

Washington, DC Roundtable

January 19, 2012

Washington, DC



Share your ideas about the future of the AV industry, network with peers and discuss the issues impacting your business on a day-to-day basis. As a member-driven association, InfoComm International® wants to know what challenges you're facing and how we can help.

[Register](#)

InfoComm Members: \$25

Non-members: \$50

Location

[Washington Dulles Marriott Suites](#)

13101 Worldgate Drive

Herndon, VA 20170

Phone: 703.709.0400

[Maps. Directions. Parking](#)

Schedule


Noon-12:30 p.m. Registration and Box Lunches Provided

12:30 p.m.-1:30 p.m. Manufacturers' Training Sessions

Biamp: Introduction to Biamp Systems Open Architecture DSP

This session will include an overview of programming for the Audia and Nexia families of digital signal processors from Biamp Systems. In this session, you will get an overview Biamp's open architecture processors as well learn the basics of how to create a DSP file from scratch. We will focus on selecting the proper DSP tools, proper virtual wiring and line techniques, using labeling properly, and designing for appropriate control from third-party control systems.


Trainer: Micahel Fank

 **CTS: .5 CTS-D: .5 CTS-I: .5 Max: .5**

Chief: In-depth Training and Certification for Corporate Installations

In this interactive one hour session, we will cover best practices in the specification of corporate mounting solutions including video conferencing, digital signage, interactive and workstation mounts and reveal the latest in new mount technology.


Trainer: Peter Melvin, Regional Sales Manager, Pro AV

 **CTS: .5 CTS-D: .5 CTS-I: .5 Max: .5**

Kramer: Tips and Tricks for Doing Business in a Digital Age: How to Generate Revenue by Avoiding Digital Pitfalls

In 2012 we will see the migration from analog to digital systems increase exponentially. In this course we will begin by learning the basics of the digital transition as well the pitfalls that can cost clients and integrators valuable revenue. We will look at new opportunities being created by the digital transition as well as how to train your staff to discover and sell new digital projects. With our tips and tricks you should be able to begin planning ways to increase your revenue streams by engaging your clients into the digital transition while being able to identify the potential pitfalls.

Trainer: Malissa Dillman, CTS-D, CTS-I, Training & Education Manager


 **CTS: .5 CTS-D: .5 CTS-I: .5 Max: .5**

Williams Sound: Integrating With Today's Professional Wireless Listening/Communication Technologies

This training session provides an in-depth overview of the wireless listening/communication technologies available today for professional systems integration installations -- including loop, FM, infrared and digital. This session includes information on best integration practices, case studies and hands on product demonstrations.

- Five common install mistakes and how to avoid them
- Where hearing assistance, why hearing assistance?
- To loop or not to loop, that is the question!
- NEW ADA compliance regulations for accessible design – Are you out of compliance and facing a fine?
- Takeaway techniques and instant solutions for your FM or IR challenges, handouts and more

Trainer: Tony W. Strong, National Sales Manager

 **CTS: .5 CTS-D: .5 CTS-I: .5 Max: .5**

1:30 p.m.-1:45 p.m.

Break


1:45 p.m.-2:45 p.m.

Manufacturers' Training Sessions

Biamp: Advanced Programming Tips and Tricks for Biamp Systems Open Architecture DSP

In this session, we will discuss advanced topics on the Audia and Nexia Digital Signal Processing platforms from Biamp Systems. Topics covered will include: advanced tips and tricks for proper gain structure, automatic microphone mixing and acoustic echo cancellation referencing; connecting multiple DSP devices to create larger systems; and the proper approach to creating a mix-minus system. We will also cover some advanced uses of presets to enhance third-party control capabilities.


Trainer: Micahel Fank

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2:45 p.m.-3:00 p.m.


Break

3:00 p.m.-4:00 p.m.

Guest Presentation: Love, Addiction, and Product Management - A Manager's Guide to Maintaining Balance

The focus and drive needed to transform an idea into a marketable product is intense, and often becomes personal for a product manager. What happens when a labor of love ends up being a solution looking for a problem? When does enthusiasm for a product turn into blind love? How does a manager keep their team -- and even themselves -- grounded and objective? This seminar will focus on an overlooked aspect of product management -- the danger of falling in love with one's product or project! Discussion will center on how this happens, and what a manager can do to help balance innovation and vision with client needs and market realities.

Presenter: Peggy O'Keefe, Adjunct Professor, New York University, Baruch College

 **CTS: 1 CTS-D: 1 CTS-I: 1 Max: 1**

4:00 p.m.-5:00 p.m.

Roundtable Discussion

5:00 p.m.-7:00 p.m.

Networking Reception with Manufacturers Tables

You may [register](#) up until the day of the event. For questions or to register, please email Megan Hershey at mhershey@infocomm.org or call 1.800.659.7469.

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