



THE WESTAN DIFFERENCE

More than a supplier, Westan will work with you to bring to life a complete range of AV solutions. As your distribution partner Westan can:

- Provide you with state of the art technology solutions
- Specialised mounting solutions
- Manage dropshipping and kitting of solutions over the life of a project
- Provide onsite warranty
- Provide tech support to help you design the right solution for your project

This is the Westan difference: we'll turn your AV concept into reality.



Prominent Fashion Retailer

“Dealing with Westan and Aurora was really easy. Operation wise, any manager can use [the system]. From the research to the installation everything’s been smooth sailing.”

Tony Twitchett, GM & Executive Chef
2 large LED screens in Transport Bar

“The ultimate sports viewing experience”

Leumeah Hotel



Transport Bar, Melbourne



Leumeah Hotel, Sydney

“The screen is highly visible by all 1100 students as well as teachers and attending parents. We are very proud of what we’ve got.”

Shirley Maihi – Finlayson School Principal



Scotch College, Perth

“The quality of the fit and finish of the LED screen installation is excellent and complements the restored Chapel.”

Simon Hollingshead – Information & Learning Technology Manager,
Scotch College



Finlayson School, Auckland



PROJECT
RAC Arena
Foyer Signage

SCOPE
78sqm Aurora
Signage 4mm pixel
pitch indoor LED

INTEGRATOR
Focus AV
focusav.com.au

The RAC Arena, Perth, sure knows how to make a grand entrance!

The 15,500-cap venue is a thoroughbred sports and concert arena attracting big acts such as Michael Bubl , Fleetwood Mac and more, while the Perth Wildcats basketball team and the Westcoast Fever netball club are also key tenants.

Back in 2012, the arena launched with an extraordinary, multi-faceted digital signage feature in its foyer, comprising scores of LCD panels. But after that installation had reached its use-by date, management decided it would leverage the versatility and visual impact of large-scale LED to totally reboot its foyer signage.

The replacement LED feature would be designed to hug the architecture of the foyer entrance arches. The RAC Arena team put the job out to tender, with Perth-based integrator, Focus AV, awarded the project.

“We bid on the project after consulting with

Aurora Signage about the right spec for the installation,” recalls Focus AV Director, Alan Bird. “Aurora really came to the party with its superior on-site warranty and keen pricing. I think that really got us over the line.”

The remarkable new LED feature signage comprises some 312 (500mm x 500mm) Aurora Signage cabinets — a total of 78sqm of 4mm pixel pitch LED. Two VD Wall 4K processors drive the display, taking two 4K outputs from the Media PC of the Arena’s in-house marketing and content team.

The new LED feature is an instant smash hit. Perhaps not as experimental as the previous pendant signage feature, the LED wall is already proving to be more versatile and powerful in reinforcing the RAC Arena’s marketing message. The messaging includes upcoming events and supporting the venue’s sponsors. The position of the display ensures all patrons are exposed to the content.



AURORA PROCESSOR CONTROL APP

Uniquely developed for use with Aurora Processors, the control app places easy control, operation and configuration in the hands of the end user. All the functions you need are at your fingertips right on your phone or device of choice.



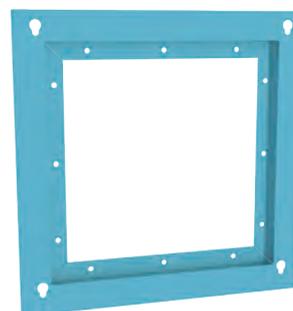
LDC500 CABINET

This universal cabinet design suits a range of pitches from 2.6mm to 6mm. Cabinets are warehoused locally and modules are flown in from the factory, ensuring the shortest lead time in the industry.



OUTDOOR MODULE

These cutting-edge IP-rated modules are a lightweight solution in providing outdoor LED screens. Rather than bulky and heavy IP-rated cabinets Aurora mate these modules to lightweight enclosures making installation easy and reliable. For added convenience the modules can be front or rear serviceable.



MODULAR MOUNT

Designed to suit the LDC500 cabinet this mounting system can work with any size LED wall. It takes only minutes to connect each module, helping to create a complete wall assembly in a fraction of the time of other solutions. Carried in stock, this solution is simple, affordable and fast.



SHELF DISPLAYS

Demonstrating the flexibility of LED, these new Chip On Board displays expand the avenues of digital signage to the edge of every shelf in any retail space. The fine pitch resolution and flexible dimensions allow Aurora to fit to any existing dimension and deliver clear and bright messages direct to the customer.



AURORA PROCESSORS

These processors are the result of years of industry experience. They feature the best functionality available plus the added convenience of an onboard Android Media player capable of hosting a wide range of CMS solutions.

Why are so many hotels choosing Philips MediaSuite Pro TVs?

- Professional performance
- Chromecast built-in
- Full/immediate access to Google Play's apps & services
- Complete respect for privacy & confidentiality
- Guest experience 'more like that of a consumer TV'
- Easy to manage & update via CMND software



Quest Newmarket, NZ

49 apartments each equipped with Philips MediaSuite Pro TVs

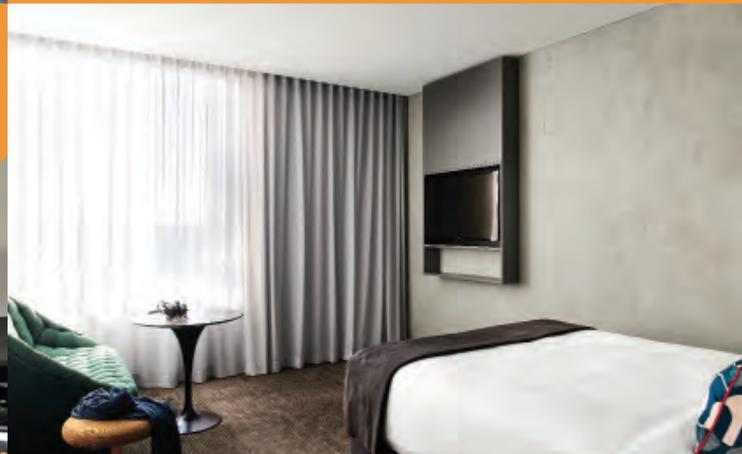


Avani Box Hill Residences

75 suites each equipped with Philips MediaSuite Pro TVs

Park Regis Subiaco

168 guest rooms each equipped with Philips MediaSuite Pro TVs



Veriu Green Square

144 apartments each equipped with Philips MediaSuite Pro TVs



ANDROID POWERED • CHROMECAST BUILT-IN

The Philips range of hospitality TVs breaks new ground. Leading the way is the exciting range of Google-certified, Android-powered MediaSuite Pro TVs.

The MediaSuite range consists of seven variants in two series and is designed for a wide range of verticals, including hospitality, education, corporate, retail, food and beverage, and healthcare, amongst others.

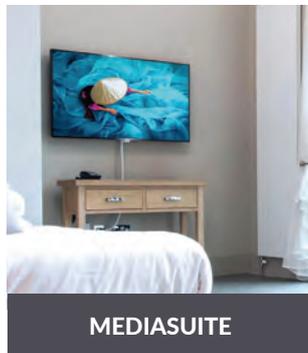
With built-in Chromecast technology, an upgradable platform and big data analytics, MediaSuite ensures that hotels and healthcare providers can offer an exceptional experience, while guaranteeing their Pro TVs stay up-to-date.

MediaSuite TVs also provide access to thousands of apps through the Google Play Store, including major services such as YouTube, Deezer and Spotify, plus local news, weather and traffic information.

MediaSuite is a game changer.



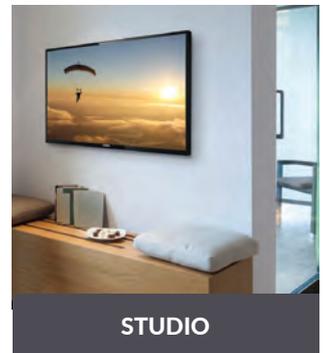
SIGNATURE



MEDIASUITE



EASYSUITE



STUDIO

A SIGNAGE EXPERIENCE BEYOND THE ORDINARY



AFFORDABLE RETAIL SIGNAGE WITH Q LINE

16/7 | Slim Full HD | Onboard Media Player

Philips largest range of products from 32- to 86-inch in full HD or UHD with or without Android SOC. Affordable, flexible signage solutions for almost any application.



P SERIES MENUBOARDS & PUBLIC SIGNAGE

24/7 | Slim Full HD | 6.5mm Bezel | 500 or 700 Nits

The good-looking workhorse of the range that's built for performance but packed full of all the functionality you could want. Now with Android OS onboard.



VIDEO WALLS WITH X LINE

24/7 | 1.8mm I2I | 500 or 700 Nits | 49" or 55"

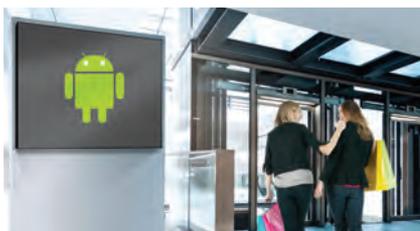
Create show-stopping power with Ultra Narrow Bezel displays. Make the most of your display with Philips Colour Calibration.



INTERACTIVE SPACES WITH T LINE

24/7 | Up to 10 Touch | 10", 24", 43", 55", 65", 75", 86"

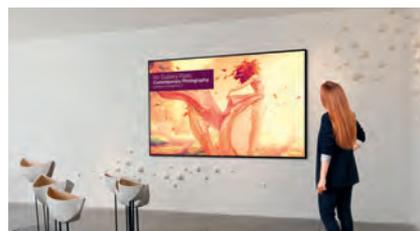
Discover a new level of interaction with true Multi-Touch displays with multiple OS operability. Selected models with Android OS onboard for embedded interactive applications.



ANDROID OS WITH D LINE

24/7 | Customisable API | 450 Nits

Open Android environment for developers wishing to integrate software onboard. Wi-Fi and scalable storage.



AMAZING UHD IMAGES AVAILABLE IN OUR LARGE-FORMAT SCREENS

16/7 & 24/7 | 4K | 350 Nits & 500 Nits

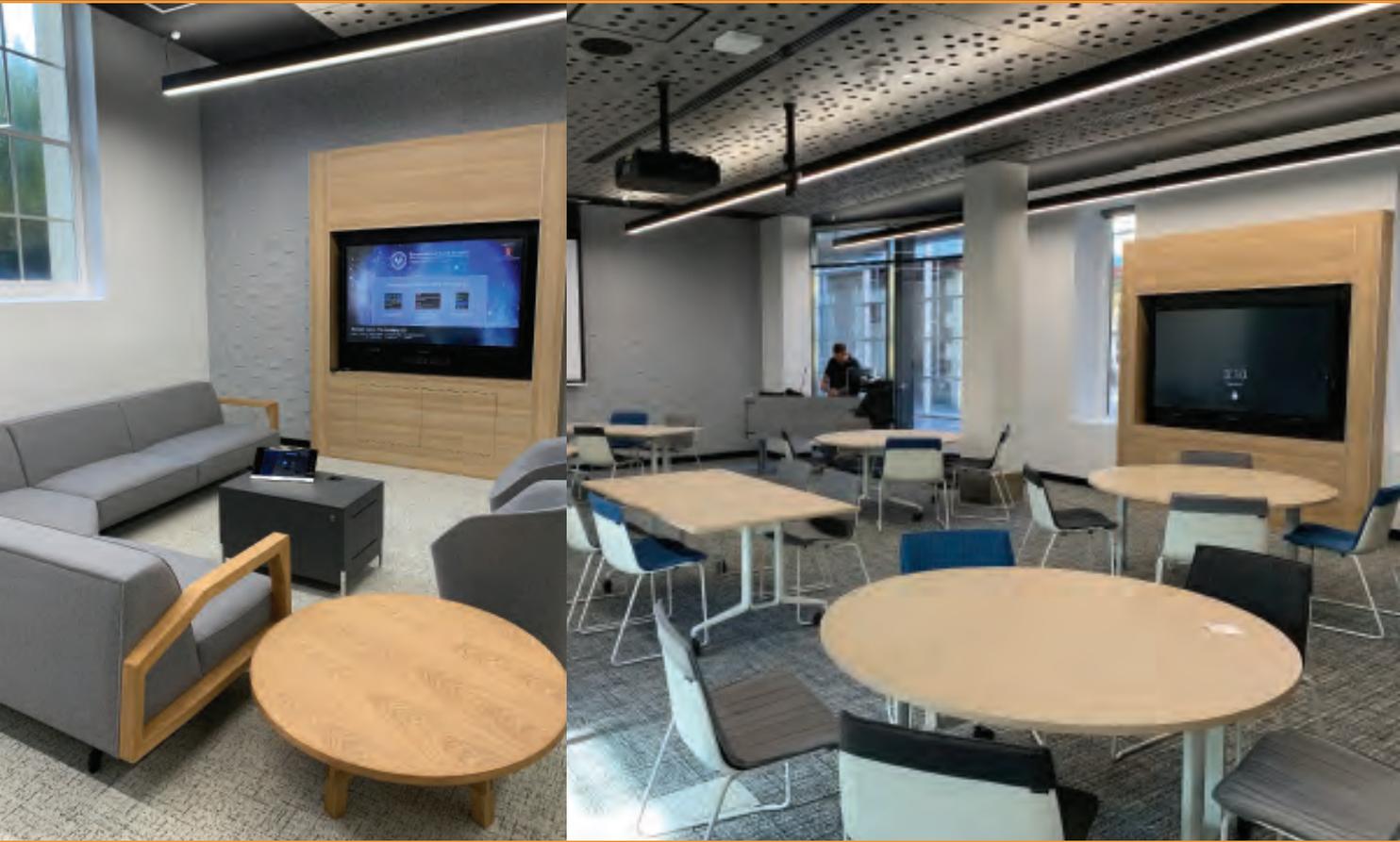
Ultimate large screen experience available in our Q Line and D Line range in 75", 86" & 98" with Multiview for viewing multiple sources simultaneously.



VERY HIGH BRIGHTNESS WITH H LINE

24/7 | Slim Full HD | 3000 Nits

Overcome the brightest of ambient light conditions with our 2500 Nit, 55" or 3000 Nit 75" displays.



Orbis is a South Australia Department for Education’s initiative: educating the educators. The package of programs for teachers, principals, leaders and preschool directors is a revolutionary new approach to driving excellence in education.

In 2019 the Orbis teaching facility in Adelaide was established. The facility is designed to shake up the learning experience. Central to the new approach is the collaborative technology piece, spearheaded by Infocus interactive displays.

B&H Australia’s South Australian office was given the task of designing, installing and integrating the site’s audiovisual requirements, led by State Manager, Troy Edom.

“After assessing the scope we saw how the Infocus interactive displays were well suited to the needs of the Orbis breakout spaces for the small group collaboration,” explains Troy Edom.

“The Infocus solution provides a simple user connectivity experience and a consistent experience across the site.”

B&H demo’ed a number of collaboration tools with the client but kept coming back to the Infocus option, according to Troy Edom: “Infocus’s

simplicity and integrated capabilities meant it could handle all the use-case requests and, in fact, inspired the client to explore new avenues and scenarios that could access more of the system’s capabilities — the Infocus product’s versatility gave it an edge.

“The built-in integration capability and application support mean the Infocus system offers a versatile integrated solution, yet only requires a single display device,” observes Troy Edom. “The fact there are fewer black boxes means you can simplify many deployments and reduce your outlay across the project along with lowering ongoing support costs.”

Troy Edom was appreciative of the customer support provided by the Westan team: “We specified the Infocus solution because it met the functionality brief and desired price point. But more than that, having the hardware available on time and operating as designed on the day of handover made for a great experience, both for us and the client.

“We’ve found the Infocus interactive displays to be a reliable and feature-rich product, sold at a reasonable price point, and backed by a locally present distribution channel.”

PROJECT

Orbis Education Development Centre, Adelaide

PRODUCT

Infocus Interactive Displays

INTEGRATOR

B&H Australia
bhaustralia.com.au

INFOCUS JTOUCH+ INTERACTIVE DISPLAYS

Whether you're in a classroom or huddle space, a conference room or auditorium, there's a JTouch+ interactive display solution to fit your needs and engage your audience.

Key Features

- Giant, high resolution touch displays for a great price
- Incredibly sharp 4K resolution
- Run all your apps, even the older ones, with touch
- Accurate and responsive touch overlay with multi-touch capability
- Three models: INF6533 (65-inch), INF7533 (75-inch) and INF8633 (86-inch).

The Most Education-Friendly JTouch Ever

Ideal for education, the JTouch+ line is now fully customisable, featuring Total Touch Control, the ability to annotate on any input, and an open Android platform so you can natively run all of your key educational applications.

Powerful Teaching & Collaboration Solution

- Simple interface with Total Touch Control – no need for a remote
- Annotate over any application or video input
- Comment and draw over websites, documents, and more
- Open Android platform – easily add your favourite Android apps
- Customise your whiteboard background
- Erase with three-finger touch
- Available with anti-fingerprint, anti-glare screen



INFOCUS CONX360

Turn any size room into a video meeting space in minutes

All-in-one Conferencing Camera

360° Camera + Omnidirectional Mics + Full Duplex Speakerphones

- Dynamically highlight participants as they talk
- Automatically recognise and follow the active speaker with smooth panning
- 360° field of view to capture an entire room & high quality audio for clear speech intelligibility
- Improve the VC experience for remote workers and mobile employees
- Plug 'n' play compatibility with most VC systems





ULTRA COLLABORATION

Premium, high-performance collaboration

- Seamlessly integrated, fully-featured touchscreen collaboration system
- Native HD video calling and data sharing
- Interactive digital whiteboard and document annotation
- Share, view, and control from your computer, tablet, or smartphone
- Flexible and expandable with built-in Windows PC
- Built on a powerful Intel Core i7 processor
- Full version of Microsoft Office included
- Wireless keyboard and mouse included
- 55-, 65-, 75-, and 86-inch models
- Multi-touch 4K anti-glare displays



'PLATFORM AGNOSTIC & PRICED RIGHT': A MONDOPAD TESTIMONIAL

"We've specified the Mondopad collaboration solution into a whole array of different businesses and organisations across New Zealand.

"Mondopad has mostly found a home in boardrooms or larger meeting rooms but also into smaller huddle spaces and onto collaboration trolleys.

"The Mondopad solution is very easy to sell and to integrate because it's platform agnostic and priced right – compared to a Surface Hub they're around half the price.

"I like to tell our clients that we're not interested in forcing them to change the way they do business, but simply to

enable them to become more efficient and focus on what they do best. That's what Mondopad does so well, it slots seamlessly into an existing IT environment and the client can start operating and integrating it into their workflow immediately.

"Our clients trust Canon Business Solutions, and we feel comfortable about endorsing and standing behind the Mondopad product. And having Westan's backup as the regional distributor is invaluable."

Chris Thorley

Collaboration Specialist, Canon Business Solutions



PROJECT

The Beach House Hotel, Hervey Bay

SCOPE

Fusion Signage CMS

INTEGRATOR

Prendi
prendi.com.au

Prendi, a Brisbane-based full service digital signage and design agency, provided digital menuboards and content design for The Beach House Hotel – a prominent restaurant and entertainment venue in Hervey Bay, Queensland. The hotel approached Prendi with an interest in implementing digital menuboards above its POS counter. And with only printed menus on the tables, digital was a vital addition.

Prendi worked with the hotel team from menu design, animations, CMS, hardware installation and ongoing support.

Prendi started by designing the perfect array of screens to suit the space. The solution comprises a 1x5 55-inch videowall above the Point of Sale counter, with an additional single 32-inch portrait

screen to showcase daily specials.

Prendi re-designed the menus to suit, including: menu layout design, animations and template creation. The templates would allow their team to easily update the menus in future.

Central to the solution is the Fusion Signage content management system (or 'CMS'). The Fusion Signage platform is the easiest-to-use and most affordable CMS on the market. Fusion Signage gives the hotel full control of the digital signage deployment.

The Beach House Hotel team has seen a significant increase in engagement and up-selling of its daily specials. The digital menuboards look chic, modern and eye-catching.

APPLICATION

Fusion Signage is the simplest most affordable cloud-based CMS on the market.

- Player software runs natively on the Philips Android platform or any Android player.
- Management is simply done from any browser.
- Licenses start at \$269 per screen for 3 years as a once off charge.
- Advanced features include grouping and scheduling for managing large multi-site installations.
- 380+ clients & 1400+ licences in the market

MORE ABOUT FUSION SIGNAGE CMS

Fusion Signage takes the hassle out of managing digital signage. Using a simple online interface you have the ability to update and manage content to all your screens from anywhere, anytime. It's a one-off three-year license that provides nationwide coverage.

Fusion Signage can also expand to meet your growing needs. Almost any functionality can be custom built to ensure Fusion Signage works the way you need.

So if you have digital screens and think there's no easy solution for you. Give Fusion Signage a go.

www.fusionsignage.com.au



Simple & Efficient



Cost-Effective



Powerful Features



Flexible Deployment



Custom Functionality



Cloud-Based



It was mid 2018 and Melbourne entrepreneur Jason Jaap was looking to expand his business portfolio. He'd seen the immersive installation at Lifesize Plans in Sydney and was captivated by the concept of accurately projecting life-size building floor plans onto the ground. Here, architects, designers and consultants can walk their clients through a realistic 1:1 scale projection of their prospective layout, making any design or outline changes before committing to bricks and mortar. Jason contacted the creative technologies and design team at Vision One to create a similar experience in Melbourne, branding it Building Reality.

THE MAIN ATTRACTION

After detailed consultation between Vision One and Epson's technical experts, 6 x Epson EB-L1505UNL 12,000 ANSI lumen Laser projectors were selected for installation in a reinforced ceiling grid, carefully spaced 12.3m and 4.7m apart. This matrix allowed for a full image size of 26m wide x 18m deep, slightly larger than a basketball court.

These 12,000-lumen, WUXGA LCD laser projectors feature 4K enhancement and are connected back to the rack over Cat6 cabling, using long-distance HDBaseT transmitters and receivers from Clean Digital. The Cat6 cable carries both HDMI and RS232 signals for display output and system control.

DETAILED SETUP

Before any content was shown, the meticulous process of projector alignment was undertaken.

Once each projector was properly positioned, Epson's on-board individual Curve and Point Correction was used. This operation fine-tuned the image shape using definitive points on a grid. Meanwhile, curve projection was used to adjust and correct the shape of each image projecting against irregular, curved or spherical surfaces in the flooring.

This sequence was performed on each of the six projectors, ensuring that an even and aligned grid could be achieved between each designated blend. The projector's lens shift and zoom functions were also used here, allowing for more precise pixel-to-pixel adjustments.

Back at the rack, some lateral thinking from Vision One saw 2 x DataPath Fx4 video wall controllers used to configure the blend, content distribution and overlap regions of the projectors. Control of the whole system is achieved with the use of an HP Pavilion All-In-One Z8G53AA Intel i7 27H Windows 10 PC and integrated touchscreen.

VIRTUAL HOUSE TOUR

Given that many people struggle with conceptualising a three-dimensional space from a two-dimensional drawing, the potential benefits of conducting a virtual walk thru and alter your floorplan before a sod is even turned, are enormous. What Vision One and Building Reality have done here is create a seamless and well-constructed facility that allows just that.

PROJECT

Building Reality
buildingreality.com.au

SCOPE

6 x Epson
EB-1505UNL 12,000
ANSI lumen projectors

INTEGRATOR

Vision One
www.visionone.com.au



The Epson LightScene might fit the conventional lighting form factor but the 2000-lumen WXGA LightScene EV-100 series works as either a projector or a spotlight, and is ideal for delivering experiential content, commercial signage and décor applications without distracting viewers from the subject.

Epson's flexible laser technology gives the EV-100 a huge variety of mounting options – it can project from any angle, be

floor-standing or attached to the ceiling, all without requiring specialist installation or set-up. It is also capable of projecting in portrait, and multiple units are capable of edge blending for larger displays.

The LightScene EV-100 is supplied with Epson Projector Content Manager Software, which allows single or multiple playlists to be easily loaded via SD Card and changed using remote control by employees, with no need for a computer.



EPSON'S PRO-UHD PROJECTOR TECH

Stunning 4K Experience & Affordability

Epson's new 4K PRO-UHD projector technology combines stunning levels of brightness, colour and detail to deliver an exceptional 4K home theatre experience.

While not native 4K (the 4K PRO-UHD range uses an advanced new version of Epson's proprietary pixel shifting technology) the new range uses a combination of dedicated high power hardware processors – one each for resolution enhancement, HDR and image processing. This allows the projector to always perform to the very best of its ability, without sharing resources or processing

power and without interruption to signal or image quality. This means 4K PRO-UHD is capable of projecting a more impressive image than native 4K projectors do in many respects and, with the new models starting at just \$4099, they are much more affordable than their native 4K counterparts, too.



EPSON EH-TW9400 FEATURES

- 1920x1080x2 resolution
- 4K streaming via Wireless HDMI
- 10 bit (12-bit digital colour processing)
- HDR support: HDR10 & Hybrid Log Gamma
- 4K/60p HDR with 18Gbps support
- Powered lens shift: vertical & horizontal
- Powered zoom & focus
- High contrast ratio 1,200,000:1
- 3LCD Technology
- 100-inch screen 3.0-6.3m projection distance
- ISF certified
- Anamorphic lens support
- 3-year projector and lamp warranty

HEAVY-DUTY MOUNTING SOLUTIONS FROM THE USA

Crimson AV is an industry leader, providing complete mounting solutions for the Pro AV market. Crimson has more than 20 years of experience in the design, manufacture and sales of professional mounting equipment, including kiosks, outdoor displays and AV mounting products for every vertical market.

All Crimson AV products use only the highest quality steel and aluminium in their manufacturing process and all products undergo rigorous testing.



JR3XL

Universal mount for projectors with micro adjust & additional extenders

This top-end projector mount is the easiest to install and precisely adjust without the use of tools. Rotate the large, easy-to-grip knobs to make all necessary adjustments during installation. Crimson lead screw adjustment mechanism is unique and precise. The heavy-duty design makes it ideal for larger projectors and/or those with an off-centre lens.



WMLU

Wall-mounted unistrut menuboard brackets with plumb & tilt adjustment

These brackets attach directly to 1-5/8 unistrut channels, allowing for fast and simple display installation. Plumb adjustment is achieved without the use of tools, ideal for situations involving uneven walls. Up to 18° of tilt allows for a variety of screen positioning for the perfect viewing angle.



VFW

FlexWall™ video matrix floor to wall

Designed to deliver a simple solution for complex digital signage installations involving multiple commercial displays up to 70-inch. VFW is fully modular, can be easily assembled by a single installer, and includes all of the necessary components as well as the hardware needed to complete the installation. Prices based on number of displays to be mounted, further simplifying the specification and quotation process.



VWG3U

Unistrut Video Wall Mount with 8 Alignment Points & Push-In/Pop-Out Technology

Mounting directly to unistrut channels in minutes, even large configurations can be quickly assembled by a single installer. Alignment is made easy with 8 different adjustment points, and no tools are required for wall brake adjustments, ideal in situations involving uneven walls. One touch lock-and-key mechanism keeps the display secure, while the push-in/pop-out technology ensures fast display servicing.



RSF100 ROBUST SERIES

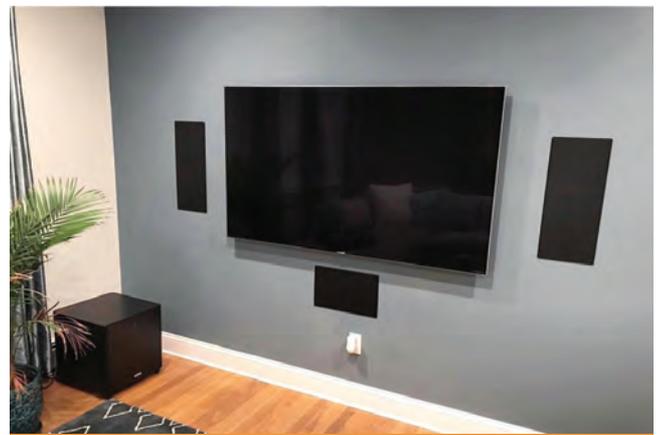
Flat mount for large-format and interactive displays 100-inch+ TVs with lateral shift & post-installation levelling

The most robust universal mounting solution in its class with a hefty 180kg load rating, making it the ideal solution for large format and interactive displays up to 100-inch and larger.



GREAT SOUND FOR EVERYONE

Since 1972 Polk Audio has been obsessed with great sound. Polk continues researching, engineering and innovating toward new sonic revelations. Polk's architectural audio speakers continue the tradition: Great sound for everyone.



ATRIUM SERIES OUTDOOR SPEAKERS

Expand your musical horizons with certified outdoor speakers from Polk Audio. On your porch, patio or pool deck, and even in the sauna, these rugged Atrium Series loudspeakers let you bring high performance sound out into the world.

V60 & V65 SLIM IN CEILING & WALL SPEAKERS

Polk's affordable V series are virtually invisible with its wafer-thin Sheer Grille™ (using an ultra-small .6mm perf), while the exclusive lightweight Dynamic Balance Polypropylene Cones deliver spectacular midrange clarity, punchy bass and high efficiency. A swivel mount allows you to aim the silk dome tweeter for direct HF control and excellent imaging, even off-axis.



700-LS VANISHING SERIES

The Vanishing Series SL speakers might cut the lowest of profiles but lurking behind the discreet grille is abundant audiophile performance and power. One secret behind the LS series is the woofer stacked behind the full-range driver unit, resulting in some extreme performance. This is a no-compromise high performance installation series like no other.

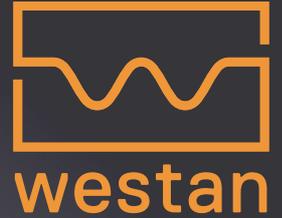
265-RT VANISHING SERIES IN-WALL

Polk Audio's 265-RT in-wall three-way speakers provide full-range dynamic audio from a low-profile speaker designed for a flush fit with your wall. The silk dome tweeters set in a 15° swivel housing provide direct high frequency control, excellent off-axis imaging and more placement flexibility.

ABOUT WESTAN

Westan distributes a wide range of audio-visual products to cater for residential, education, corporate and digital signage requirements. Our aim is to have a visual solution to suit any project requirement. This includes everything from single screen domestic installations to multiple screen signage applications complete with content management, state-of-the-art video conferencing solutions or the most demanding of video projection requirements. Along with visual solutions we offer residential and

commercial audio products to complement any video project. Westan also provides all the hardware and interconnecting technologies you need to complete your project, from networking solutions to IP surveillance, in cabinet racks, mounts, cables, video distribution and much more. Westan has the complete solution to deliver your entire project requirement.



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