

Audio Visual Solutions



Collaboration

The way we work has changed

In an era marked by evolving work paradigms, where flexibility, remote collaboration, and a mobile workforce have become the norm, the significance of Audio-Visual (AV) solutions has never been more pronounced. The traditional boundaries of the workplace have expanded, with employees now seamlessly transitioning between home offices, remote locations, and on-the-go scenarios.

As the fabric of how we work undergoes a profound transformation, AV emerges as the linchpin for fostering efficient communication, seamless collaboration, and sustaining the pulse of productivity.

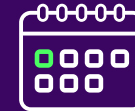
AV technologies play a critical role in adapting to the evolving work landscape, ensuring that your company remains agile, connected, and empowered in this new environment.



80% of employee time is spent collaborating



72% of office employees work from home at least once a week



56% of employees travel for work meetings once or more per week



50% of all business travel is for internal meetings



Average conference room utilisation is only **25%**



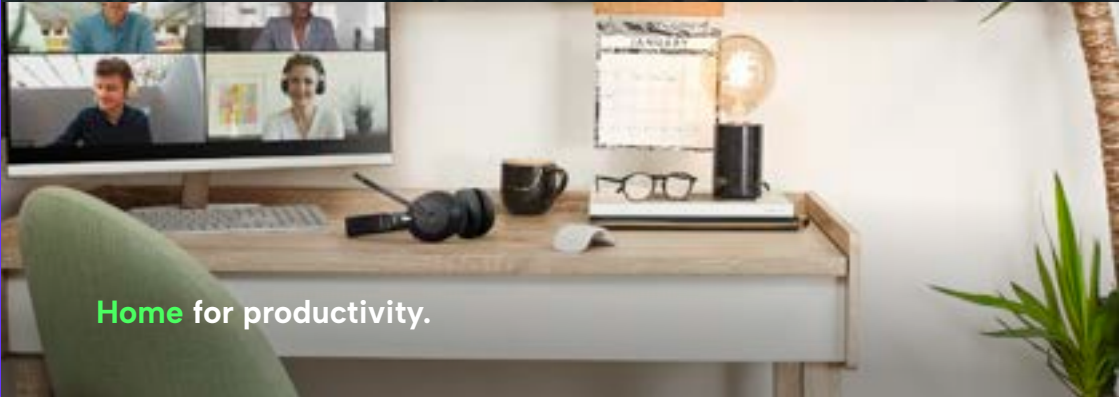
75% of meetings have 2 – 4 attendees but **50%** of conference rooms are designed for 6 people+

AV isn't just in meeting rooms

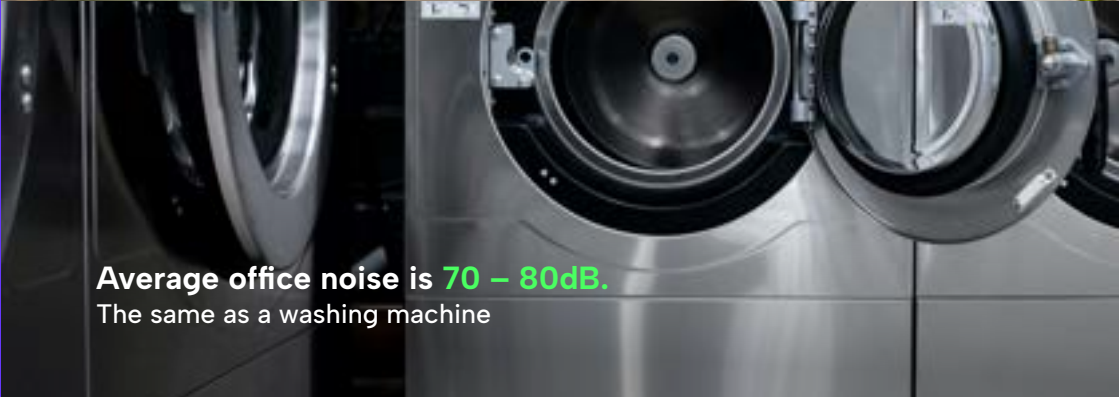
It's anywhere you
collaborate from

A photograph of a modern office interior with large glass windows. Several people are sitting at a long table, working on laptops and talking. A green letter 'A' is in the top right corner.

Office for in-person **collaboration.**

A photograph of a home workspace. A desk with a wooden top holds a computer monitor displaying a video conference with four participants, a keyboard, a mouse, a mug, and a lamp. A green chair is in the foreground.

Home for productivity.

A photograph of three front-loading washing machines with their doors open, showing the drum interiors.

Average office noise is **70 – 80dB.**
The same as a washing machine

A photograph of a person's hands typing on a laptop keyboard. The person is wearing a dark long-sleeved shirt.

It takes a person **23 minutes** to return
to a task after being interrupted.

AV Consultation and Audit

Embarking on the journey to deliver unparalleled AV solutions, ARO commences with a meticulous audit of your spaces, systems, and processes.

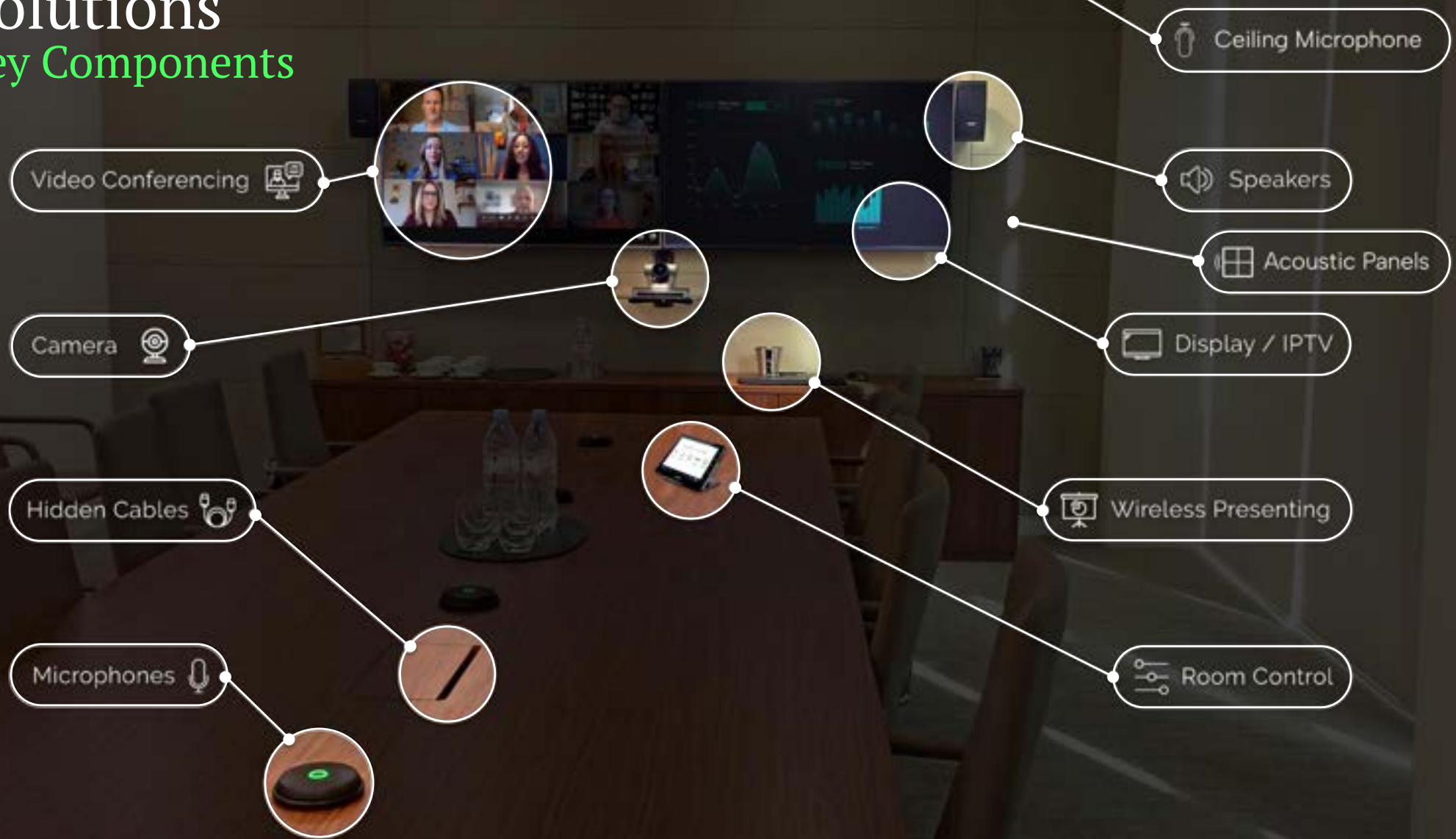
Our experienced team employs a versatile approach, customising the audit process based on the complexity and scale of your requirements.

For straightforward setups, such as single-room configurations integrated with platforms like Teams, our streamlined audits ensure swift comprehension and rapid design implementation.

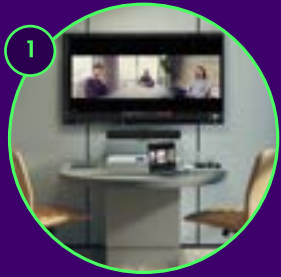
However, when faced with intricate challenges, especially in scenarios involving multiple sites, numerous rooms, and intricate networking demands, ARO's comprehensive audit delves deep into every nuance. We navigate the intricacies of interoperability, addressing the need for seamless collaboration across diverse platforms. Our audit process is a cornerstone, laying the foundation for tailored AV solutions that not only meet but exceed the unique demands of your dynamic environment.

Solutions

Key Components



Solutions



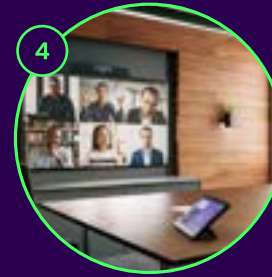
**Huddle and
Small Rooms**



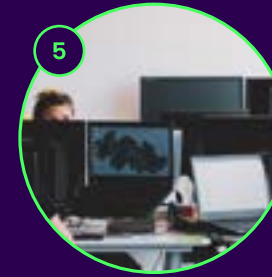
**Medium Meeting
Rooms**



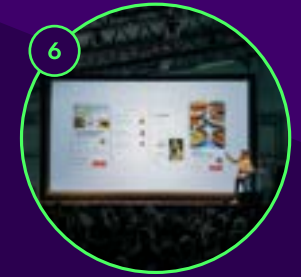
Board Rooms



Teams Rooms



Managed Service



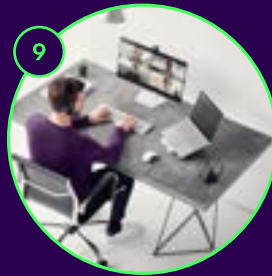
**Conference Spaces
and Auditoriums**



**Digital Signage
and Content
Distribution**



Event Staging



**Personal
Workspace**



**Room
Booking**



**Video Conference
Interoperability**

1

Huddle and Small Rooms

Welcome to the world of streamlined collaboration — where compact meeting spaces and huddle rooms are transformed into all-in-one video conferencing hubs.

Seamlessly integrated with intuitive touch panels and adaptable to various devices, our setups offer effortless content sharing, local presentations, and wireless conferencing capabilities. With a simple connection through a dongle or app, users can harness the power of our video bars, initiating enhanced video calls directly from their own devices.

Yealink logitech poly

Every Room System can be specified with a matching managed support service designed for the specific hardware and solution. Utility and peace of mind all in one package.

Open Video Platform Offering for BYOD and enhanced video call experience.

- ✓ 55" Commercial 4K display screen
- ✓ Video Bar with Microphone Array
- ✓ Mounting and Build Sundries
- ✓ B.Y.O.D connectivity
- ✓ Install, Set up and Training

Priced from £2.5K

Native Video platform solution.

i.e. TEAMS, ZOOM, WEBEX, GOOGLE MEET

- ✓ 55" Commercial 4K display screen
- ✓ Video Bar with Microphone Array
- ✓ Integrated Control Panel
- ✓ Active Directory Integration
- ✓ Wireless Conferencing System
- ✓ Mounting and Build Sundries
- ✓ B.Y.O.D connectivity
- ✓ Install, Set up and Training

Priced from £3.5K



Google Meet



webex
by CISCO



zoom



Microsoft Teams

Medium Meeting Rooms

Step into a realm where collaboration reaches new heights — our AV solutions cater to the demands of medium-sized meeting rooms. These spaces accommodate more participants and multiple screens, integrating cutting-edge technology like ultra-high-resolution cameras, strategically placed ceiling or desk microphones, and centralized controllers meticulously programmed to facilitate seamless routines.

SHURE logitech QSC

SONY Extron NEC

KRAMER CRESTRON BARCO

Yealink poly SENNHEISER

As with every ARO room solution, medium meeting rooms can all be specified with a matching managed support service designed specifically for your system.

Open Video Platform Offering for BYOD and enhanced meeting room experience.

- ✓ Single or Twin 65" Commercial 4K display screen
- ✓ Video Bar or NUC PC Solution
- ✓ Wireless Conferencing System
- ✓ Mounting and Build Sundries
- ✓ B.Y.O.D connectivity
- ✓ Install, Set up and Training

Priced from £4.5K

Native Video platform solution.
i.e. TEAMS, ZOOM, WEBEX, GOOGLE MEET

- ✓ Single or Twin 65" commercial 4K display screen
- ✓ Video Bar or NUC PC Solution
- ✓ Integrated Control Panel
- ✓ Active Directory Integration
- ✓ Wireless Conferencing System
- ✓ Mounting and Build Sundries
- ✓ Install, Set up and Training

Priced from £5.5K



Google Meet

webex
by CISCO

zoom

Microsoft Teams

Board Rooms

Embark on a transformative journey in the realm of collaborative excellence within boardrooms.

These environments host larger gatherings, accommodating multiple presenters and seamlessly connecting multiple locations for a truly global interaction.

Open or Native Video Platform Offering

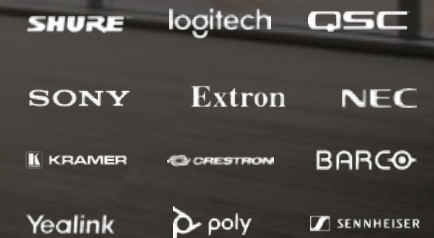
- ✓ Open or Native Video Platform options
- ✓ Multiple Commercial 4K display screen
- ✓ Single or Multiple PTZ cameras with AV control panel
- ✓ Wireless Conferencing System
- ✓ DSP with choice of table, ceiling or wireless microphones.
- ✓ Mounting and Build Sundries
- ✓ B.Y.O.D connectivity
- ✓ Install, Set up and Training

Priced subject to Audit and Design

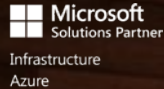
At ARO, we're committed to engineering bespoke solutions for these prestigious spaces.

Collaborating with the world's leading manufacturers such as Crestron, Extron, QSC, Shure, Barco, and many more, we fuse cutting-edge technology with unparalleled expertise. Our tailored approach ensures that each boardroom and conference space is equipped with the finest AV systems, meticulously designed to meet your unique requirements.

And of course, every bespoke solution deserves a carefully calibrated Managed Support contract which can be built to match perfectly.



Teams Rooms



Enhance Collaboration with Microsoft Teams Room:

Step into the future of collaboration with Microsoft Teams Room, a purpose-built solution designed to seamlessly integrate with Microsoft Teams. Offering a dedicated ecosystem of hardware and software, Teams Room optimizes meeting experiences, ensuring fluid communication, and dynamic collaboration.

With tailored features like intelligent cameras, superior audio devices, and intuitive touch controls, Teams Room transforms any meeting space into a hub of productivity. Embrace the power of synchronized calendars, one-touch join functionalities, and enhanced content sharing for a truly immersive and efficient collaboration experience.



Why Choose ARO for Your Teams Room Integration?

When it comes to deploying Teams Room solutions, ARO stands out as your trusted partner for a seamless and expertly executed implementation. As a Microsoft Centre of Excellence, we boast not only five Microsoft Solutions Partner accreditations but a deep understanding of the intricate dynamics of Teams Room integration.

Our dedicated team ensures that every component aligns perfectly with your requirements, from hardware selection to software configuration. With a commitment to excellence and a reputation for cutting-edge technology integration, ARO guarantees that your Teams Room deployment will be optimised for success, providing a reliable, efficient, and future-proof collaboration solution.



Managed Service

We have decades of AV experience which converge with a deep commitment to delivering unparalleled managed services. We have an extensive network of engineers strategically positioned across the nation which blend with our carefully cultivated, lasting relationships with world-class suppliers, to ensure that your organisation receives top-tier support.

Our company offerings span a vast Telecoms and IT landscape, with a particular emphasis on Microsoft technologies, Networking and Cyber Security, complemented by intricate knowledge of AV interoperability within those broader ecosystems. Supporting thousands of customers means we have extensive exposure to interoperability challenges. **There's very little we haven't seen before.**

Extended Warranty

- Management of Manufacturers extended warranty programs
- Comprehensive suite of bundled services
- Covers most Room Systems and Audio devices
- 1, 3 and 5 year options available
- Including advanced replacement Services where available

Remote Support

Unlimited Remote Support in business hours:

- Mon-Fri 08:30 – 18:00

Support provided to cover your ARO solution on the following:

- Hardware issues
- Audio visual system software issues
- Management of in Warranty equipment
- Management of any extended warranty services provided by ARO

Full Managed Service

Our full managed services are tailored to suit our Clients' needs and budgets, and can include all of the below or a combination of;

- Proactive maintenance & monitoring
- Engineering mobilization
- Scheduled preventative site visits
- Event Support
- Crucial working parts and warranty management
- Software and firmware management
- Remote support services

6

Conference Spaces and Auditoriums

Enter the realm of grandeur and seamless interaction within expansive conference spaces and auditoriums tailored by ARO's professional AV solutions.

These venues, accommodating anywhere from 50 to 500 attendees, demand an immersive setup capable of delivering exceptional audio-visual experiences. Our meticulously designed solutions encompass high-resolution,

expansive screens or projectors, complemented by professional-grade audio systems that ensure every word is heard crisply and clearly.

Roaming microphones enable dynamic engagement, seamlessly integrating audio and video playback facilities, while sophisticated lighting rigs orchestrate an atmosphere of sophistication. At ARO, we craft these bespoke AV setups to transform your events into unforgettable experiences, ensuring every detail is meticulously orchestrated for unparalleled impact.

7

Digital Signage and Content Distribution

Enter the realm of captivating and informative communication with ARO's Digital Signage and content distribution solutions.

Designed for versatile applications across office spaces and retail environments, our large-screen displays transform common areas into engaging hubs.

Centralised content distribution ensures seamless control, enabling tailored messaging and captivating

visuals that can adapt to various roles. From spotlighting specific products in retail spaces to disseminating informative company updates in offices, our Digital Signage solutions offer a dynamic canvas to convey information, captivate audiences, and elevate brand engagement. Experience the power of impactful visual communication tailored precisely to your audience's needs, driving engagement and leaving a lasting impression.



Event Staging

ARO stands at the forefront of creating remarkable and immersive event experiences tailored for hundreds of attendees. With expertise in transforming empty event spaces into captivating conference settings, our comprehensive event staging services cover everything necessary to bring your vision to life.

From conceptualisation to execution, we meticulously provide and build every element, ensuring an unforgettable event experience.

Our services encompass high-end audio-visual setups, dynamic stage design, and seamless integration of technology to create a truly immersive environment. Moreover, for wider reach, we offer live streaming capabilities, ensuring that those unable to attend physically can still engage and participate virtually.

Elevate your events with ARO's event staging expertise, where innovation meets excellence to deliver remarkable and memorable experiences.

9

Personal Workspace

In today's dynamic work landscape, flexibility is key. ARO understands the evolving nature of workspaces, be it your desk in a bustling office, a home workstation, or the mobility of a coffee shop. As the workforce increasingly embraces remote work, statistics show that over 60% of employees work from home at least part of the time, seeking the right tools for productive and professional interactions.

Our range of top-tier cameras, headsets, and microphones are meticulously designed to ensure premium audio and video quality, regardless of the environment.

With offices and coffee shops often reaching noise levels of 70-80 decibels, which is as loud as a washing machine, our AV solutions mitigate such challenges, delivering crystal-clear sound and sharp visuals to ensure seamless communication and productivity, wherever your workspace may be.

logitech

SONY



SENNHEISER

Yealink



poly

SHURE



10

Room Booking

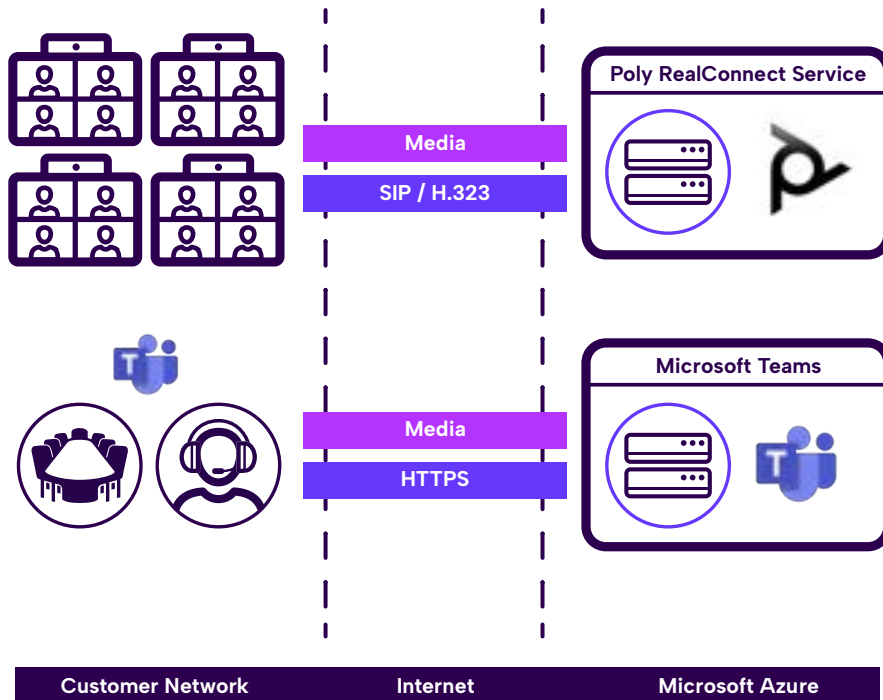
Incorporating room booking hardware and services alongside your AV installation creates a seamless collaboration that optimises efficiency.

By integrating room booking systems with your AV setup, you streamline the scheduling process, ensuring effective use of meeting spaces. This integration simplifies reservations and enables users

to effortlessly access and control AV functions during designated time slots. Adopting this unified approach not only boosts operational efficiency but also guarantees smooth scheduling for every interaction in the space.

Often, room booking hardware can also be used within the room as a video or room controller.





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Video Conference Interoperability

With 84% of companies using 2 or more cloud-based video conferencing platforms interoperability becomes a vital part of your working day.

Elevate your AV experience by harnessing the power of Poly RealConnect Interoperability Service for Teams, a solution that extends the usability of Microsoft products to new heights of interoperability.

This innovative service facilitates a bridge between Microsoft Teams and standards-based H.323 and SIP video

devices, ensuring that a diverse range of communication tools can seamlessly join a meeting. By consolidating calendaring and workflows, Poly RealConnect simplifies the meeting preparation process, offering a streamlined and efficient experience.

Embrace a new era of collaboration with the one-touch join feature, allowing participants to effortlessly connect to meetings. Once linked, revel in the richness of high-quality audio, crystal-clear video, and seamless content sharing, fostering a dynamic and immersive collaboration environment.



Case Study

capital.com

Capital.com is a leading financial trading platform that empowers individuals to explore the world of online trading with confidence and convenience.

When they were planning their new London office, they contacted ARO to help design and implement full building content distribution, common area displays, AV equipped meeting rooms and an innovative curved reception display centrepiece.

Capital.com new offices in Victoria London:

- 20 Google Meet VC suits with BYOD facility along with dual screens and control.
- Large divisible boardroom with BI AMP ceiling microphones, processing and control.
- Auditorium with 1.2mm curved LED video wall, wireless microphones, Logitech dual camera VC system.
- Reception 'Welcome Screen': curved mesh 2.5m x 3m, the 1st of its kind in the UK.
- 36 Floor Wide Signage displays with tailored content run on Clevertouch.
- TV studio installation with green screen, IWB's, LED lighting, Connectivity infrastructure for DMX, XLR, HD SDI, CAT6, FIBRE. Desktop Monitors for audio and video preview.





Case Study



British American Tobacco (BAT) is a FTSE 100 company and stands as a global industry leader, renowned for its significant presence in the tobacco market.

BAT enlisted AROs help in designing full building content distribution, common area displays and fully equipped, interoperable meeting and board rooms.

BAT Offices in Chiswick park:

- 23 Meeting Rooms including 20 Google Meet VC suites with BYOD, Dual Screens and Control.
- Custom interfacing via Crestron to Dante enhancing small form factor PCs
- 8 Screen Common Area Video Wall and content distribution
- 1 Town Hall Area with full AV presentation
- Meeting Room Booking System

Case Study



Take-Two interactive is a leading game publisher, creating games through it's labels, Rockstar games, 2K, Private Division and Social Point.

Take Two recruited ARO to design the AV systems throughout their new London office including everything from Networked Audio to AV suites.

ARO was also awarded roll out of Take 2 in Paris as part of the clients global strategy.

Take-Two Interactive London Office:

- High end AV installation comprising of 26 individually designed AV suites.
- State of the art gaming and content organisation.
- Demo facilities with 11.2 immersive surround sound systems and 4k displays.
- Background audio around all floors via Q-SYS cores.
- DANTE Audio network speakers and routing of multiple music sources via SONOS.



Partners

For two decades, ARO has been at the forefront of AV innovation, collaborating closely with the world's foremost manufacturers in the industry.

Our longstanding partnerships with leading AV brands have enabled us to harness their cutting-edge technology and integrate it seamlessly into our solutions.

With an intricate understanding of system design and an unwavering focus on interoperability, we curate bespoke solutions that harmoniously blend these world-class technologies. This synergy between our expertise and top-tier AV technology ensures that our solutions are meticulously crafted to meet and exceed the diverse needs of our clients

SONY

SHURE

logitech

QSC

Extron

NEC

Yealink

poly

SENNHEISER

KRAMER

CRESTRON

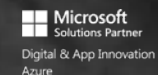
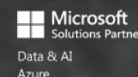
BARCO

Why ARO

The reality is, it's no longer just about the technology. Today, every organisation can access pretty much the same technology. But not the same performance.

We are an enterprise performance partner. We provide our clients with sustainable competitive advantages by wrapping world-class cloud technologies in first-class service.

Our deep knowledge and expertise in all things Collaboration, Cloud and IT position us as the perfect partner to integrate AV seamlessly into your technology platforms.





Cloud

Microsoft and Cloud Services

Office 365, Dynamics, Power Platform, Teams

Hybrid Cloud Infrastructure

Full Hybrid Capabilities, Public, Private, Hyper Converged

Next Generation Networking

Campus and DC, large scale indoor/outdoor

IPAM, Network access, WAN, LAN

Backup and Protection

Immutable, Offsite, Data Replication, DR

Cyber Security

Next Generation Firewalls, DDI Security, SIEM, SOC



Collaboration

Unified Communications

Unified Communications
In-house Mitel Cloud platform
In-house Microsoft Teams Cloud Voice Platform

Contact Centre

Full AI and workforce management options

Business Mobiles

ISP for O2 and Vodafone, Strategic Partner for EE

Connectivity

Broadband, Leased Line, SD-WAN

SIP and Business Voice

AV and Meeting Room Solutions



Data Centre Services

Public and Private Sector

Private Cloud
SaaS
TRE
Secure Storage / Retrieval
Managed Data Centre Services
Managed Connectivity
Managed Firewalls
24/7 Operations Centre
Co-Managed Services
WAN Design and Implementation



Sustainability

Net Zero Journey

Carbon and consumption reduction plan to Net-Zero

POD Energy and Carbon Management Software

In house, bespoke reporting portal and EMS

Energy Procurement and Tenders

Independent tender driven purchasing for fixed or flexible energy trading solutions

Energy Optimisation

Consultancy to help optimise facility consumption

Energy Compliance

Assistance with government energy legislation

Total Account Management

All aspects of daily energy management

ARO Technology. Only better.

Your enterprise performance partner for Cloud, Collaboration,
Data Centre Services and Sustainability

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