Tablet Stand Series – ideal for health screening at points of entry

- Pair with a tablet and integrated temp-screening sensor
- Freestanding solutions support column-mounted tables or those with 75x75mm or 100x100mm VESA bolt patterns



Provide real-time information that's fresh and relevant

- Chief **Impact Series Kiosks** – Ideal for wayfinding, advertising and self-service applications
- Chief **Outdoor Ceiling/Pedestal Mounts** - built tough to survive high winds, rain, humidity, ocean air, sun

INSTALLATION EFFICIENCIES

When installations are streamlined and hassle-free, it really sweetens your bottom line.

Save installation time and create unique dvLED video walls

- **TiLED™ Series Wall Mounting System** ships preassembled – saving installation time and minimizing costly time spent on the jobsite

Simplify servicing with onsite AV storage solutions

- Chief **Proximity® In-Wall Storage Boxes** let you store and easily access components behind the display
- For extra-large displays, the Chief **Fusion™ Extra-Large Pull Out Accessory** makes it easier to service large format displays by adding up to 11.54" (293 mm) of extension from the wall when paired with Fusion mounts

REMOTE MANAGEMENT

As digital signage becomes the new means for safety protocol communication, up-time becomes more critical than ever. Monitor and manage AV devices in real-time to ensure employees stay informed.

It's no secret. Digital devices freeze and often, the solution is simply a hard power reset

- Get accurate power monitoring with Middle Atlantic **RackLink™ Intelligent Power Solutions**
- Offers remote control options if digital devices need a reboot, and reduces or eliminates site visits for simple equipment fixes



Remote management: there's an app for that!

- Luxul **ProWatch** is an app that monitors and manages devices on a Luxul network including Luxul switches, PDUs, access points, wired and wireless routers

C2G HDMI Over IP Solution makes it easy to stream your messages

- Broadcasts 4K HDMI audio/video and control signals over a network to support video walls and digital signage system

Ingenious ideas that make installations a snap

- Simple-to-install Chief **ConnexSys™ Video Wall Mount System** – simply hang units on a single strut channel for quick row leveling
- Mount small devices in seconds with Middle Atlantic **Forward Small Device Mounting Clamps** – simply pop, twist and zip to secure small, non-rackmount devices – no hardware needed

Extend the reach of your wireless network

- Luxul professional grade Wireless Access Points like the **Apex® Wave 2** deliver high performance and simple PoE+ installation



A Distributed Workforce Now *Thrives* on Virtual Collaboration

Working from home is here to stay. Over half of full-time employees are currently working remotely. This level is expected to drop to 22% as the pandemic passes. This is up three-fold from the 7% level before the emergence of COVID-19.*

It's highly likely that many employees will be working from home for an extended amount of time. Now is a great time to optimize employee productivity and comfort for the longer term – with monitor arms, desktop power, docking stations, cables and home WiFi upgrades.

* Data per COVID-19 Employee Pulse Survey by Willis Towers Watson

Remote Teams

CONNECTING VIRTUALLY

Boost productivity in the home office through improved ergonomics and improve team collaboration with pristine video and clear audio.

Professional videoconferencing with Vaddio ConferenceSHOT™ AV Bundle - TableMIC

- Plug and play simplicity
- Includes camera, microphone and HDMI Audio Embedder



HuddleSHOT™ All-in-One Conferencing Camera

- Includes full stereo speakers and two integrated microphones

USB 3.0 and USB-C Connectivity

- C2G and Vaddio **USB 3.0** and **USB-C** cables and extenders allow for optimal camera placement

Space-saving ergonomic Chief Kontour™ monitor arms

- Float your display in the optimal ergonomic position above your work surface
- Create a more productive and comfortable work space



Enhance the home office with Chief Kontour K1D Dynamic Desk Mount

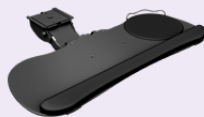
- **Dual monitor arms** double your productivity with two displays
- Sleek, solidly-constructed forged aluminum arms

Convenient charging with Wiremold Desktop Power

- Less clutter, more functionality
- For powering and charging USB and AC devices

Improve ergonomics with a Chief Mini Keyboard and Mouse Tray

- Reduce arm and wrist fatigue
- Height-adjustable for optimal typing comfort



Maximize productivity with a C2G Dual Display Docking Station

- Connect two displays and multiple USB devices
- Use with a USB-C or Thunderbolt™ laptop



C2G USB-C Cables come in lengths like 3ft to keep cable messes to a minimum

- Keep your USB-C phone charged and synced
- Position the dock more conveniently with a longer cable

Get a better signal with Luxul Epic 3 Wireless Routers

- Luxul XWR-3150 or XWR-1200 provides the strongest possible WiFi signal throughout your space

Add WiFi Coverage with Luxul Epic Mesh Kit

- Includes two nodes that can be configured interchangeably as a router or satellite node
- No need to run additional wires; just plug into an available outlet

Protect against outages with Middle Atlantic Select Series UPS Backup Power Systems

- Ensure uptime of your router in the event of a power outage

ENSURING A CONNECTED WORLD

Whether it's digital signage, video conferencing, live streaming, hybrid learning – Legrand | AV is committed to making the AV experience even better with solutions that keep people connected. At Legrand | AV, we're committed to enabling amazing AV experiences through our leading brands.

We don't just make products. We innovate across key categories and trends to ensure a connected world.

Explore more AV solutions at www.legrandav.com

AMAZING AV EXPERIENCES | legrandav.com

USA	866.977.3901	av.support@legrand.com
CANADA	877.345.4329	av.support@legrand.com
EMEA	+31 495 580 840	av.emea.sales@legrand.com
APAC	+852 2145 4099	av.asia.sales@legrand.com

©2020 Legrand AV Inc. 200401 Rev A 9/20 Chief, Da-Lite, Middle Atlantic, Projecta and Vaddio are a registered trademarks of Legrand AV Inc. All other brand names or marks are used for identification purposes and are trademarks of their respective owners. All patents are protected under existing designations. Other patents pending.

 **legrand**® | AV

COMMERCIAL AV BRANDS

C2G | Chief | Da-Lite | Luxul | Middle Atlantic | Vaddio | Wiremold