

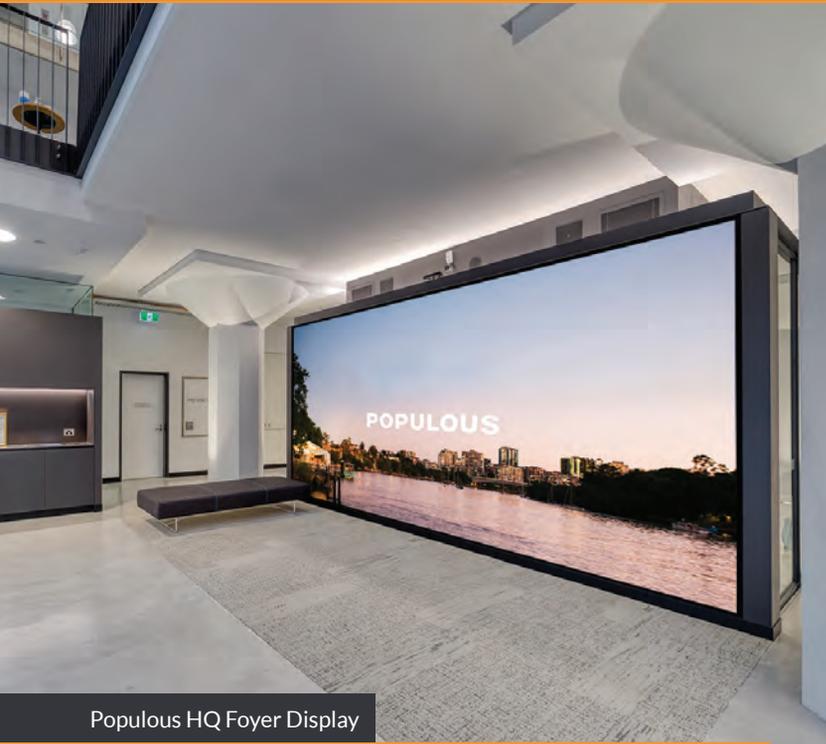


THE WESTAN DIFFERENCE

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
- Offer you 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.



Populous HQ Foyer Display

An impressive 5m x 2.5m LED wall greets visitors in the Populous foyer. Comprised of 50 x Aurora P3.91mm modules, the resolution is intentionally low, with the wall's primary use as a street-facing digital art piece.

This installation by Audvis creates a striking signage feature. The flexible form factor of LED means we can install anywhere and the vibrant colour and brightness helps the brand cut through in a crowded retail environment.

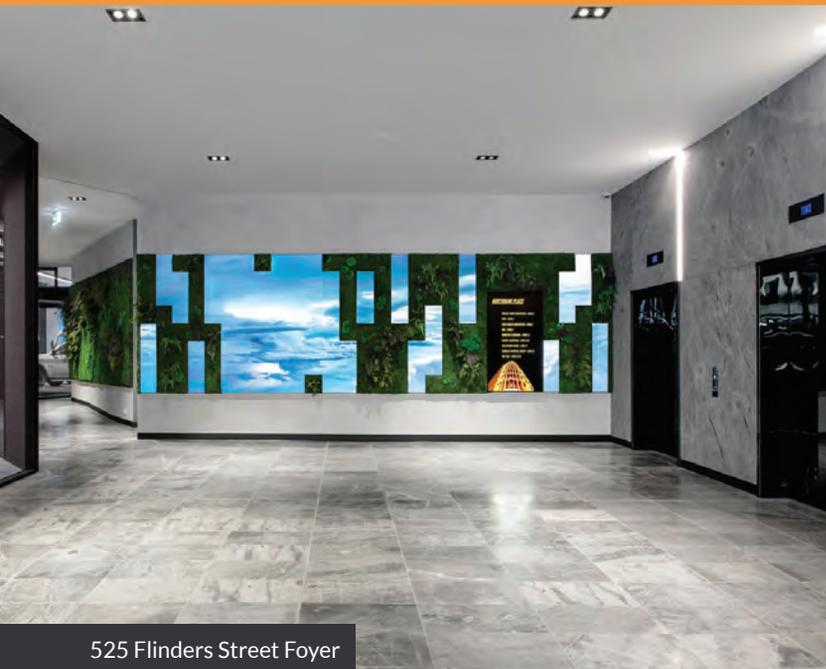
Aurora LED Retail Installation



The new Aurora screen looks amazing. The visibility and viewing angle at any time of the day is undeniably superior

Gayan Dias — Pro AV Account Manager

Trinity Innovation & Creativity School



525 Flinders Street Foyer

We've done eight or more projects using Aurora LED and apart from the competitive pricing we've found the product to be very reliable.

Justin Dillon — SKS Technologies Project Manager





PROJECT

Randwick Mounting
Yard Signage

SCOPE

Perimeter fence &
LED Cube

INTEGRATOR

Precision Industries

Every racecourse needs a big LED screen at the winning post. For example, there’s a racecourse in Kentucky with a world-beating 52m-wide display... no doubt an even larger one is being planned elsewhere.

The Australian Turf Club (ATC) has gone one better: maybe not in engaging in a ‘who’s got the biggest’ contest, but certainly in its approach to a unified rollout of digital signage across Rosehill and Randwick – including the (okay, if we have to) world’s largest home straight, trackside LED.

The ATC has partnered with PMY, a company that takes the financial risk of investing in the technology in exchange for some of the upside of sponsorships and advertising.

PMY engaged Precision Industries to install LED into the mounting yard of Randwick, called the Theatre of the Horse.

OFF TO THE RACES

The project entailed installing LED around the full perimeter of the mounting yard theatre, some 130 metres. Precision Industries, turned to Australian LED manufacturer Aurora to supply the 3mm pixel pitch, outdoor LED.

It was a painstaking job given the extensive curved sections. The 600mm cabinets were placed into position after mapping out the perimeter using CAD, laser rangefinders, string and stakes. But even then the final fine-tuning required days of trial and error, sometimes in driving rain.

“Often it was literally a matter of millimetres,” recalls Precision Industries’ General Manager, Feraaz Abrahams. “One evening we were working away in horizontal rain while the ATC board was meeting above us in the Owners’ Pavilion. I think they got an appreciation of the attention to detail required and the dedication required to get the job done.”

A bespoke job requires bespoke brackets and posts. “That was one of the key reasons for dealing with an Australian LED company like Aurora,” confirms Feraaz. “We were able to discuss our requirements with Aurora boss Matt (Vawser) who could talk us through what brackets we’d need and how to get the job completed. Everything was custom.”

The result is outstanding. Glamorous crowds attract blue ribbon sponsors who are delighted with how their brands are being displayed – vibrantly, dynamically and innovatively. At other times, the ATC uses the perimeter LED ribbon to display horse and jockey vital statistics in a way that keeps punters and fans informed.

FACING UP TO THE CUBE

Elsewhere in the mounting yard precinct, Precision Industries devised The Cube, a 2×2×2m LED-based display solution. The LED technology is from Aurora while Precision Industries designed and engineered it into a ready-to-go standalone product.

“Originally, we built The Cube with its own power generator onboard, for ultimate portability,” recalls Feraaz. “Unfortunately, the power requirements of the LED would mean the noise of the generator would be untenable. Instead we run three-phase power to The Cube, which houses all the processing required.”

The LED shrouds are bevelled to minimise the bezel between facets of The Cube. The result is seamless and stunning.

Smart marketers are already latching onto The Cube’s possibilities by producing 3D content utilising all available facets of the display to create eye-catching content.



The Western Downs Regional Council obviously enjoy thinking outside the box. It's rare for a council to purchase a pair of oversized, double-sided LED displays for public service announcements, but you get the feeling that this council is happy to think for itself.

Both displays are six metres high and are installed in high-traffic areas on the Warrego Highway in Dalby and Chinchilla, west of Brisbane.

The initial use-case for the displays was as an emergency announcement option. If power or internet or communications were down, these boards would continue to act as means of conveying important messaging to the community.

The Council managed to secure funding from the Queensland Government under the Works for Queensland program. The project went to tender and Toowoomba-based AV integrator Visual Focus won the job, spearheaded by Operations Manager Scott Meares.

"We chose the Aurora SMD LED P6.67 panels for their high quality, durability and reliability with respect to Council's warranty requirements," reports Visual Focus's Scott Meares. "The Council tender sought a solution for emergency signage initially but we recommended they consider both emergency use as well as wider community information display to maximise value for money from the project. This meant recommending display panels with finer pixel pitch."

AWESOME CANVAS

The Aurora outdoor LED display is indeed an amazing-looking visual canvas for the messaging, which includes tourism promotions as well as event news from local community groups.

David Frazer, the Council's Communications and Marketing Officer picks up the story: "The original idea may have been to use the digital billboards for emergency and safety advice, but we now have a promotional platform that works for us all the other days of the year that we don't have an emergency. The boards give free exposure to community groups' events, and provide a powerful marketing tool for our regional tourism office. If we support the local organisations, they're more likely to continue those initiatives and the local community benefits."

LOCAL TRADES

Securing delivery of the huge LED panels in a pandemic wasn't a trivial matter. Westan's Paul Ciobo, working out of the Brisbane office, ensured the product was on site and on time.

Visual Focus project managed the fabrication of the shroud etc, and the installation. Western Downs Regional Council stipulated the use of local contractors, and Visual Focus was only too happy to comply.

"Visual Focus was instrumental in producing a really high-quality product," enthused David Frazer. "Not only in

PROJECT

Western Downs
Digital Billboard

INTEGRATOR

Visual Focus
www.visualfocus.com.au

THE SOLUTION

Aurora SMD LED
P6.67 panels



the quality of the installation but also the commissioning and training.”

BrightSign media players and scheduling software is used. David is pleased with its ease of use and also its redundancy features.

“Worst case scenario, if everything goes wrong in an emergency, we can connect the digital billboards into a generator and plug a USB stick directly into the BrightSign players,” explains David Frazer.

Otherwise, the updating of the signs happens in the comfort of David’s office via an internet connection.

As for the quality of the image... it’s like the quality of your TV at home, only six metres high!

ENGAGING THE COMMUNITY

A pandemic year isn’t replete with events to promote or caravans of grey nomads, but the local response to the digital billboards has been hugely positive, according to David Frazer: “We’ve been approached by nearly 30 community groups to promote their messages and events. Our Community Engagement team gathers the content and designs it to ensure the quality of the messaging.

“As for the quality of the image, it’s superb. The way I like to describe it is: it’s like the quality of your TV

at home, only six metres high! You can be a couple of metres away and you still can’t make out the individual pixels. And it’s more than bright enough. Visual Focus has integrated an automated brightness sensor. I think the levels are down to around 6% after dusk, and they’re more than capable of competing with bright sunshine.”

BOLD MOVE

Large kerbside digital billboards are traditionally the domain of the digital out of home advertising companies. It’s fascinating to watch a regional council take matters into their own hands. Drive into Dalby or Chinchilla and you might be forgiven for expecting a sleepy little country town with perhaps a Tidy Town sign from 1983 or an even more ancient Jaycees or Rotary badge. Instead you can’t help but be left with the impression that you are in a region that takes innovation seriously and is just as serious about supporting its local community. Well worth the investment.



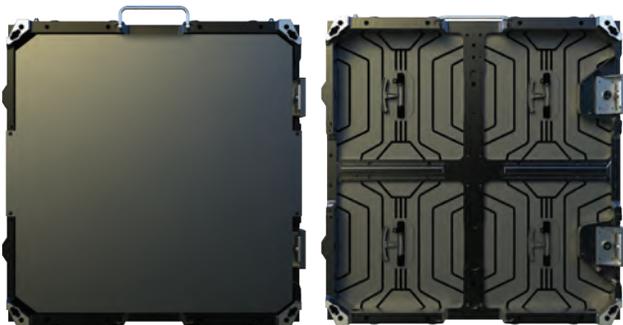
SHOPFRONT INDOOR LED DISPLAY

Combining all the advantages of LED behind glass, high brightness with no reflectivity, the convenience of a standard LCD product and simple out of the box installation, this product is an exciting addition to the Aurora range. Two models (1500 or 5000 nit).



OUTDOOR MODULE

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



LTP INDOOR SUPER FINE PITCH

Aurora LTP (LED Treatment Protection) range adds a resinous layer that negates the need for a typical mask, adding impact and environmental protection. LTP offers wider viewing angles, better contrast and up to IP65 waterproof and dustproof rating. Has the refinement of a conventional LCD display product.



AURORA I-TV ALL-IN-ONE FINE PIXEL PITCH DISPLAY

As easy to install and operate as any standard commercial LCD. Equipped with built-in Android OS, controlled by supplied remote with an on screen display. Built-in casting, an external casting dongle and integrated HDMI input supplied.



SUPER-FINE PITCH INDOOR V-SPEC

Aurora's latest, most sophisticated fine pixel pitch modules where detail, clarity, true colour and consistency is critical. Two versions: P1.56 and P1.875. Ideal for indoor applications such as foyer signage and digital signage.



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.



This range of outdoor displays is designed and built to be a reliable long-term outdoor solution. Featuring IP67 enclosures with IK10 vandal-proof glass, optically bonded screens with custom air cooling for fan-free reliability.

Available as a wall mount screen or in a kiosk format, we offer flexible form factors for whatever your project requires.



FEATURES

- Size: 32-, 55- & 75-inch
- QLED Technology: with 105% colour gamut
- High Brightness: 3500 nits
- Weatherproof: IP67 level protection
- Vandal-proof: IK10 level protection
- Optical Bonded with anti-reflective glass
- Fanless & filterless design for maintenance-free operation
- High operating temperature range
- High TNi LCD design to avoid blackening
- Auto brightness control



AURORA INDOOR LED KIOSK RANGE

This comprehensive range comprises 32- to 65-inch HD models, with and without touch capabilities. A companion i5-processor-based Windows PC is also available. Together, a cost effective indoor kiosk solution, suitable for a whole array of applications, from retail wayfinding to museum displays, education, transport, health and more.

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



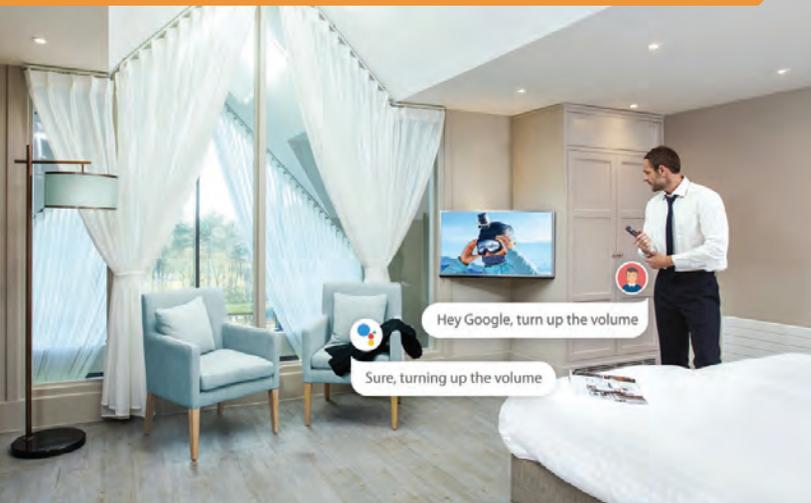
Now with Netflix

Philips MediaSuite TVs come with the Netflix platform. Staff and guests will have an optimised experience that delivers seamless usability, the latest updates and superior reliability.



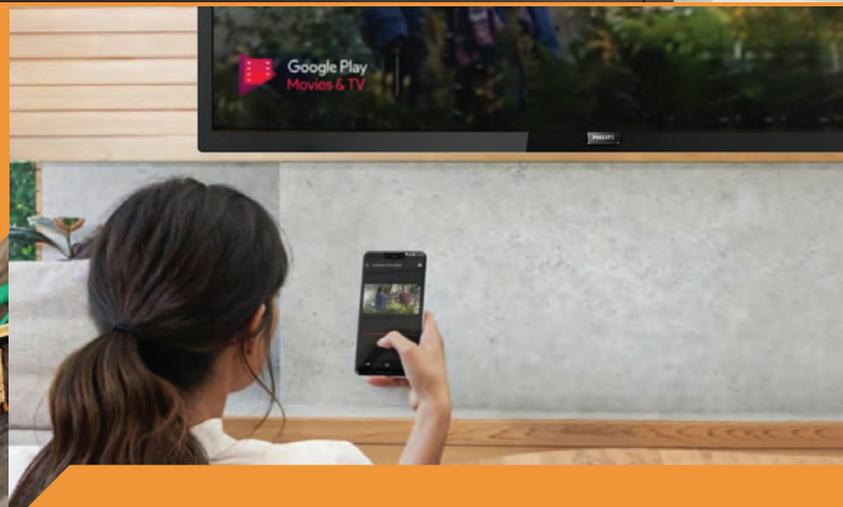
Smarter with Google Assistant

Ask Google to search for the latest blockbuster, stream shows, open multiplayer games, manage tasks or see your calendar.



Chromecast Built-in

Built-in Chromecast enables the wireless casting of movies and almost any app-based content from smart devices to Android powered Philips TVs. Tap the Chromecast icon on your smart device to start streaming content from hundreds of cast-enabled apps.



UI Customisation

New Philips MediaSuite offers a clear user interface (UI) which can be customised with your own branding! Add your brand logo and colours to the search bar, making it easier for people to remember you.





The Remington Orange uses the impressive 55-inch canvas of its Philips MediaSuite Hospitality in-room TVs to welcome guests to the hotel.

PROJECT

The Remington Orange

THE CHALLENGE

Philips MediaSuite Hospitality TV

THE SOLUTION

Capital Interactive Systems

Remington Hotels is a new Australian hotel group offering luxury corporate accommodation. The test site was The Remington Muswellbrook and now the second iteration is located in the boomtown of Orange, three and half hours west of Sydney.

The Remington combines customer service with a superior tech offering to iron out every kink normally experienced by the weary corporate traveller.

A key piece of the technology solution is the in-room Philips 55-inch 4K Hotel TV, which acts as the primary hub for The Remington Orange to communicate with guests.

BIG SCREEN

A 55-inch Philips MediaSuite Hospitality TV is a large display, but according to The Remington's Hotel Group Manager, the screen size wasn't negotiable.

Grant Gill: "Around 90% of our guests are travelling for business. Our guests are more likely to eat in and perhaps sit up in bed and watch a movie. The TV is more important."

The Philips Hotel TV has built-in Chromecast such that guests can cast straight from their phone or laptop. This is no longer a luxury or a curiosity, according to Grant Gill: "It's becoming expected now. Guests have Netflix on their device or there's downloaded content they're watching, or they cast to the TV when they're chatting to their family back home on the big screen. Casting is now part of life, especially life on the road for business travellers."

BACK-END POWER

The Philips Hotel TVs are all networked onto the hotel's LAN. The Philips CMND software allows staff to schedule and push content to the in-room TVs. According to Grant Gill they're only just coming to grips with the power of the solution.

"We'll greet guests with a compendium page on the TV when they arrive, with some check-in information. We also push some advertising slides to the TVs, telling guests about specials, cocktail of the month, and 'what's on' magazine-style information. We can push content to individual screens or group bookings, which can be handy if we have 20 rooms booked for a wedding and we can personalise our messaging. We're still working on a couple of GUIs on the back end for our staff to make more of the power of CMND."

GUEST EXPERIENCE

Grant and his team have identified a niche in the market. Business travellers – medical, mining, agriculture and more – are demanding mod-cons and frictionless interactions more than they are a bell hop and a shoe shine.

Grant Gill: "It really comes back to the customer experience, start to finish. We want the guest's experience to be smooth all the way through. The Philips Hotel TVs are a big part of that experience and we couldn't be happier."

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.



SIGNAGE SOLUTIONS D-LINE DISPLAY

32- to 98-inch | 500 nits | Android Powered | WiFi Enabled

Powerful signage workhorse. Features integrated WiFi and designed for running Android apps, it's the current state of the art in signage solutions.



INTERACTIVE MEETINGS WITH C LINE

86", 75", 65" | Capacitive Touch | Crestron Connected

Maximise engagement and inspire collaboration with an interactive Philips C-Line display. These Android-powered displays feature up to 10 touchpoints, wireless casting, and an OPS slot for adding a full-power Windows PC to your display.



PHILIPS B-LINE: HUDDLE SPACES SPECIALIST

Chromecast Built-in | Android Powered | Onboard Tuner & Play Store Apps

Presentations made easy. Chromecast built-in makes it easy to share content wirelessly from any device across all operating systems. Crestron Connected® certified, and compatible with both Extron and Neets systems.



DESIGNED FOR IMPACT: PHILIPS X-LINE

Ultra Narrow Bezel | Pure Colour Pro | Light Sensor

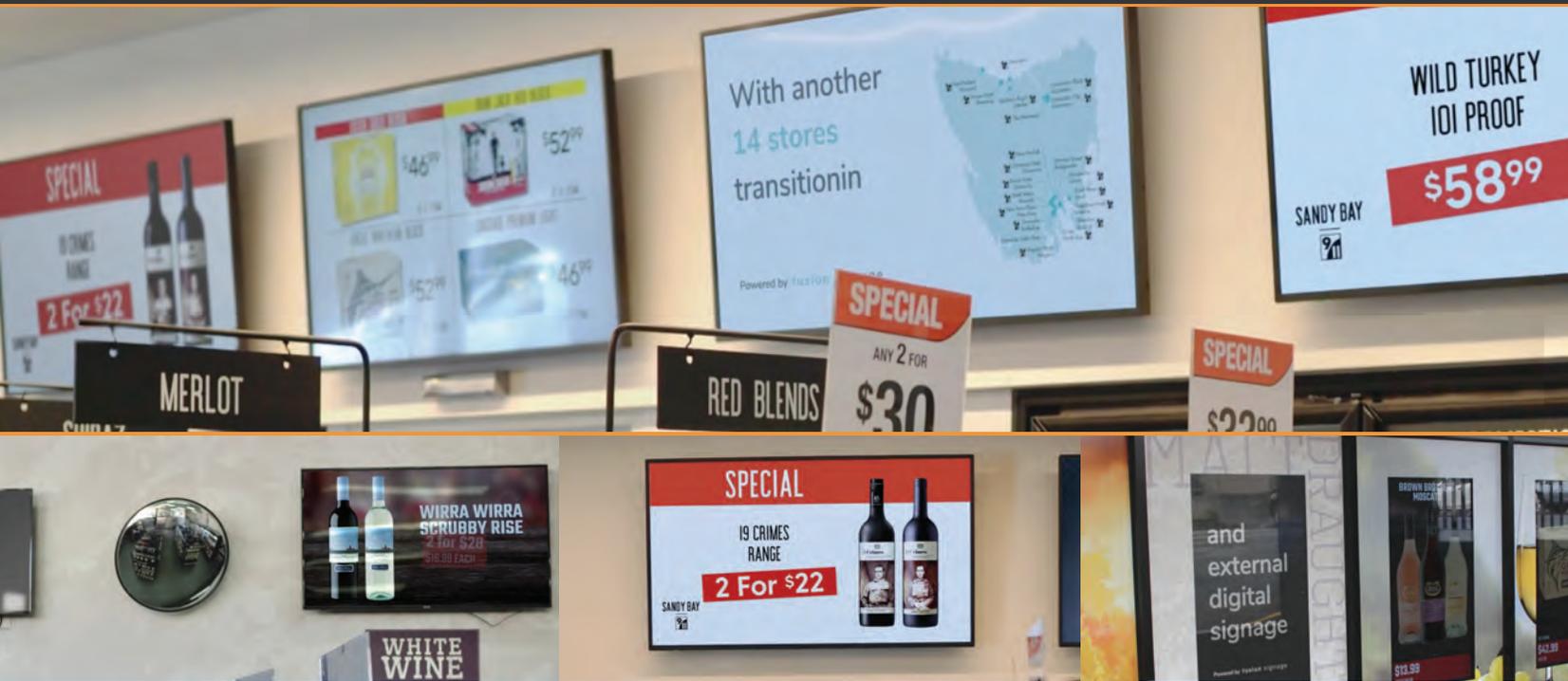
49" and 55" standard and high bright models available with narrow bezel and ultra narrow bezel.



T LINE INTERACTIVE DISPLAYS FOR DIGITAL SIGNAGE & EDUCATION

24/7 | 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.



Over the past two years Vantage Group have been rolling out refurbishments across its 9/11 Bottleshops, fit with internal and external digital signage provided by Phil Hughes Office Solutions.

Olivia McGow, Vantage Group Marketing & Communications Coordinator, outlined its digital signage journey so far.

What were the key reasons for Vantage Group implementing digital signage?

Olivia McGow: 9/11's use of digital signage is purely for advertising at this point in time. We have screens powered by the Fusion Signage app positioned internally and externally at venues. This gives us the opportunity to promote products to passers by, and customers who are already in-store browsing.

We have a total of 26 stores across seven venues at present and we are in the process of transitioning our remaining 14 stores across to Fusion Signage powered screens.

How does digital signage fit into your marketing strategy?

Olivia McGow: Digital signage has provided a solution to new stores that traditionally would have used printed billboard signs to promote products. We've been able to implement digital screens seamlessly so that new stores maintain a similar exterior look to old stores with billboards.

The ability to schedule signage allows us to integrate our promotional program through our several marketing vehicles (website, social platforms, EDMs).

How did you come across Fusion Signage?

Olivia McGow: We began our transition to Fusion Signage nearly two years ago when we opened a new store in New Norfolk and refurbished an older store in Launceston City. We were introduced to it by Ryan

Hughes from Phil Hughes Office Solutions. Ryan has been a great help with the implementation of the Fusion Signage-powered screens and our entire digital signage network, in new stores and as we continue to roll them out in older stores. He is very prompt with answering any questions we've had, and undoubtedly goes above and beyond in providing assistance.

Tell us about your experience using Fusion Signage?

Olivia McGow: Previous to Fusion, we were using another program to power our screens. As this program became old, it became unreliable and we had a number of problems with its function. Fusion Signage was suggested to us as a reliable app that was very user friendly and easy to set up.

The Fusion Signage app has been a breeze from day one – very achievable to learn quickly and extremely user friendly. We are looking forward to the custom template feature where we can freshen up our current templates.

How often do you update your content?

Olivia McGow: As the Marketing and Communications Coordinator for 9/11, I manage all of the digital screens in stores. The Fusion Signage app is used on a weekly / fortnightly basis, functioning in alignment with our promotional program. I schedule our change overs with Fusion Signage ahead of time."

How important is good content to you?

Olivia McGow: Engaging and purposeful content is very important for marketing retail products. Fusion Signage allows us to clearly communicate to customers the product, price and the saving of the promotion which will ultimately conclude in a transaction. Our content is updated weekly, fortnightly and monthly in alignment with our promotional program.

THE CUSTOMER

The 9/11 Bottleshop chain operates 21 retail liquor stores across Tasmania. They are a part of the Tasmanian-owned Vantage Hotel Group that also operate 12 community-based hotels.

THE CHALLENGE

9/11 is refurbishing its stores, fit with internal and external digital signage and needed a reliable and user friendly software system to manage their screens.

THE SOLUTION

The user friendly interface of Fusion Signage means Vantage Group can use the software with ease and without extensive training, while saving time in managing their digital signage network.

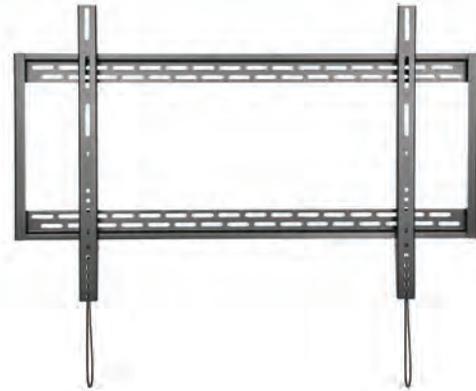
AIDORU MOUNTS

Designed in Australia, the Aidoru range of industrial-grade AV mounts are engineered for ease of installation and durability. Employing heavy-gauge steel, you can be confident that your Aidoru mount will last the distance, even in the most demanding commercial (or residential) applications. The wide range includes fixed, tilt, articulated and extra heavy duty wall mounts, along with stand trolleys, menuboard, telescopic, display wall and table top varieties.



MB400

Our menuboard mount is affordable and easy to use, perfect for horizontal arrays of panels. Expandable with optional joiners to accommodate as many screens as you require.



WM900FD

This heavy duty mount will handle up to 100kg screens. Provided with spring loaded quick-release arms and with an open back to allow easy access for wiring.

CM-PROJ-XL

Equipped with longer mounting arms and security screw holes, these projector mounts are specifically designed to handle oversized models, while offering maximum installation flexibility.



WM800ART-XL

This bracket allows you to have your flat panel display tilted for glare control or optimum viewing angle, pulled out from the wall (635mm extension) and angled towards a separate viewing area.



PM400

A professional portrait display wallmount solution that offers universal compatibility. Triple anti-theft design helps to increase safety and security from theft of the display.



TRWH-ADJ-ST

This compact-footprint, heavy duty steel trolley is ideal for most large to extra large interactive screens. Supplied complete with camera mount and accessory shelf. As an added feature, the screen height can be adjusted with a manual crank handle.



MEETING PERFECTION

Kandao Meeting Pro is an AI-based 360° video conferencing device, equipped with 360° camera lens, omni-directional microphone system, hi-fidelity speaker, and built-in android system. Everything you need to conduct a professional video conference is on board.

Thanks to its Android operating system, Meeting Pro can be used as a completely standalone video conferencing solution, that is compatible with Zoom, Teams, Skype, GoToMeeting, Cisco Webex, Bluejeans and more. Simply plug your laptop into Kandao Meeting Pro and you're ready to start a meeting.

Meeting AI Intelligent Recognition 2.0: A sophisticated AI algorithm is used to achieve efficient and accurate localisation and tracking of individuals in the meeting.

Upgraded Audio: An eight-microphone beamforming array is used to achieve even coverage and maximum intelligibility for those speaking, up to a usable range of 5.5m. Echo cancellation, noise reduction, and feedback suppression are also on board.

Micro SD card slot is provided so you can record video and audio from the meeting.



Discussion Mode: The panorama space shows all of the participants, while the remainder of the display highlights the speaking person along with three other participants.



KANDAO QOOCAM 8K ENTERPRISE

The QooCam 8K Enterprise is a professional quality, hi-res, 360° Live camera. The camera operates at up to 8K resolution, 30FPS or a maximum bitrate of 150Mbps.

The QooCam is designed to stream right out of the box. It's 5G Ethernet port allows easy connection with 5G wireless networks. No need for a PC, QooCam supports RTMP, RTMPS and RTSP.

The 10-bit video and 12-bit image quality is a big step up from competing cameras, while there is a wide range of ISO and white balance settings.

The QooCam 8K Enterprise is a professional piece of handheld kit ideally suited to a variety of commercial applications, such as capturing sporting and live music events.





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 or i5 processor
- Full version of Microsoft Office 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*



Gene Oudes and his team only had days to respond. In fact, you could almost measure it in hours. After Covid hit, New Zealand was one of the first countries to ‘go early and go hard’.

The Waikato District Council has about 500 staff on its books, and, almost overnight, everyone was sent home.

Not with laptops either. Gene Oudes is the Waikato Council Infrastructure & Support Lead and had the job of getting everyone back working. He had to swiftly move all of the council’s office staff away from desktop machines to laptops and Microsoft OneDrive.

As the Covid dust settled, the council resolved that the days of everyone coming into the office at the same time were officially over. One whole floor of its Ngaruawahia HQ had its desks and cubicles ripped out and transformed into ad hoc meeting spaces.

SETTING COURSE

After the executive had set the course for flexible, hybrid and remote working, it gave Gene the task of investing in AV technology that would allow it to happen.

One large piece of the collaboration jigsaw puzzle was to find the right interactive flat panel.

Gene Oudes: “We were looking for something that got above the level of hardware; something that was more on an application level. Software comes and goes. Zoom is flavour of the month now, but it may not be in three years’ time. So the hardware needed to be software agnostic – if we wanted to add more products on an application level down the track, then we could.

“We also knew that we didn’t want to bring it into our corporate network, it would be kept very separate on our guest network. If you wanted to use the flat panel, then you would go via the browser through the guest network, then the authentication would mostly be done at the Microsoft level with the two-factor authentication. We didn’t want to have to try and manage all of that ourselves. We wanted to keep it very simple.”

SPOILT FOR CHOICE?

Gene put some feelers out into the market and discovered that after he eliminated systems that tied him to Zoom or Teams, the interactive flat panel choices were quite limited. And, of the platform-agnostic choices, one product presented itself as a compelling value-proposition.

“We invested in 10 Mondopads,” explains Gene Oudes. “It’s a big investment for an organisation our size – and local governments notoriously don’t have a lot of money – but it was at a very, very good price.”

Gene and his team stripped the Mondopads down to the bare minimum to do their best to make the transition as easy as possible.

The Mondopads are largely used for Teams meetings, collaboration and whiteboarding. Staff use the Mondopad like any shared computer terminal: sign in, and use the board to run Teams; or cast to the Mondopad from their laptop. They can grab their presentation from their OneDrive or the office intranet is also accessible via the browser – Mondopad is siloed completely from the enterprise network.

Most of the Mondopads are installed in meeting rooms, while the rest are on trolleys.

Staff take-up has been excellent – it’s rare to see a Mondopad sitting idle.

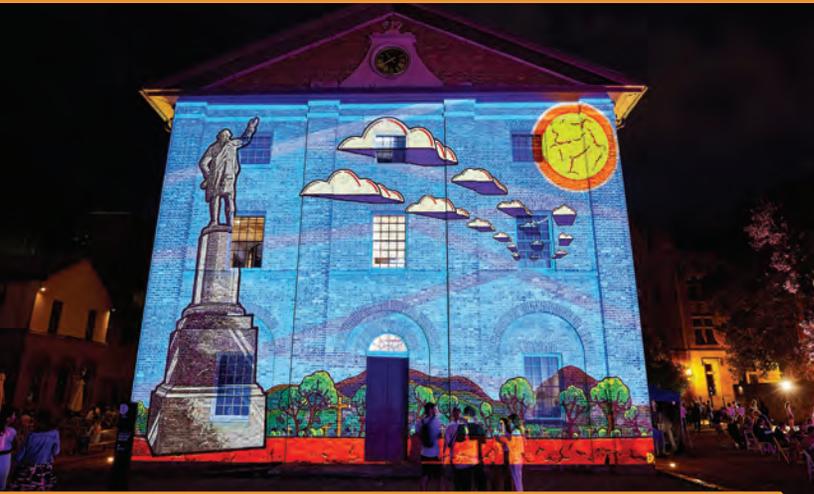
FACING THE FUTURE

And Gene Oudes likes the fact Mondopad is futureproof: “That’s where I see the real benefit of the Mondopads – they’re so flexible. If we need another tool, we can roll it out on a couple of panels, see if it meets our security model. We can leave it with staff for a period. We can remote in on TeamViewer to assist if needs be. From a business perspective, we can see the real potential of what the Mondopad will offer us in the years to come.”

PROJECT
 Waikato District Council Offices

PRODUCT
 Infocus Mondopad Interactive Touch Panels

INTEGRATOR
 Canon Business Solutions



Hyde Park Barracks: 2x 25,000-lumen Epson projectors produced, according to Marc McEvoy, a “really nice, clear and bright” image. (Photo: James Horan).



The old brickworks building in Sydney’s Central Park was the festival’s largest pixel canvas but, again, was ably covered by two 25,000-lumen Epson laser light source projectors. “We were hit by a crazy rain storm that night,” recalls Marc McEvoy. “But it all went ahead without a hitch. We were all dancing around in the rain and enjoying the occasion.” (Photo: Maclay-Heriot).



Projection cart: The heavy duty trike includes deep cycle batteries and an Epson high brightness projector as payload to provide some four hours of projection without recourse to mains power.



Art Month Sydney allows Epson and BE Productions to demonstrate their wares and Sydney artists their digital media talents.

Surviving Covid has been bad news for all manner of festivals worldwide. Art Month Sydney proved to be a bright spot amongst the gloom. In 2021, the festival staged some 157 events, welcoming 15,000-plus visitors.

This year, Epson joined as a major sponsor of Art Month Sydney. Epson, partnering with BE Productions, used the festival to show its wares at a number of outdoor sites where highly engaging, immersive and interactive, projections of digital artwork attracted audiences after dark.

15,000-LUMEN WORKHORSE

BE Productions specialises in outdoor projection. It’s well known for providing systems for outdoor cinema during the warmer months; guerrilla-style outdoor advertising; and being in demand during the long nights of winter for alfresco projection.

Principally, its inventory is based on Epson stock, including 25,000-lumen units, along with 15K, 12K and 7K laser 3LCD projectors.

Marc McEvoy, Director of BE Productions: “Our workhorse is Epson’s 15,000-lumen model. It’s out on hire much of winter, especially. It’s bright enough for most of what we do, but it’s also compact, versatile and priced well.”

RUN & GUN

BE Productions is famous for showing up and painting an outdoor space with amazing high-brightness projected images in no time flat.

Part of the BE Productions secret sauce is years of experience, the other part is a self-contained, go anywhere projection cart that Marc and his team devised.

The cart is based on a trike with a large front storage ‘basket’ housing enough battery firepower to power a projector for a full four hours of use. The cart also acts as the staging point for the projector.

“These carts allow us to be fully autonomous. We can bring projection into spaces where a van or a ute often just can’t access. And being independent of mains power is a huge advantage in so many applications.”

BE Productions’ guerrilla projection demands almost always require portrait-oriented projection. Often the Epson laser projectors are tilted upwards, above the horizontal to fulfil the brief.

“Tilting the projectors upwards isn’t something most lamp-based high-brightness projects can do. That’s been a huge selling point for us. Epson’s understanding of laser technology and the 3LCD prism is just incredible. They’ve really nailed it when it comes to that laser technology.”

PROJECT
 Art Month Sydney

SCOPE
 Epson High-Brightness Projectors

AV HIRE
 Be Productions

EPSON EB-L200SW

LASER SHORT-THROW PROJECTOR

Epson's EB-L200SW laser display projector helps educators and presenters looking for different ways to captivate and inspire audiences with big, bright images – up to 3,800 lumens both in high colour brightness and in white brightness with 3LCD, 3-chip technology. It is ideal for delivering large and engaging presentation content in the classroom or office without taking up a great deal of space.

The EB-L200SW offers flexible installation in any environment as it is suitable for desktop use with convenient tabletop placement or it can easily be mounted on any wall by using the optional wall mount.

KEY FEATURES

- The 3x brighter colours and reliable performance of 3LCD and 3-Chip technology
- Breakthrough laser technology provides up to 20,000 hours of virtually maintenance-free operation
- WXGA display enables you to project a large image up to 120 inches from just 1.2m away
- Maximise visibility by enlarging the display size up to 4 times bigger than a traditional 60-inch flat panel size
- Stand close to the board without eye glare and shadows
- Auto keystone for easy set up and in-built edge-blend functionality
- Built-in wireless and Miracast for easy casting and collaboration
- On board powerful 16W loudspeaker



EPSON L-SERIES COMPACT POWERHOUSE LASER PROJECTORS

The Epson L-Series comprises six new compact, powerful solutions for laser-focused learning and impactful digital displays virtually anywhere. The EB-L520U, EB-L630U, EB-L730U, EB-L735U, EB-L630SU and EB-L635SU pair Epson's cutting-edge 3LCD technology with installation-friendly features and intuitive software.

Delivering exceptional, crisp images, the L-Series are ideal for a range of applications, including education, corporate, digital signage, and entertainment.

The L-Series offer up to 7000 lumens of equal colour and white brightness for powerful performance, flexible placement and exceptional image quality in schools and meeting rooms. Different from other classroom display technology, these laser solutions deliver images up to 500 inches with 16:10 or ultra-wide 16:6 displays for optimal visibility in hybrid education and meeting room settings.





Proficient Audio was created to provide audio-video system integrators with a full range of audio solutions required for home theatre, whole-home and light commercial projects.

After 20 years of development our ranges are comprehensive. Proficient products deliver amazing sound with rock solid reliability. Whether it be a home theatre, outdoor audio or distributed audio.



IN CEILING/ IN WALL

Architectural Speakers bring amazing sound, quality and aesthetics. Proficient in-ceiling and in-wall speakers deliver amazing sound performance with subtle aesthetics.

SUBWOOFERS & CABINET SPEAKERS

Designed to make a statement – visually as well as from an audiophile standpoint. Each Proficient loudspeaker is beautifully finished. Every model features an innovative combination of hardware and technology to provide premium quality speaker output.



OUTDOOR SPEAKERS

The AW830 is our biggest and best outdoor speaker. Its 8-inch woofer and ported cabinet kick out deep, deep bass, while its 3-inch graphite midrange and 1-inch fabric dome tweeter deliver clear, crisp mids and highs. And the AW830's rugged ABS enclosure can easily tolerate years of even world's worst weather.

PROTEGE FDS TRIPLE 12" SUBWOOFER – MULTIVOLTAGE

Proficient Protege Subwoofer Series: 8- to 12-inch. With triple woofer design featuring over-sized magnets generating high motor force, experience unprecedented performance at this price. Proficient also offer outdoor and in wall subwoofer options.



READY TO ROLL

The Westan team can kit and stage rollouts, loading customer software, kitting screens with mounts and media players, all at a low cost but maximum convenience.



Dedicated in house technical support team



In house spare parts and buffer stock for warranty purposes



Testing and training centres built into our national network of warehouses



Custom service tracking system with real time customer updates



National onsite service network



Dedicated SLA available for specific customers



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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. 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.