

CEDIA® EXPO

VIRTUAL DAILY

SEPTEMBER 15-17, 2020

Welcome to the CEDIA Expo Virtual Experience!

ON BEHALF OF CEDIA AND CEDIA EXPO SHOW MANAGEMENT, we would like to extend a warm welcome to CEDIA Expo Virtual — your opportunity to get smart at home. While we were extremely disappointed that we couldn't meet in person in Denver, Colo., this year, we are thrilled to provide a robust virtual platform to bring our resilient community together for our first-ever virtual experience.



During its three days, September 15-17, CEDIA Expo Virtual will offer a compelling mix of education, keynotes, content, networking lounges and forums, special events including TechBites + Happy Hour and a benefit concert (featuring the CE Pro All-Star Band) for the #CEDIAStrong Founda-

tion, and most importantly showcasing around 150 of the top smart technology providers. We are excited and honored to deliver concentrated access to new products, breakthrough innovations and targeted training in tech integration.

CEDIA is delivering internationally recognized training sessions from 9 a.m. to 10:30 p.m. EDT on Tuesday, September 15 and 8 a.m. to 1 p.m. EDT on Wednesday, September 16. This includes 50+ live sessions and over 30 on-demand sessions. (Plus, all content on the platform will be archived and available until December 31, 2020.) CEDIA is committed to helping members, at every level, set a pathway for success. The extensive lineup of training during CEDIA Expo Virtual is just one way the association is working for you and the industry; visit their CEDIA booth within the Expo Hall to learn more about the benefits of membership.

Outside of CEDIA education, make sure to tune into TechTalks, sponsored by Savant, Samsung and Crestron, a series of inspiring and educational talks from technology experts sharing insights in emerging trends and what the future holds for the custom integration industry. TechBites returns for a third year of inspiration and innovation at 5 p.m. EDT on

Wednesday, September 16. Participating brands will launch their most innovative products in a "speed-dating" format, along with a happy hour to round out day 2 of the experience.

Wrapping up the event on Thursday, September 17, at 5 p.m. EDT, we'll have a benefit concert for the #CEDIA-Strong Foundation with the CE Pro All-Star Band, making their return appearance after last year's concert in Denver. Enjoy some music, drinks and camaraderie with industry colleagues and icons.

In an effort to continue the collaboration between design and construction professionals and technology integrators, CEDIA Expo is proud to bring a Design + Connection content track to the virtual experience on September 16 and 17. We have partnered with National Kitchen and Bath Association (NKBA), Living In Place Institute (LIPI), MODENUS, Metropolis, *This Old House*, and Mazarine Ventures to cover topics ranging from Wellness to Water in the Smart Home to ways integrators and designers/builders/architects can work better together.

Other things to check out within the virtual platform are the networking lounges, forums, manufacturer product training, exhibitor in-booth sessions, CE Pro BEST Awards, and more! And don't forget to collect points within exhibitors' booths by sharing your contact information for your chance to win an all-expense paid trip to CEDIA Expo 2021, Yeti Cooler or \$100 Visa gift card! —**Ashley Sprengnether**, Associate Show Director, CEDIA Expo ►

**Bookmark the CEDIA Expo Virtual website:
Go to cediaexpovirtual.com to explore the show!**

Navigating CEDIA Expo Virtual Experience for Success

Here's how to make the most from the Sept. 15-17 online event, whose content will also be available on-demand until the end of the year.

THE CEDIA EXPO is more than just a tradeshow, it is a gathering of friends. Certainly, in the virtual world, there is no chance for handshakes and hugs, hearty evening meals, mind-blowing demos, late-night parties, chance encounters with colleagues, and \$9 convention-center hot dogs. We all miss those things (OK, maybe not the hot dogs).

Indeed, the CEDIA Expo Virtual Experience, September 15-17, *is not the same as a physical event*, and you should not try to compare it to an in-person event. It is instead a totally different type of engagement that needs to be navigated completely differently than a physical event.

For one, without the cost of travel, the CEDIA Expo Virtual Experience is an opportunity for integration companies worldwide to have their entire organization (from top to bottom) engage in vital education to earn CEUs and interact with vendors. Have you ever wanted to bring your whole team to CEDIA Expo but couldn't? Now is your chance.

Registration is FREE at cediaexpo.com. Even better, while the CEDIA Expo Virtual Experience officially runs for the three days, all the educational content and supplier information is available on-demand until December 31, 2020. The website (cediaexpovirtual.com) is going to be an essential bookmark on everyone's browser through the end of the year. Here's a brief look at what attendees can expect.

Full Educational Slate on Tap

A smattering of the CEDIA Expo Virtual Experience content available will include:

CEDIA Education: CEDIA has lined up an intense slate of 50+ courses that run on Tuesday, September 15 from 8:30 a.m. Eastern through to 10:30 p.m., along with two keynotes, and into the morning of Wednesday, September 16 from 8 a.m. to 2 p.m. EDT. (See full slate of sessions on page 6.) CEDIA will also be conducting several sessions in Spanish. The CEDIA sessions, which are open to members and non-members alike, will offer CEUs for attendees. Integrators can pay for individual sessions or purchase a \$199 all-access pass to attend as many sessions as they want.

Virtual Booths & Swag: There are numerous suppliers participating with virtual booths all three days and more are signing up every day. By the time September 15 rolls



around, the mix of participating booths is expected to be over 150. Inside each virtual booth, integrators can browse new products, collect free educational downloads, and watch instructional videos. Starting on September 15, the first day of the Virtual Experience, attendees will be able to set virtual appointments with these exhibitors to have one-on-one discussions via chat and Zoom. Again, the information in the virtual booths will be all freely accessible until December 31, 2020. Yes — there will even be virtual swag.

Manufacturers' Training: Manufacturers Product Training sessions will take place for the full duration of the show. Attendees will be able to find the specific MPT sessions in the Education dropdown menu on the website to get the latest technical advice on deploying new products from every category of equipment in control, audio, video, networking, security and more.

CE Pro Education, Awards & Keynotes: CE Pro's virtual booth will be rich with research, including data on Wellness, Multiroom Audio, Industry Forecasts and more. The publication editors will also be conducting numerous "Fireside Chat" conversations with key suppliers discussing some of the latest industry trends. We will also be presenting several keynotes, including a wide-ranging discussion with the four primary

brilliant
Smart Home System



Meet the easiest smart home system to

✓ Sell

✓ Install

✓ Use

Convert more prospects into customers and start growing your business with Brilliant. It's easy to install, controls popular products like Sonos and Ring, and is the first in-wall control system that can be affordably integrated as a standard feature by home builders.

Visit our [CEDIA Virtual booth](#)

Learn more www.brilliant.tech

industry buying groups. Another keynote will examine the state of the “State of the Industry Post-COVID-19: Trends & Challenges,” sponsored by Savant and Access Networks.

The *CE Pro* BEST Product Awards and the *CE Pro* Home of the Year Awards presentation will take place on the Smart Stage on Wednesday, Sept. 16 at 9 a.m. EDT. There, *CE Pro* will name winners of the BEST products in multiple categories, as well as recognize amazing projects from integrators.

Smart Stage Discussions: Similar to the physical event, the CEDIA Expo Virtual Experience will have a Smart Stage Pavilion where a series of general sessions will occur. Sessions are slated to cover:

- ▶ The Power of Light, sponsored by Savant
- ▶ 5G Ecosystem
- ▶ Resi-Mercial, sponsored by Samsung
- ▶ Home Office, sponsored by Crestron
- ▶ Loop into Wellness, sponsored by Savant
- ▶ Securing the Future Home
- ▶ Skilled Trades
- ▶ The Great Outdoors, sponsored by Samsung

WiCT (Virtual) CEDIA Expo Luncheon: On Wednesday, September 16 at 2 p.m. EDT, the Women in Consumer Technology (WiCT) group will hold its 12th annual CEDIA Expo luncheon, albeit virtually this year. The program is entitled, “The New Normal — Why Technology + Design-Build Teams are Essential!” and will be a panel moderated by Danielle Karr, architect and designer program senior manager at Control4. The real-life value of what these teams offer is in fact essential to businesses; executives and employees and families; parents, students and living-in-place seniors all striving for the essence of human connection that has been largely removed. Enter technology on a completely different plane than ever before. The panelists will tell their stories about the real challenges facing their clients and creative solutions to address their needs.

Design + Tech Connection Education: As it has the past several years at the physical event, the CEDIA Expo Virtual Experience will continue with programming specifically for the design industry to learn and connect with residential technology professionals from all over the world. Virtual discussions will feature designers, integrators, and brands working to unite the industries and will discuss the questions homeowners have, and how to provide impactful solutions.

Design and technology collaboration opportunities include setting meetings with exhibitors within virtual booth spaces, tuning into panel discussions, and connecting

How About a Sept. 15 Company Pizza Party?

If you were ever looking for a potential bonding experience for your team, the CEDIA Expo Virtual Experience is an ideal scenario. On Tuesday, September 15, the opening-day CEDIA training runs late into the night — all the way until 10:30 p.m. Eastern.

Starting at 4 p.m., there is a continuous slate of technical sessions focused on video. These sessions, which are all being run by David Meyer, a technical research consultant for CEDIA, are all specifically targeted at technicians and systems designers. The sessions:

- ▶ **Deathmatch: Video Transport Technologies** — 4 p.m. – 4:50 p.m. EDT
- ▶ **HDMI 2.1 Update 2020** — 6 p.m. – 6:50 p.m. EDT
- ▶ **AV-over-IP: What, Why & How** — 7:30 p.m. – 8:20 p.m. EDT
- ▶ **Challenges of HDR Video** — 9:30 p.m. – 10:20 p.m. EDT

The sessions are an ideal opportunity to gather your team together for intensive training. But why not make it more enjoyable by ordering some pizza for delivery and having the team jointly watch the virtual education? You might want to add some Mountain Dew or Monster Energy drinks to the delivery for the late-night sessions.

with associations dedicated to designer and integrator matchmaking. The Design + Connection will once again be anchored by the National Kitchen and Bath Association (NKBA), which will feature industry-leading research and resources for designers and integrators to build successful business relationships. The CEDIA Expo Virtual Experience will also feature a focus on “smart water” products and the companies for 2020. The technology investing company, Mazarine Ventures, will be bringing early-stage companies with solutions to the industry’s most pressing water and wastewater challenges including leak detection, energy management, and more.

DesignTV by SANDOW: In partnership with the NKBA, DesignTV by SANDOW will host a CEDIA Expo Virtual Experience special where listeners will learn about the new NKBA Living Impacts Design research — a comprehensive study that examines the outside influences transforming how kitchens and baths will be designed over the next three years; one of the three categories being Connected Living. Hear from a designer and integrator about how they are putting this research into practice and how they are incorporating technology solutions into their projects. ▶

Power your Business with D-Tools Software for System Integrators



D-Tools' Next Generation, Web-based Platform

- Integrated Product Library with Supplier Pricing
 - CRM and Sales Pipeline Management
 - Intelligent, Visual Quoting
 - Interactive, Multi-media Proposals
 - Purchasing and QuickBooks Online Integration
- ...From Any Web-enabled Device.*



SI System Integrator

Award-winning Enhancements to D-Tools' Flagship End-to-end Solution

- New UI Elements
 - Sales Opportunity Management and Reporting
 - New Business Intelligence Views
 - Customizable Checklists
 - Gantt Charts
 - Bulk Purchase Orders
- ...And More.*



Streamline Business Processes. Improve Operational Efficiency. Increase Revenue and Profitability.

TUESDAY 9/15	SESSION 1	SESSION 2	SESSION 3	SESSION 4
8:30 - 8:55 a.m.	KEYNOTE 1: Building Brands to Shift Industries: Today, Tomorrow, The Future - Linzi Boyd			
9:00 - 9:50 a.m.	Need to Build Your Client a Home Recording Studio? Here's How to Start Like a Pro... Instructor: Geoff Meads	Topgrading: How Dealers Can Immediately Improve Hiring and Employee Retention Instructors: Ron Callis Jr. and Tina Baker	Ask the Expert: Audio and Acoustics Instructors: Gerry Lemay and Anthony Grimani	
10:00 - 10:50 a.m.	Architectural Cinema: Deliver Premier Results for Projects at the Highest End Instructor: John Bishop	Change in the Workplace: Let's Do Better Instructor: Samantha Ventura	How to Develop Business Processes That Work Instructor: Jason Sayen	
11:00 - 11:50 a.m.	5G: Everything You Need to Know, but Were Afraid to Ask Instructor: Michael Heiss	Energy Management Solutions Have Invaded the Home Moderator: Patrice Samuels; Panelists: Michael Wajsgas, Varun Nagaraj	5 Tips to Create an Outstanding Employee Experience Instructor: Courtney Berg	
12:00 - 12:25 p.m.	KEYNOTE 2: Economic, Societal, and Consumer Trends for a 21st Century Mindset: In Conversation With Linzi Boyd and Darren Shirlaw			
12:30 - 1:20 p.m.	Cybersecurity Panel: Cybersecurity and Privacy in the Smart Home Moderator: Mike Maniscalco	Home Recording Studio Acoustics and Design Instructor: Gavin Haverstick	Executing on Client Care Programs: Strategic Considerations and Industry Best Practices Instructor: Steven Rissi	
1:30 - 2:20 p.m.	Future Technologies: The Inside Scoop From Silicon Valley Instructor: Rich Green	User Experience Panel: Grace in Design Instructor: Will Hopkins; Panelists: Brad Baldwin, Jason Oster, Andy Hamm, Russ Hoffman	Warning! Avoid These 10 Simple Things That Can Put You Out of Business Instructor: Leslie Shiner	Gerente de Proyectos la importancia de esta Gerencia Instructor: Enrique Granados
2:30 - 3:20 p.m.	Content Services and Technologies Update Instructor: Michael Heiss	Reference Level Cinema Audio - Defining The Paradigm Instructor: Peter Aylett	Ask the Expert: Using Social Media and Digital Marketing to Grow Your Business Instructors: Brett Bjorkquist, JJ Canon, Matt Montgomery, Cory Reif	Empresa de Automatización- consejos Instructor: Mauricio Mejia
4:00 - 4:50 p.m.	Deathmatch: Video Transport Technologies Moderator: David Meyer; Panelists: Kevin Iselli, Kevin Peters, Stuart Robertson, Gabi Shriki	New Power Amp Technologies and Solutions Instructor: Xiaozheng Lu	The Secret to Winning With Architects Instructor: Randy Stearns	Getente de Proyectos - Administración y metas con proyectos AV Instructor: Lina Maria Villa Betancourt
5:00 - 5:50 p.m.	Spatial Computing Instructor: Rich Green	Integrating Custom Voice Control for the Whole Home Instructors: Alex Capcelatro and Tim Gill	The Power of Breakeven Analysis Instructor: Leslie Shiner	Introducción a la domótica express Instructor: Andres Garza
6:00 - 6:50 p.m.	HDMI 2.1 Update 2020 Instructor: David Meyer	New Tools and Approaches for Professional and Home Recording Studio Design Instructor: Sergio Molho	Find, Hire, and Keep Your Next Rockstar Moderator: Samantha Ventura; Panelists: JJ Canon, Janeen Gaskins, Steven Rissi, Tommy Tabor, Joe Whitaker, Amanda Wildman	Cybersecurity para Técnicos Instructor: Adan Cadena
7:00 - 7:25 p.m.				
7:30 - 8:20 p.m.	AV-over-IP: What, Why & How Instructor: David Meyer	Elevating Lighting Scenes Through a Great User Experience Instructor: Robert Ridenour	From Technician to Manager Instructor: Raymond Holland	Ahorro energetico de los Sistemas de Automatización en Elementos Protección Solar Instructor: Julio Camacho
8:30 - 9:20 p.m.	Fiber For Builders: Upselling Optics into Builder Projects Instructor: Cameron Smith	Value-Added Network Systems Designs That Work Within Budget Instructor: Kevin Iselli	Working Remote: Tools and Best Practices for Decentralizing Your Workforce Instructor: Bruce Reed	Bluetooth vs. WiFi en altavoces de techo Instructor: Juan Tamayo
9:30 - 10:20 p.m.	Challenges of HDR Video Instructor: David Meyer	Window Covering: It's All About the Design - Luxury in Motion Instructor: Kris Grytten	Wash, Rinse, Repeat: Standardizing the Sales Process Instructor: Robert Ridenour	



► **TECH CLASSES** ► **BUSINESS CLASSES** ► **SPANISH CLASSES** ► **ASK THE EXPERT**

WEDNESDAY 9/16	SESSION 1	SESSION 2	SESSION 3	SESSION 4
8:00 - 8:50 a.m.	HDBaseT: New Solutions & Recommended Practices <i>Instructor: David Meyer</i>	AV Design & Documentation <i>Instructor: Keith Jones</i>	Government Affairs Panel: A Discussion on Legislation's Impact on the Residential Technology Industry <i>Moderator: Darren Reaman; Panelists: Chris Heaton, Joseph Lee, Chuck Wilson</i>	
9:00 - 9:50 a.m.	Introduction to Conference Room and Presentation Technologies <i>Instructor: Steven Rissi</i>	Create Lasting Change <i>Instructors: Jason Griffing and Justin Cook</i>	Ask the Expert: Video Performance and Distribution <i>Instructor: Joel Silver and Matt Murray</i>	Audio Set-Up y Calibración - Primera Parte <i>Instructor: Lina María Villa Betancourt</i>
CE PRO BEST PRODUCTS/HOME OF THE YEAR AWARDS				
10:00 - 10:50 a.m.	Early Stage Documentation - A Winning Strategy for Beginning <i>Instructor: Dennis Macleod</i>	Remote System Access Methods, Security and Best Practices <i>Instructor: Nathan Holmes</i>	Process Process Process: Best Practices <i>Instructor: Eric Crawford</i>	
DESIGN + CONNECTION: Design Uncut: Intro to Residential Tech Products SMART STAGE: The Power of Light Tech Talk <i>Sponsored by Savant</i>				
11:00 - 11:50 a.m.	Next Stage Documentation - A Winning Strategy for Finishing <i>Instructor: Dave Tkachuk</i>	Independent Living and Wellness Innovations <i>Moderator: Elizabeth Parks; Panelists: Lainie Muller and Gene Wang</i>	Taking Advantage of Social Media for Manufacturers and Dealers in the Custom Electronics Industry <i>Instructor: Lindsay Bull</i>	Audio Set-Up y Calibración - Segunda Parte <i>Instructor: Adan Cadena</i>
12:00 - 12:50 p.m.	Success With Virtual Assistants <i>Instructors: Rich Green and Alex Capecelatro</i>	Dealing With Direct LED Displays and the Display World of the Future <i>Instructor: Michael Heiss</i>	The Transformational Leader: Strategies for Effective Leadership in the Workplace <i>Instructor: Samantha Ventura</i>	
SMART STAGE: Exploring ResiMercial Opportunities <i>Sponsored by Samsung</i>				
1:00 - 1:50 p.m.	Ask the Expert: Network Performance and Configuration <i>Instructors: Nathan Holmes and Shawn Lemay</i>	Ask the Expert: The Importance of Adding Process to Your Growing Business <i>Instructors: Mike Grubb, Jamie Propp, Jesse Silva</i>		
DESIGN + CONNECTION: Wellness Solutions for the New Normal featuring Delos				
2:00 - 2:50 p.m.	WiCT Luncheon + Panel			
3:00 - 3:50 p.m.	SMART STAGE: Rise of the Home Office Tech Talk <i>Sponsored by Crestron</i>			
4:00 - 4:50 p.m.	TechBites + Virtual Happy Hour			
5:00 - 5:50 p.m.	DESIGN + CONNECTION: LIPI- Living Impacts Design SMART STAGE: 5G Ecosystem			

THURSDAY 9/17	
10:00 - 10:55 a.m.	DESIGN + CONNECTION: Tech Collider- Working with Integrators KEYNOTE: Buying Group Keynote
11:00 - 11:55 a.m.	SMART STAGE: Loop into Wellness Tech Talk <i>Sponsored by Savant</i>
12:00 - 12:55 p.m.	DESIGN + CONNECTION: DesignTV by SANDOW
1:00 - 1:55 p.m.	SMART STAGE: The Great Outdoors <i>Sponsored by Samsung</i>
2:00 - 2:55 p.m.	DESIGN + CONNECTION: Brave New Business Live Stream KEYNOTE 2
3:00 - 3:55 p.m.	SMART STAGE: Smart Water SMART STAGE: Securing the Future Home
4:00 - 4:55 p.m.	SMART STAGE: Skilled Trades
5:00 p.m.	CEPro All-Star Band/ CEDIASTRONG Benefit

Sessions and panelists were being finalized at press time; schedule subject to change.

List of Exhibitors & Booth Levels

- ▶ **2N, An Axis Company:** Gold
- ▶ **Access Networks:** Platinum
- ▶ **Acoustic Innovation Inc:** Featured
- ▶ **Alcons Audio:** Featured
- ▶ **American Lighting:** Gold
- ▶ **Arlington Industries:** Featured
- ▶ **Audinate:** Featured
- ▶ **AudioControl:** Platinum
- ▶ **AVPro Global Holdings:** Featured
- ▶ **Barco Residential:** Silver
- ▶ **BridgeTek:** Platinum
- ▶ **Brilliant:** Gold
- ▶ **Burwell & Sons Loudspeakers:** Featured
- ▶ **CEDIA:** Platinum
- ▶ **Crestron:** Gold
- ▶ **CT Lab Global Media:** Featured
- ▶ **D-Tools:** Platinum
- ▶ **Delta Faucet:** Featured
- ▶ **Dish Network:** Platinum
- ▶ **DMF Lighting:** Gold
- ▶ **DPI:** Platinum
- ▶ **ekeyUSA Systems:** Featured
- ▶ **Elan:** Featured
- ▶ **Frame My TV:** Gold
- ▶ **Future Ready Solutions:** Gold
- ▶ **GDC Technology (USA):** Featured
- ▶ **HDBaseT Alliance:** Gold
- ▶ **HDMI Licensing Administrator:** Silver
- ▶ **Help Lightning:** Silver
- ▶ **Hisense USA:** Gold
- ▶ **Holovision:** Featured
- ▶ **Home Connect/BSH Home Appliances:** Platinum
- ▶ **HomeAdvisor:** Silver
- ▶ **IC Realtime:** Gold
- ▶ **Insolroll Window Shading Systems:** Silver
- ▶ **Ionthis:** Featured
- ▶ **iPoint Solutions:** Silver
- ▶ **iRoom iO:** Gold
- ▶ **Jasco Products Company:** Gold
- ▶ **JVC:** Silver
- ▶ **Kaleidescape:** Silver
- ▶ **Klipsch Group:** Gold
- ▶ **L-Acoustics Creations:** Gold
- ▶ **Legrand AV:** Gold
- ▶ **Leon Speakers:** Featured
- ▶ **LG:** Platinum
- ▶ **Liberty AV:** Platinum
- ▶ **LiftMaster:** Silver
- ▶ **Living In Place Institute:** Gold
- ▶ **Lutron Electronics:** Gold
- ▶ **madVR:** Featured
- ▶ **Magna Audio:** Gold
- ▶ **MantelMount:** Silver
- ▶ **Modulus Media:** Featured
- ▶ **Modus VR:** Featured
- ▶ **Monitor Audio:** Featured
- ▶ **MSE Audio / Phase Technology:** Silver
- ▶ **Netgear:** Platinum
- ▶ **NKBA:** Gold
- ▶ **Olibra:** Featured
- ▶ **Panamax:** Featured
- ▶ **Parks Associates:** Featured
- ▶ **Planar:** Silver
- ▶ **Powercast:** Gold
- ▶ **Powerhouse Alliance:** Silver
- ▶ **Primex:** Gold
- ▶ **Pro Audio Technology:** Featured
- ▶ **Proficient/SpeakerCraft:** Featured
- ▶ **ProjX360:** Gold
- ▶ **RBH Sound:** Featured
- ▶ **Red Carpet Home Cinema:** Gold
- ▶ **Ring:** Gold
- ▶ **Samsung Electronics of America:** Platinum
- ▶ **Savant:** Platinum
- ▶ **Schneider Electric:** Silver
- ▶ **SnapAV:** Gold
- ▶ **Softing Inc.:** Gold
- ▶ **Sonance:** Gold
- ▶ **Sony Electronics:** Platinum
- ▶ **Sound Developments:** Featured
- ▶ **Stealth Acoustics:** Gold
- ▶ **Stewart Filmscreen:** Featured
- ▶ **SurgeX Ametek:** Gold
- ▶ **Technology Designer:** Featured
- ▶ **Theory Audio Design:** Featured
- ▶ **Torus Power:** Gold
- ▶ **United States Postal Service:** Silver
- ▶ **URC:** Platinum
- ▶ **Vanco:** Gold
- ▶ **Viking Electronics:** Featured
- ▶ **WAC Lighting Company:** Gold
- ▶ **Wall - Smart Ltd.:** Featured
- ▶ **WSR Publishing:** Featured
- ▶ **Yale Home:** Featured
- ▶ **Z-Wave:** Platinum



 **Ring X Line**

Let the pros lend a hand.

*Email prochannel@ring.com
to learn more and get started.*

CE Pro All-Star Band Makes an Encore Performance

THE CE PRO ALL-STAR BAND will be making a return engagement with virtual concerts on Thursday, Sept. 17 to conclude the last day at the CEDIA Expo Virtual Experience.

These musicians are all from the industry and they have put together a set of six songs, aided by post production from *CE Pro* multimedia director Larry Holmes, for attendees to enjoy.



This year the CE Pro All-Star Band welcomes back one of its original members Jeff Gardner, who recently retired from his teaching position with CEDIA, and just completed the build of his Plus One Audio recording studio.

Gardner is mixing the virtual concert and will play guitar along with Geoff Meads of Presto Web Design, Vince Luciani of Ametek, Bob Archer of *CE Pro*, and Richard Charschan of AcousticSmart.

The rhythm section includes Jim Garrett of Harman and Tim Bigoness of D-Tools on drums. On bass will be Mitchell Klein of Z-Wave and Dave Silkin of DSG Distributors.

The horns section will be handled by Rick Santiago of Indy Audio Labs. Lead vocals will be handled by Meads and Bigoness, along with Victoria Mills. Background vocals are by Archer and Gardner, who also plays harmonica on one of the tunes.



Band members gathered on Zoom to help plan out this year's virtual gig.

The band will perform:

- ▶ "Soul Man" by Blues Brothers version (Sam and Dave cover)
- ▶ "Mary Jane's Last Dance" by Tom Petty and the Heartbreakers
- ▶ "Come Together" by Aerosmith (live cover version of the Beatles)
- ▶ "Broken Halos" by Chris Stapleton
- ▶ "Wagon Wheel" by Darius Rucker
- ▶ "When It Rains It Pours" by Luke Combs

Attendees can look for the CE Pro All-Star Band performance to kick off around 5 p.m. on the third day of the show. ▶





HDMI® OVER IP

MANAGE, TRANSMIT AND RECEIVE AUDIO/VIDEO SIGNALS



LIMITLESS EXPANDABILITY

The award-winning EVO-IP HDMI over IP system delivers the ability to manage, transmit, and receive audio/video signals and control hundreds of devices over a local network. EVO-IP is fully customizable, easy to design, integrate and install. With the ability to transmit virtually lossless 4K@60Hz, 4:4:4, HDR, HDCP 2.2 video, audio, and IR/RS232 control, the EVO-IP is the perfect point-to-point, splitter, switch, matrix and/or video wall solution.



BECOME EVO-IP CERTIFIED TODAY.
VISIT VANCOTALENTLMS.COM

Time for Integrators to Talk Amongst Themselves

For this year's CEDIA Expo Virtual Experience, attendees can network and chat about a variety of matters in special Forum and Lounge areas.

CEDIA EXPO VIRTUAL FORUM TOPICS

Software Selection

Description: Selecting the right software for proposal writing, accounting, communications, project management, inventory control, and payroll can make or break your company. Integrators can participate in this forum and discuss their experience with various software programs.

Feeder question: What is your experience using single-solution, purpose-built software versus using a turnkey all-in-one software solution?

COVID-19 Operations

Description: Share ideas and advice on what has worked (and what has not worked) for your company operations during COVID-19, such as work-from-home setups, furloughs, effective PPE administration, client interaction, etc.

Feeder question: How much more time on the jobsite are you spending due to COVID-19 precautions and did you change your labor estimates due to it? If so, by how much?

Lighting Fixture Business

Description: Are you thinking about or have you already jumped into the low-voltage lighting fixture business? Use this forum to share ideas and lessons learned from selling and installing lighting fixtures, and to discuss which fixture suppliers you are using and why.

Feeder question: How have you handled your partnerships with electricians now that you are doing lighting fixtures? What is the structure of your business deal with electricians for the fixture margin or installation cost?

Problems with HDMI 2.1 and 8K

Description: Questions abound regarding the HDMI 2.1 spec and 8K. With limited 8K content, are you even deploying HDMI 2.1 topology now or waiting? Use this forum to discuss how you are "futureproofing" your installations today for the 8K future.

Feeder question: Are you deploying 8K receivers or is it best to bypass the AVR and go directly from the source to the display? How are you showcasing 8K displays in your showroom, and has it helped your 4K sales?

Wellness Market Solutions/Showrooms

Description: Circadian rhythm lighting, natural light control, indoor air quality, water purification, soundscaping and aromatherapy have entered the lexicon of the custom installation market. Here, share how you have positioned your company to offer wellness solutions.

Feeder question: What have you done in your showroom or on your website to showcase wellness solutions?

Job Board

Description: Looking for top talent to add to your team? Use this forum to discuss potential job openings in your residential, commercial or security installation company.

Feeder question: Which "soft skills" are the most ideal for technicians to have so they can deal with clients?

2021 Outlook/Predictions

Description: No one could have predicted how disruptive 2020 has become. Home theater, streaming media, audio, video, security/surveillance, wellness, home networks/home offices, and voice control have all been boosted. Which are here to stay?

Feeder question: What the heck will 2021 look like? Which markets do you see rising and which will fall next year (and why)? Who will win the mantle as the "best prognosticator" at next year's CEDIA Expo?

Residential Market Solutions

Description: Home offices are hot and look to be strong for the foreseeable future. What products have you found are best suited to bring "residential" solutions to your clients for video teleconferencing, networks, and unified communications? Additionally, are you incorporating more gaming system elements into your home office offerings?

Feeder question: Have you created any home office or esports/gaming packages for clients? If so, what are they?

Home Theater/Streaming Solutions

Description: The pandemic has increased in-home streaming music listening by 30%. Pay-TV on-demand has risen dramatically. Both these trends have given rise to demand for improved audio and video in the home. How are you taking advantage of the increased demand?

Feeder question: Will day-and-date streaming services become more in demand, and how will you present that?

Developing Service Agreements

Description: Dealers report that clients are less patient due to the pandemic, which has put stress on service departments. Discuss some solutions that are working for your operation.

Feeder question: What is your typical service agreement like and how has it changed due to COVID-19?

CEDIA EXPO VIRTUAL ZOOM LOUNGE TOPICS

► **Operations** — Learn tips on efficiencies, from hiring/firing

and incentives to training, sales, documentation, and more.

► **Marketing** — Discuss how you and your colleagues are conducting virtual sales presentations, using social media to connect with clients during COVID-19, added a CRM system, or changed your website to be more responsive.

► **Technical** — Anything is on the table: from HDR video to HDBaseT, HDMI 2.1, lighting, motorized shades, network configuration, cybersecurity, video surveillance, and more.

► **Designer/Builder Relationships** — Designers and builders are more attuned to technology than ever before. Discuss model home programs, shared client meeting structure, options/amenities selection, kitchen and bath technology, and other trade-adjacent topics. ►

Keynotes Tackle Brand Building, Consumer Trends

Industry consultants Linzi Boyd and Darren Shirlaw will outline how integrators can address macro trends in the economy and in society.

PLANNING FOR THE FUTURE WILL BE the focus of both keynotes presented by CEDIA during the CEDIA Expo Virtual Experience. Here's a preview of the presentations.

Keynote #1: Building Brands to Shift Industries: Today, Tomorrow, The Future

Tuesday, Sept. 15, 8:30 a.m. EDT



In the first keynote session, Linzi Boyd asks an important question to attendees: "What does your business look like today, tomorrow ... and is it ready for the future?"

Boyd is a visionary leader known for building famous brands and speaking on the world stage about global trends. She is a best-selling author, serial entrepreneur and founder of BoB School (Business of Brand). By 24, Boyd had set up and sold two businesses. Her second company was sold to Caterpillar and her third business, Surgery, championed some of the most well-respected brands.

She now works in the enterprise market, teaching entrepreneurs how to build a big-name brand for bigger valuation and scale to impact in the world, changing the way modern business operates and creating the face of modern business.

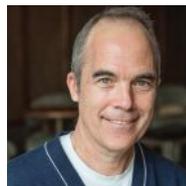
Integrators talk about growth in so many ways, but what is growth truly about? Is it financial? Is it our people? Is it our purpose? How do we drive more sales through the door today? Or should we think about growth for tomorrow now more than ever before? Is real growth today about increasing

margins tomorrow? Do you have a bigger plan for the future?

Those are just some of key questions Boyd will help dealers navigate. Specifically, she will outline how to navigate the three phases of a recession: Shock, Recovery, and Build.

Keynote #2: Economic, Societal, and Consumer Trends for a 21st Century Mindset

Tuesday, Sept. 15, 12 noon EDT



The second CEDIA keynote session will feature Boyd and her cohort, Darren Shirlaw, in a discussion focused on societal, economic, and consumer trends — and how can we parlay current knowledge of all three into success for

integrators and their businesses.

An international business guru, Shirlaw is a mathematician, ex-fund manager and an economic commentator. Sharing his unique set of skills with the enterprise community, he co-founded BoB Group with Boyd and acts as an ambassador to the SME sector through speaking engagements, running retreats and strategic meetings. Shirlaw works alongside clients and helps SME owners grow their businesses.

The session will aim to allow integrators to think about how to overlay the trends in society to move themselves personally and their businesses professionally into a successful future. Adopting a "21st century mindset," particularly amid current national and world events, could be the difference between business success versus business stagnation. ►

Education Slate Adjusts to Virtual Platform

Among the 50+ courses offered during CEDIA Expo Virtual are sessions covering HDMI 2.1, HDBaseT, AV-over-IP, HDR video, talent recruitment, managing change and more.

CEDIA'S TECHNICAL RESEARCH CONSULTANT, David Meyer, has found a bit of a silver lining in the need to present this year's CEDIA Expo educational offerings as a "virtual experience."

"We have to truncate and distill everything," he says. The constraints of online classes don't allow much room for small talk, which Meyer believes will give him and his fellow instructors an even sharper focus when it comes to the 2020 curriculum.

Just like any other year, an All-Access pass will be available to CEDIA Expo Virtual Experience attendees. But there's some unique things happening when it comes to the 2020 "Experience" schedule: For one thing, Meyer won't be leaving his home in Australia, which means that the back-to-back courses he's teaching will happen at unusual hours for CEDIA classes.

Tuesday, September 15 is notable — Meyer will teach classes at 4, 6, 7:30, and 9:30 p.m. EDT, all covering various video delivery issues. That run starts with a "Video Transport Deathmatch," a discussion of the pros and cons of various delivery technologies. "Should I use HDBaseT, fiber, VoIP, what?" says Meyer.

"It's a grownup discussion about virtues, potential downfalls, and so on," he says (but admittedly in a more civil manner than the name implies). The "Deathmatch" (which was packed to capacity when an earlier version was presented at ISE 2020) is followed by classes on AV-over-IP, HDMI 2.1, and HDR.

Other instructors taking part in the 50-plus offerings during the Expo Experience include CEDIA staffers Samantha Ventura (vice president of education and training) and Steve Rissi (director of technical training). There's a number of business classes included, covering everything from client care programs to managing change and becoming a better leader.



HDBaseT will be among the video transport technologies discussed in the "Deathmatch" presentation.



CEDIA instructors chatted with CE Pro editor Jason Knott to preview the Expo sessions during a recent podcast.

Rissi is an RMR expert, having run a customer service division for a big commercial firm before his most recent gig at CEDIA.

Ventura, for her part, has worked with Rissi to present an update on the panel discussion "Find, Hire, and Keep Your Next Rock Star." Finding great techs might be easier than usual given the economic downturn (this might be your best chance to recruit in years), but this discussion will help you keep those employees once you've gotten them in the door. "Invest in an employee's professional development. Give them a career path," says Ventura. "Keep them in your fold — turnover is expensive."

A few 2020 classes dig into some spaces CEDIA hasn't really covered before. Longtime CEDIA volunteer Geoff Meads (Presto AV) will be presenting a foundational course on home recording studios. "There's been a demand for these things as a result of the lockdowns, and not just from pro musicians," says Meads. "There's lots of transferable skills from the CEDIA world: networking, acoustics, speakers. But there are big differences — a great home cinema is about recreating an artist's intent, this is about creating that work from scratch."

For his part, Steve Rissi noticed that no less than 95% of CEDIA integrators are doing some light commercial work, and that a big focus has been video conference rooms, and that a big focus has been video conference rooms. Rissi notes that are a lot of integration skills that can be carried into workspaces, but the user experience is very different as a commercial interface is used by a broad number of people. "In that case, the interface has to be so universal that it's literally a one or two button operation," he says.

—Ed Wenck, Content Director, CEDIA ▶

CEDIA Sheds Light on Industry Relief Effort

To help integrators weather the impact of the coronavirus pandemic, the association launched the multifaceted CEDIASTRONG initiative in the spring.

IMPORTANT MOMENTS IN HISTORY require leaders to take action, and CEDIA is answering the call during the devastating COVID-19 pandemic with its new CEDIASTRONG initiative, a sweeping array of new services and tools to empower, educate, and inspire the industry to weather these turbulent times. The program will be highlighted at CEDIA Expo Virtual.

Launched this past spring, CEDIASTRONG provides members free financial planning tools and services, technical training and webinars, career planning resources, online business roundtable discussions, and marketing content that members can use to promote their services locally. As part of the initiative, CEDIA also plans to establish a CEDIASTRONG Fund to provide financial assistance to members in need with the goal of awarding grants later in 2021.

“CEDIASTRONG was born from the COVID-19 pandemic and was designed to serve as a rallying cry for our industry,” says CEDIA president and CEO Tabatha O’Connor.

CEDIA[®] STRONG

“Today, as people hunker down and work from their homes, technology solutions are all the more paramount, as is the role of the professionals who design and install them. We want to help members power through this challenging period and prepare them for the future to ensure they are ready to resume business as usual when this crisis is behind us.”

O’Connor hopes the CEDIASTRONG program will be a rallying cry for the industry. Former longtime Control4 executive Susan Cashen lent her expertise to the association in the development of the initiative.

“There are all walks of life in the custom electronics industry. Now more than ever, the industry needs to unite to get through this challenging time,” she says.

Cashen notes that CEDIA worked relentlessly to put the CEDIASTRONG initiative together in a matter of weeks.

“It is amazing that the association is doing this so the best and brightest in the industry can share with each other. This program represents the best of CEDIA,” she adds.

A Look at the Initiatives

Under the CEDIASTRONG banner, CEDIA has been rolling out a number of programs to support the industry and to help promote the importance of their work in their local markets:

- ▶ CEDIA has enlisted the services of financial advisors who will be sharing their expertise with members in weekly financial sessions, free of charge.
- ▶ COVID-19 Resource Center features financial, legal, and regulatory information to assist CEDIA members across the globe.
- ▶ New career planning resources feature an online library of content that will assist displaced workers in resume creation, job search strategies, and interviewing tips and tricks for the jobseeker.
- ▶ CEDIA has waived all fees for our current online training for CEDIA members so that technicians can hone skills during downtime and business owners can brush up on a variety of business issues. CEDIA is hosting two new webinars each week, tied to white papers and podcast topics. The association has already seen a tremendous spike in its webinar attendance since the coronavirus outbreak hit.
- ▶ CEDIA will be hosting regional roundtable discussions, live online events bringing integrators and manufacturers together to share insights on how they’re conducting business during these unusual times, how best to prepare for recovery, and how to market services in this time of crisis.
- ▶ New CEDIASTRONG marketing assets will be available so members can help spread the word and generate new business opportunities in their local markets.

And finally, once the industry gets past the eye of the storm, CEDIA plans to establish the CEDIASTRONG Fund to provide financial assistance to members in need with the goal of accepting donations later this year and awarding grants to individuals and businesses sometime in 2021.

“We know the fund is an ambitious idea and it is in the early stages, but we know there is a need,” says O’Connor. She adds that once the parameters of the funding program are established, CEDIA will be soliciting donations from the industry, “no matter how big or how small.”

“The fund is the anchor of the initiative,” adds Cashen. “It will take all of us to make this impactful.” ▶



Vanco Beale Street Audio MBPS-65 & BPS-80 Subwoofers

Vanco International is now shipping its new in-room powered subwoofers from its Beale Street Audio brand. The BPS-65 and BPS-80 subwoofers are designed to deliver deep, articulate bass to even the most constricted spaces as a result of Beale Street Audio's patented Sonic Vortex technology, the company says.

Engineered with solid wood cabinets wrapped in a black matte finish, the Beale Street Audio in-room subwoofers provide compact footprints to help them blend into a range of home environments.

A black cloth magnetic grill conceals rigid Kevlar woofers (6.5-inch for the BPS-65 and 8-inch for the BPS-80), plus butyl rubber surrounds that provide deep, tight bass for balanced sound. vanco1.com



Chief K1D Series Monitor Arm Mounts

Chief says the enhanced K1D Dynamic Height-Adjustable Desk Clamp Mounts are ideal monitor mount solutions for the home.

The Legrand AV brand has made several enhancements to its patented Centris Extreme Tilt technology for effortless fingertip monitor positioning. The products' enhanced, three-step installation and quick-release monitor interface allows for easy mounting and maintenance, with included tool storage in the updated base.

The monitor mounts float displays in the optimal ergonomic position above users' work surface to create a more productive and comfortable workspace. legrandav.com/en/products/chief



D-Tools Cloud System Integrator (SI) Compatibility, New Capabilities

D-Tools has completed a direct integration between the multi-OS, mobile-friendly, web-based D-Tools Cloud, and its on-premises flagship solution, System Integrator (SI). The company also detailed new capabilities for the Cloud platform.

Now, the company says, salespeople can leverage D-Tools' intuitive, next-gen, sales opportunity management and estimating platform, while downstream users responsible for project fulfillment continue to rely on the software for system engineering, project management and ongoing service.

Meanwhile, new capabilities to D-Tools Cloud help better streamline the sales process and close business for system integrators, including visual quoting. d-tools.com



Crestron HomeTime Collaboration Solution

Leveraging the company's heritage in enterprise workplace technology, Crestron recently announced Crestron HomeTime in collaboration with Logitech and Zoom to deliver an at-home video conferencing, home control, and unified communications (UC) experience.

Crestron emphasizes that HomeTime is a unification of the Logitech MeetUp conference camera with the Crestron UC Engine that seamlessly integrates with Crestron control to deliver a customized Zoom Rooms experience.

Crestron HomeTime is a complete HD video and audio conferencing system with the size and scale to handle UC in any room. Crestron allows users to host and join Zoom meetings without a laptop while providing the simplicity of one-touch join from a Crestron remote or app. crestron.com



D-Tools System Integrator (SI) Software Version 14

D-Tools has announced the availability of System Integrator version 14, which includes new capabilities for its end-to-end estimation, design, project, and service management software solution.

Tasks and subtasks can be used to auto-populate the all-new Gantt charts. In turn, the Gantt chart tasks can be pushed to install tasks for technicians in Mobile Install, creating a workflow process that is highly efficient and reduces the risk of oversights in the project management process.

On the sales side, SI v.14 has added more CRM-like functionality, including the ability to track lead source and assign close probability to sales statuses, enabling sales forecasts and pipeline projections. Integrators can sign up for a free, personal tour at d-tools.com/live-demo-webinar/.



Digital Projection Satellite Modular Laser System

Digital Projection will showcase its Satellite Modular Laser System, featuring the separation of the pure laser light engine, with the associated power and thermal management, to a remote location. This enables a compact, virtually silent projection “head” that only contains the primary optics, according to DP. Providing flexible integration options unlike anything on the market today, the Satellite MLS promises to be a leap forward for the residential AV market, DP says.

The Satellite MLS allows integrators to easily design custom configurations from 2,500 to 40,000+ lumens, powering up to four projection heads. This results in superior lumens-per-volume and lumens-per-kilogram ratio compared with other systems, DP says. digitalprojection.com



Da-Lite Parallax Stratos 1.0 ALR Material

The contrast-based Da-Lite Parallax Stratos 1.0 ambient light rejection (ALR) surface is made of gray fabric that rejects 80% of ambient light with 1.0 gain for standard throw projectors (1.0:1 or greater).

The result is better image contrast, color saturation, and dynamic range than what a matte white screen could deliver, according to Da-Lite, particularly in a room that is not completely dark.

Da-Lite explains these attributes are due to the gray color of the screen and other proprietary design elements that absorb some of the ambient light rather than reflecting it. The single-layer Parallax Stratos surface fits in a variety of tensioned electric and fixed-frame screens, including Da-Lite’s core electric screens, and fixed frames in nine configuration options. legrandav.com/en/products/da-lite



DMF Lighting DID2 & DID4 Series Downlights

Modular lighting company DMF Lighting has announced it will be revealing the completely redesigned DID Series recessed LED lighting system.

Built on DMF’s award-winning modular foundation, the all-new downlights improve on every major metric by which light quality is judged and deliver unmatched adaptability, according to the company.

The DID Series lights were designed to enhance the appearance of home integration projects and will be exclusively available to custom integration dealers. In addition to sharing new and existing products, DMF Lighting will be hosting a pair of remote training sessions, “Introduction to Lighting & Lighting Design” and “Benefits of Modular Lighting,” at CEDIA Expo Virtual. dmflighting.com



HDBaseT 'CEDIA Deathmatch: Video Transport Technologies Panel Discussion'; HDBaseT 3.0 Spec

The HDBaseT Alliance recommends attendees browse the HDBaseT booth for product demos, live interactions with its team, and more.

Another high point of HDBaseT's activities will be its Tech Bites sessions that includes its "CEDIA Deathmatch: Video Transport Technologies" panel discussion on Tuesday, Sept. 15, 4 p.m. to 4:50 p.m. EDT. HDBaseT explains this panel is designed to explain the different technologies in the market and how to make the right choice in modern for modern residential installations.

The Alliance will be showcasing the latest HDBaseT 3.0 format, as the only long-distance HDMI 2.0 uncompressed AV distribution solution in the market. hdbaset.org



Just Add Power 3G 708POE Transmitter With Audio Extraction

Just Add Power has released its 3G 708POE transmitter. Making its debut at ISE 2020 earlier this year, the transmitter allows integrators to cost-effectively add a stereo analog audio output to their 3G Ultra HD over IP systems.

Like its predecessor, the 708POE distributes video resolutions up to 4K Ultra HD with no latency over a single Cat 5e cable. The unit supports HDCP 2.2, HDMI 2.0, HDR, HDR10, and all lossless audio formats. Video wall functionality is built-in for displays installed in portrait and flipped configurations, as well as image push, pull, and pop features.

The 708POE supports control inputs with RS-232, CEC, and IR. It integrates seamlessly with any generation of the company's products. justaddpower.com



iRoom iO Smart Control Interface

iRoom, a global Apple-certified manufacturer of Premium iPad Docking and Smart Control Solutions, announces its new iO Smart Control System. The system overcomes the complexity of smart home control as it turns any standard light and shade switch into a smart device that connects with IoT cloud-based services and third-party control systems.

With iO Smart Control Interfaces, users can also control their home with any mobile wireless device, the company says.

The iO Smart Interface installs inside the wall box of a light or shade switch to provide instant voice and app control. It connects to numerous IoT services, including Amazon Alexa, Google Assistant, EnOcean, or Apple HomeKit, and third-party control systems such as Crestron, Control4, RTI, Savant and others. iroomsidock.com



Luxul ProWatch Cloud Management Solution

Luxul, a manufacturer of IP networking solutions, has announced that its ProWatch cloud management solution is now available. A free service for all Luxul dealers, ProWatch is easy to set up and makes it simple for integrators to remotely monitor their client's control system, get real-time notifications of failures, and quickly resolve issues.

Setting up ProWatch cloud management is as simple as downloading the app to a phone, tablet, or opening the web-based application and creating a new site. ProWatch automatically discovers all IP devices on the network, including others from Legrand | AV and any third-party products.

Integrators can access customers' control system from anywhere via the ProWatch app or web. Site-level indicators provide online/offline status of connected devices. luxul.com



Middle Atlantic Forward Toolless Rack Options

Middle Atlantic Products, a brand of Legrand | AV, has announced its Forward installation solutions are now shipping.

Forward is designed around an innovative new rackrail and Middle Atlantic's patented universal hole pattern that allow the family's blank and vent panels, cable management, lighting, and other rack solutions to be installed without tools. With Forward, integrators can install everyday rack builds five times faster, the company says.

The Forward accessory and options line address the entire system lifecycle and builds upon industry-leading products. Further simplifying the design process, Middle Atlantic is also offering a BGR enclosure that comes preconfigured with Forward installation solutions. These solutions can be ordered using one simple part number, the company adds. middleatlantic.com



Legrand | AV Nuvo P600 DIN Rail Player

Legrand | AV has announced that the Nuvo P600 DIN Rail Player is now available in the United States. Designed for simple installation in projects incorporating the international DIN rail mounting standard, the P600 provides any room with instant access to music options from networked collections plus a variety of Internet radio and streaming services and can be easily expanded throughout the home.

To further streamline installations, Legrand is offering convenient kits that include everything needed to outfit customers' homes with complete two-, three- or four-zone systems.

The P600 supplies 2x20 watts of Class D digital amplification for a single zone of audio. The streaming audio player is powered by the PW1060 24VDC power supply, which drives up to three P600s for scalability. legrand.us/nuvo



MSE Audio PhaseTech Premier Collection Loudspeakers

MSE Audio, parent company of SoundTube Entertainment, Soundsphere, dARTS, Phase Technology, Induction Dynamics, SolidDrive and Rockustics, has announced the release of PhaseTech's Premier Collection of loudspeakers.

The new PhaseTech line features a selection of subwoofers, bookshelf and tower speakers that are available in a smooth white satin finish.

The flagship PC9.5 Tower Speaker features three patented 6.5-inch tri-laminate Kevlar/RPF/Glass Fiber flat-piston woofers, a 1.5-inch soft dome midrange, and a 1-inch soft dome tweeter. Controlling the PC9.5's multidriver array is the company's Absolute Phase Crossovers.

Two center-channels are the PC3.5 and PC33.5. The Collection offers 10- and 12-inch Wireless Subs. mseaudio.com



Legrand | AV On-Q Plastic Enclosures

Legrand | AV has introduced a new On-Q enhanced plastic structured wiring media enclosures for wired and wireless low-voltage systems.

Now made in the U.S.A., the plastic enclosures feature a new reversible hinged door with toolless installation, a free integrated trim ring, added structural rigidity, and other design enhancements that help residential installers save time and money, while providing a clean, centralized location for a home's wired and wireless services.

Legrand | AV notes the products not only include trim rings for concealing imperfections in drywall, but the new line also offers a new hinge design that allows the door to snap easily and quickly into and out of the trim ring for faster installation without tools. legrand.us/onq



Crestron Cameo Universal Wireless Dimmers

The new Crestron Cameo Universal Wireless Dimmers are a stylish and cost-effective lighting control option that offers residential systems integrators the flexibility to design lighting projects before the load types have been defined.

Cameo dimmers auto select the correct dimming voltage for LED, incandescent, and magnetic or electronic low voltage connections, so integrators no longer need to stress over what lighting fixtures will be in a home, Crestron says.

Working natively with the Crestron Home app, Cameo Universal Wireless Dimmers provide users with an array of features, including advanced flicker reduction for LED loads, customizable dim curves, reliable inifiNET EX wireless mesh communication, and protection against miswiring, short circuits, and MLV saturation. The dimmers are available in 12 Cameo designer styles and colors. crestron.com



Pro Audio Technology ALC-3316 Amplified Loudspeaker Controller & Configurator

Pro Audio Technology (PRO) is now shipping the ALC-3316 Amplified Loudspeaker Controller worldwide.

The ALC-3316 includes a 96kHz/32-bit DSP processing engine that combines the functionality of a multichannel DSP processor, high-power multichannel home theater or distributed audio amplifier, multichannel mixing amplifier, high-resolution loudspeaker processor, with built-in matrix bass management — all packed into a stylish 1U chassis.

Simultaneously, PRO announces its companion Configurator Amplified Loudspeaker Controller software. Configurator makes the deployment of surround sound or distributed audio systems easy by integrating intelligent predefined DSP filters and much more. proaudiotechnology.com



PowerHouse Alliance Finds Growth Opportunities from COVID-19

The PowerHouse Alliance and its national distributor members look forward to CEDIA Expo Virtual to discover new products, trends, and connect with dealers. The national distributor's vendor partners will be demonstrating their latest audio, video, accessories, display, networking, smart home, and security categories, and the PowerHouse members are on the lookout for next-generation technologies that dealers will tackle and install in Q4 and into 2021.

The PowerHouse Alliance has grown this year and expects continued growth. Pioneer Music Company recently opened a new location in Lenexa, Kan., Mountain West recently opened a new additional location in Seattle, Wash., and 21st Century Distributing opened a new location in Nashville, Tenn. powerhousealliance.com



ProjX360 App for iOS & Android

ProjX360 has released its new mobile App, available on iOS and Android. The company says the new app is a major enhancement from its existing app, and includes offline time tracking and push notifications.

The app will allow technicians to stay clocked in even when there is no Internet service thanks to the new offline time tacking feature. Once technicians clock in, if the jobsite they are going to doesn't have service, it will keep them clocked in. Then, when they leave and get back in service, the app will automatically sync back up and push up the time.

Push notifications have now been added so integrators can stay informed without constantly looking at their phone. ProjX360 created a new home page with links to the most important parts of the system for field techs. projx360.com



QMotion New Verona Fabric Collections

Legrand's Building Control Systems (BCS) division, has announced that its QMotion brand has added four new fabric collections to its portfolio. Featuring trend-setting colors and textures, the 80 new fabrics complement any home's design aesthetic, the company says.

Available in eight colors and distinguished by loosely twisted yarns and a soft, raised surface, the Verona Daylight and Twilight lines offer increased privacy while adding elegance to any space.

The S Screen collection provides the look and feel of a high-end, natural textile with an enhanced depth and texture. It comes in two openness factors and 12 colors.

Available in 14 neutral colors, the E Screen Deco line offers a decorative extension to the company's existing E Screen fabrics. qmotionshades.com



SnapAV OvrC Platform Enhancements

SnapAV has released a major evolution to OvrC and added support for Packedge products. Hundreds of enhancements across all aspects of the platform make OvrC faster, easier to use, and provide critical information at a glance, all within a mobile app or web-based interface. With the expanding support for Packedge, OvrC includes one of the largest ecosystems of integrated products from both SnapAV and leading third-party manufacturers.

As part of a CEDIA Exclusive New Dealer Promotion, dealers can get a free OvrC Pro Hub and 50% off their first order when they sign up with SnapAV by Sept. 30, 2020 (using a CEDIA Expo Virtual exclusive promo code). The new OvrC is available to Pros now at ovrc.com. Existing dealers can enjoy the improvements immediately. snapav.com



Sanus Advanced Full-Motion Premium Series

Sanus has introduced a new series of TV mounts designed to blend in seamlessly with décor and enhance the aesthetics in any room.

Sanus Advanced Full-Motion Premium TV Mounts feature a stylish brushed metal exterior, while their FluidMotion design and Steady Set functionality deliver an optimal TV viewing experience.

Advanced Full-Motion Mounts are available in two finishes: Brushed stainless black with charcoal gray trim and brushed stainless silver with black trim.

Offering a lower profile depth than traditional full-motion mounts, the mounts position displays closer to the wall for a more streamlined look. Beneath their stylish exterior lies an ultra-strong, solid-steel frame that provides maximum support. sanus.com



SurgeX UPS + Isolation Transformers

SurgeX has introduced its UPS + Isolation Transformers family of products. The UPS + Isolation Transformer is built with line interactive technologies, and it couples a continuous power supply solution with power conditioning to create a complete power management solution.

Available in three models — UPS-1440-Li-ISO, UPS-2200-Li-ISO, and UPS-3000-Li-ISO — the compact solutions bring all the benefits of a large-format UPS to the rack-level, containing low-impedance isolation transformers that constantly filter and condition power.

SurgeX says that a low-impedance isolation transformer separates ground and neutral voltage to eliminate anomalies that cause lockups and downtime for sensitive electronic systems and AV equipment. ametekesp.com/surgex



Torus Power Connect Cloud-Based Monitoring & Control System

Torus Power will be highlighting its Connect Cloud-based Monitoring and Control System, which is available in the new AVR Elite and delivers remote configuration, control, and monitoring.

This feature facilitates offsite or touchless environment requirements by providing visibility into the system through secure access. The system for control, programming, data-logging, and reporting allows installers to remotely monitor and respond to user issues and to control and reboot power zones, according to the company.

The Torus Power Connect app works with all mobile devices and tablets and features an Installer Dashboard for power control of installations. Updates and feature enhancements are easy to install using Wi-Fi. toruspower.com



Vantage EasyTouch Glass Keypad

Combining powerful functionality with a sleek, contemporary design, the Vantage EasyTouch Glass modular keypad station from Legrand Building Control Systems (BCS) is capable of complementing nearly any smart home environment.

Featuring a highly reflective, mirrored look with a smooth-touch tactile surface for a one-of-a-kind aesthetic, the keypad is available with up to five programmable buttons for different scenes — such as “Welcome,” “Away” or “Party” — to set the lighting in a space with one touch.

EasyTouch Glass is the preprogrammed default keypad station within Vantage’s Design Center software — for standard lighting scenes and preconfigured, human-centric Lighting for Life scenes. The keypad’s button matrix is also the same as wired or wireless wallbox dimmers. vantagecontrols.com



Vanco Evolution EVO-IP LITE

Vanco International has announced EVO-IP LITE product from its Evolution brand. The company says its latest connectivity product solution serves as a cost-effective HDMI-over-IP system developed from its Evolution EVO-IP platform, for today’s variety of residential installations.

EVO-IP LITE utilizes the same control box and GUI platform as the original EVO-IP, but with one less SKU that can be used as either a transmitter or receiver. It is a solution for installers looking for a matrix, switching, and splitting platform for video resolutions up to 1080p@60Hz.

The component includes analog and digital audio breakouts, IR and RS232 passthrough, and full cloud control through the EVO-IP apps and interfaces for scheduling events, remote monitoring, and iOS and Android app control. vanco1.com



Z-Wave Alliance 2020 State of the Ecosystem Report

The Z-Wave Alliance will be sharing technical and organizational updates, as well as findings from its recently released “Z-Wave State of the Ecosystem Report 2020.”

The report focuses on smart home and connected technology inside and outside of the home and how Z-Wave plays a role, including predictions about how technology will evolve for the professional install industry from industry experts.

Z-Wave notes the report includes the top 10 Z-Wave categories primed for growth such as data from ABI Research forecasting Z-Wave all-in-one devices, smart doorbells, and water sensors as the top three categories predicted to grow the most through 2025. The Alliance says it will offer more updates in the upcoming months. z-wavealliance.org

EMERALD X, LLC

100 Broadway, 14th Floor • New York, New York 10005
800-440-2139 • cepro.com

EDITORIAL

Editor Jason Knott, 774-505-8042,

jason.knott@emerald.com, @JasonWKnott

Executive Editor Arlen Schweiger, 508-868-1212,

arlen.schweiger@emerald.com, @ArlenSchweiger

Senior Editor Robert Archer, 774-505-8049,

robert.archer@emerald.com, @bobarcher2010

Web Editor Andrew Nichols, 774-505-8037,

andrew.nichols@emerald.com

Multimedia Director Larry Holmes, 774-505-8029,

larry.holmes@emerald.com

Contributing Writer Chuck Schneider, kschnei962@aol.com

Art Director Katie Stockham, 774-505-8051,

katie.stockham@emerald.com

Junior Production Designer Graeme Burke, 774-505-8050,

graeme.burke@emerald.com

EMERALD CORPORATE

Executive Vice President Brian Pagel, 770-291-5438,

brian.pagel@emerald.com

COO, Interim President & CEO Brian Field

Chief Financial Officer David Doft

Chief Information Officer Bill Charles

Senior Vice President, Finance Dave Sunderland

Senior Vice President, General Counsel and Secretary Mitch Gendel

Senior Vice President, Operations Lori Jenks

Senior Vice President, Marketing Services Joanne Wheatley

Executive Vice President, Customer Solutions Amy Sklar

Executive Vice President, People & Culture Angelique Carbo

ADVERTISING SALES

Vice President and Group Publisher, Connected Brands Ray Lyons,

774-505-8017, ray.lyons@emerald.com

Shawn Tobin, 774-505-8014, shawn.tobin@emerald.com

Chelsea Grater-Cafiero, 774-505-8020, chelsea.cafiero@emerald.com

Katie Malafrente, 774-505-8039, katie.malafrente@emerald.com

Marketing Marsha Marsh, 774-505-8023, marsha.marsh@emerald.com

PRODUCTION

Creative Services Director Manuela Rosengard, 774-505-8052,

manuela.rosengard@emerald.com

Director of Client Experience Jeffrey Miller, 774-505-8055,

jeff.miller@emerald.com

Subscription Inquiries 630-739-0900 – Option 1

Reprints & Eprints The YGS Group, 800-290-5460,

reprints@theygsgroup.com

Take a Virtual Tour of the New CEDIA Website & Academy



The ongoing coronavirus pandemic certainly has not slowed down the folks at CEDIA. In fact, the custom integration industry association has been super busy throughout these past several months, with a flurry of activities and initiatives rolled out to members.

In April, CEDIA launched its CEDIASTRONG initiative that included such elements as online education, financial and legal advice, a financial assistance fund, regional roundtables and more. Meanwhile, the association continued to plug away at endeavors that included revamping its website and developing the CEDIA Academy.

To better understand how the new *cedia.net* site works and everything available to members, and to go into detail into details of the new CEDIA Academy, a recent *CE Pro* Podcast features director of marketing Desiree Friedman and VP of education and training Samantha Ventura.

“We did both phone interviews and online surveys with [members] to gauge what they were using now, what our current site was missing – what’s an ideal scenario for them and then dug into that,” Friedman says of the process for developing the website redux.

“Along the way, once we had different pieces in place, what we thought the navigation was going to look like and what the different pages would offer we touched base with those people as well to really keep everybody engaged in an ongoing basis and make sure we were staying on the right path.”

Thanks to the ability within Zoom to share screens, we asked Friedman and Ventura to walk us through various aspects of these platforms, how integrators can best navigate them, ways they can upload project galleries and company information, and more.

SERVING THE MEMBERS OF:

Consumer Technology Association

Consumer Technology Association

Smart Home Division Mark of Excellence

ESA ELECTRONIC SECURITY ASSOCIATION

CEDIA



CEDIA® ACADEMY

Dream big. Think bigger.

Here's an annoying question—where do you see yourself in five years? How about tomorrow? It's one thing to dream. It's even better to know. That's why we've made CEDIA® Academy Online Learning Platform.

Carefully curated and masterfully designed courses cover every aspect of the home technology industry. It's where beginners become experts, and experts become gurus. Don't just dream. Know.

Plug in at cediaacademy.net

To celebrate the CEDIA Expo Virtual Conference we are offering 20% off ISF Calibration Level One online training in the CEDIA Academy. You can access this discount throughout September. Plug in at cediaacademy.net

Use code ISFEXPO20. Expires 9/30/2020