1 = Blue 2 = Red 3 = Green 4 = Orange



Presented By: Eric J. Marshall







How Can I Participate?

It's as easy as 1-2-3...



Download
 the app –
 Crowd Mics





2. Connect to Wi-Fi — ERICWifi



3. Join the event in the app – ERICPresent



-Request to
Speak
-Use as Mic
-Text questions
-Respond to Polls







1 = Blue 2 = Red 3 = Green 4 = Orange



Presented By: Eric J. Marshall







1 = Blue 2 = Red 3 = Green 4 = Orange

Like Paint by Numbers

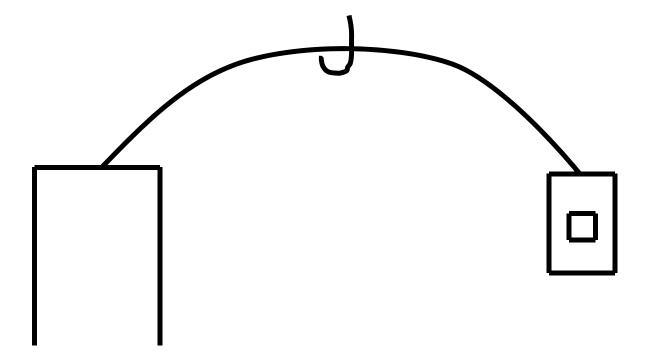
Presented By: Eric J. Marshall







When I started in the industry, my boss drew me a picture of what WE DID.

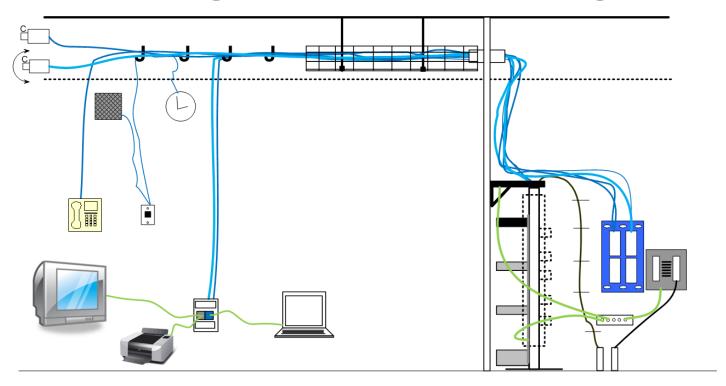








I Upgraded the Drawing

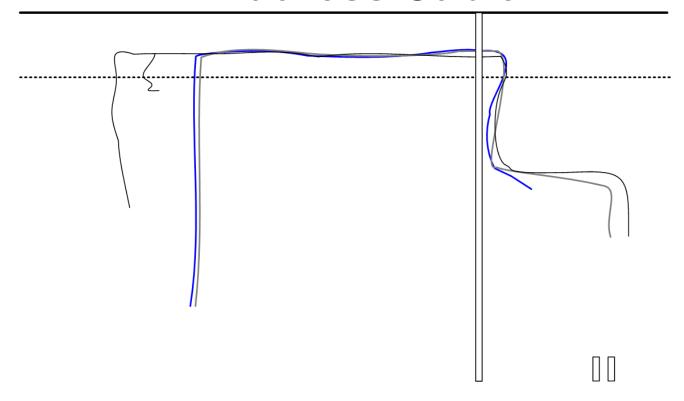








1. Address Cable

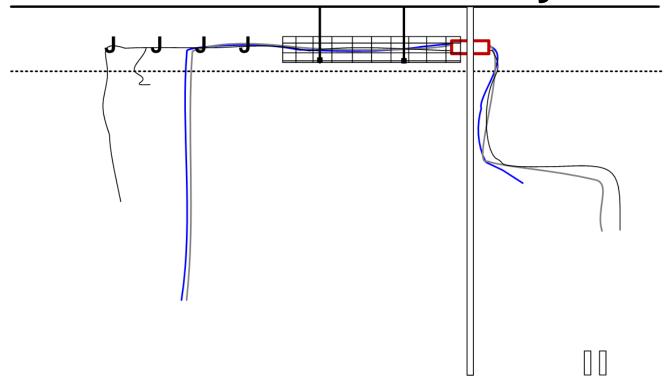








2. Address Pathway

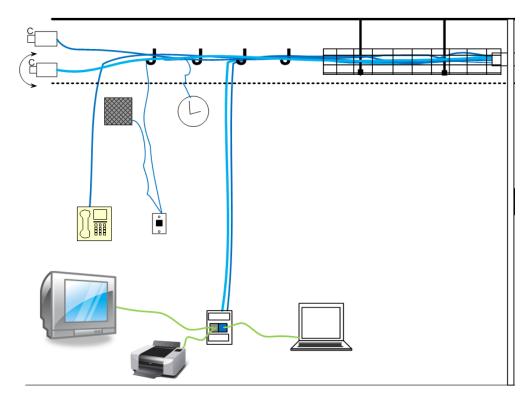








3. Address the Stations

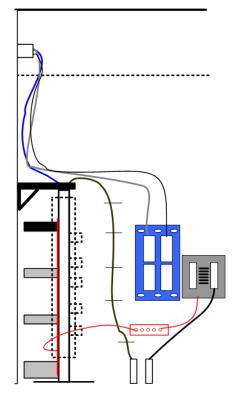








4. Address the Head End

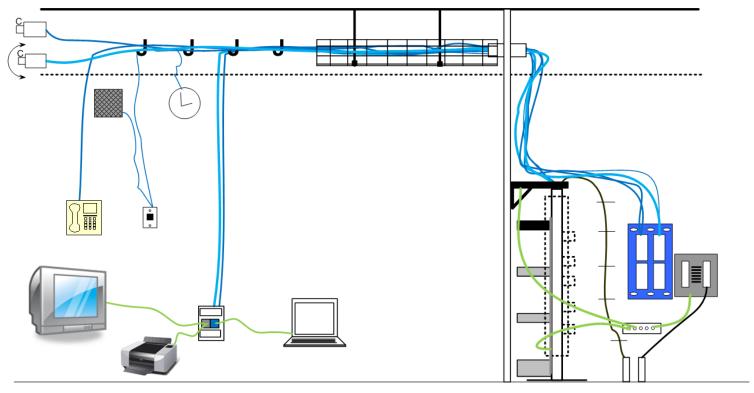








Completed Picture

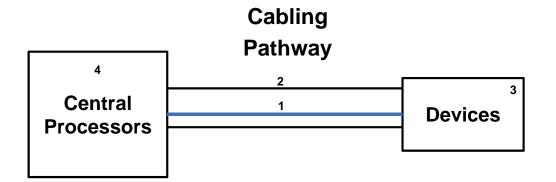








What Do We Do TODAY?

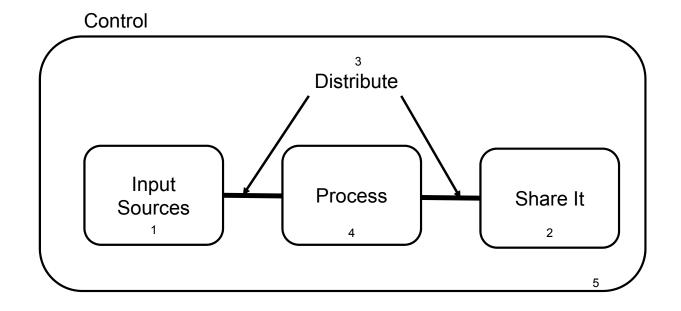








Audio Video











Who are you?

- A. Engineer/Designer
- **B.** Sales Agent
- C. Installer
- D. Project Manager
- E. Commission Agent / Inspector
- F. Programmer
- G. ALL THE ABOVE!







Can we do AV?







I was hired to start doing AV at a structured cabling company

Do you know how to install cable?



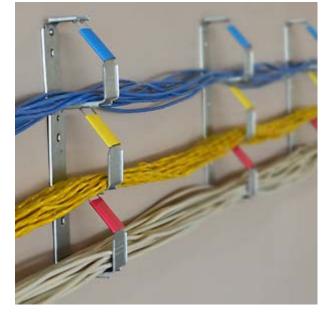
Do you know how to mount things on walls and ceilings?





Let me pull your cable! We are both going to the same place!

TDMM: Save 30-40%

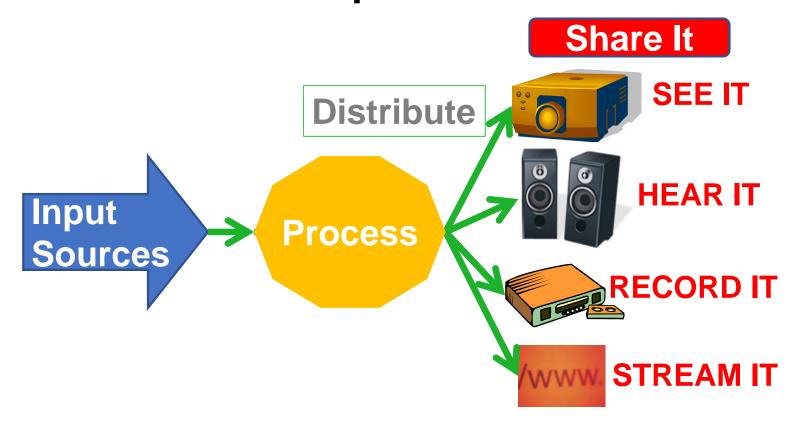


Sold 2.4 million In 2 months!





4 Steps of AV

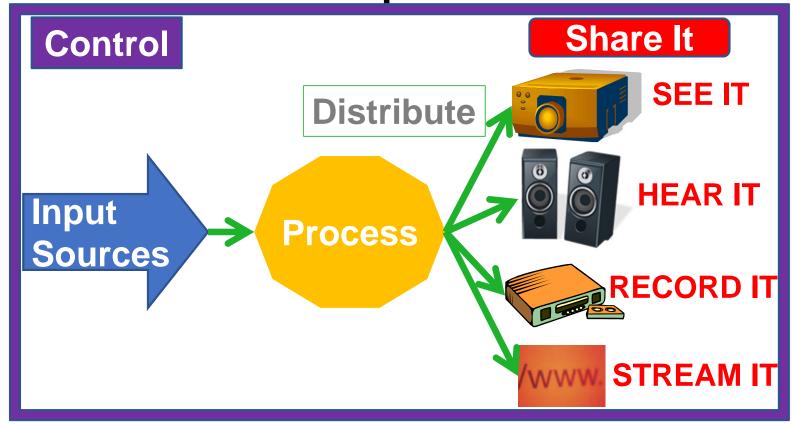








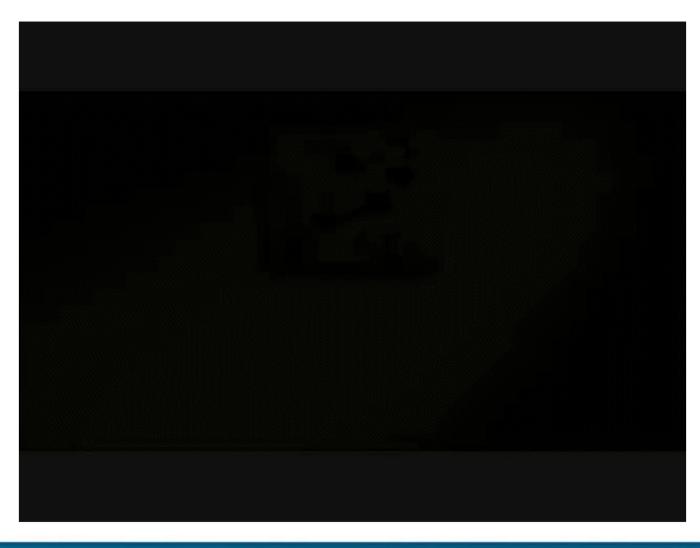
5th Step of AV











- 1. Input Sources
 - 2. Share It
 - 3. Distribute
 - 4. Process
 - 5. Control









Which are the 5 Steps of AV?

A.
Select Sources – Share It – Cable It – Process – Control

B.Input Sources – Share It – Distribute – Process – Control

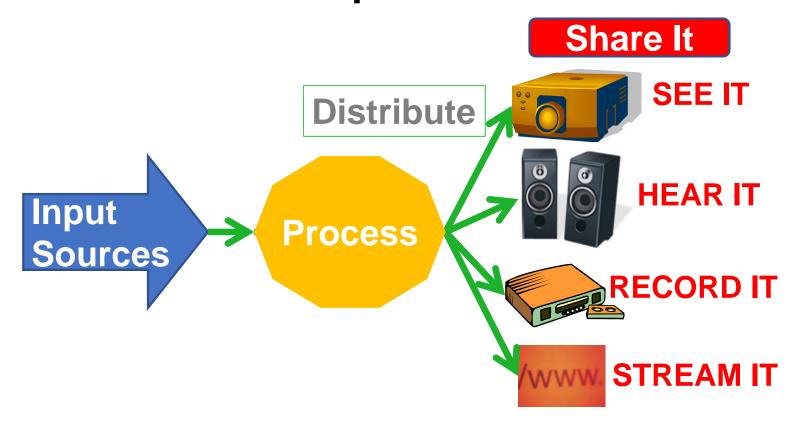
Pick Sources – Pick Outputs – Cable It – Share It – Control It







4 Steps of AV

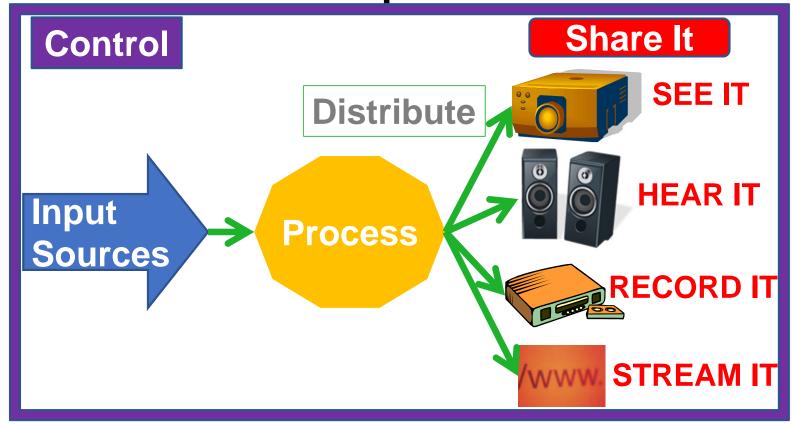








5th Step of AV

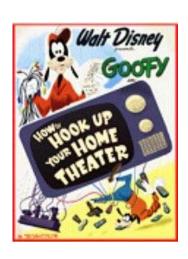








Step 1 – Input Sources











What are input sources?

Anything that generates Audio or Video









Audio Source Examples

- CD Player / Recorder
- DJ Mixer / Karaoke
- MP3 Player or iPod
- Streaming Spotify, Pandora...
- Audio Server
- AM/FM Tuner
- Satellite Radio

- Cassette Tape Player / Recorder
- Phonograph / Record Player / Turntable
- Microphone
- Instrument
- Public address / Noise Masking
- Bluetooth from Phone







Video Source Examples

- BluRay Player / Recorder
- TV Box or TV antenna
- Digital Signage
- VCR
- DVR / Video Server
- I-Pod Video / Phone
- Camera
- Computer

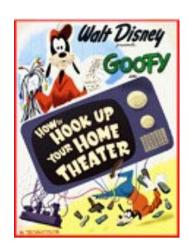
- Video CDs
- Document Camera
- Game Console
- Web Conference
- Streaming Service
- BYOD Wireless Collab Device
- Microscope / Telescope







You don't have to worry about all the sources











Devices have connectors



CONNECTORS CONNECT

BUT

THE REAL
CONNECTION
IS THE
SIGNAL







Devices have connectors



CONNECTORS CONNECT

BUT

THE REAL
CONNECTION
IS THE
SIGNAL







Devices have connectors



CONNECTORS CONNECT

BUT

THE REAL
CONNECTION
IS THE
SIGNAL







High Resolution

- RGBHV = 5 Wire
- RGBS = 4 Wire
- RGsB/RsGsBs = 3 Wire

Can be either

• Component = 3 Wire

Low Resolution

- S-video (Y/C) = 2 Wire
- Composite = 1 Wire
- Radio Frequency (RF)









BNC Connector

- Used with coaxial cable.
- It is a round metal connector that is pressed and twisted to lock into place.
- BNC stands for "Bayonet Neill Concelman" (the names of the two developers – Paul Neill and Carl Concelman).
- Used for professional AV applications.





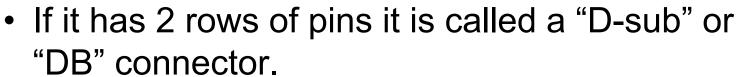






DB / HD Connectors





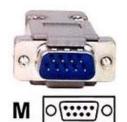


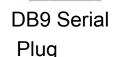
HD15 VGA Plug

 If it has 3 rows of pins it is called an "HD" connector.

- The connector type is usually followed by a number telling the number of pins it can hold.
- (ex. DB9, DB25)

HD15 is what is used by most computers





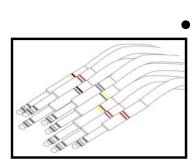


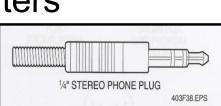




Audio plug

- Plugs are used for many audio applications
- Typical sizes are 3.5mm, 2.5mm, ½", and 3/16"
 - 3.5mm is what is used on most computers and portable audio devices!











Audio Connectors



Female XLR Connector

Pin	Signal
1	Shield
2	Signal +
3	Signal -

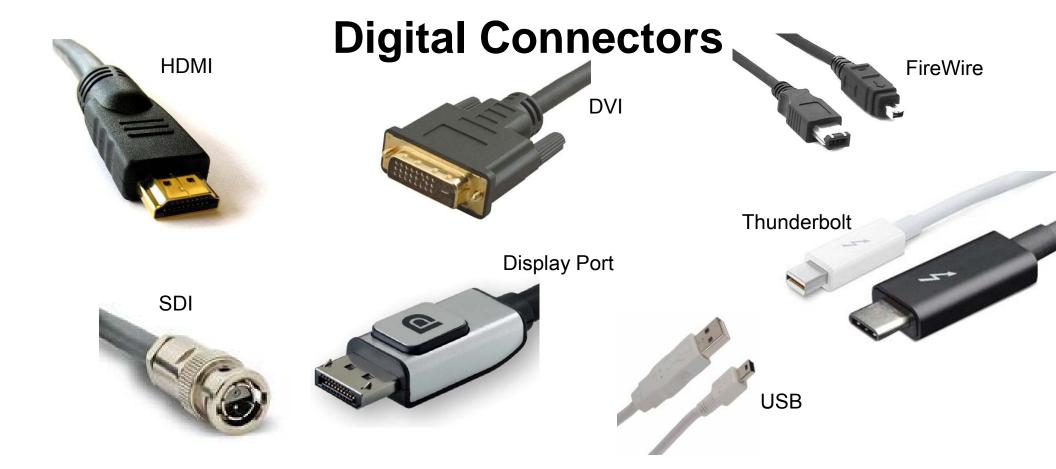


Male XLR Connector



















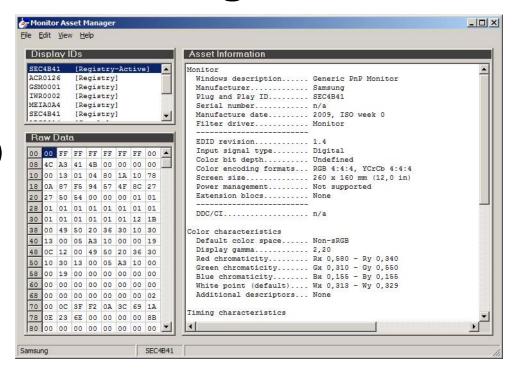




EDID

(Extended Display Identification Data)

- Hot Sync
- AV properties
 - HDCP









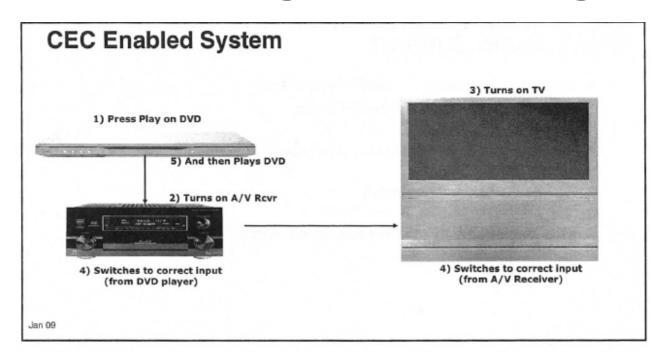


Prevent Non-licensed devices from receiving content Block eavesdropping – "Man in the Middle" attacks





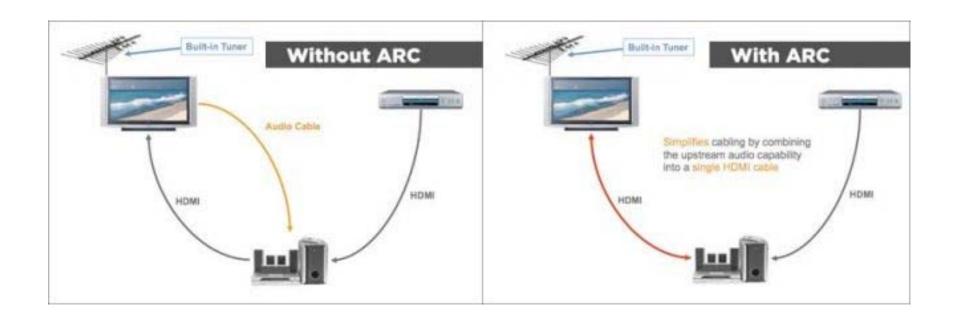










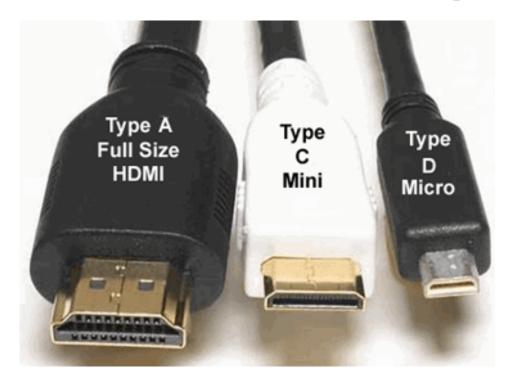








Different HDMI Examples









Different Display Port Examples

Display Port

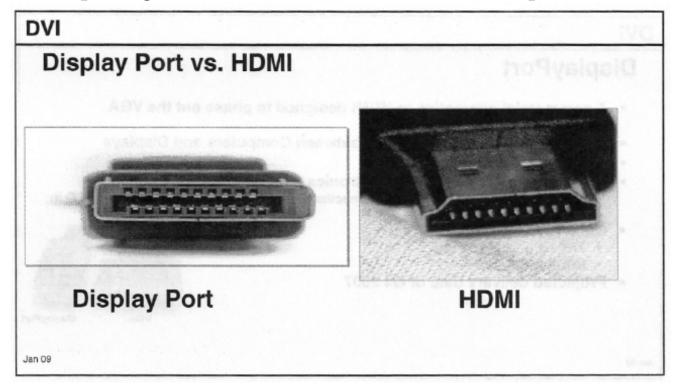








Display Port / HDMI Comparison



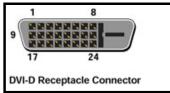


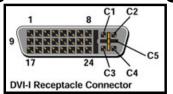




DVI Connector

- LFH (low force helix) connector
- DVI-D = 24 pins and a single larger, offset ground bar; carry a digital signal ONLY.
- DVI-I = have 4 extra pins that surround the offset ground bar; carry both digital and analog signals.
- Used for Digital and High Definition Video













Different USB Examples

Connector Type	USB 2.0 Image	USB 3.0 Image
А		
В		
Micro-B		
Mini-B 5 Pin		-
Mini-B 4 Pin		-
С		







Don't get confused by the connectors!







COMPUTERS

D-sub (DB)

HD

DIN

BNC

DVI

HDMI

CONNECTORS CONNECT

F-type
HD
RCA
BNC
DIN
DVI

BUT

HDMD

AUDIO RCA

Plugs

DIN

Captive Screw

Binding Post

XLR

THE REAL



CONNECTION



IS THE

Toslink

SIGNAL

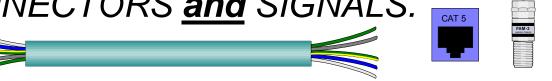






The Physical Connection

- Consists of two major components:
 - Conductors= pieces of wire that carry signals between devices. \$\$\$\$\$\$
 - Connectors= mechanical junctions between the conductors and pieces of equipment.
- To properly understand how to connect devices to the AV system you need to understand CONNECTORS and SIGNALS.









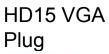


What's the difference on the connector?



F 0 000000

 The Pin Out – the way the conductors are placed in the connectors on each end. The pin out is the "Road Map" for the signal!









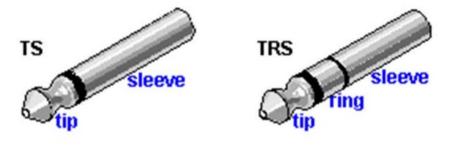








What's the difference on the connector?













What are the Pin-outs?

- Computer = HD 15
- S-video = 4 pin din
- Consumer Audio plug = 3.5mm
- Instrument/Professional Audio plug = ¼"
- RCA Color codes
 - Yellow, Green & Blue & Red = video
 - White, Red, Black, Orange= audio
- What version digital cable?









CONNECTORS CONNECT

BUT

THE REAL CONNECTION IS THE SIGNAL







Male vs Female Connectors



Male connectors typically send and female receive.

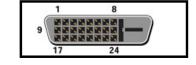






What else makes the difference?

- Cables are a channel for the signal WHAT GOES IN COMES OUT!!!!!
- Cables/Adapters can not change the signal electronics or special circuitry within a cable can.
- Examples:
 - DVI signal from a computer is different from DVI signal from a TV.



 VGA (computer) and component video are different signals.







Gender Changers & Adapters



Change pathway at other end?
Useful for coupling

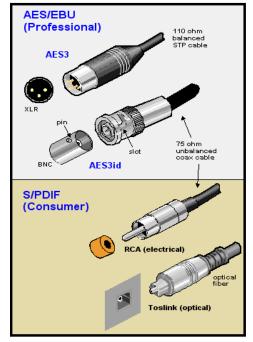
Make sure signal is same! Make sure pin out is same!







AES/EBU vs. S/PDIF



CONNECTORS CONNECT

BUT

THE REAL
CONNECTION
IS THE
SIGNAL









Which is Correct?

A

Connectors connect, but the real connection is the signal

B.

You can only connect devices with the same connectors

C.

You can use an adapter anytime to connect devices

D.

You can use any type of HDMI cable







What is in the signal? VIDEO

- Resolution
- Signal Type RGB, Component...
 - Digital Add Ons





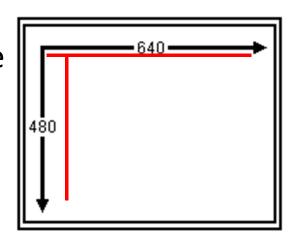






What is Resolution?

- Resolution = a measure of a video device's capability to make small dots and lines on a screen.
- Horizontal resolution = number of dots that can fill one line
- Vertical resolution = Number of lines.
- NTSC standard = 480 lines
- HDTV = 720 and 1080 lines
- UHD = 2K, 4K, 8K

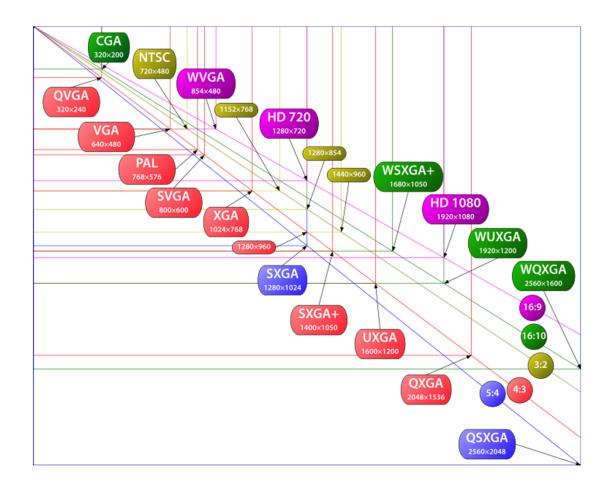


```
Example Resolutions
640 X480 VGA
800 x 600 SVGA
1024 x 768 XGA
1600x 1200 UXGA
1920x1080 Full HD
```









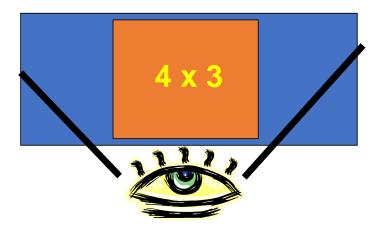






What is High Definition?

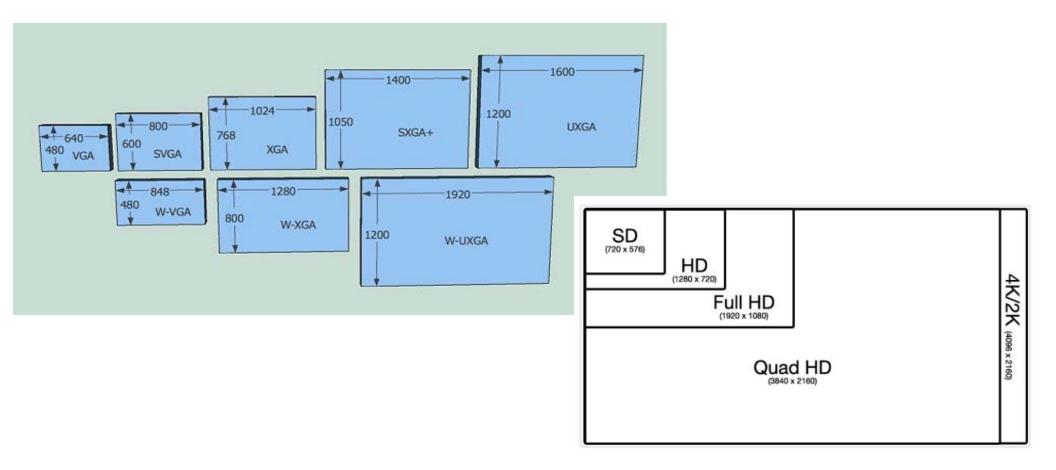
- High Definition is wider and fills more of the eyes viewing area.
- High Definition has more pixels.
- High Definition can be both digital and analog.







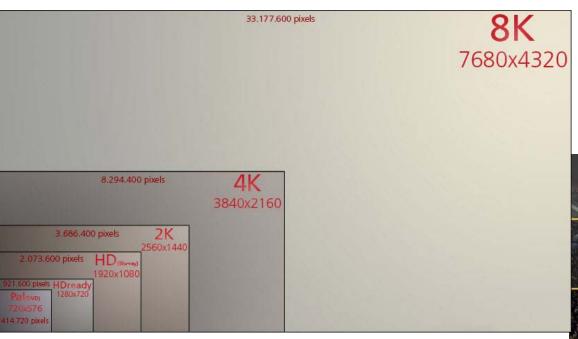






















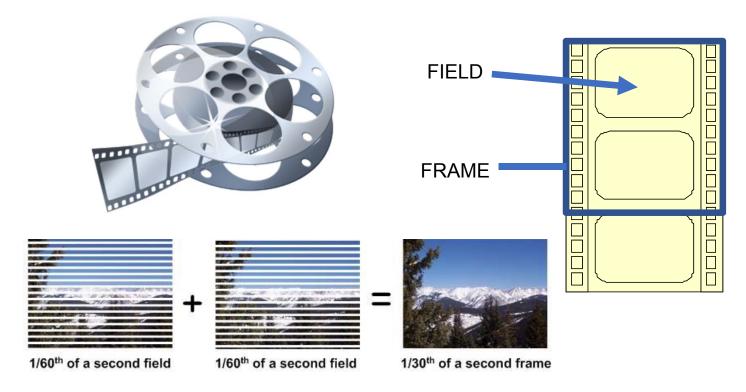
This video was captured in 8K







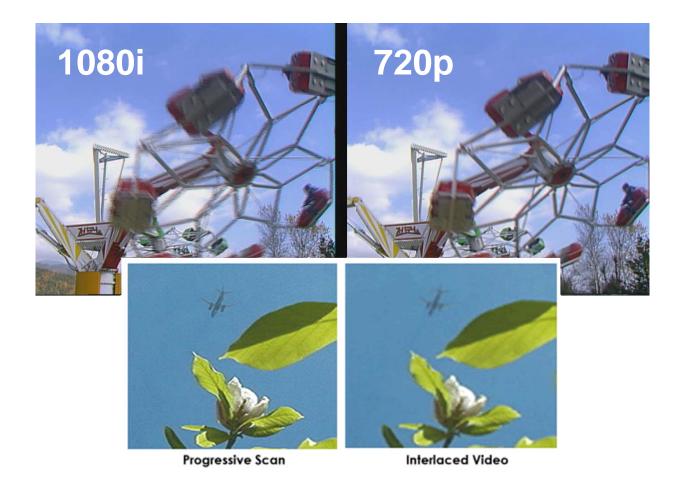
What is with the "i" and "p"?



















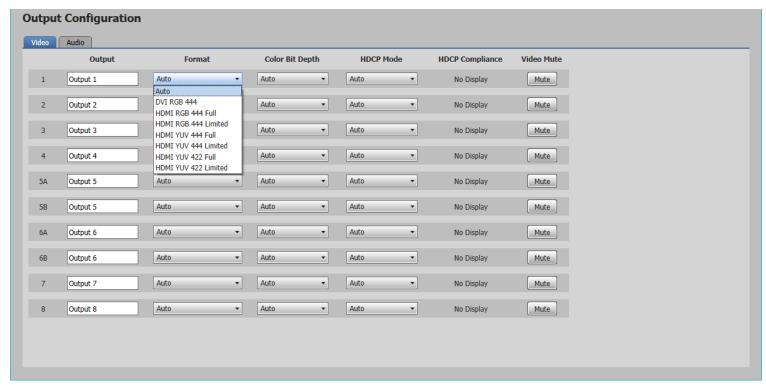
30Hz vs 60Hz







What is Signal Type?

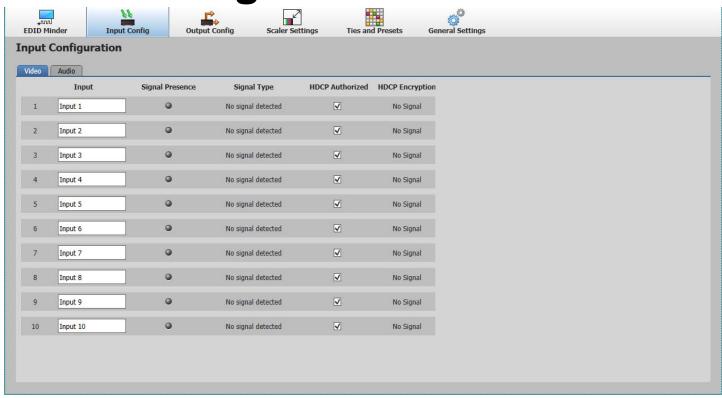








Digital Add Ons?











Which is NOT a component of a Video Signal?

A. HDCP encryption

B.

Audio and control

C.

Resolution, frames/refresh rate, and color

D.

The cable connector







Pro Audio cables and connectors - an overview: https://youtu.be/AnU27N3Clsw

Measuring 100V line audio systems: https://youtu.be/2RG2i4FtA2M

How to Choose the Best Speaker Cables: Gauge, Resistance and More: https://youtu.be/r7DdcZCbABo

How To Wire Subwoofers - Parallel vs Series - Single Voice Coil and Dual Voice Coil: https://youtu.be/jryFmICR4qA

How To Test Your Speaker System: https://youtu.be/TCdUL5ZvMHc

THE BEST Multimeter tutorial (HD): https://youtu.be/bF3OyQ3HwfU

Audio Impedance Meter- Testing 70/ 100 volt Speakers: https://youtu.be/NKCN_aK9wgQ

Amplifier to Speaker Matching Tutorial | UniqueSquared.com: https://youtu.be/pUou_noD1Gc

Understanding Sound Reinforcement - Power Amplifiers (Part 1): https://youtu.be/xFRH_1WQw4Y

Understanding Sound Reinforcement - Power Amplifiers (Part 2): https://youtu.be/QS2JXG6QWmQ

Troubleshoot and Eliminate AC Hum on Sound System: https://youtu.be/l4famaQmWnA

Biamp Audio 101 - Wiring & Interconnects: Balanced vs. Unbalanced: https://youtu.be/2uHaQ5OY9ew

Biamp Audio 101 - Gain Structure: Steps for Proper Gain Structure: https://youtu.be/rNbbz9swKto

Biamp Audio 101 - Measurements & the dB: Audio Meters: https://youtu.be/S6cUqud7JiY

SynAudCon: Gain Structure: https://youtu.be/lel8FZ4wLf8

What does bridge on an amplifier mean: https://youtu.be/cwXGd4bl-f0

Wiring Speakers and determine ohms: https://www.kicker.com/app/misc/support/tech/tech_papers/docs/SeriesAn

dParallelSpeakerWiring.pdf







Pre-Process

- -Mic = -60 dBV (0.001 volt) to -40 dBV (0.010 volt)
- -Instrument = -20dBu
- -Pro Line = +4dBu (1.25V)
- -Consumer Line "Aux" = -10 dBV (0.300 volt)

After Process

-Speaker = 25v or 70v or 4/80hm









Electrical dB reference chart:

Reference Symbol:	Reference type:	Reference level:	Comments:
dBm	power	0 dBm = 1.0 mW	Original electrical dB reference
dBV	pressure	0 dBV = 1.0 V RMS = +2.2 dBu	Rarely used in pro audio
dBv	pressure	0 dBv = 0.7746 V RMS	Older version of dBu, rarely used
dBu	pressure	0 dBu = 0.775 V RMS	Frequently used in pro audio
dB VU	pressure	0 dB VU ~ +4 dBu	Pseudo-reference for VU meters & LED bar graphs









dBfs

(SMPTE

RP155)



Meters

Scales compared

Volts
12.283V
9.757V
7.750 V
6.156V
4.890 V
3.884 V
3.085 V
2.451 V
1.947V
1.546V
1.228V
0.976V
0.775V
0.616V
0.489 V
0.388V
0.309 V
0.245V
0.195V
0.155V
0.123V
97.6 mV
77.5 mV
61.6 mV
48.9 mV

	_
dBu	
2440	٦
24 dBu 22 dBu	┨
20 dBu	┨
18 dBu	┪
16 dBu	1
14 dBu	1
12 dBu	٦
10 dBu	
8 dBu	
6 dBu	
4 dBu	۹
2 dBu	4
0 dBu	4
-2dBu	4
-4 dBu	4
-6dBu	4
-8 dBu	+
-10 dBu	┥
-12 dBu	┨
-14 dBu -16 dBu	┪
-18 dBu	1
-20 dBu	1
-22 dBu	7
E-E-U-D-U	-1

	+2
	0
	-2 -4
	-4
	-6
Γ	-8
Г	-10
Г	-12
Γ	-14
Γ	-16
Г	-18
	-20

VU

-	111 2007
\perp	0 dBfs
\perp	-2 dBfs
L	-4 dBfs
L	-6 dBfs
	-8 dBfs
L	-10 dBfs
	-12 dBfs
	-14 dBfs
	-16 dBfs
	-18 dBfs
	-20 dBfs
	-22 dBfs
	-24 dBfs
	-26 dBfs
	-28 dBfs
	-30 dBfs
	-32 dBfs
	-34 dBfs
	-36 dBfs
	-38 dBfs
	-40 dBfs
	-42 dBfs
	-44 dBfs
	-46 dBfs
	-48 dBfs
-	

biamp. subscribe

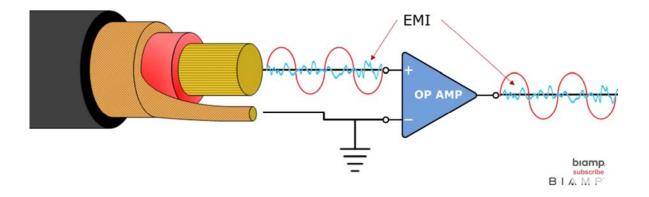
"Unity Gain"









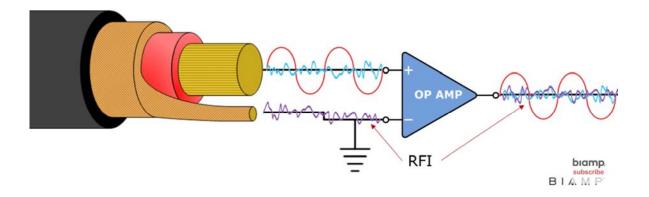








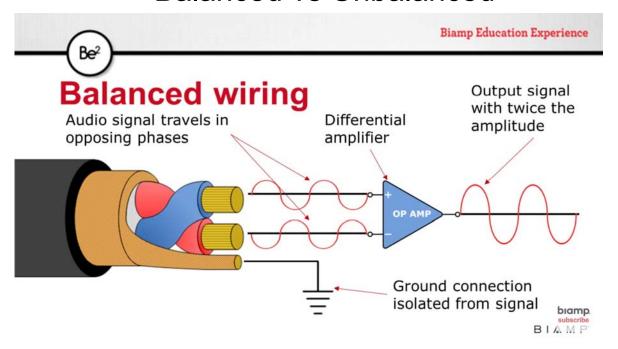








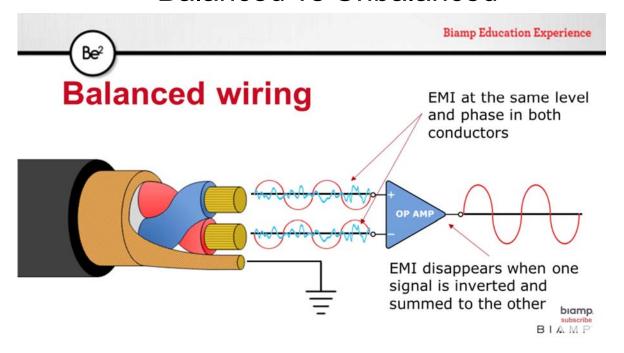










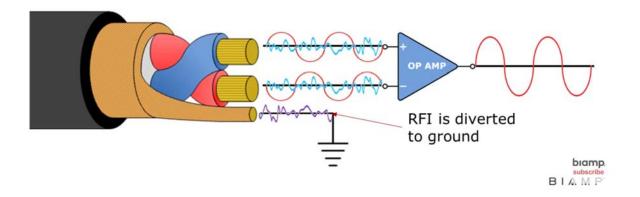










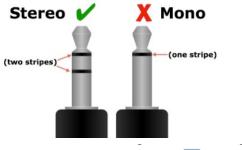








Mono vs Stereo



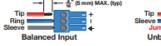


Figure 4.

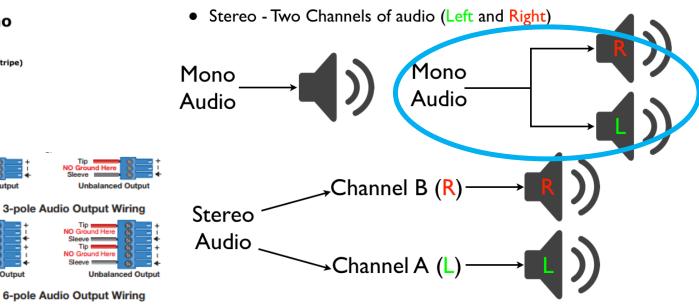
Sleeve Jumper Unbalanced Input



Figure 7.

Figure 5. 6-pole Audio Input Wiring

Mono - One single Chanel of Audio









Mono vs Stereo



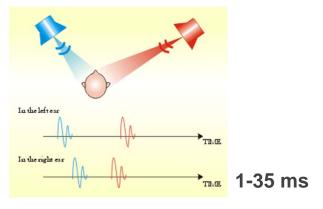
When mixing stereo to mono, attenuate both channels by -6dB to the output bus and the sum will be at the same 0 dB as both input channels

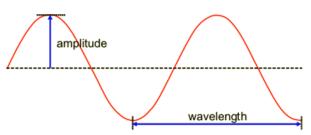


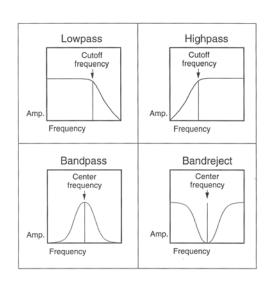


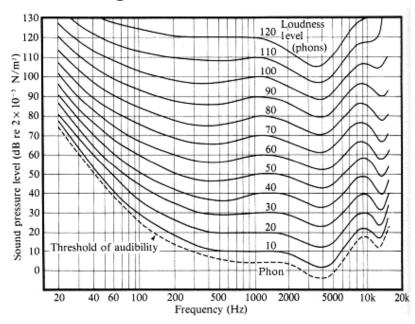


Frequency, Loudness, and Timing















Which is NOT a component of an Audio Signal?

A. Voltage / Level

B.

Balanced vs Unbalanced

C.

The cable connector

D.

Frequency and timing







Microphones for Applications

- Handheld
- Shotgun Theatre
- Parabolic Sporting events
- Lavalier Attach to clothing
- Contact pickup Musical instruments
- Pressure response Lay on flat surface
- Boundary Set on Table for meeting
- Ceiling Theater or Conference Room



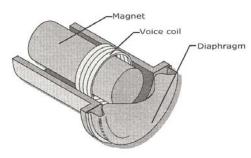




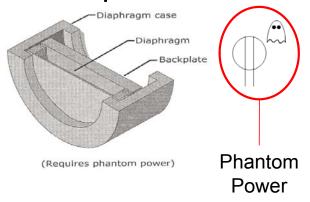




- Two common types of microphones are...
 - Dynamic Microphones



Condenser Microphones









Microphone Pick Up Patterns

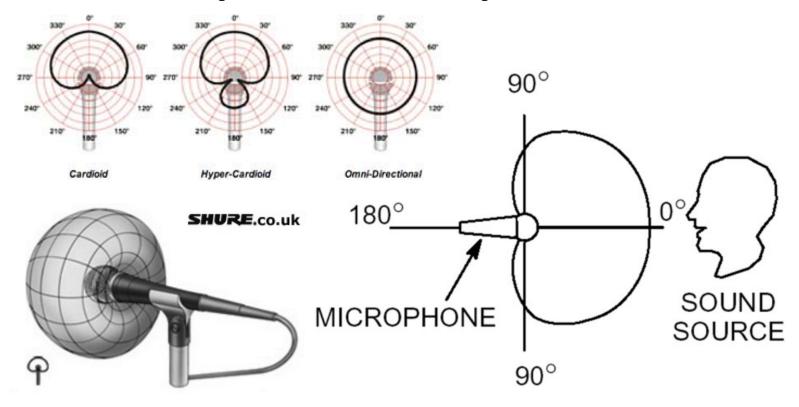
Characteristic	Omni - directional	Cardioid	Super - cardioid	Hyper - cardioid	Bi - directional
Polar response pattern		9			8
Coverage angle	360°	131°	115°	105°	90°
Angle of maximum rejection (null angle)		180°	126°	110°	90°







Microphone Pick Up Patterns













How many channels?











Depends on Frequency! More money is typically better (features)

- VHF
- UHF
- UWB

Ultra Wide Band

• Ethernet



Note: Pay attention to "Frequency" with THE MIC also!







Which is NOT a concern with microphones?

A.

The cable connector

В.

Pick Pattern

C.

Application and power requirements

D.

Frequency, channels, and antennas



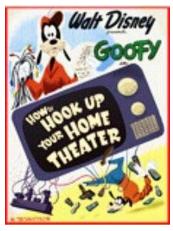






Give the User an Input











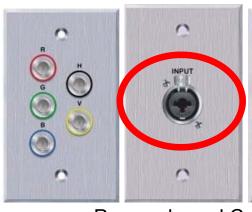
- Traditional
 - Skill Required
- Plug and Play
 - Not Hard Lid
 - Limited Futureability
- Twisted Pair
 - Solid conductor plugs
 - 2 cables? = 1 UTP/1 STP
 - Pay attention to A vs. B
 - Cat5E better for analog (Skew Free/Low Skew)
 - IF sending video USE SHIELDED Cat6 or better
 - IP video follows same rules as our data cabling



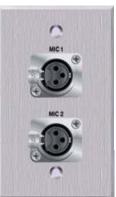


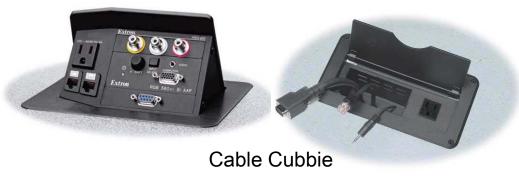












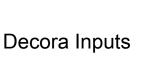
Pre-made and Custom Plates













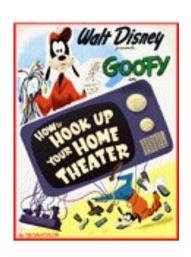
AAP Plates







Step 2 – Share



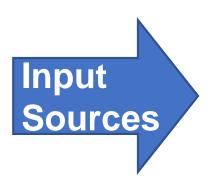








4 Steps of AV



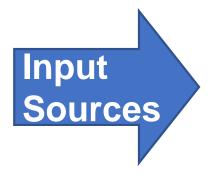






4 Steps of AV











Projector Types

- ✓ Pico
- ✓ Portable
- ✓ Multi-purpose
- ✓ Professional \ Large Venue
- ✓ Interactive



Projectors are the lowest cost method to show video content to a large group







Projector Types

- √ Standard Throw
- √ Short Throw
- ✓ Ultra Short Throw
- ✓ Ultra WIDE Throw

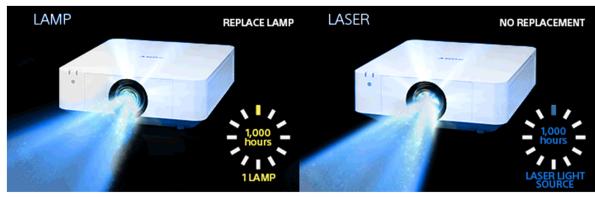






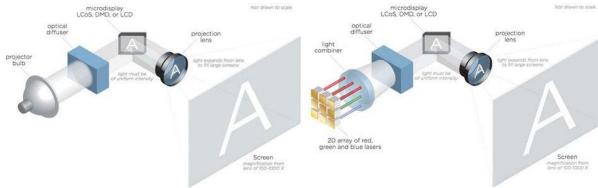


Laser vs Bulb



Bulb Projector

RGB Laser Projector



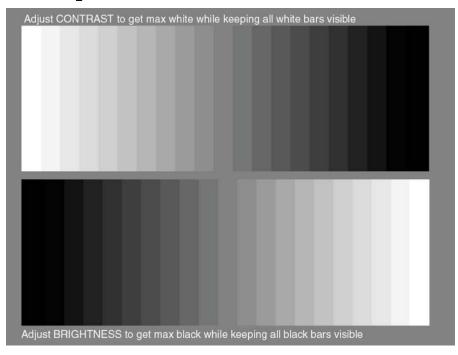






Projector Specs

- Lumens
 - Minimum 3000
 - Double is noticeable
 - fade over time
 - Keystone can half
 - Color Brightness
- Contrast Ratio
 - Light cancels



CAUTION: Use specs MOSTLY to compare models by same manufacturer

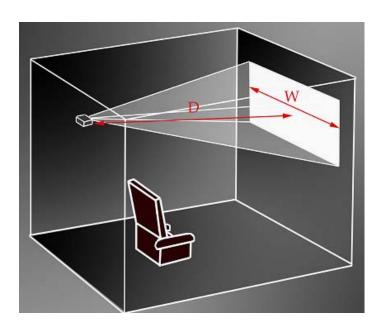






Projector Specs

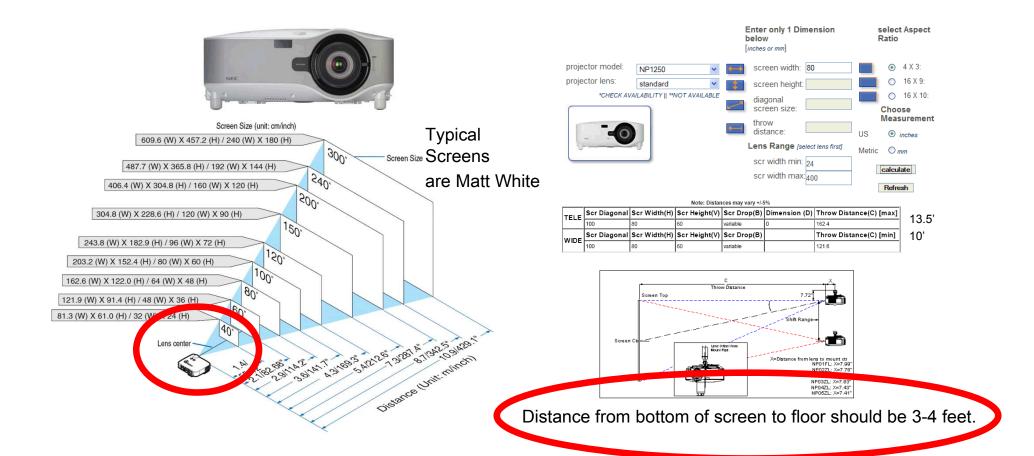
- Throw Ratio
 - Multiply by width
- Native Resolution
 - Rescales to within
- Warranty
- Inputs









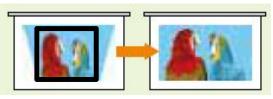






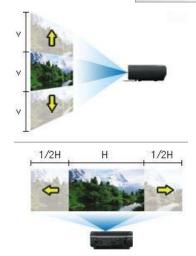


- PC-free presentations
- Wireless
- AUTO keystone





- Wireless mouse control
- Lense Shift
- Corner Adjustments
- Network Capable
 - Control and Monitor
 - Content









- Use furthest distance to determine HEIGHT
- IF showing...
 - Video ÷ 8
 - Data ÷ 6
 - Graphics ÷ 4
- WIDTH is determined by ratio...
 - 4:3 = 1.33
 - 16:9 = 1.78
 - 16:10 (8:5) = 1.6





4:3 NTSC Video

$$H = D \times .6$$

$$W = D \times .8$$

$$D = H \times 1.667$$

$$D = W \times 1.25$$

16:9 HDTV

$$H = D x .49$$

$$W = D \times .87146$$

$$D = H \times 2.04$$

$$D = W \times 1.1475$$

16:10

$$H = D \times .5299$$

$$W = D x .848$$

$$D = H \times 1.8868$$

$$D = W \times 1.1793$$

5:4 Data Graphics

$$H = D \times .625$$

$$W = D x .781$$

$$D = H \times 1.601$$

$$D = W \times 1.281$$

1.85:1 WideScreen(Letterbox)

$$H = D \times .4762$$

$$W = D x .881$$

$$D = H \times 2.1$$

$$D = W \times 1.135$$

2.35:1 CinemaScope

$H = D \times .3915$

$$W = D x .92$$

$$D = H \times 2.554$$

$$D = W \times 1.0868$$

15:9

$$H = D \times .5146$$

$$W = D \times .8576$$

$$D = H \times 1.9433$$

$$D = W \times 1.166$$





QLED TV



QLED PROS AND CONS

Pros:

Brilliant whites Ultra-bright (1,500nits) Variety of screen sizes between 49-88-inch

Cons:

Not as slim (25.4mm) Overly bright Less convincing blacks Slower refresh rate

OLED TV



OLED PROS AND CONS

Pros:

Lighter and thinner (2.57mm) Self-lighting pixels More convincing blacks Faster refresh rate (0.001ms) Judder and blur-free

Cons:

Only found in three screen sizes: 55, 65 & 77-inch Muted brightness (1,000nits) Expensive

LED TV



	QLED	OLED	LED
Black Level	Good	Perfect	Good
Motion Blur	Great	Perfect	Good
Viewing Angle	Poor	Great	Poor
Color volume	Great	Good	Good
Gray Uniformity	Average	Good	Average
Luminosity	Good	Good	Great
Image Retention	Great	Poor	Great
Price and Availability	Poor	Average	Great

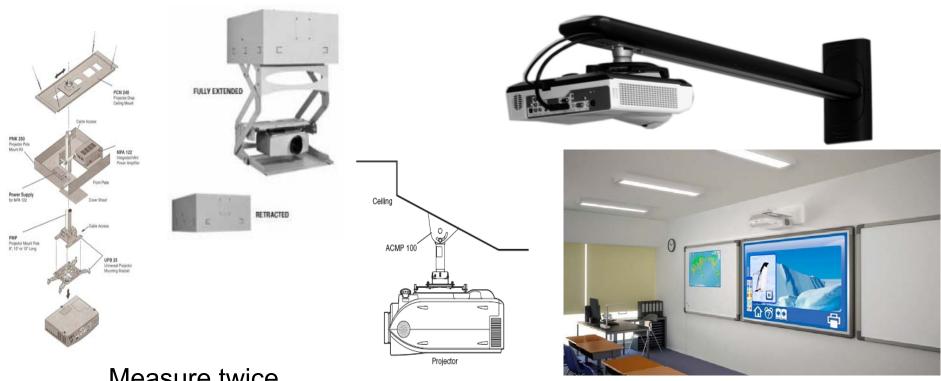
https://www.rtings.com/tv/reviews/by-type/qled-vs-oled-vs-led







Projector Mounting Examples



Measure twice...

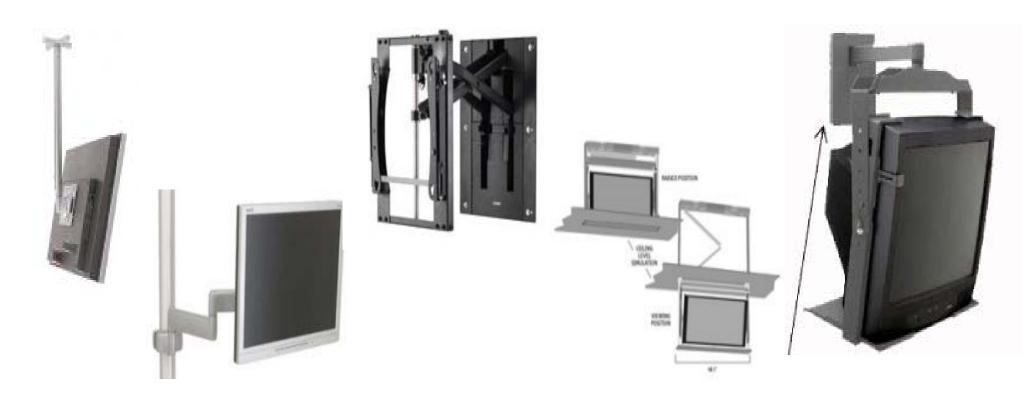
Pay attention to alignment and height Beware of building vibration







Monitor Display Mounting Examples

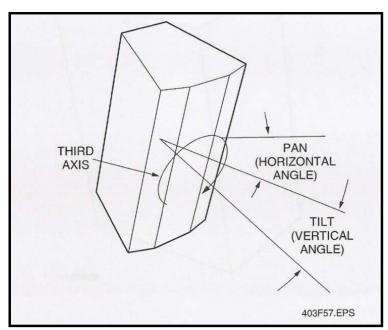


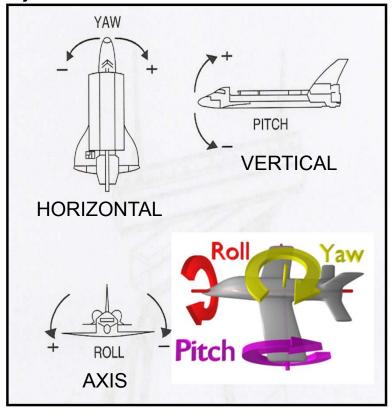






Pitch, Roll, & Yaw











A Word About Digital Signage





- Commercial TVs made to run brighter longer (16/7 & 24/7)
 - Built in Software or External Box







A Word About Video Walls





- Thin bezel vs video wall
- Built in video wall capability drawbacks
- -Can mount vertically or horizontally or architecturally (Remember aspects!)







Which is NOT a concern with projectors or displays?

A.

Light source and native resolution

B.

Size for height and distance and type of mount

C

Warranty and connections/features

D.

Different manufacturer specs to compare brightness

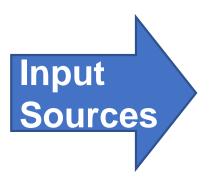








4 Steps of AV















Ceiling (Flush Mount)
Speakers





Wall (Surface Mount)
Speakers



Wall (Flush Mount) In-Wall Speakers



Pendant Speakers

Hidden Speakers

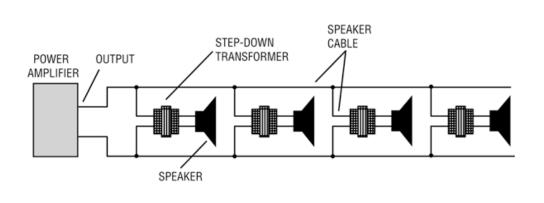
Architectural Options for Aesthetics

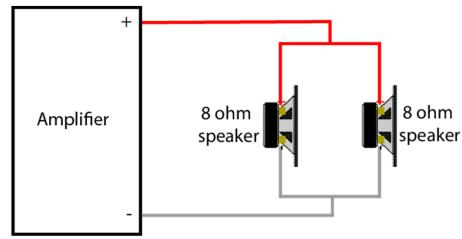






Constant Voltage vs 4/8 ohm direct



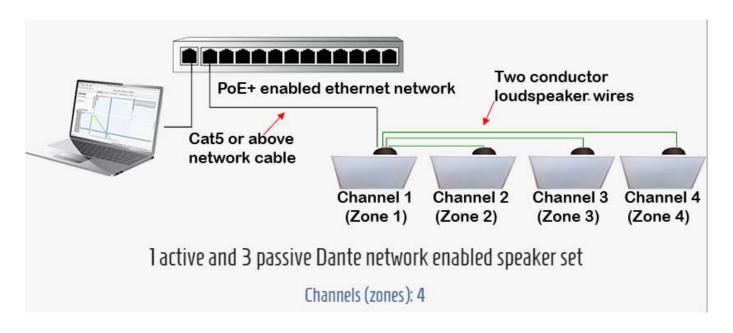


CV can go longer and do more speakers. Direct can go louder and can sound better. CV speaker is actually an 4/8ohm speaker!











Dante Speakers

Powered Speakers







- Speakers frequency ranges...
 - Tweeters-High freq.

(2,000-20,000 Hz)

- Horns-Mid.-High freq.

(300-8,000 Hz)

– Midrange cones-Mid. freq.

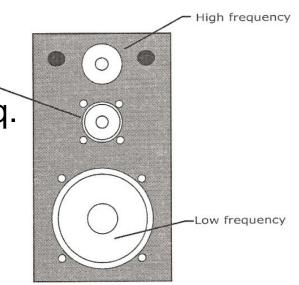
(200-8,000 Hz)

– Woofers-Low freq.

(40-600 Hz)

Subwoofers-Lower freq.

(20-200 Hz)



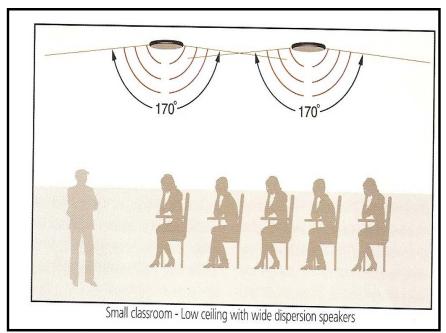
If crossover is not built in will have more than one termination block and need processing to filter frequencies.







Speaker dispersion





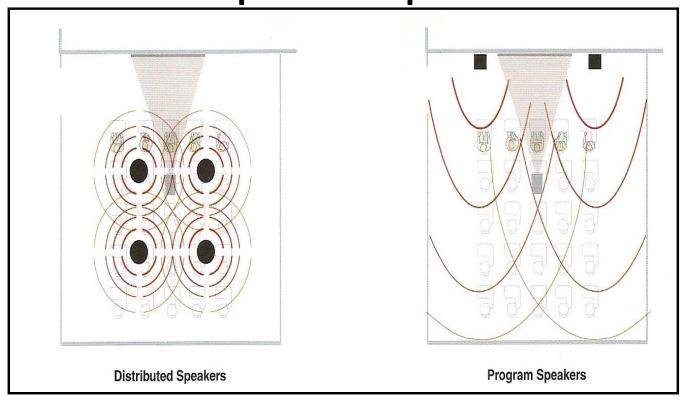
Work with architect to determine ceiling height for speakers and adequate screen height!







Speaker dispersion









Speaker Placement

- Turning volume up does not increase coverage area only loudness
- Ceiling Speakers
- Determine # of speakers using ceiling height X2 rule
- Wall Baffles
- Determine # based on height from floor to speaker
 - 8' high = space 20' apart
 - 16' high = space 30' apart
 - Stagger on opposing walls









Know the requirements for ADA and your region

California:

11B-219.2 Required systems = An assistive listening system shall be provided in assembly areas, including conference and meeting rooms.

The minimum number of receivers to be provided shall be equal to 4 percent of the total number of seats, but in no case less than two...25% hearing aid compatible...building seats determine actual #...







Which is NOT a concern with audio outputs in our system?

A.

Architectural Aesthetics and Application

B.

Speaker dispersion patterns and placement

C.

People with hearing loss and frequencies

D.

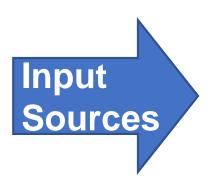
What the audio source is







4 Steps of AV









Recording









Streaming

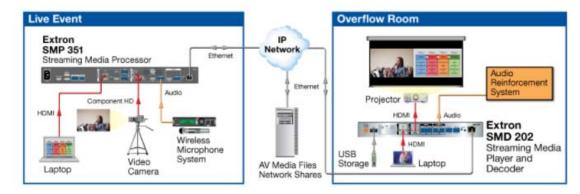


INput





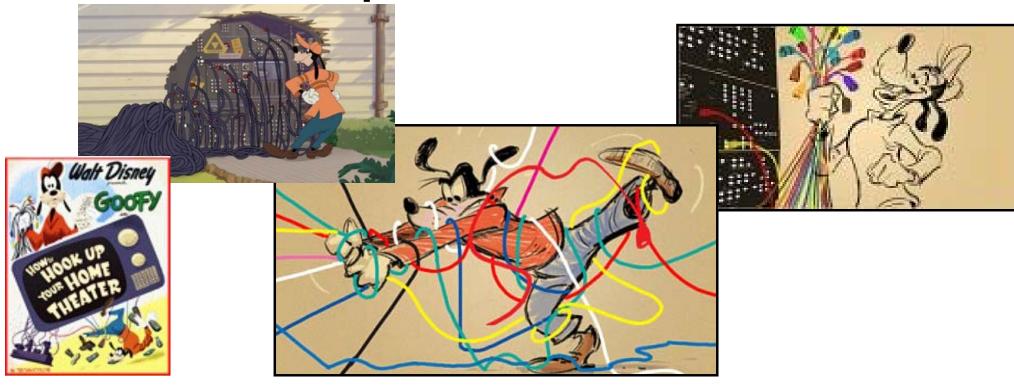
OUTput







Step 3 – Distribute

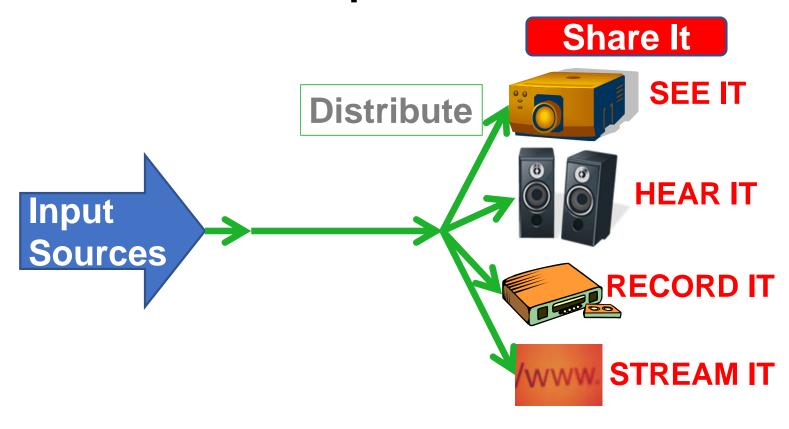








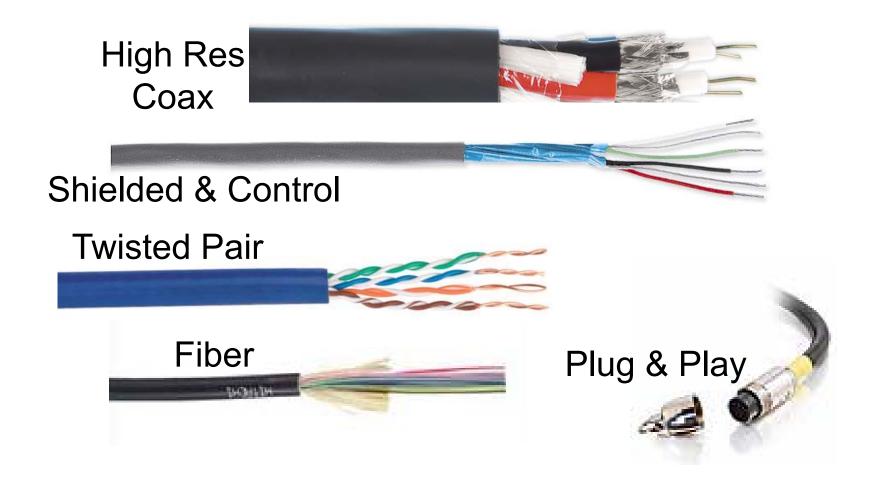
4 Steps of AV

















Skew Free / Low Skew UTP

- Not to be used for Digital
- Mark with colored tag for easier identification
- Terminate with different colored jack than data

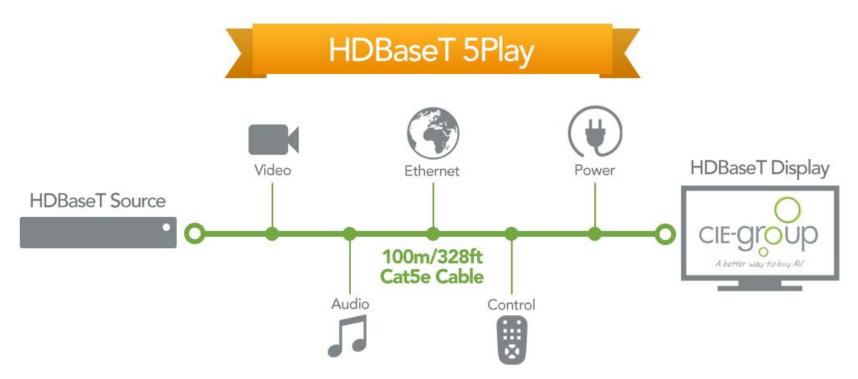








HD Base T









Audio over Ethernet





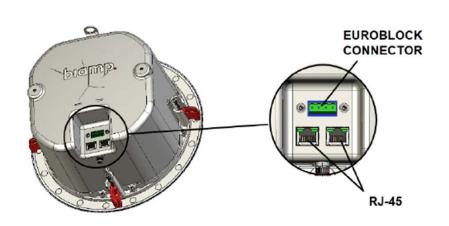






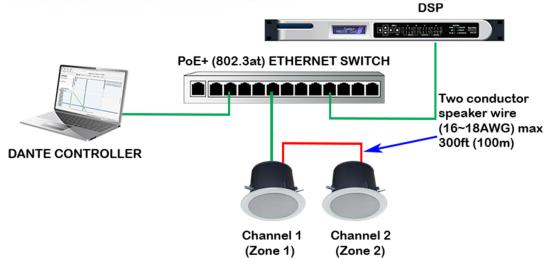


Audio over Twisted Pair







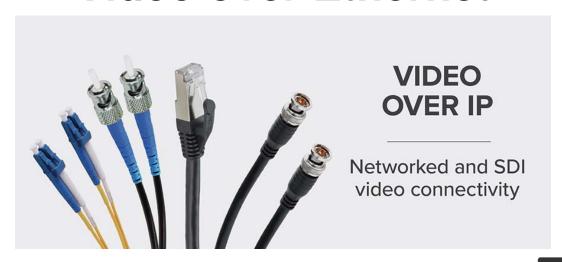








Video over Ethernet











Over Ethernet – Switch Recommendations

Dante Recommended Network Switch Features

No EEE or Green Ethernet features enabled



- · Gigabit switches
- Unmanaged Switches
 - · Single network switch applications
 - · Dedicated Dante traffic
- Managed Switches
 - · Multiple network switch applications
 - · Mixed traffic

EDSP - Dante Network Connectivity







Over Ethernet – Switch Recommendations



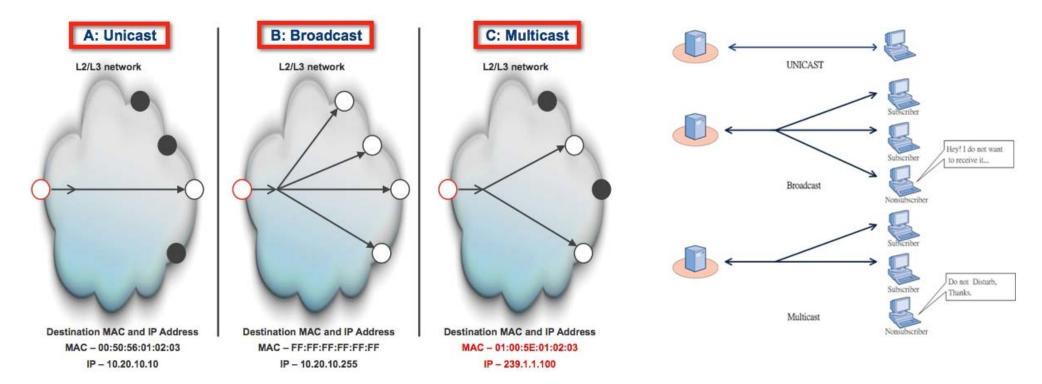








Over Ethernet – Switch Recommendations



You want a managed switch!







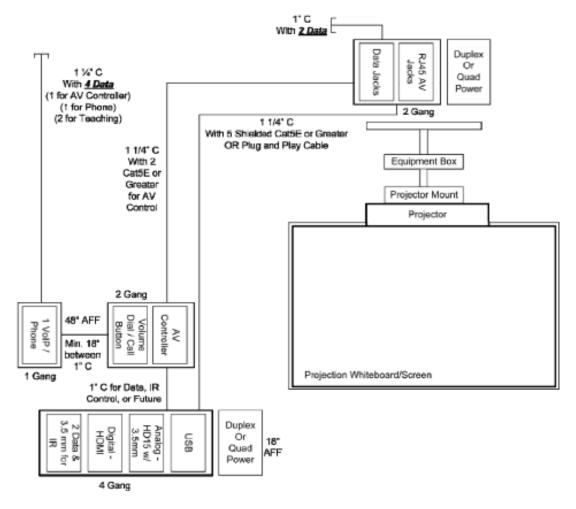


Figure 7-3
Minimum Recommended AV Infrastructure







Make sure to have data connections:

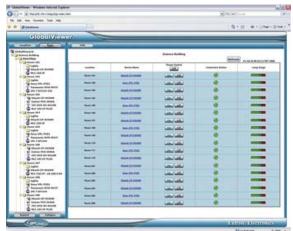
- At input locations
- At displays
- At processing and control equipment

















Which is NOT a concern when it comes to distribution in our system?

Α.

Type of cable

B.

What is the latest technology craze

C

Where inputs & outputs are located & data and power near

D.

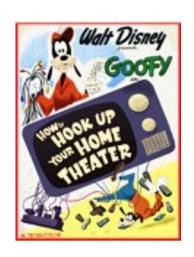
Size of conduits and outlet boxes and paths between

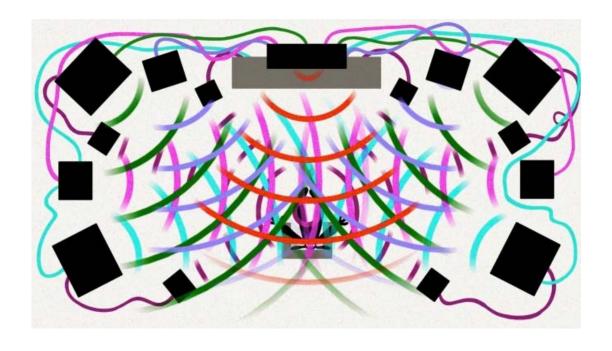






Step 4 – Process



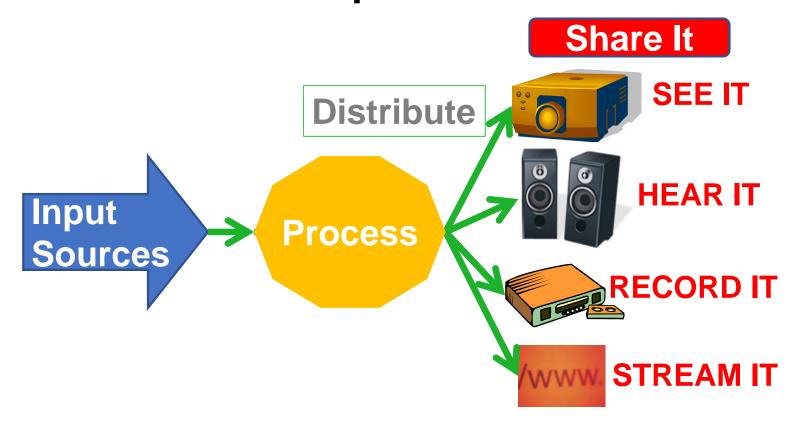








4 Steps of AV









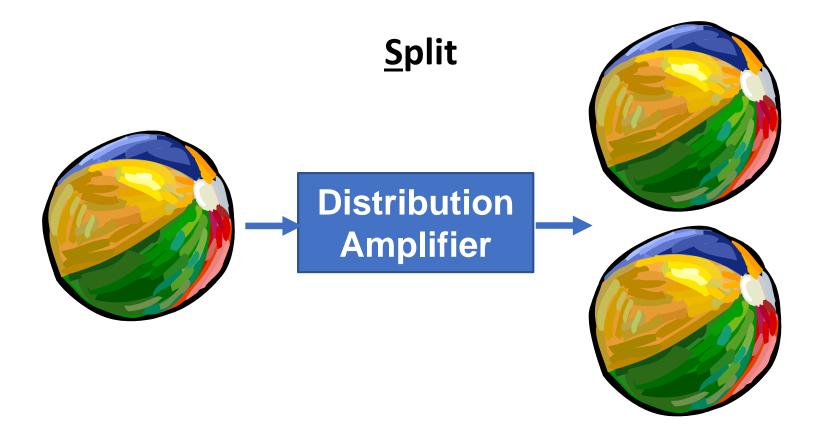
STEP 4 - Process

- Can be separate pieces of equipment or built into equipment used in step 2
 - Best to use separate
- Can be separate pieces of equipment for each option or one box can do several processing options
 - Save money and space with a box that does many features





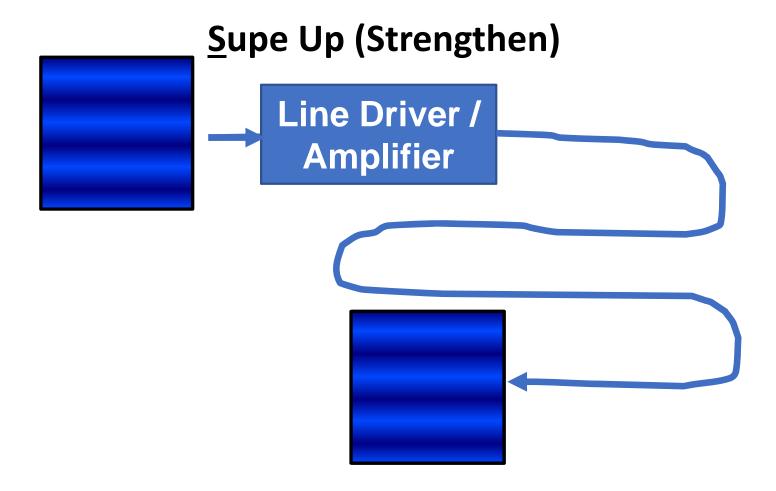








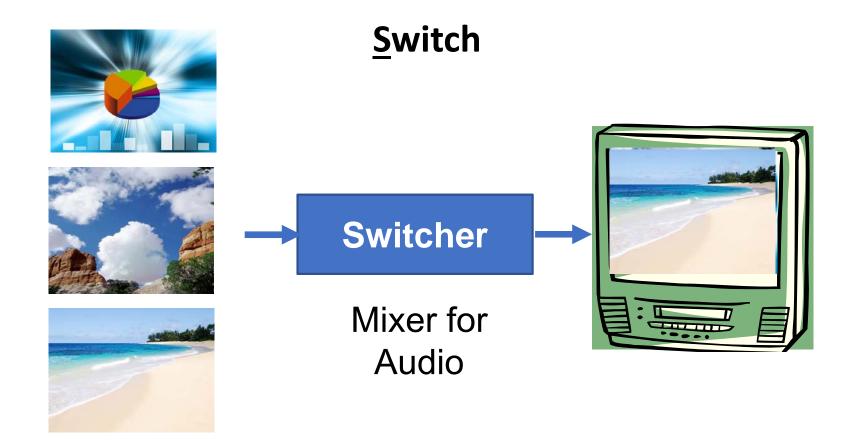










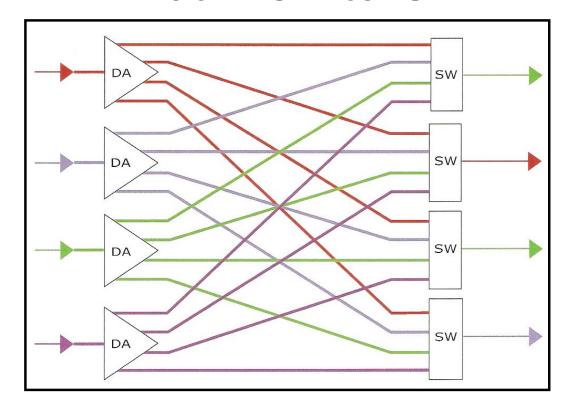








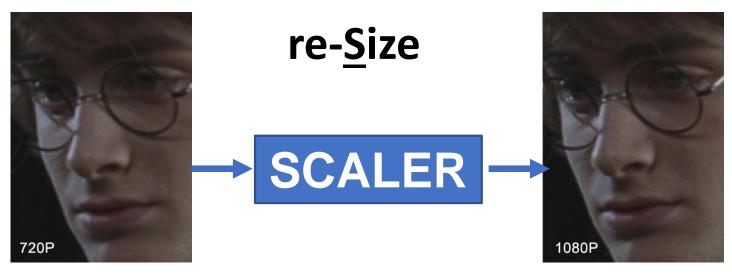
Matrix Switcher









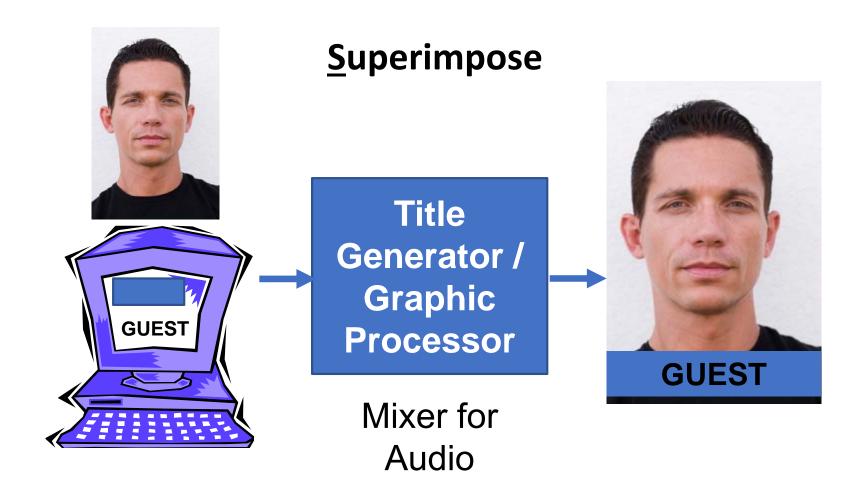








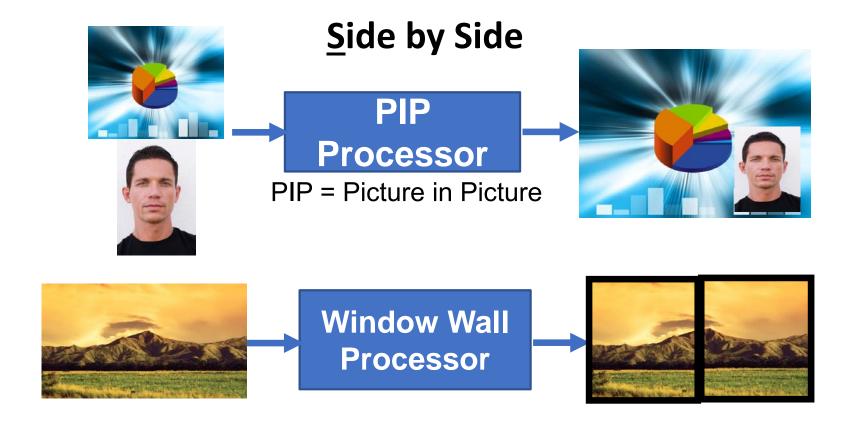










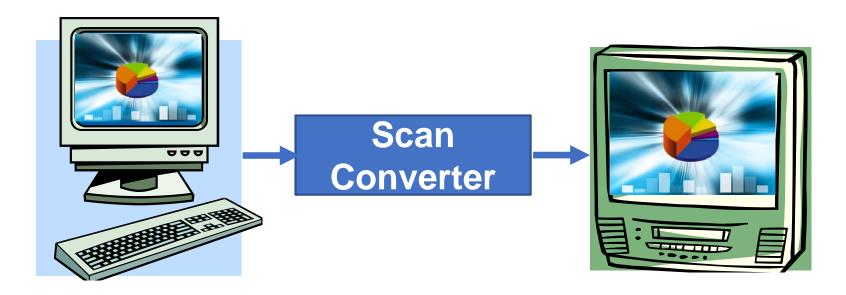








Swap









Which is a correct statement?

A.

You do not need to spend money on processing You can split signals using cables and adapters



В.

Displays and sources will perfectly auto adjust their images to match after getting EDID settings

C

External processors are better than ones in displays

D,

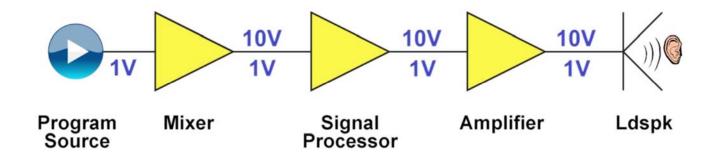
You will need a separate box for each processing option







A Simple, Ideal Case



SynAudCon

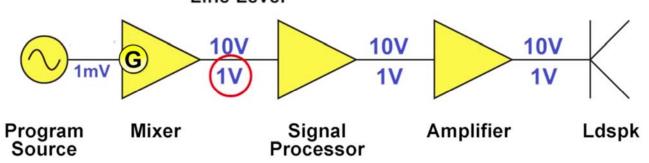






A Real-World System

"Line Level"



SynAudCon







Line Input Building Blocks - Gain Levels

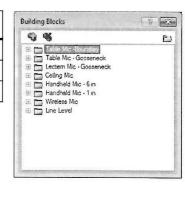
- Individual gain is added based on operating level of the source (gain compensation)
- Target level -17dBFS (allow enough headroom)

		•		
Input Type	Operating Level	Gain Compensation	Target Level	
Codec Rx	+4 dBu	0 dB	-17dBFS (+4dBu)	
Program Audio	+4 dBu	0 dB	-17dBFS (+4dBu)	
Computer Sound Card (analog)	0 dBv	+1.8 dB	-17dBFS (+4dBu)	
DVD Player	-10 dBv	+11.8 dB	-17dBFS (+4dBu)	
Blu-ray Player	-10 dBv	+11.8 dB	-17dBFS (+4dBu)	
iPod (analog)	0 dBv	+1.8 dB	-17dBFS (+4dBu)	
VCR/DVD Combo	-10 dBv	+11.8 dB	-17dBFS (+4dBu)	
Pro Level CD/DVD Player (balanced)	+4 dBu	0 dB	-17dBFS (+4dBu)	
EDSP – Building Blocks				



Wireless Microphone Building Blocks

Microphone Type	Operating Level	Gain Compensation	Target Level
Wireless Mics (+4 dBu)	+4 dBu	0 dB	-17 dBFS (+4dBu)
Wireless Mics (-10 dBv)	-10 dBv	+11.8 dB	-17 dBFS (+4dBu)
Wireless Mics (-30 dBu)	-30 dBu	+34 dB	-17 dBFS (+4dBu)



EDSP - Building Blocks















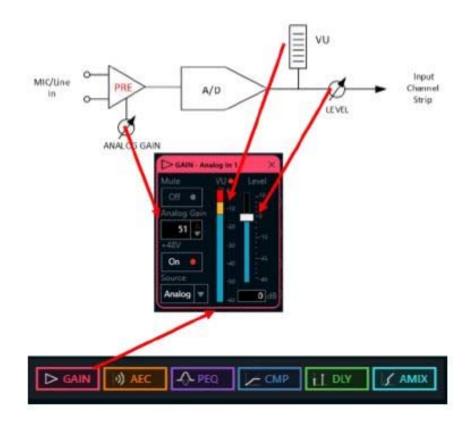








Audio Processing - INPUT

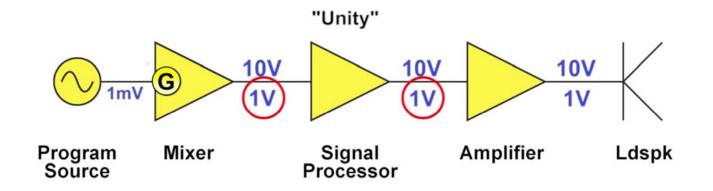








A Real-World System

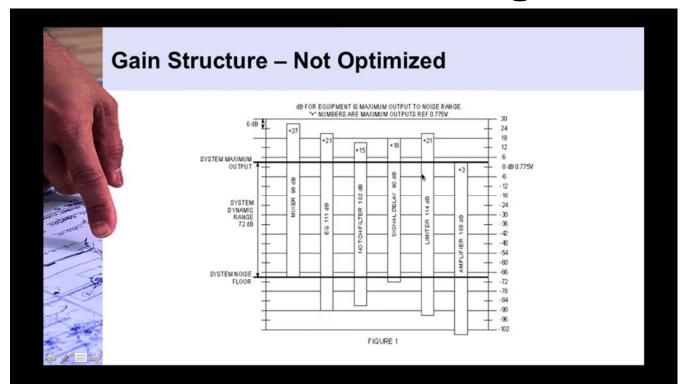


SynAudCon





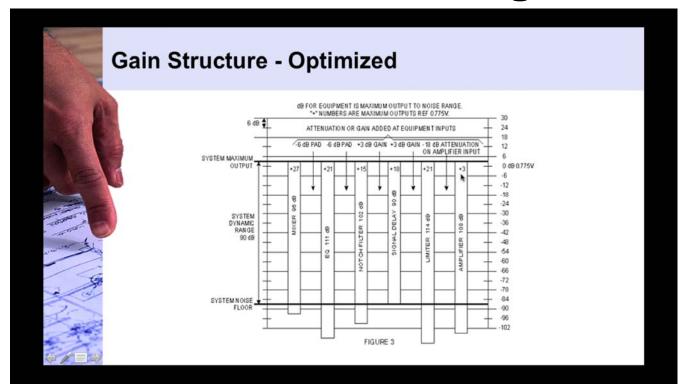










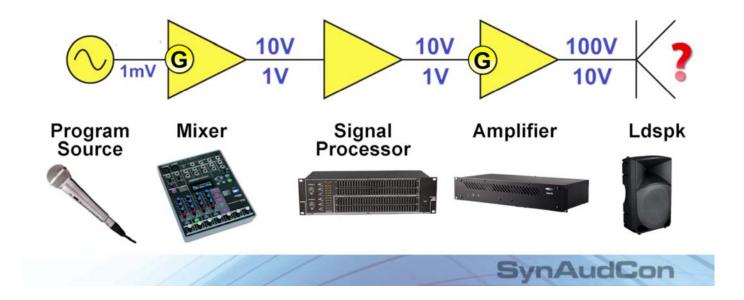








The Signal Chain

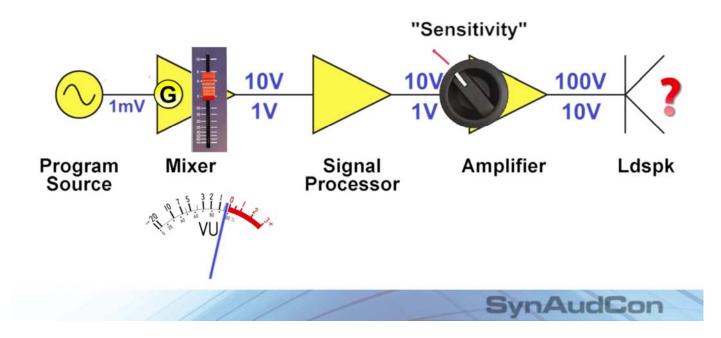








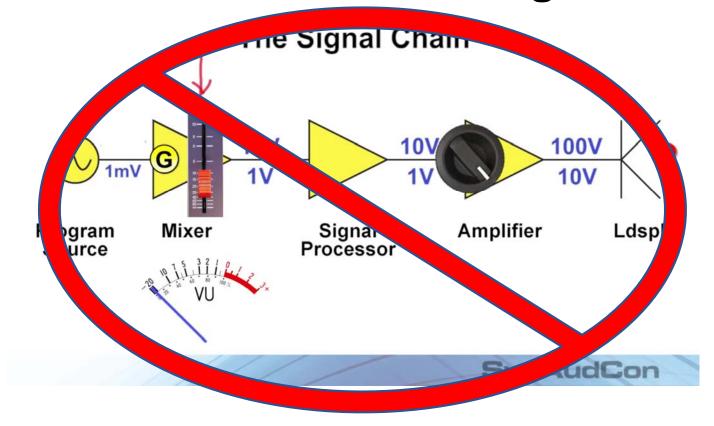
The Signal Chain









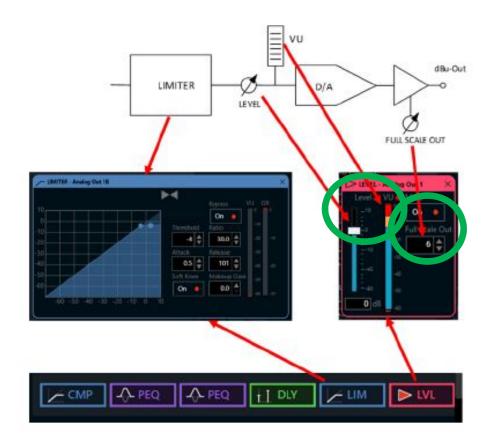








Audio Processing - OUTPUT

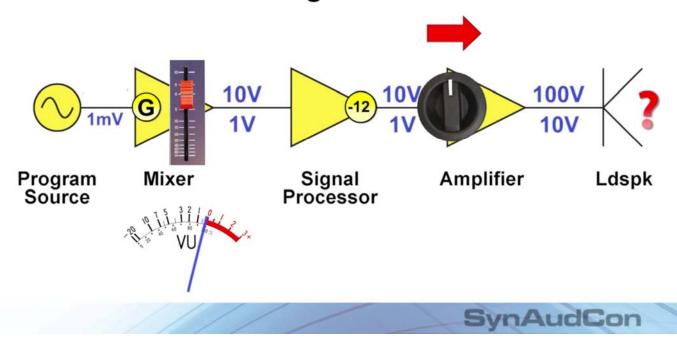








The Signal Chain











Biamp Education Experience

Gain structure

Goal

- · Maximize signal to noise ratio
- · Maintain sufficient headroom for signal peaks

General procedure

- · Use proper signal for calibration
- Follow the signal path
 <u>i.e. don't start at the amplifier</u>
 - · Get the signal to operating level as soon as possible
 - · Maintain unity gain
 - · Adjust amplifiers last
- Use meters

biamp. subscribe









Biamp Education Experience

Summarizing

Audio signals can be measured in RMS, Peak or Full Scale values

- RMS gives a better idea on how loud a signal is Typically Input
- Peak indicates where the signal is in relation to the limits of a Typically output sound system
- Full Scale indicates when digital saturation will occur

Analog Gain Points

There's no rule as to which meter to use where in the signal chain...but

biamp subscribe BIAMP









dBfs

(SMPTE

RP155)



Meters

Scales compared

Volts
12.283V
9.757V
7.750 V
6.156V
4.890 V
3.884 V
3.085 V
2.451 V
1.947V
1.546V
1.228V
0.976V
0.775V
0.616V
0.489 V
0.388V
0.309 V
0.245V
0.195V
0.155V
0.123V
97.6 mV
77.5 mV
61.6 mV
48.9 mV

	_
dBu	
2440	٦
24 dBu 22 dBu	┨
20 dBu	┨
18 dBu	┪
16 dBu	1
14 dBu	1
12 dBu	٦
10 dBu	
8 dBu	
6 dBu	
4 dBu	۹
2 dBu	4
0 dBu	4
-2dBu	4
-4 dBu	4
-6dBu	4
-8 dBu	+
-10 dBu	┥
-12 dBu	┨
-14 dBu -16 dBu	┪
-18 dBu	1
-20 dBu	1
-22 dBu	7
E-E-U-D-U	-1

	+2
	0
	-2 -4
	-4
	-6
Γ	-8
Г	-10
Г	-12
Γ	-14
Γ	-16
Г	-18
	-20

VU

-	111 2007
\perp	0 dBfs
\perp	-2 dBfs
L	-4 dBfs
L	-6 dBfs
	-8 dBfs
L	-10 dBfs
	-12 dBfs
	-14 dBfs
	-16 dBfs
	-18 dBfs
	-20 dBfs
	-22 dBfs
	-24 dBfs
	-26 dBfs
	-28 dBfs
	-30 dBfs
	-32 dBfs
	-34 dBfs
	-36 dBfs
	-38 dBfs
	-40 dBfs
	-42 dBfs
	-44 dBfs
	-46 dBfs
	-48 dBfs
-	

biamp. subscribe

"Unity Gain"









Biamp Education Experience

Gain structure

Adjust input gain for proper operating level

- · Use peak meters
- Adjust gain until the peak indicator starts to flash
 - Usually 3~6dB before actual clipping
- Then reduce gain 6~12dB to provide additional headroom

Maintain unity gain throughout the signal chain

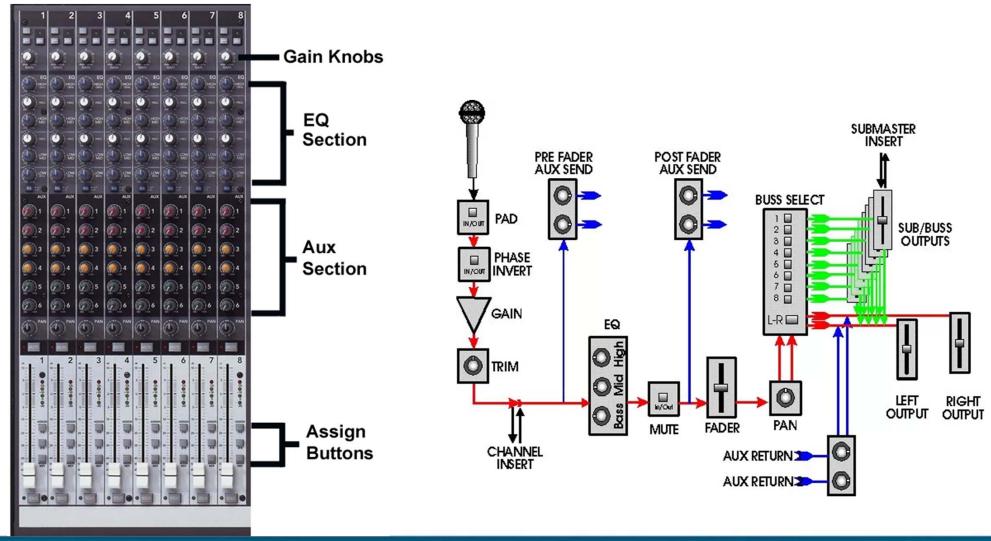
- · Maintain faders and level controls at 0dB
- · Compensate level where needed

biamp. subscribe















- Mixer = Combines sound levels
- Equalizer = adjust frequencies (filter or enhance)
- Reverb and Delay = adjust for reflections
- Compressors & Limiters = adjust frequency range
- Gates and Expanders = eliminate low noise









– Mixer = Combine sound levels







Automatic mixer suggested settings:

① Threshold: -40 dB

Attenuation: -40 dB

Attack: 1.0 ms

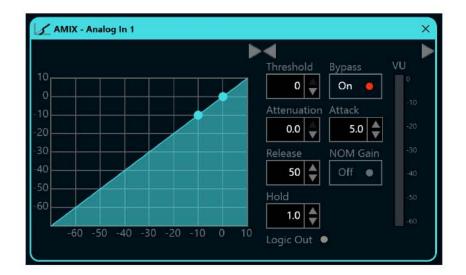
Release: 50 ms

NOM Gain: On

Hold: 1.0 seconds

Last Mic: Last

NOM Limit: 4





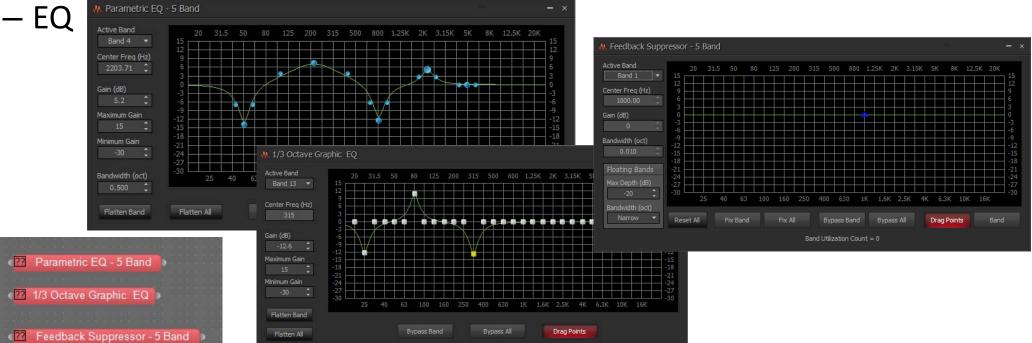
© 2017 Crestron Electronics, Inc.

















EQ – Starting Points

Vocals

- 150 Hz 600 Hz: Warmth
- o 500 Hz − 2 kHz: Nasal (Cut to eliminate) Around 350
- 3 kHz 5 kHz: Sibilance (Cut to eliminate) Around 2750
- o 1.5 kHz − 8 kHz: Clarity and Presence 2-4K sweet spot
- 10 kHz+: Airy (Breathy)







– EQ

First, understand that prerecorded program sources like Blu Rays, DVDs, and music CDs have been optimized as audio sources when produced

Therefore, other than gain, these sources do not need any other input processing

If these don't sound good through the system loudspeakers, look to improper equalization on the output processing strip feeding the loudspeakers







- EQ

Input source parametric equalization is only for

- Microphone
- Telephone
- CODEC optimization

Fixing its response if:

It is too thin or tinny

Has too much bass

To notch out feedback ringing in the case of local mics







Filters

```
    Low Pass Filter
    Low Shelf Filter
    All Pass Filter - 3 Band
    Uber Filter - 7 Filter
```









Filters

Filters

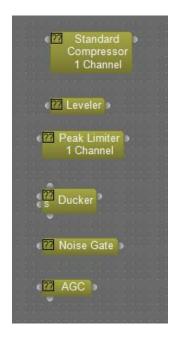
- Use High Pass Filters on speech microphones to reduce rumble
- Use Low Pass Filters on conferencing microphones to reduce noise and reflections in problematic rooms
- Boost to 2KHz range for enhanced speech intelligibility
- User higher "Q" filters to remove unwanted resonances

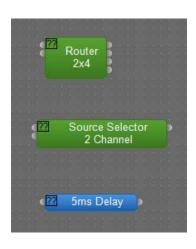






Dynamics











Input CoMPression (CMP):

A compressor is used to reduce the level of overly loud signal sources

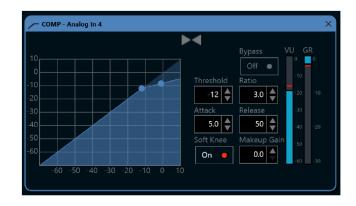
Since recorded and broadcast sources are already level-limited, only microphone, telephone and CODEC conference sources can benefit from compression

A good rule of thumb for setting parameters of an Avia input compressor is:

① Threshold: -12 dB, Ratio: 3:1

Attack: 5.0 ms. Release: 50 ms

Soft knee: On, Makeup gain: Off





© 2017 Crestron Electronics, Inc.







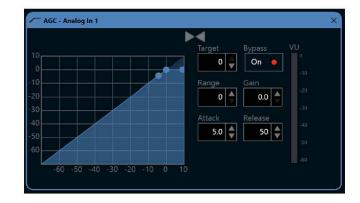
Input Automatic Gain Control (AGC):

Automatic Gain Control (AGC) is generally used in broadcasting to limit the dynamic range of a signal source whose nominal level varies too much

It is tempting to employ AGC for that soft talker who is afraid to speak loudly into their mic, and isn't loud enough in the local loudspeakers

But often feedback will occur before they are loud enough

AGC should only be used if absolutely necessary, and only on remote outputs like farend teleconferencing telephones & CODECs or recording feeds





© 2017 Crestron Electronics, Inc.







Output LIMiter (LIM):

To prevent excessive output levels:

Threshold: -3 dB

D Ratio: 20:1

Attack: 0.1 ms

Release: 50 ms

Soft knee: ON

Makeup Gain: 0 dB

For a 14-dB crest factor (headroom):

Threshold: -10 dB

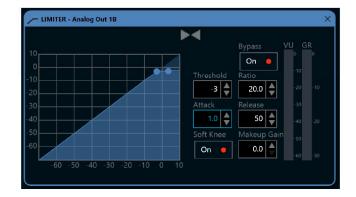
② Ratio: 10:1

Attack: 0.1 ms

Release: 50 ms

Soft knee: ON

Makeup gain: +6 dB





© 2017 Crestron Electronics, Inc.







Dynamics

- Use limiters on outputs to amplifiers and recording devices to prevent overdriving
- Use compression on microphones:
 - 2:1 to 4:1 on conversational speech
 - 4:1 to 6:1 on lecture/presentation
 - o 4:1 or greater on dynamic instruments
- Use gates on conferencing microphones when automixing is not used
- Use AGC on telephone and recording device feeds







Automixing

- Use gated automixing for conferencing
- Use gain sharing automixing for panel discussions and recording applications

General Procedures

- Equalize using a "subtractive" process (use cut rather than boost)
- · Understand the bandwidth of any content
- Know loudspeaker frequency response and power handling capabilities
- Perform delay alignments before performing equalization
- Understand the target levels for your application
- Understand how to accurately use your test equipment
- Practice







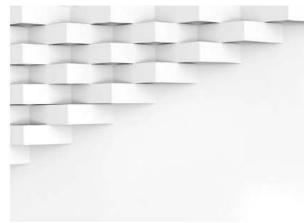
Room Acoustics







Absorption



Diffusion







Which is a correct statement?

Start with the amplifier and work back to set levels



B.

Amplifiers can handle any level sent to them and you just attenuate the signal if it is too loud

C.

Processing can fix any audio issue and especially if you use a lot of processing options

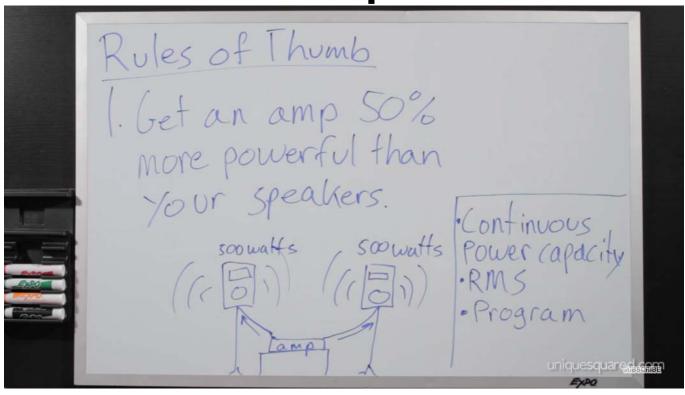
D.

Get input to Unity Gain asap and then maintain throughout







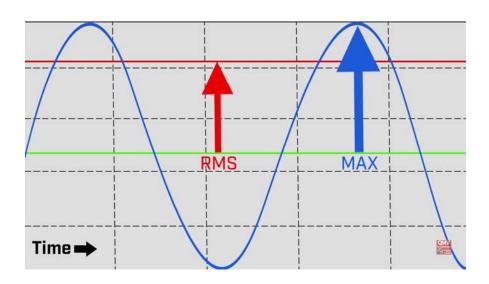


At minimum – 20%











DB Drive K912D4 Product Highlights

- 12" Dual 4 ohm K9 Okur Series Subwoofer
- 165 Ounce Ferrite magnet design for extreme excursion Dish style vacuum formed aluminum dome cone with rubber
- . 50 mm of linear excursion peak to peak!
- Dual voice-coil and pole piece ventilation system for efficient cooling

Quality Mobile Video Advantage

Lifetime Technical Support 5 30-Day Return Policy - See exceptions

Premier Service - Call us! 818-242-9461

Fast Free Same Day Shipping - Over \$99

Discontinued - DB Drive A73500H.1 Okur A7 Series Class D Mono Amplifier 3500W max 1800W x 1 @ 2 Ohm 3500W x 1 @ 1









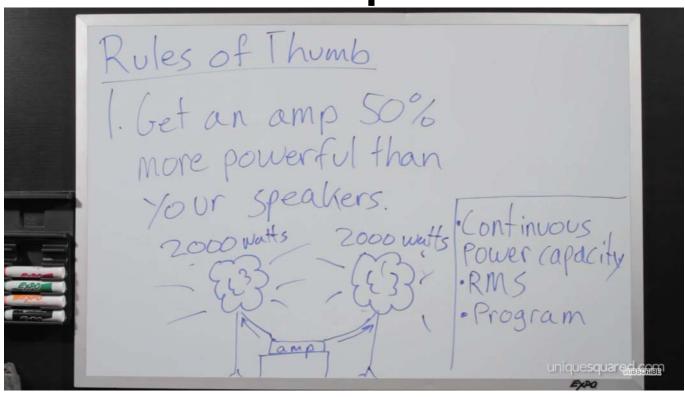








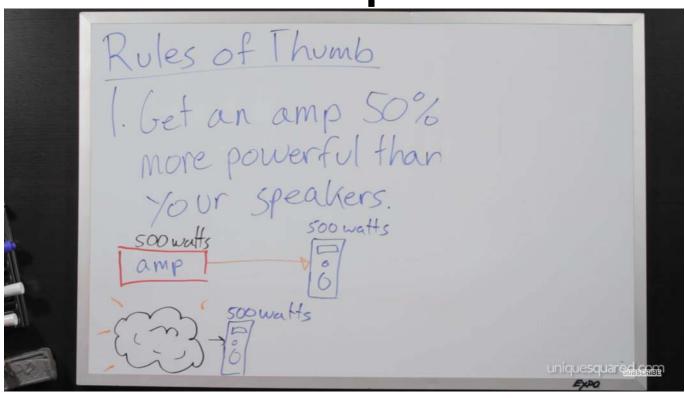








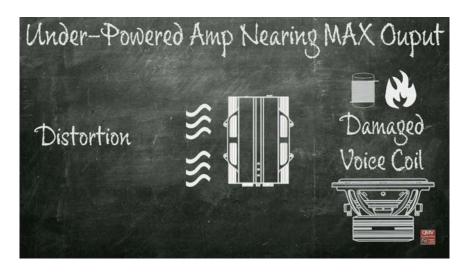


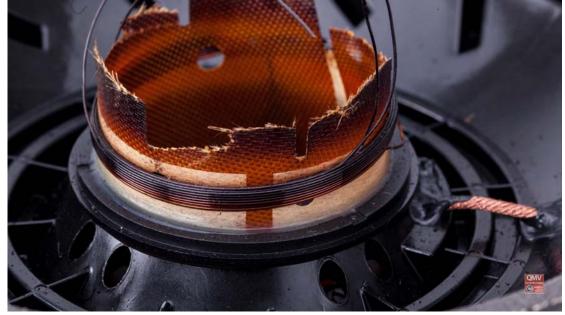








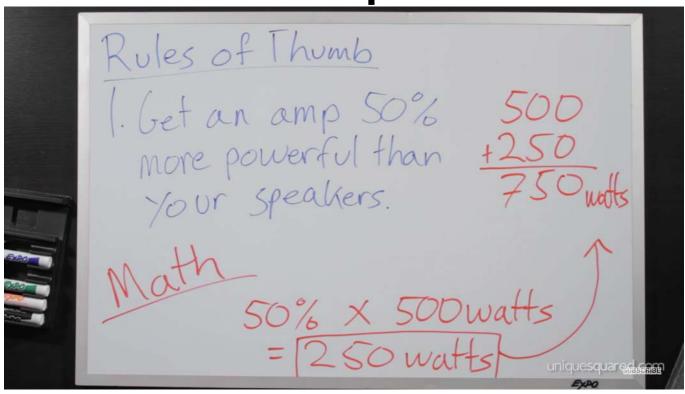








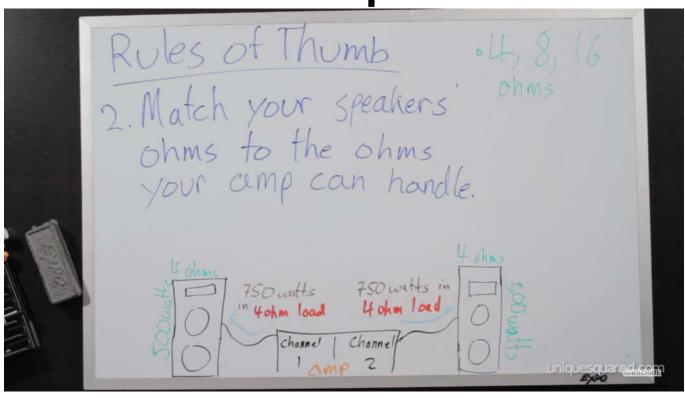








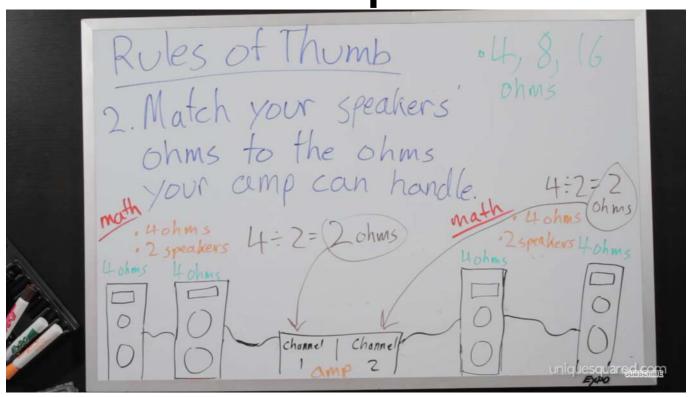








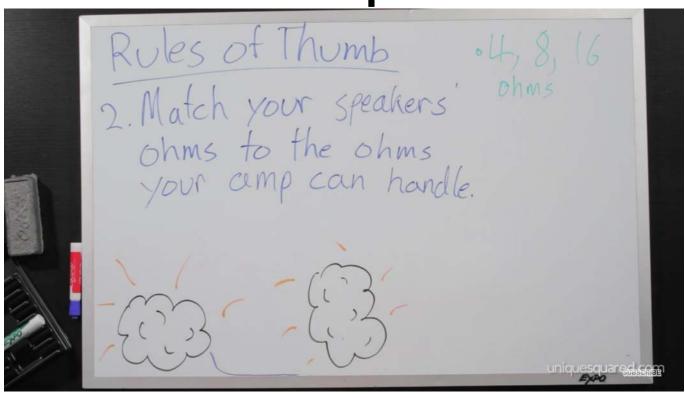








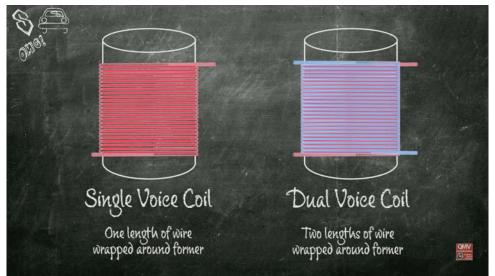






















If all of the coils are the same impedance, it is very easy to calculate final impedance. You will take the impedance of the voice coils and divide by the number of voice coils. This formula only works if all the voice coils are the same impedance.

You have two 4 Ω speakers and an 8 Ω speaker:

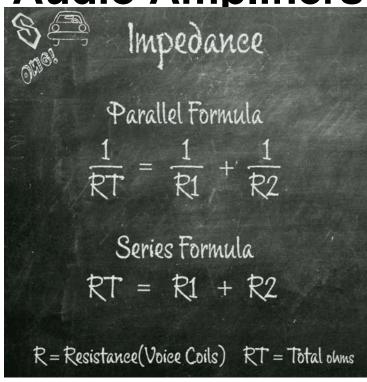
 $1/4 \Omega + 1/4 \Omega + 1/8 \Omega = 1/Rtotal$

.25 + .25 + .125 = 1/Rtotal

.625 = 1/Rtotal

 $= 1.6 \Omega$

Audio Amplifiers



When you wire voice coils in series, you will simply add the resistance of all the voice coils to know what the impedance will be at the amplifier.

The coils do not need to be the same impedance but it will affect how much power each speaker receives from the amplifier.

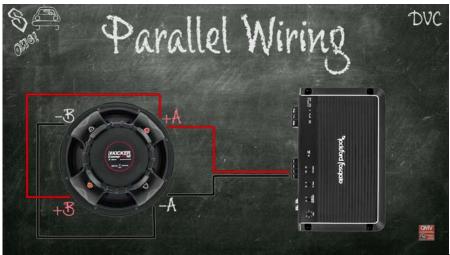
It is never recommended to mix impedances of speakers connected to the same terminals.

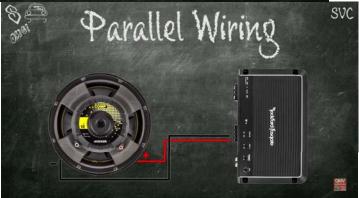
***not all the speakers will get the same power

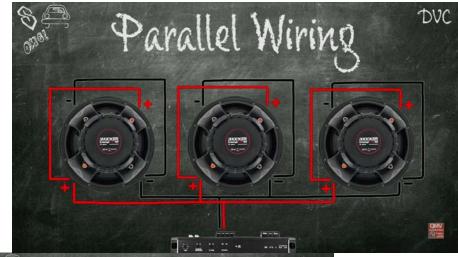












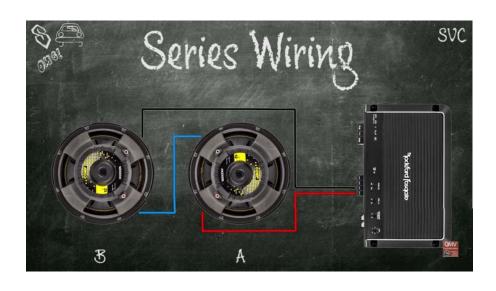


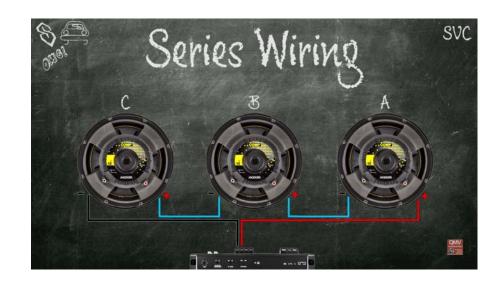
Daisy chain the + on speakers to the + on the amp Daisy chain the – on the speakers to the – on the amp









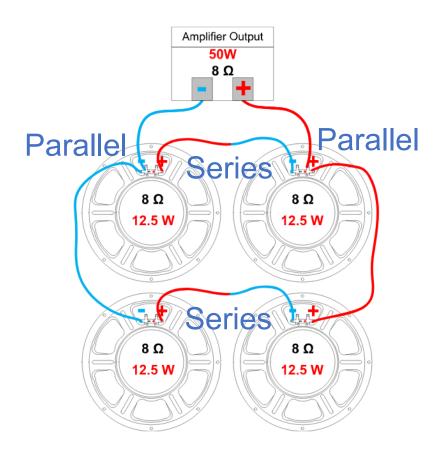


Home run a + then send the – of that speaker to the + of the next Continue to last speaker and then home run -











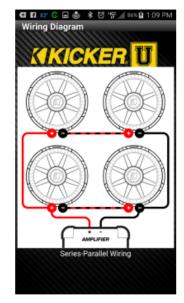
Need 4 Single Coil speakers. Should have even number of voice coils



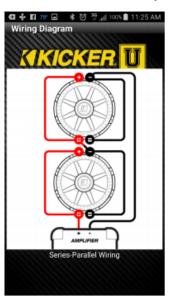




Four single voice coil speakers



two dual voice coils speakers



If all four speakers have the same impedance, with series-parallel wiring, the final impedance will be the same as the impedance of a single speaker.

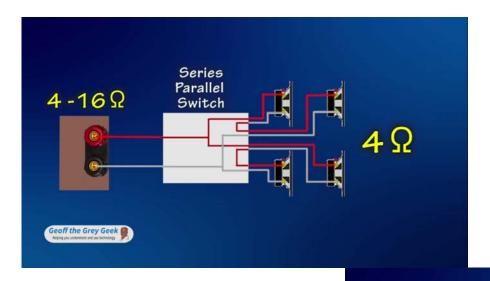
4 Single Coil 4 Ω speaker OR 2 Dual Coil 4 Ω speakers 4 Ω + 4 Ω // 4 Ω + 4 Ω = 4 Ω

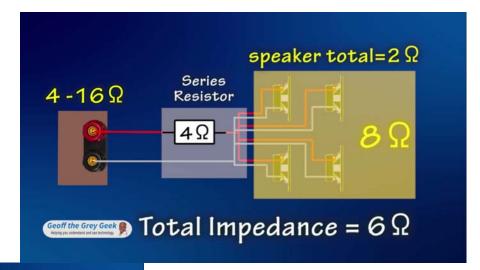
$$4 \Omega + 4 \Omega // 4 \Omega + 4 \Omega = 4 \Omega$$
$$8 \Omega // 8 \Omega = 4 \Omega$$

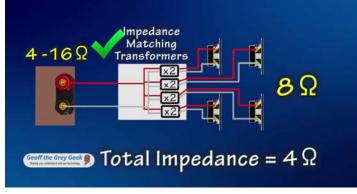


























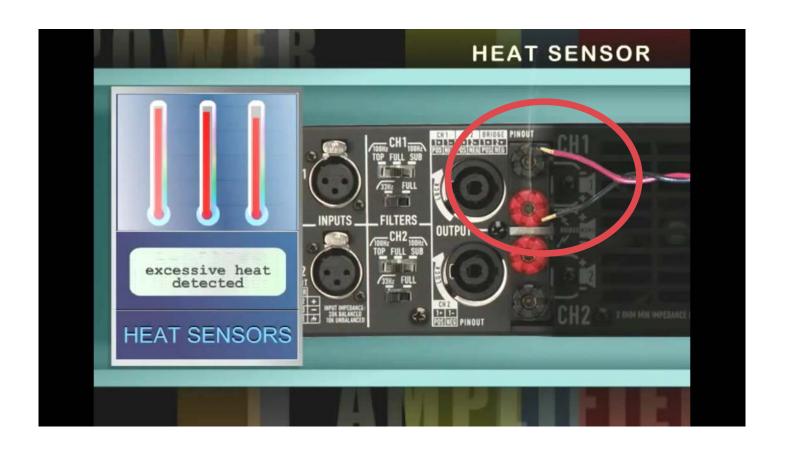




































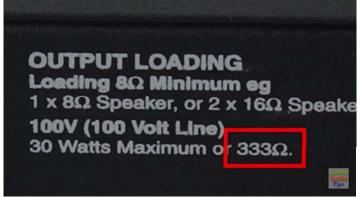














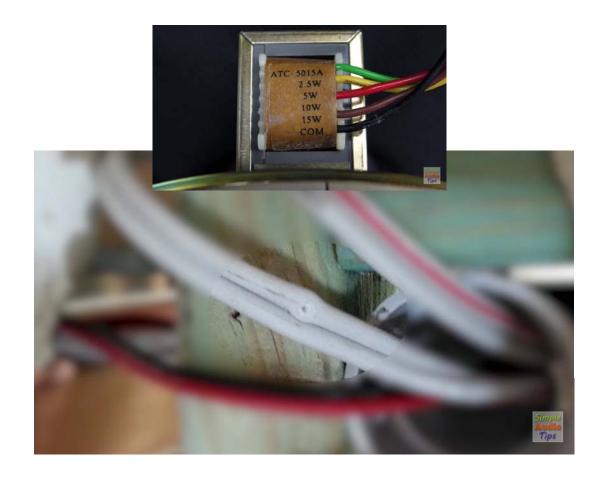
























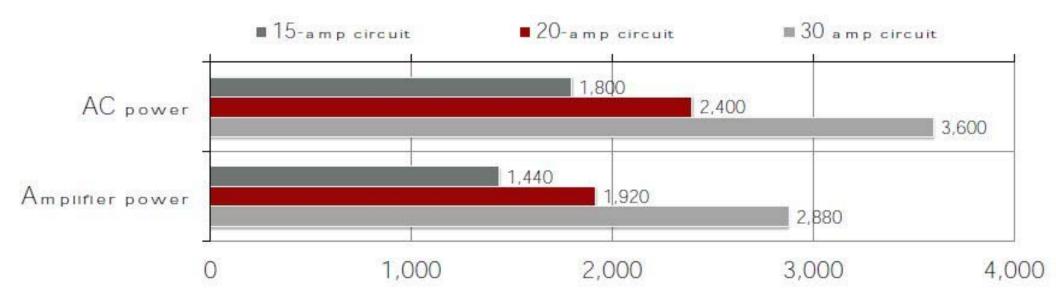






Amplifier sizing:

Class D amplification is fairly efficient, so given 80% efficiency:



A single 15-amp circuit at 120 VAC delivers 1800 watts (15 X 120) of long-term power, so no matter what an amplifier's power rating is, the AC circuit is the limiting factor







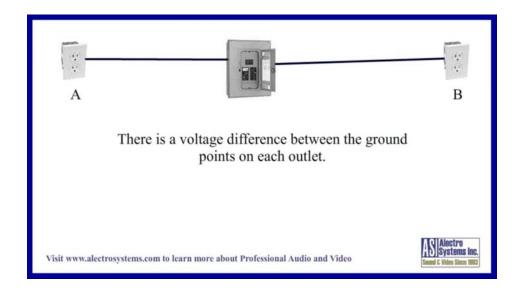


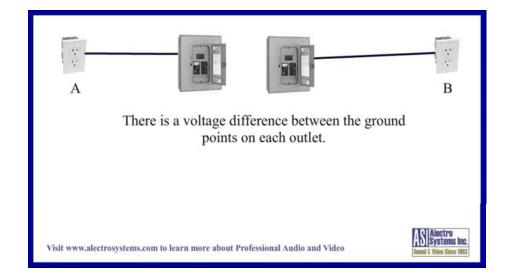








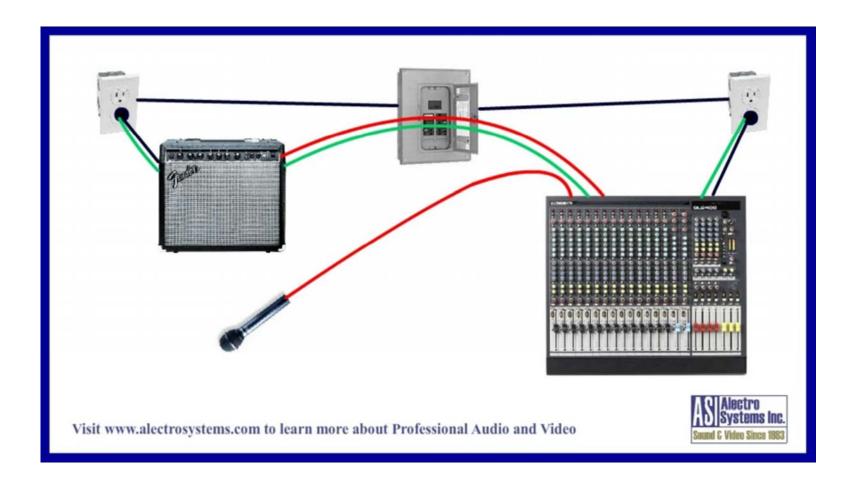








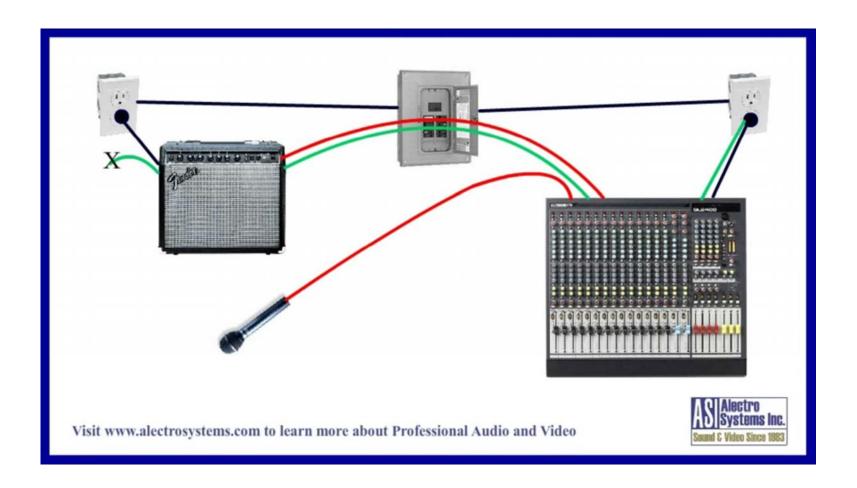








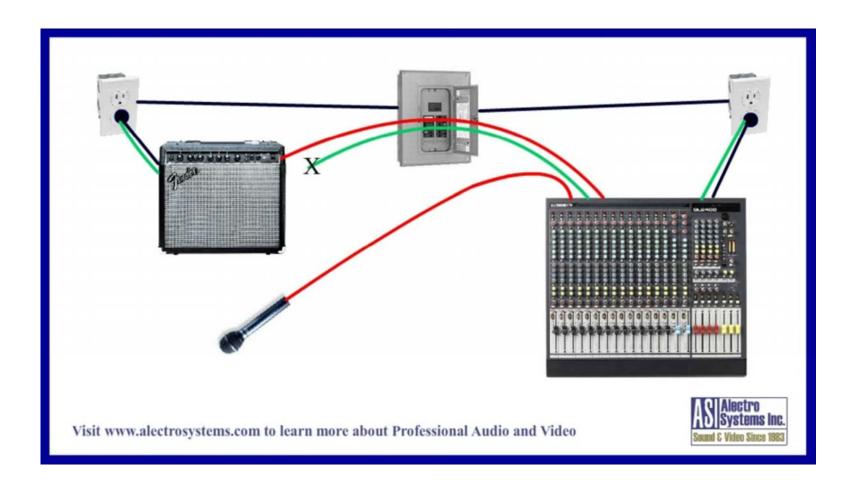








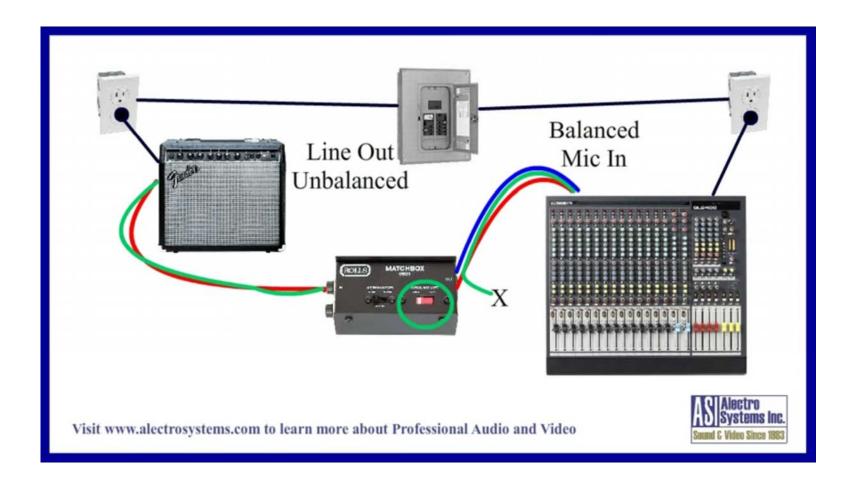
































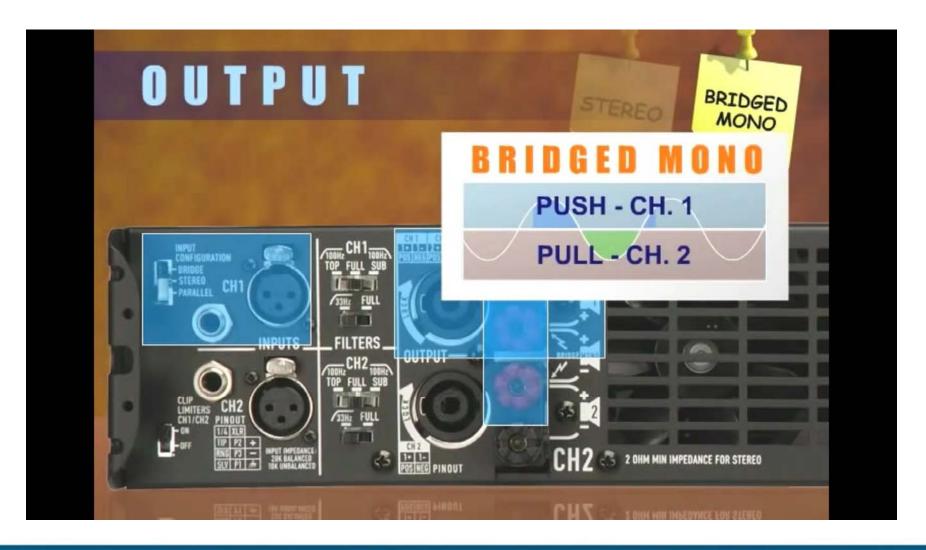






























Which is NOT a correct statement?

Α.

Use an amp 20-50% more than your speakers

B.

Speaker wiring and total does not change resistance

C.

A standard meter can be used to check a lot in audio but to measure resistance you should use an impedance meter

D.

You have to pay attention to settings and power for amplifiers to ensure best audio







Sound Pressure Level –SPL:

Loudspeaker Sensitivity: dB

SPL 1 watt @ 1 meter

Power: +3dB for every 2x watts

Distance: -6dB for every 2x

distance

- 0dB faintest audible sound
- 50-60dB normal conversation
- 120dB painful



	<u>Doubling</u>
	1
	2
96 dB SPL @ loudspeaker1W/1M	4
+ 24 dB (250 W) [8 x 3dB] Amplifier Gain	8
-30 dB (32 M) [5 x -6dB] Distance Loss	16
	32
90 dB SPL at the listener	64
	128
	256







To make the system appreciably louder, the amplifier should be replaced with an amplifier 4 to 10 times more powerful

- 4X the power =6 dB louder, which is perceptively louder in volume
- 10X the power =10 dB louder, which is perceptively twice as loud
- Be sure that the existing loudspeakers can handle the additional power

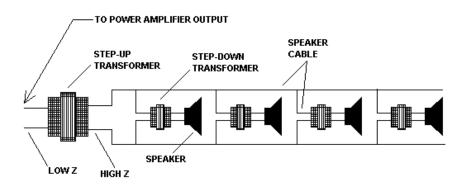








Crestron – "If you are without a 70-volt amplifier, but need to drive a 70-volt loudspeaker line, a low-impedance amplifier channel rated for 600 watts @ 8 ohms supplies a 69-volt line, for a 100-volt line, 1250 watts @ 8 ohms"



CONSTANT-VOLTAGE DISTRIBUTED SYSTEM



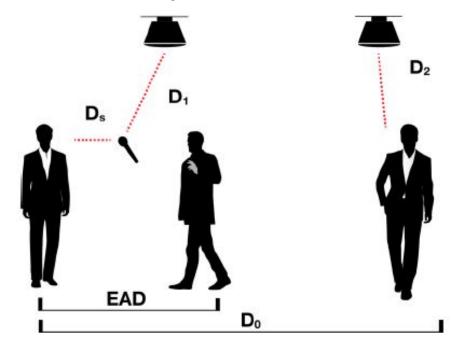




PAG/NAG (Potential Acoustic Gain/Needed Acoustic Gain):

Definitions:

- D0Talker-to-farthest-listener distance
- D1Mic-to-closest-loudspeaker distance
- **D2**Listener-to-closest-loudspeaker distance
- DSTalker-to-mic distance
- EADEquivalent Acoustic Distance, the desired virtual distance between the talker and furthest listener
- NOMNumber of Open Microphones, always set to 1 when using automatic mixer function
- FSMFeedback Stability Margin



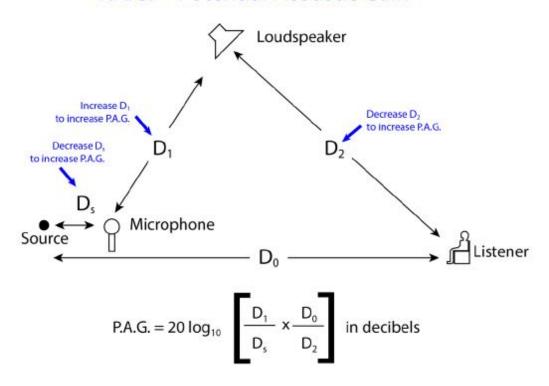






Potential Acoustical Gain:

P.A.G. = Potential Acoustic Gain







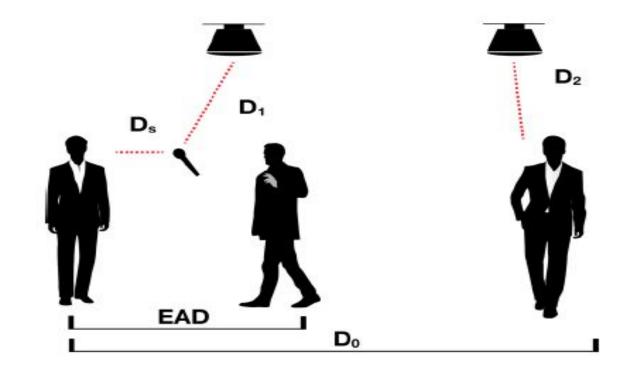
PAG/NAG (Potential Acoustic Gain/Needed Acoustic Gain):

NAG formula:

• NAG = 20Log(D0/EAD)

For example (imperial):

- NAG = 20Log(50 ft./8 ft.)
- NAG = 20Log(6.25)
- NAG = 15.9 dB









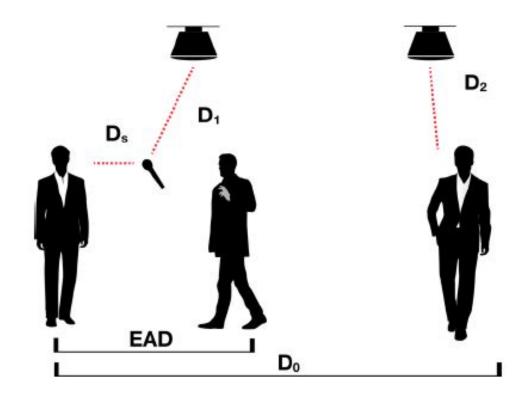
PAG/NAG (Potential Acoustic Gain/Needed Acoustic Gain):

PAG = 22.5 dB [22.4 dB]

NAG = 15.9 dB [15.6 dB]

PAG > NAG

The system parameters will provide enough gain-before-feedback to acoustically locate all listeners within 8 ft. [2.5 m] of the talker

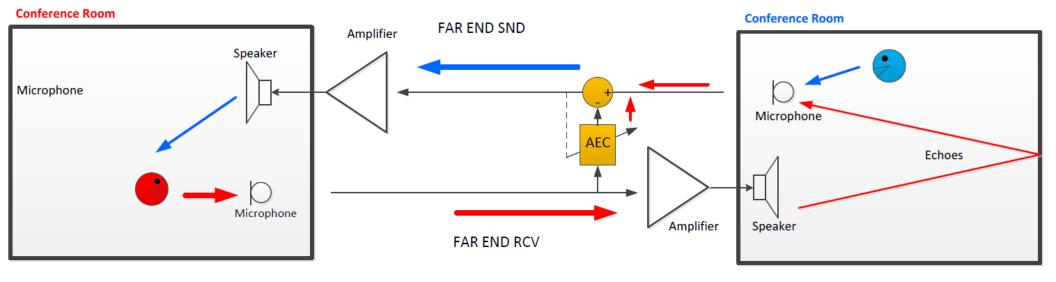








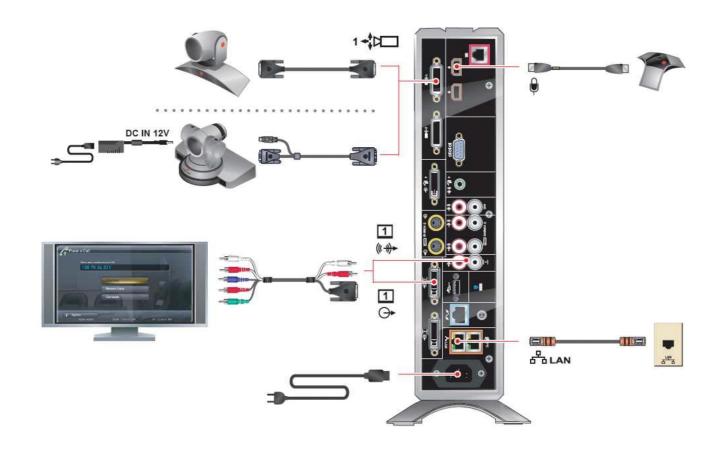
AEC







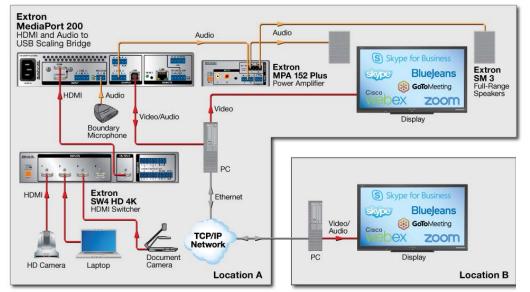


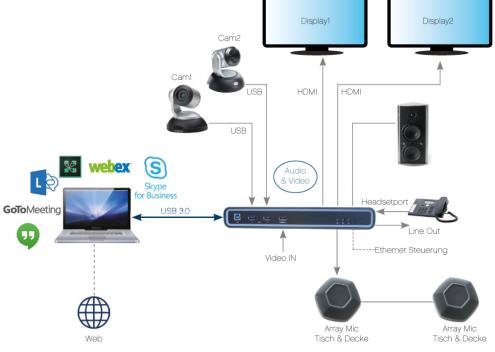


















Which is NOT a correct statement?

Α.

You will have to do a lot of math to get best audio

B.

If a person on the far end is hearing themselves in a conference call it is a problem on your side with AEC

C,

Feedback issues are due to frequency and distances

D.

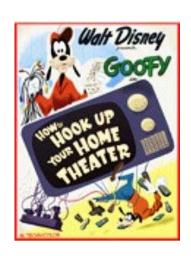
The most secured and easiest method of video conferencing is still with a codec and not soft conferencing







Step 5 – Control













User Interfaces

Control Processor







Control processor with touch panel/software app

Button panel

Browser control

Control anything with

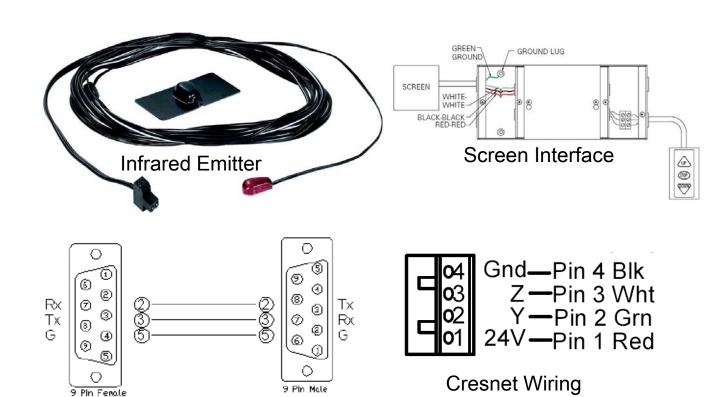
- Serial
- IR
- Ethernet
- Relay /Contact Closure











Projector Lift

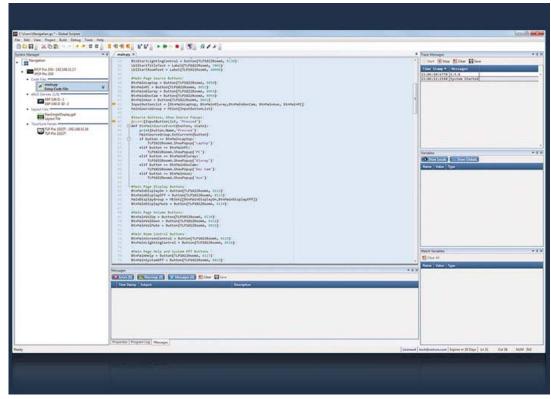


RS232 Cable





Programmable Systems









Configurable Systems

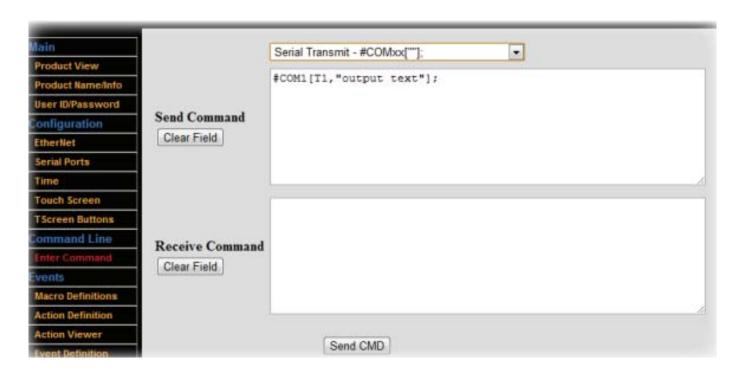








Conprogable Systems









Which is NOT a correct statement?

A.

You have to have years of training to be a good programmer

B.

As long as a device has Ethernet, Serial, IR, Contact, or Relay control capabilities we can control it with AV system

C.

The type of user interface for controls depends on inputs and outputs and user perception to simplicity













What you do, ask, and look for in a job walk/review?

- ❖ Determine sources & outputs "Uses of system"
 - Determine locations, distances, pathways
 - What's existing likes and dislikes
 - Customer Expectations
- Determine existing network and required additions
 - Who are the contacts and roles
 - Expected timelines







What tools do you need on a job walk?

- Camera
- Digital Notepad
- Distance Meter
 - Stud finder
- Ladder & Tools for access
 - Keys







Scenario 1

Customer wants a VHS with composite output, Blu Ray with HDMI output, Rack PC with Display Port Output, and Laptop Show on a TV in a room that seats about 6 people Does not want multiple remote controls







Scenario 1 Inputs = Customer wants a VHS

VHS Composite Scan HDMI Converter







Scenario 1 Inputs = Customer wants a Blu Ray

VHS	Composite	Scan Converter	HDMI
Blu Ray	HDMI		







Scenario 1 Inputs = Customer wants a Rack PC

VHS	Composite	Scan Converter	HDMI
Blu Ray	HDMI		
Rack PC	Display Port	_	







Scenario 1 Inputs = Customer wants a Rack PC

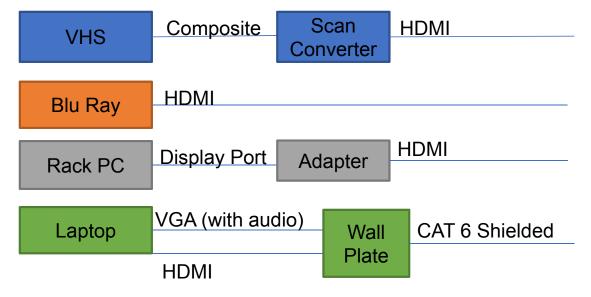
VHS	Composite	Scan Converter	HDMI
Blu Ray	HDMI		
Rack PC	Display Port	Adapter	HDMI







Scenario 1 Inputs = Customer wants a Laptop









Scenario 1 Outputs = Customer wants a TV

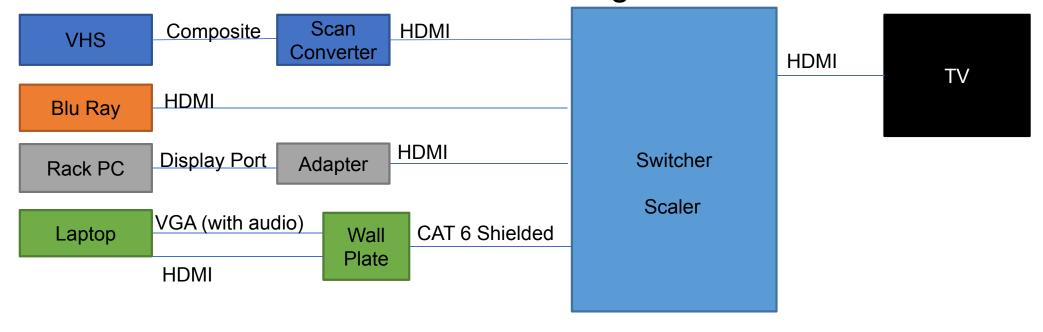








Scenario 1 Process The Signal

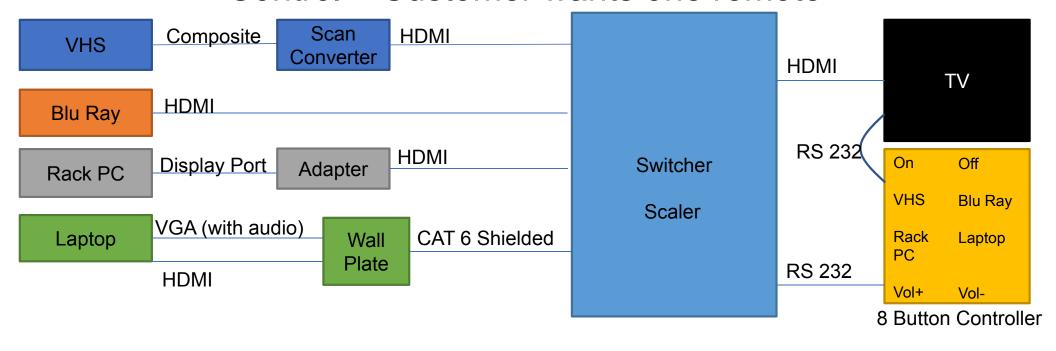








Scenario 1 Control = Customer wants one remote









Let's Put into Practice

Scenario 2

2 - Divisible Room with TV tuners, Floor Box Input, BYOD Automatic Switch of controls based on wall status Projector in each room and monitor at lectern Want Lesson capture/Streaming







Scenario 2 Inputs = Customer wants TV Tuners

Tuner HDMI
Tuner HDMI
2







Scenario 2 Inputs = Customer wants Floor Box Inputs

Tuner HDMI
2

HDMI
2

CAT 6 Shielded

FB 2

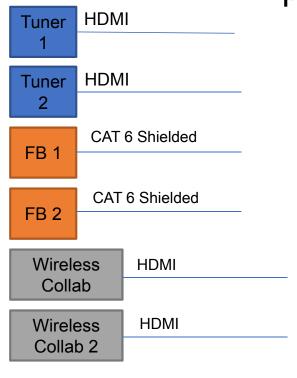
CAT 6 Shielded







Scenario 2 Inputs = Customer wants B.Y.O.D.









Scenario 2

Outputs = Customer wants Projectors and Monitors

	aipuis –	Oustonici	wants i		aria ivic	<i>/</i> (O -	J
Tuner HDMI				CAT 6 STP	Scaling	HDMI	Projector
1					Receiver		1
Tuner HDMI				CAT 6 STP	•	HDMI	Projector
2					Receiver		2
	Shielded			CAT 6 STP	Scaling	HDMI	Monitor 1
FB 1					Receiver		IVIOTIILOI
	Shielded			CAT 6 STP	Scaling	HDMI	Monitor 2
FB 2					Receiver		Monitor 2
Wireless	HDMI						
Collab							



HDMI

Wireless

Collab 2





Scenario 2

Outputs = Customer wants Lesson Capture and Streaming

Tuner 1	CAT 6 STP	Scaling Receiver	HDMI	Projector 1
Tuner 2 HDMI	CAT 6 STP	Scaling Receiver	HDMI	Projector 2
FB 1 CAT 6 Shielded	CAT 6 STP	Scaling Receiver	HDMI	Monitor 1
FB 2 CAT 6 Shielded	CAT 6 STP	Scaling Receiver	HDMI	Monitor 2
Wireless HDMI Collab	HDMI	L.C.		
Wireless HDMI Collab 2	HDMI	Streaming Box		

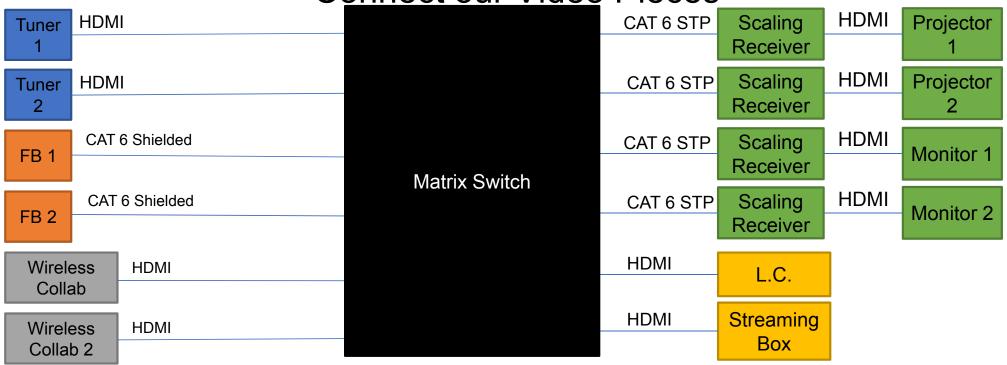






Scenario 2

Connect our Video Pieces

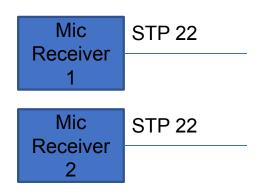








Scenario 2 Don't Forget the Audio! = Inputs

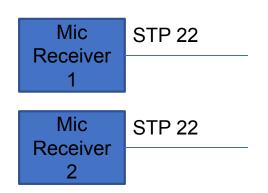


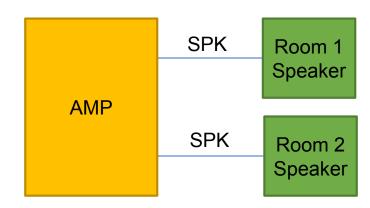






Scenario 2 Don't Forget the Audio! = Outputs



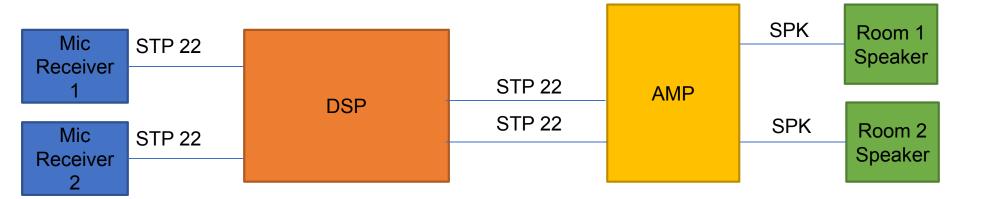








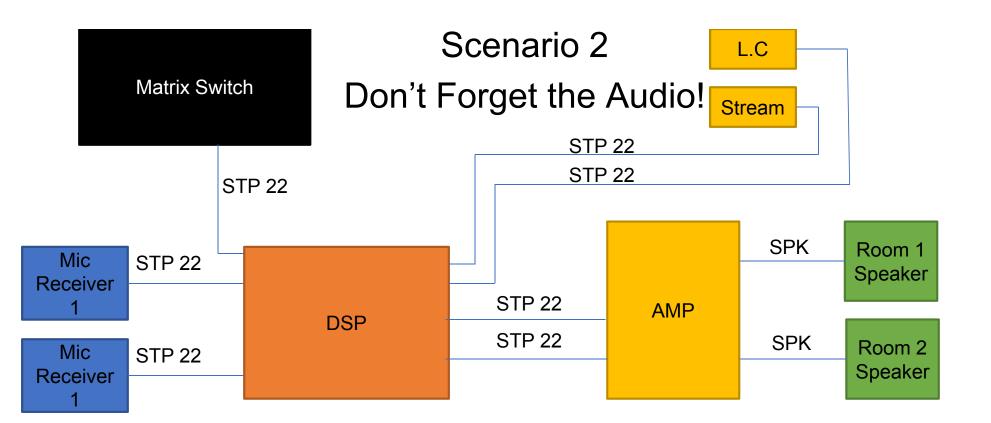
Scenario 2 Don't Forget the Audio! = Process

















Scenario 2 Don't Forget Control!

Controller







Scenario 2 Don't Forget Control!

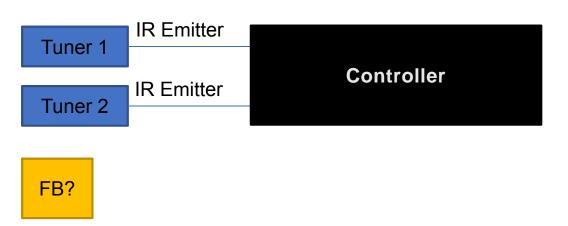








Scenario 2 Don't Forget Control!

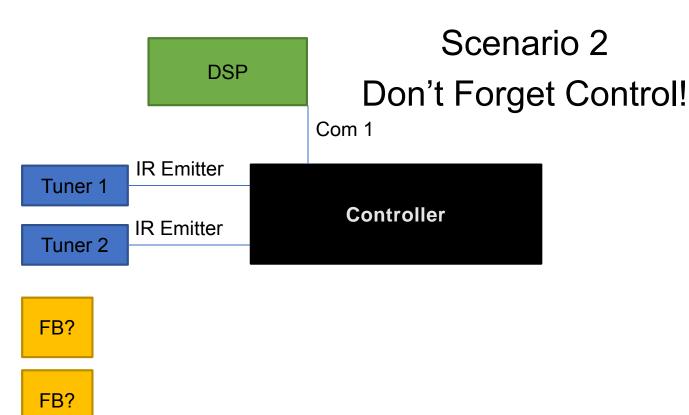




FB?



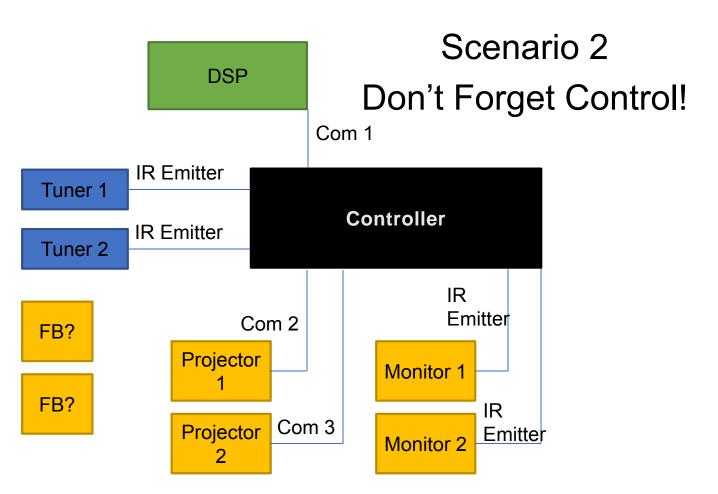








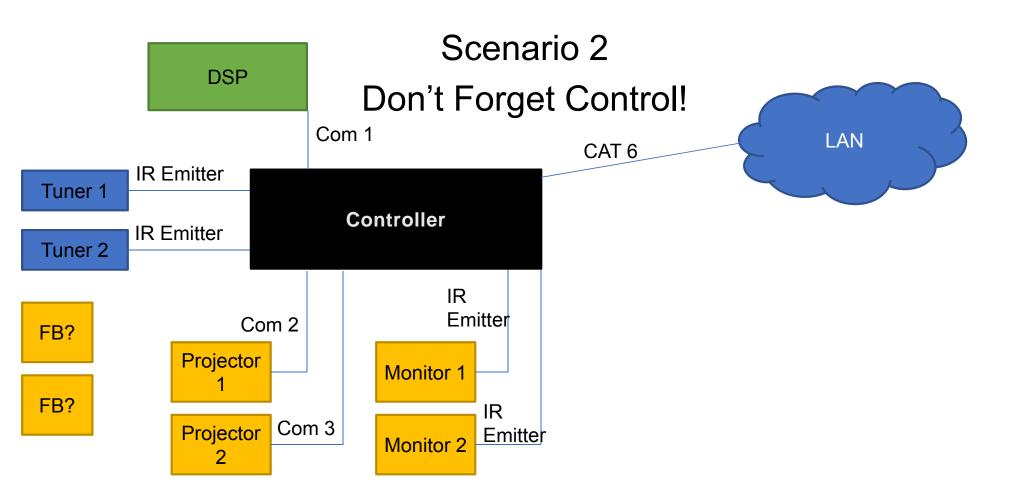








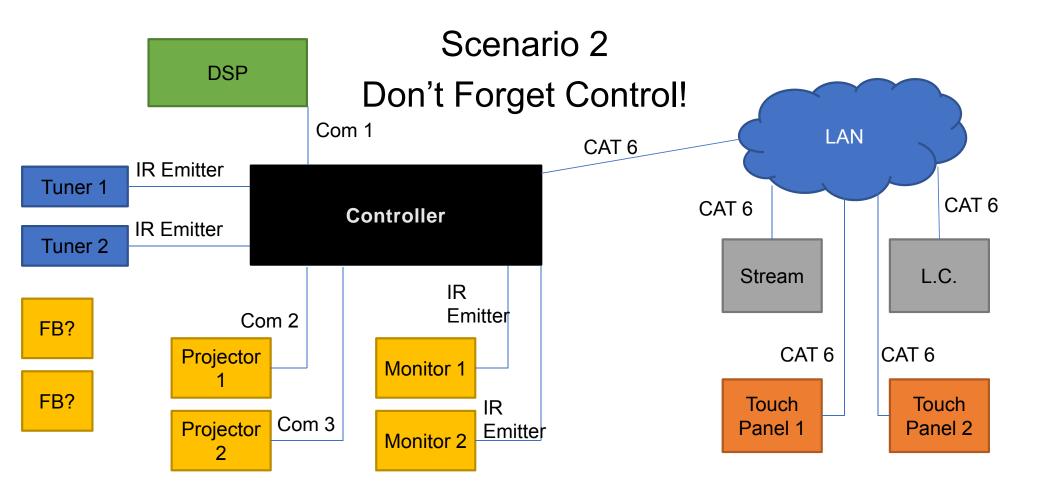








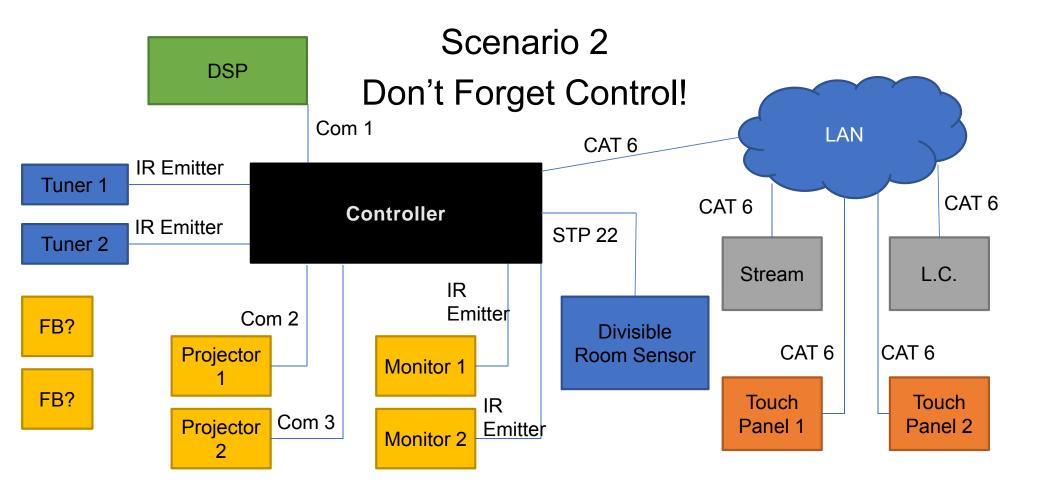


















Let's Put into Practice

Scenario 3

Board Room with – Rack Pc, 1 Table inputs, BluRay, TV Tuner, 1 Guest Input, Document Camera, Two Room Cameras

2 Side TVs for Audience

10 preview monitors for Board Table

Recording Streaming

Video Conference

Soft Codec conferencing







Scenario 3 Inputs = Customer wants Rack PC

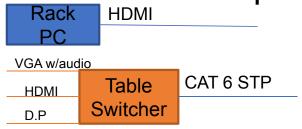








Scenario 3 Inputs = Customer wants Table Input

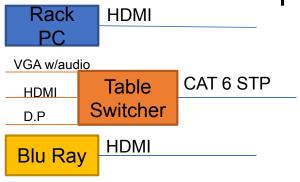








Scenario 3 Inputs = Customer wants Blu Ray

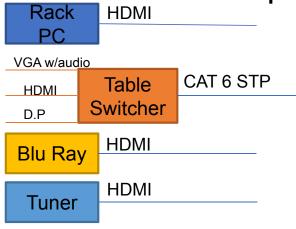








Scenario 3 Inputs = Customer wants TV Tuner

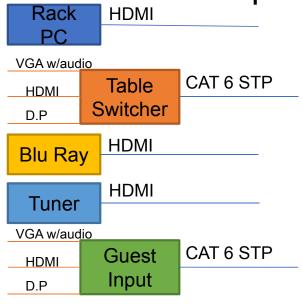








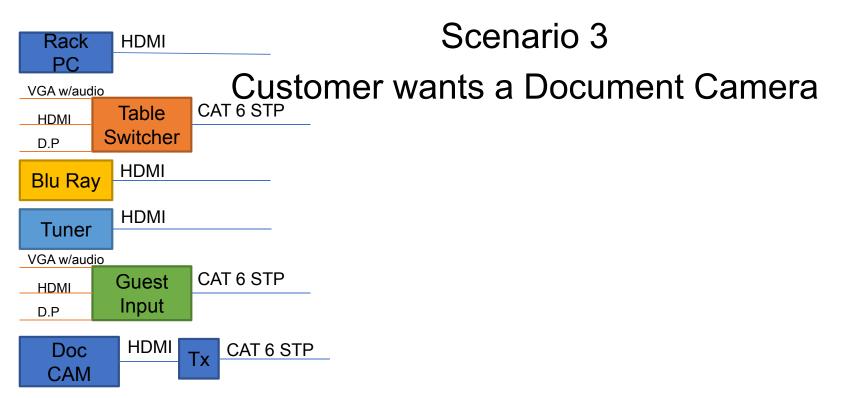
Scenario 3 Inputs = Customer wants Guest Input







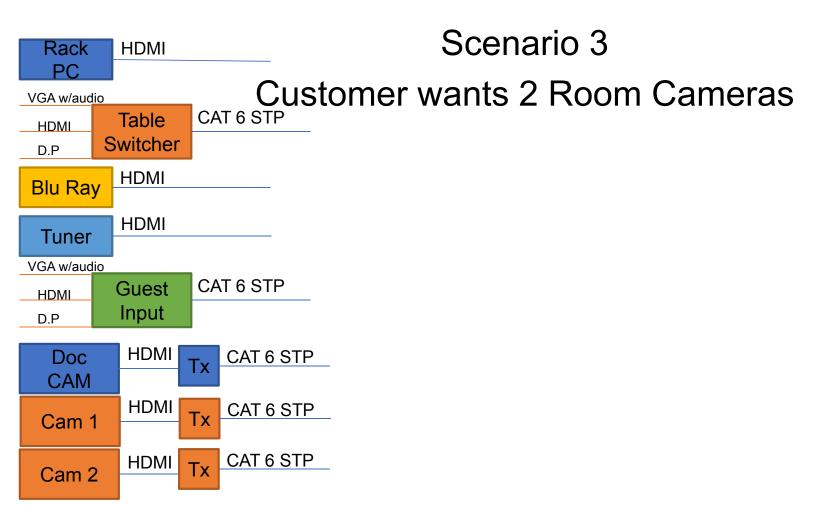








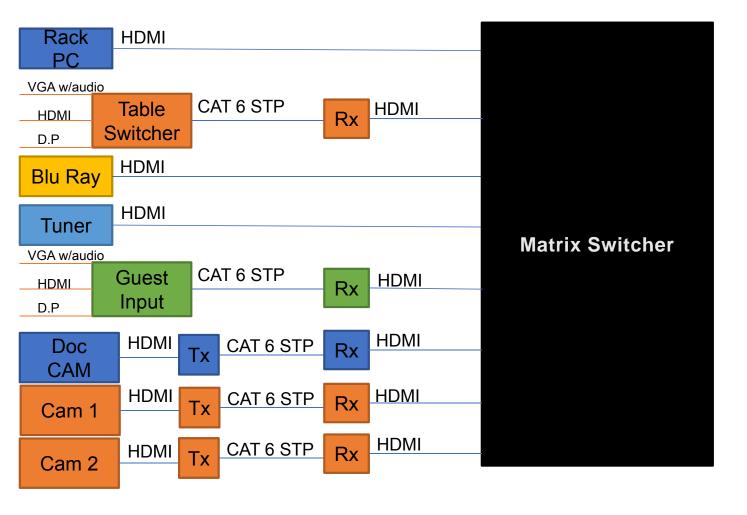












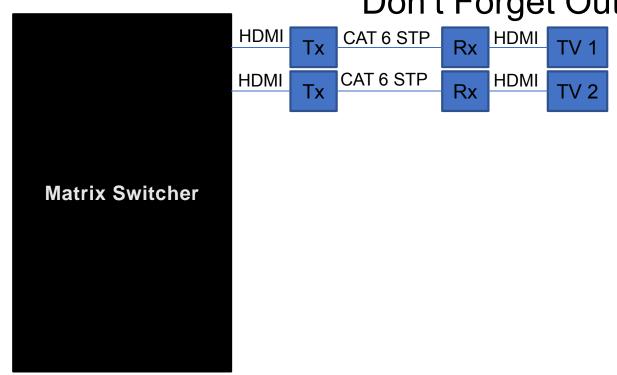
Scenario 3
Process =
Connect to
Matrix







Scenario 3 Don't Forget Outputs

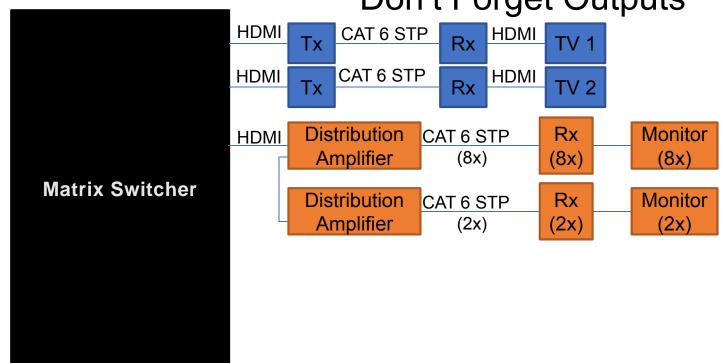








Scenario 3 Don't Forget Outputs

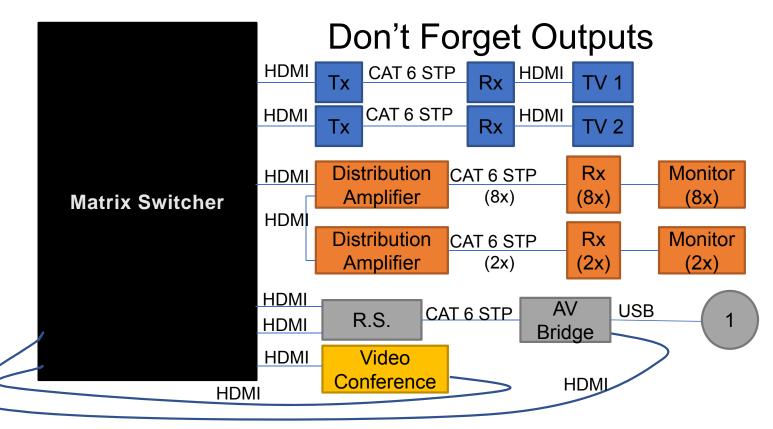








Scenario 3

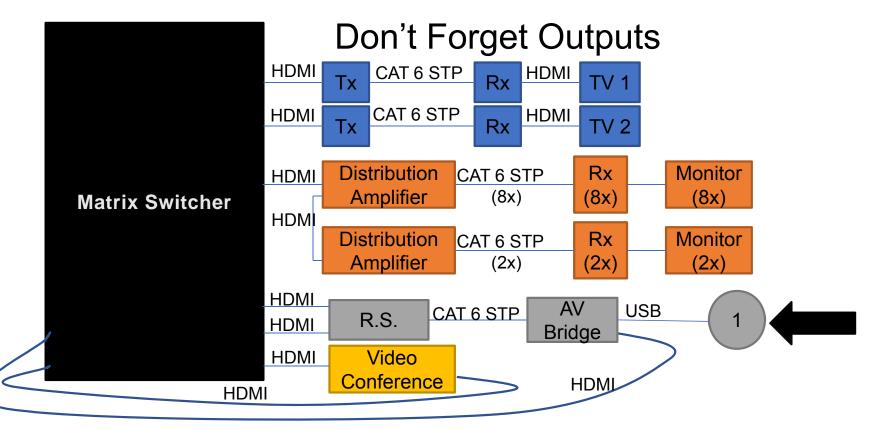








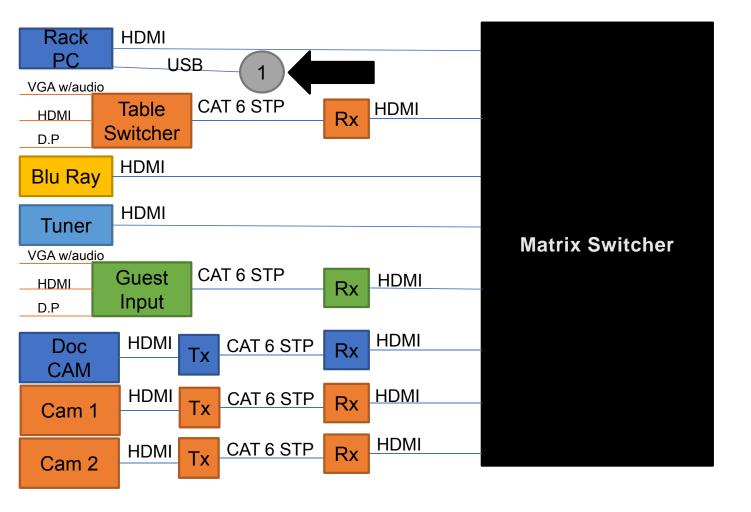
Scenario 3











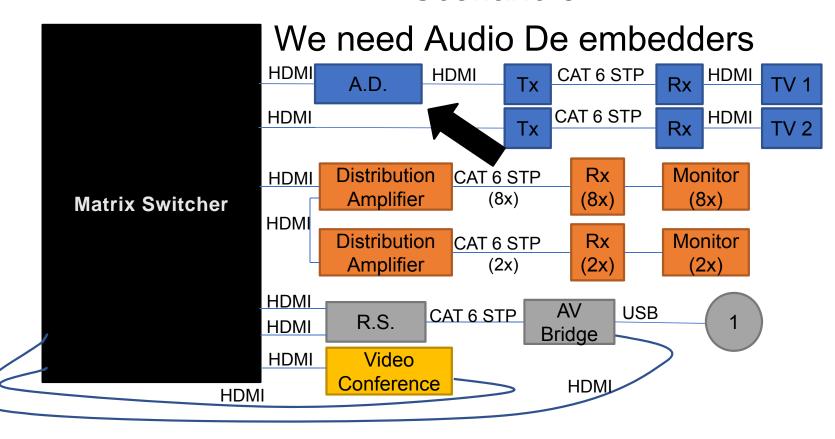
Scenario 3 USB Connection







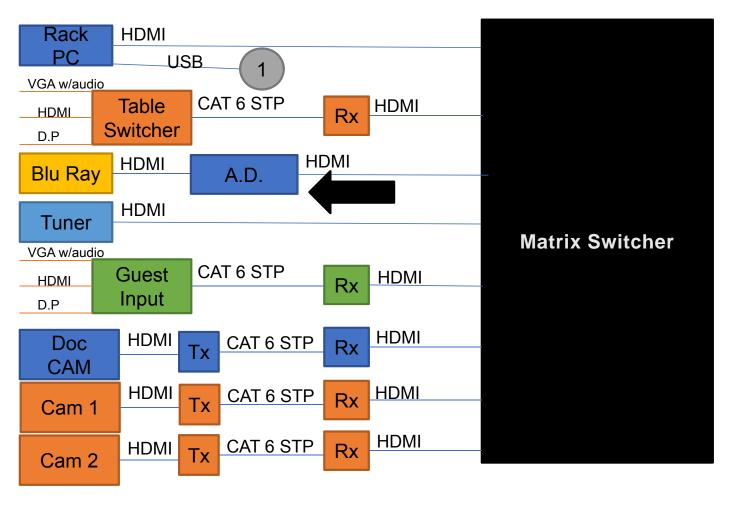
Scenario 3









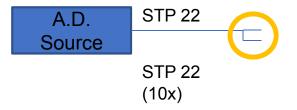


Scenario 3
We need Audio
De-embedders







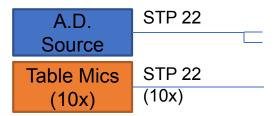










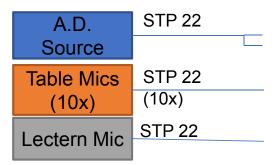


A.D. STP 22
Source
BluRay/CD







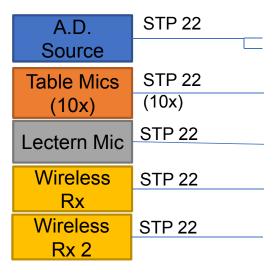


A.D. STP 22
Source
BluRay/CD









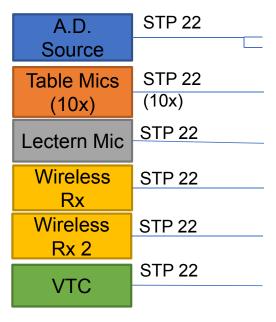


A.D. STP 22
Source
BluRay/CD







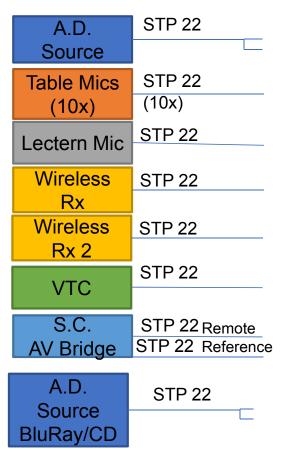








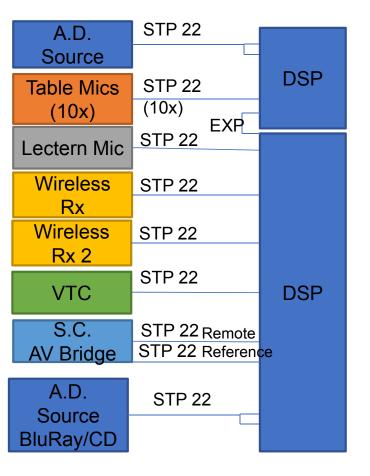








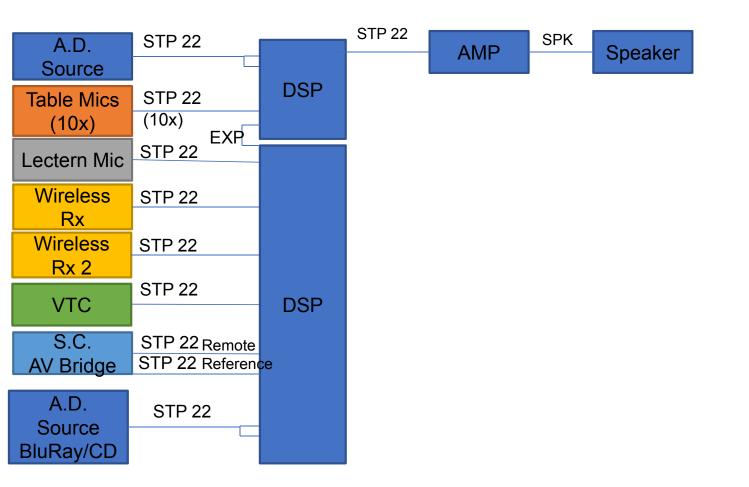








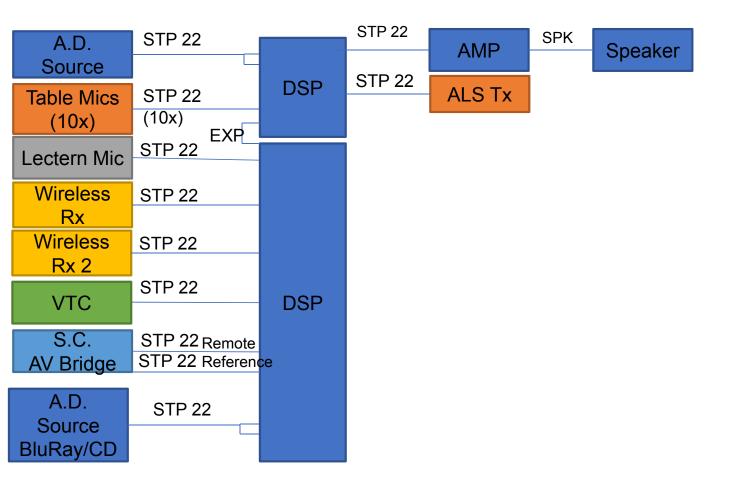








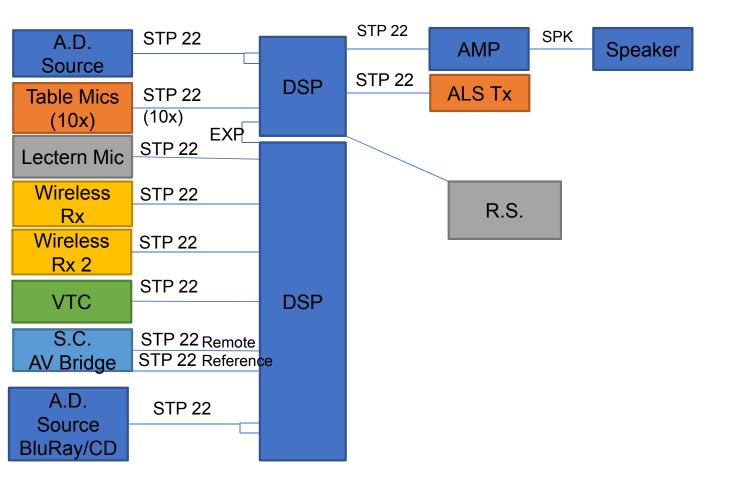








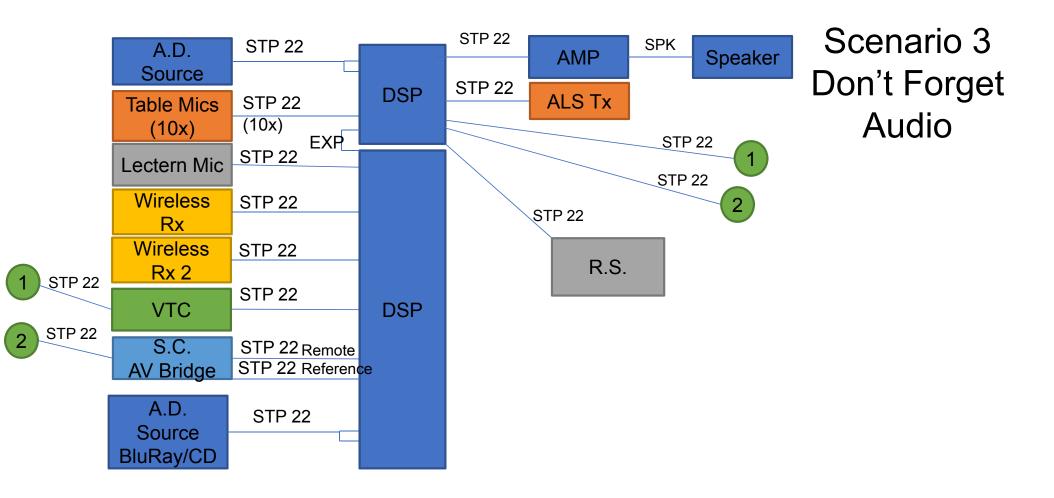








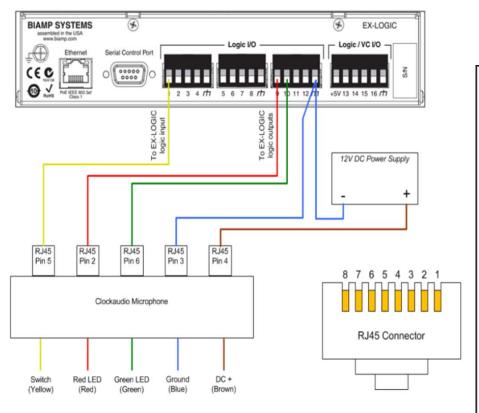












Scenario 3
Push to Talk
Buttons











RS 232







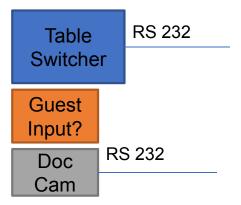
Table Switcher RS 232

Guest Input?





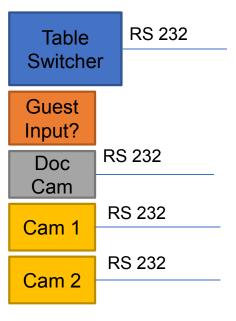








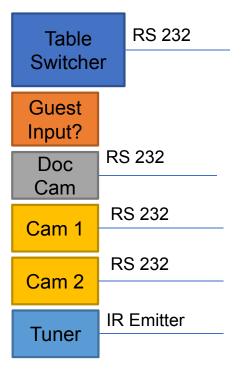








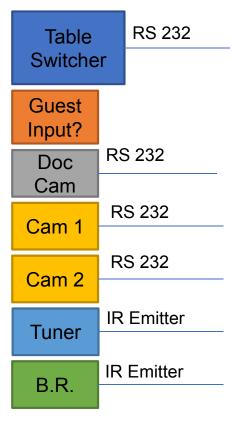








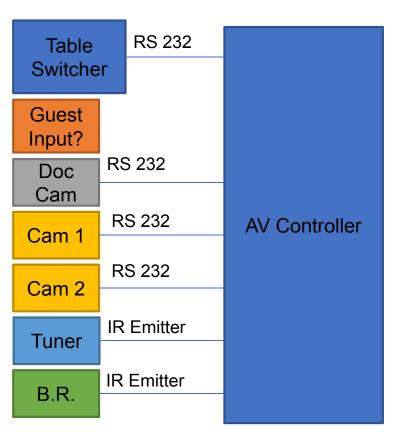








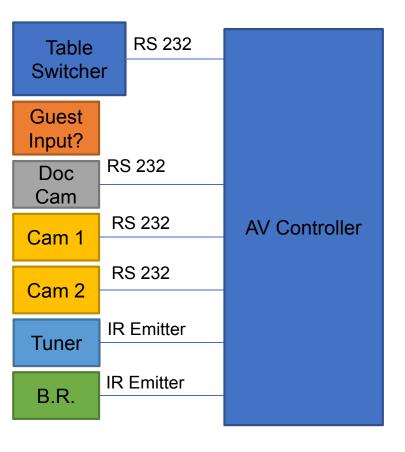










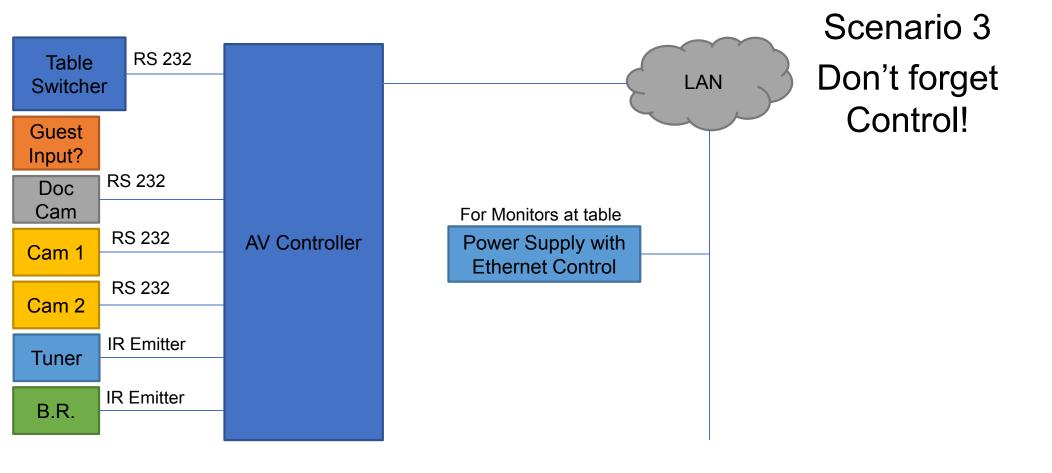








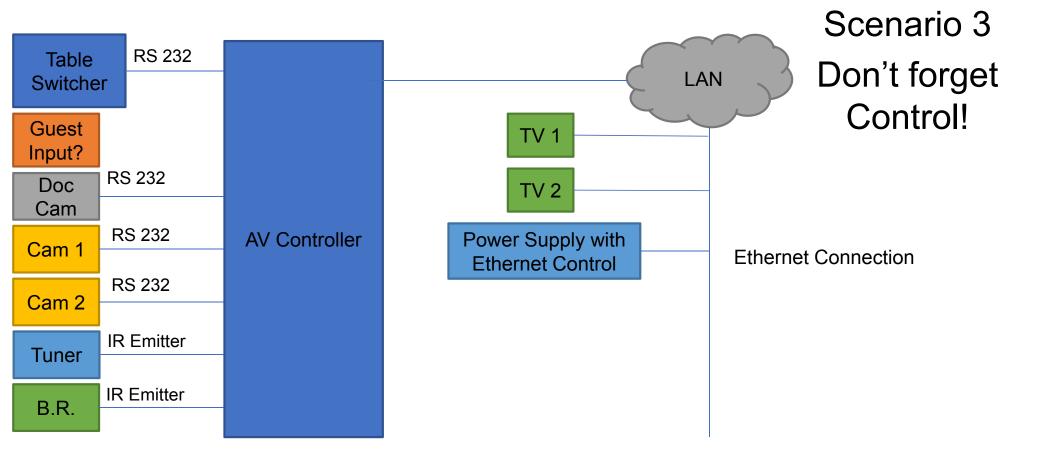








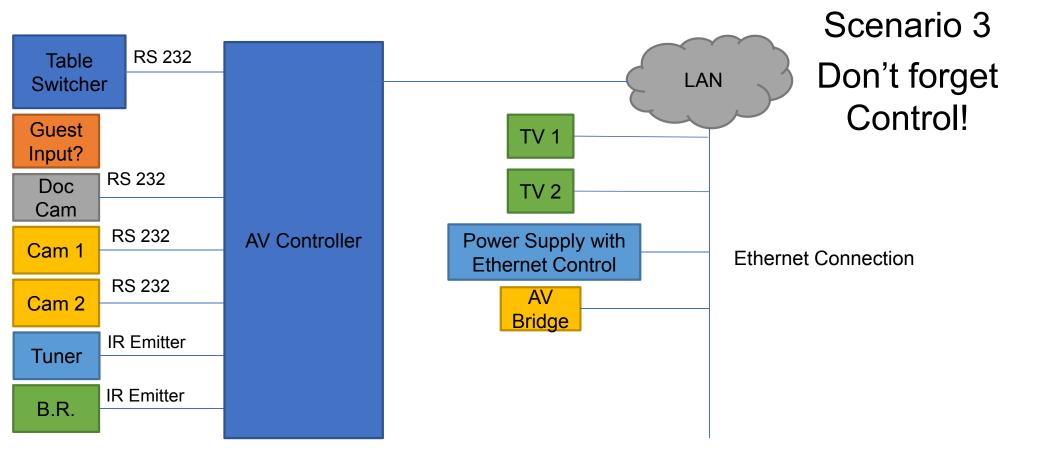








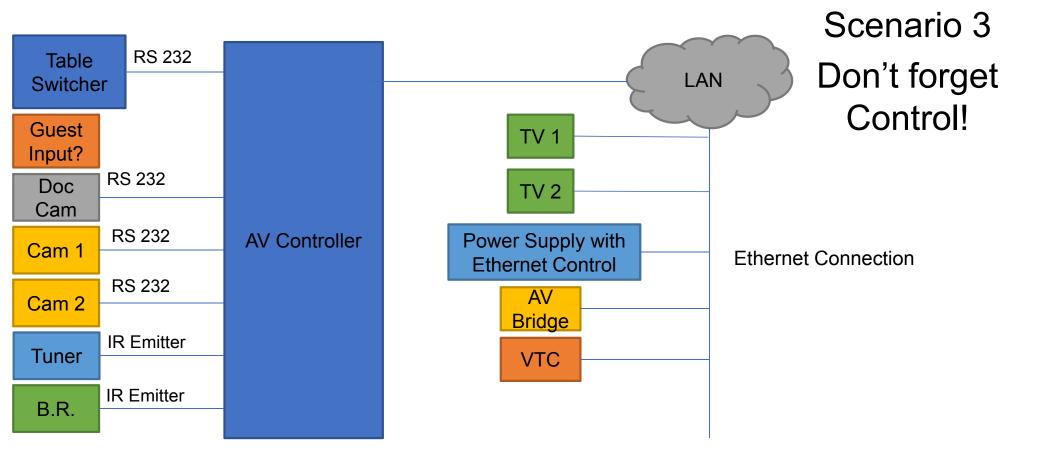








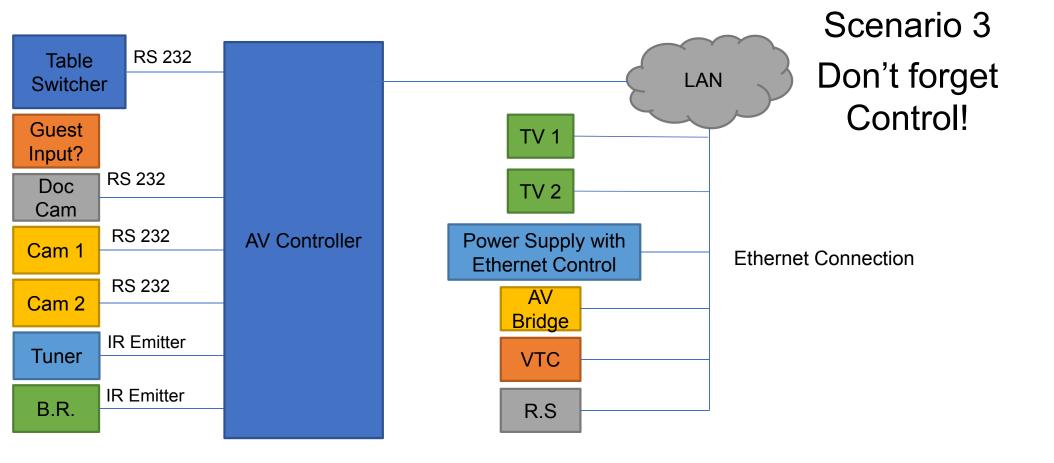










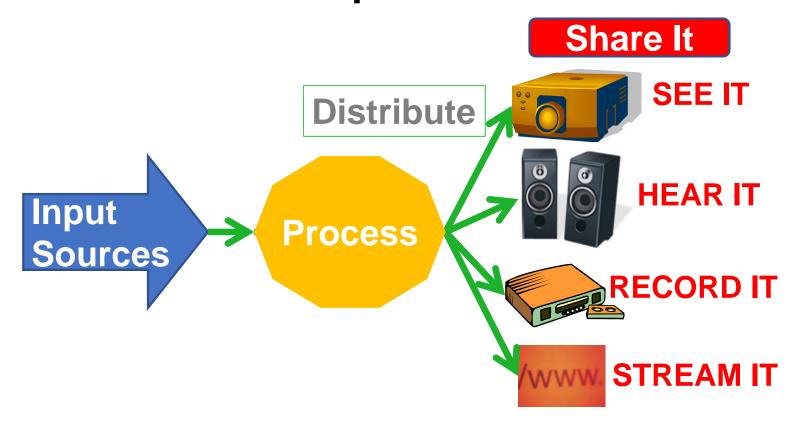








4 Steps of AV

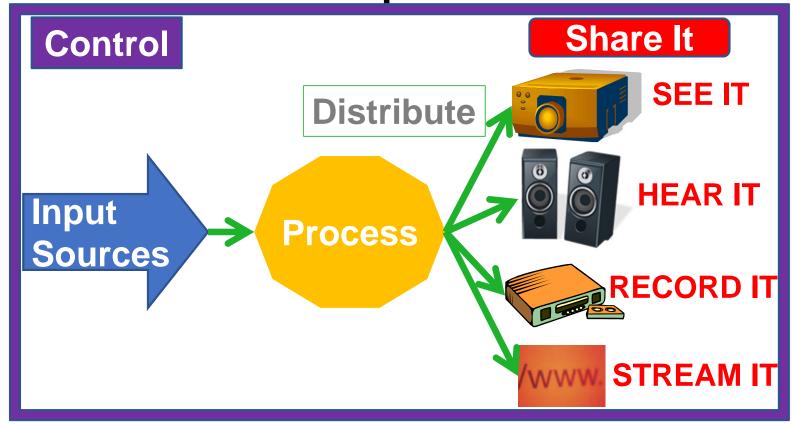








5th Step of AV









Feel free to contact me:

Eric J Marshall E.R.I.C. Co Low Voltage Services

2601 Oakdale Rd Ste H2 #114 Modesto, CA 95355

209-652-7281

https://zoom.us/j/4066744070

<u>eric@ericlvs.com</u> <u>ericconsulting7@gmail.com</u>

Teamviewer Quick Support Module = https://get.teamviewer.com/9ry6cvs





