IMPACT PRODUCTS

2014 COMMERCIAL INTEGRATOR

Readers nominate these 29 products that made a significant impact on their businesses during the past year.

THE IDEA IS TO CUT THROUGH the marketing hype. Sure, we all know that the product being introduced "sets a new industry standard" and how all manufacturers are the "leading providers" of whatever they make.

We wanted our end-of-year product coverage to be dictated by the consultants and integrators who read *CI* and the end users who read *TechDecisions*. We asked readers to submit thoughts on products that made a significant impact on their businesses in 2014.

> Maybe the product offers features previously unavailable.
> Maybe it lowers the price point enough to expand a feature to new customer groups.
> Maybe it reduces design or installation time enough to save the integration firm on labor.
> Maybe its features make service easier and facilitate recurring revenue.
> Maybe it's just incredibly cool.

We've highlighted 29 products that, according to readers, meet those criteria. Which products made an impact on *your* business in 2014?

Datasat RS20i

> "This cinema-level audio processor has the quality and feature set that has allowed us to deliver a new level of audio performance and functionality. [It's] able to route inputs to outputs, to save audio configuration profiles that can be called up at will … Incorporates Dirac Live audio calibration, supports all new audio decoding formats, expandable to 32 channels with calibration for each channel individually, supports summing subwoofers as part of the LFE feed." —*Derek R. Flickinger, VP of R&D, Interactive Homes, Inc.*

Kramer Electronics VIA Collage

> "VIA is a powerful wireless collaboration device. It converts any display at any location into a shared workspace for team collaboration. It provides a common platform from desktops and notebook computers to tablets and smartphones. You can bring your own device and join the session easily, just login using Wi-Fi or LAN and you are connected." —*Patrick Hart, regional sales manager, AVI Systems*

> "A lot of companies have shown the BYOD solution. The Collage to me seems to solve the most and biggest problems associated with this new initiative. It allows the ability to bring in USB mics and cameras and also brings an independent cloud to the room. It also allows for the ability to fit the ever-present wireless conference room." —*Tim McCarthy, UCC account manager, Spinitar*

> "We are getting more demand for BYOD and the VIA Collage fits that niche nicely. Many of the collaborative conference rooms we do for folks like Disney and Quiksilver are asking for wireless functionality. The VIA Collage lets them display laptops as well as iPads, iPhones and Droid devices. The security of the encrypted signal is also a plus." —*John Delmont, technical sales, VMI*

TEKVOX Drop-In Ready AV Solutions

> "This allowed us to provide a complete AV solution for a campus including control, remote

Christie Velvet

❯ "McCann Systems was engaged to design and eventually integrate digital signage components into the [Foxwoods Resort Casino] space … Located within the interior retail and dining section of the resort, the open-area installation consists of two LED displays, each made up of 17 columns. Each column is outfitted with Christie Velvet 3mm LED blades to guarantee vibrancy against the location's abundance of ambient light. With the columns set at an arced angle, the curvature provides a forced perspective, engaging patrons as they approach and then creating one singular image at certain viewing angles … In addition to optimal clarity and vivid color reproduction, Christie Velvet Indoor LED technology consumes less power than other solutions and has a lower cost of ownership."
—JoAnn Arcenal, marketing and corporate resources, McCann Systems

Ihse Draco Tera Enterprise Switcher

❯ "It's not so easy to come up with a reliable system. A lot of the solutions out there are individual, such as computer to computer. The actual matrix switch will allow you to control a bunch of computers on one side and a bunch of controllers on the other side. So that's a lot of items to come up with."
—Judy Elliot-Brown, client project manager and integrator, Berklee College of Music, via HigherEdTechDecisions

Taiden HCS-5300 Infrared Conference Discussion System

"It is unsurpassed in ease-of-use and reliability in the wireless discussion microphone category. There is nothing like putting a mic in front of everyone (and a loudspeaker!) to deliver top quality audio to video, telephone and room amplification. In addition the fact that the product uses IR instead of RF, and is thus not subject to RF interferences, is an outstanding feature that rises the product above the 2014 debate on RF spectrum limitations for wireless microphones … and makes room-to-room mic moves (room combining) a breeze." *—John Doerschuk, audio engineer, Terry Hanley Audio Systems*

Crestron RL (Lync Room System)

"Simple to use, and combines all of the great features of [Microsoft's] Lync — chat, messaging, video and audio — with one button to start the session." *—Kevin Rand, audio-video technology sales consultant, Red-Thread* CI

SMART Notebook 2014 Software

❯ "Not only has the software now rolled in some of its best features like SMART Response for assessment and SMART Math and 3D object tools, but for the first time, it can now be used on any interactive device."
—Julie Solomon, manager of marketing and training on behalf of CCS Presentation Systems trainers, via K-12TechDecisions

InFocus Mondopads

"It has a built-in processor and is great in the classroom. I thought it was an interesting application that is used by both students and professors." *—Eric Boyd, systems integration manager, Compview, via HigherEdTechDecisions*