

AV Specification & Cost Consulting:

Design, Procurement and Delivery of Audio Visual Technology



Photographer: Richard McAuley



Bradford Teaching Hospitals
Sovereign Lecture Theatre

Understanding our clients needs and turning them into designs that deliver a measurable return on investment

What do we do?

AV technology is constantly evolving, with new products and services available that integrate the presentation and distribution of information appearing almost every day.

Selecting the right mix of products and services is the key to delivering successful projects, this process starts by gaining a clear understanding of our clients needs.

Client Services Include:

Planning and Strategy Days
System Design and Cost Planning
M&E Specification
Tender Authoring and Qualification
Project Management
Re-fit and upgrade design
Acceptance Testing
User Training and Support

For Clients, Architects and Main Contractors, from RIBA Stage 2 onwards, we generate specifications tailored to the individual project needs.



University of York
Heslington East £200m campus development

Heslington East Campus

Brief:

Deliver cutting edge HD display technology to a user defined specification in over 100 teaching spaces

Challenge:

Manage the deployment costs within the specified budget. Enable first fix M&E works to be completed prior to post contract AV fit-out.

Obstacle:

The main AV fit-out works were post contract, client sourced. The main contractor needed to complete all enabling works yet the specification was not clearly defined.

A fixed design specification was produced and fully priced, allowing the client to issue a fixed specification tender and the main contractor to enable the M&E and Data deployment in readiness for post contract works.

Working to a defined display specification provided by the department of Film and Television, the facilities in all teaching spaces needed to support both traditional tutoring and advanced video work.

A fixed output specification was created using the latest available technology following negotiations with manufacturers on product lines and future pricing models.

The fixed specification created a level playing field for the tender document and facilitated the design of all enabling works before the AV contract was awarded, thus reducing post contract work measurably.

The risk to deployment was reduced by establishing the delivery methods and procurement routes in advance. This allowed for price negotiations without diminishing the final specification.

Key Features:

20% reduction in cost on £2.1M AV spend, saving £420K from the initial budget plan.

Enabling works during main build, eliminating most post contract costs

Full enabling specification for M&E and Data prior to AV contract award

Over 100 teaching and display systems with HD capability

Interactive systems and central technology management

Video Conference facilities

Fixed specification tender documentation

Cost management



Sunderland City Council
Sunderland Software City

Software City

Brief:

Design and specification for new build Innovation and Engagement Centre focused on providing workspace for technology companies in the North East.

Challenges:

Create a specification within the ERDF framework bid to maximise value for the client.

Details:

The task was to ensure that the technology chosen supported the functions of the Centre, these being training and development for local businesses. Ensuring that the technology deployed was suitable for a wide range of unspecified businesses. Anticipation of future needs and expected on-going development of the Software Centre.

We worked with the key client stakeholders, EU Bid team and the main contractor to develop a scheme that presented the maximum value for the given investment, both in terms of functionality and future flexibility.

One of the main aspects was that the procurement of key infrastructure systems within this project provided a wider benefit to the community as a whole.

The delivered system was handed over well before the official opening date to allow ample time for user training.

Key Features:

Cost Management £500K technology budget

ERDF Bid Planning

Multi screen projection zone

Dedicated communication area

Conference Rooms

Private Meeting Spaces

Digital Signage Systems

Adaptable exhibition space with room divide and distributed PA system



Ron Cooke Hub – University of York
3Sixty Immersive Audio Visual Experience

Ron Cooke Hub

Brief:

Design, procure and manage deployment of a 360 degree immersive space in a very short time window.

Challenge:

Limited timescale project, purchasing decision made five weeks before new campus opening date.

Obstacle:

A very short timescale from instruction to completion was the greatest challenge. The design needed to be robust but created from available technologies that could be procured on a short timescale.

Negotiations were held with manufacturers and distributors, to ensure that specified products would be available. This resulted in a fully-cost managed and deliverable specification.

Created as a cube within a building the 360 immersive space was envisaged as a showpiece for interactive and immersive technologies.

A key requirement was a space that allowed for a 28:4 channel '3D' surround sound system based on the theory of Ambisonics.

Ownership of the space, and thus responsibility, had changed during the course of the overall project leaving a very short timescale, and a limited remaining budget to complete the system.

Negotiations were held with manufacturers, supported pricing obtained and express delivery terms agreed.

A contractor from the pre-existing purchasing consortium was engaged on an agreed fee and the facility was opened two days ahead of schedule.

Key Features:

Supplier price negotiations

Project management

Short, 5 week, timescale

Restricted budget

360 Degree HD Immersive Space

7680x1200 Resolution

28:4 Ambisonic audio system

Projection 'inside' the cube



Smith & Nephew. European Training Centre
Croxley Green Surgical Training Centre

Smith & Nephew

Brief:

Deliver a World class surgical skills facility including cadaver laboratory, lecture theatre, training rooms and communal circulation spaces.

Challenge:

Create a balance between deployment of technology and cost whilst maintaining a flexible surgical training and conference centre environment.

Working closely with the Client, users group and medical equipment supplier we produced a fully priced technical design specification that met the business case for the facility.

Following clinical and financial approvals the specification was issued for tender and a delivery partner was chosen.

Commissioning and acceptance testing were performed prior to end user training and demonstration of the facility.

The Centre opened to the first customers on time and has subsequently received several accolades for excellence.

Key Features:

System Design and Cost Management

Presentation of design to clinical group for approval

Integration with Medical Equipment Contractor and coordination of delivery process

Fourteen surgical skills tables with integrated camera and LED lighting system

Multiple connectivity points for minimal invasive endoscopic devices

Two way Video Conferencing link to adjacent lecture theatre and seminar rooms

Network video broadcast and recording systems

Milestone Projects

Keele University
Midland Hospitals, Perth WA
BT (British Telecom), Asia Pacific
Qatar Petroleum
Metropolitan Police
West Wales Hospitals
Brandon Medical
Synergy Medical
Herne Bay Hospital
University of Liverpool
Imperial College St Mary's
Morriston Hospital Wales
Trinity College Dublin
Private Hospital Zurich
University of York
Leeds NHS Trust
Surgical Innovations, Leeds
Leeds NHS Trust

Training and skills suite with lecture theatre
Training Centre & Operating Theatre video systems
Client experience centres, Singapore, KL, Jakarta, Dubai
Head Office, Auditorium & 3D Visualisation Suites
Rowan House, Driving school and conference facility
Mortuary video recording and streaming
Integrated surgical control screen with PACS
Dublin Hospital integrated teaching theatres
Digital OR with video conferencing links to desktop clients
Leahurst Vets hospital and training centre
Radiology department fibre video links and intercom
Mortuary video systems and seminar room feeds
Anatomical dissection surgical skills lab design
Integrated OR with video recording and streaming
Central Hall AV & DDA Induction Loop to BS7594
Leeds Institute of Skills Training and Assessment
Schematic Design, New factory and surgical training centre
Endoscopy video recording and broadcast network



Qatar Petroleum, Doha
Head Office, Training Centre, Auditorium & 3D Visualisation Suites