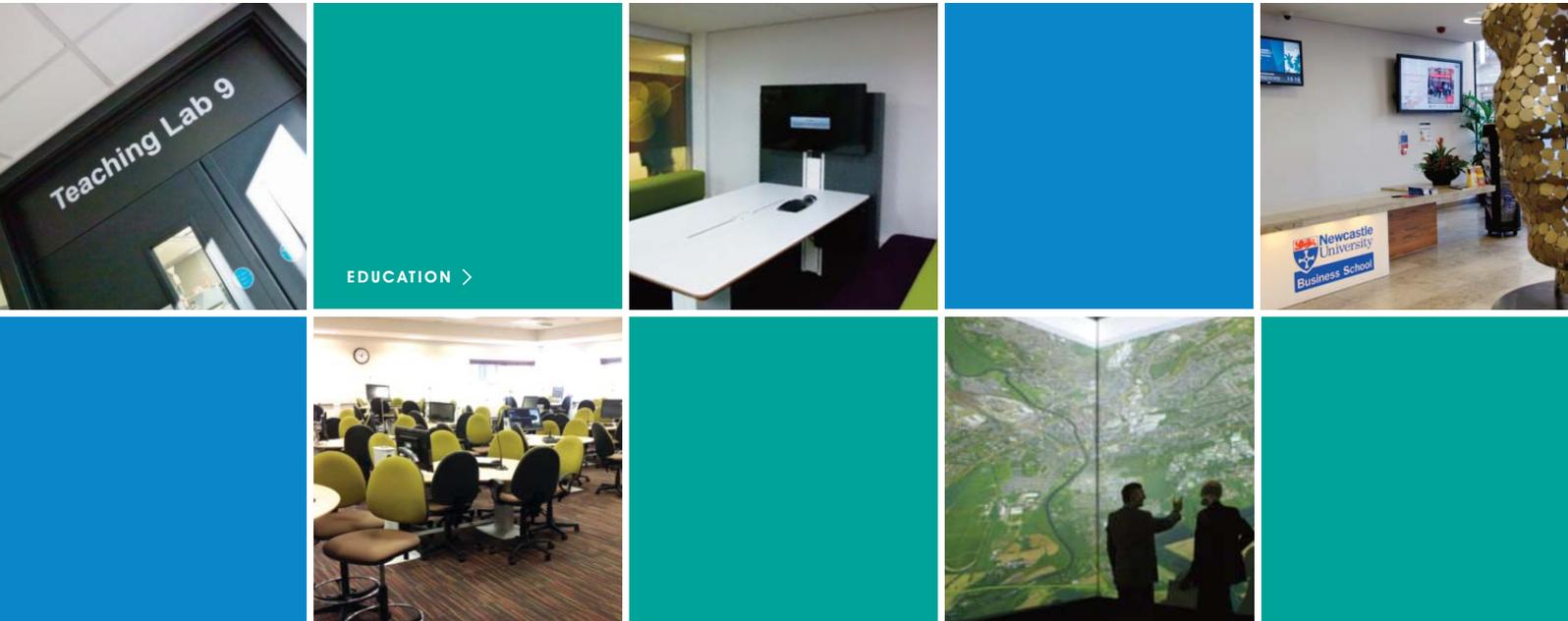


universal AV

AUDIO VISUAL SOLUTIONS PROVIDER



> Solutions Higher Education





> Universal AV Services
bringing your audio and
visual needs to life!

Company Outline

Established in April 1990 Universal AV Services Ltd remains committed to developing long standing relationships with Education, Corporate and Public Sectors. Our reputation is based upon the wealth of knowledge and resolute customer focus to deliver high quality solutions through the supply, installation, technical event solutions and service of integrated Audio Visual Solutions.

Submerged in great technology which has changed dramatically over the last twenty years our vision and belief has not. Your projects become our top priority, through our flexible approach we aim to deliver on time and on budget to your complete satisfaction, which is why our clients keep coming back.

The investment and changes in technologies has changed the way in which we teach and learn. People expect to be inspired and entertained at all levels. Universal AV has grasped this challenge and provides organisations with leading edge audio visual solutions, that help to shape and enhance environments such as;

- CLASSROOMS
- SEMINAR ROOMS
- LECTURE THEATRES
- TRAINING ROOMS
- CONTROL CENTRES
- BOARD ROOMS
- MEETING ROOMS
- INFORMAL MEETING AREAS

Whether you are a primary school, local company through to a university or the largest of multi-national corporations Universal AV Services are able to tailor an audio visual solution to meet your needs.

“One of the greatest changes can be seen in the lives of children and young people, who are at ease with the world of technology and who communicate, socialise and participate online effortlessly... Children are increasingly embracing technology at a younger age... yet the classrooms of today do not reflect these changes.”

Secretary of state for Education, the Rt Hon Michael Gove MP.



Never has the competition for students been higher for Universities. With tuition fees increasing, students have high expectations of the technologies the University uses and expect seminars to wow and stimulate, enhancing their learning experience. Audio visual solutions are being used to increase student involvement and engagement, provide teachers and lecturers with exciting new ways of bringing lessons to life and teach more effectively.

Technology and audio visual solutions in education are set to stay on the Government agenda. Colleges and Universities, if not doing so already are expected to embrace this technology and audio visual solutions to ensure that future generations are not left behind.

Universal AV has worked in the higher education sector for over two decades and has provided and installed innovative audio visual solutions in many colleges and Universities.

Audio visual technologies and interactive solutions are engaging students like no other method has previously. New courses with intricate visually enhanced content are being used to teach the generations of today. Lecture capture solutions are being implemented to transform the teaching and learning experience. Research indicates that students learn at different paces and the capture and storage of lectures facilitate this and supports their learning. Long distance learning and collaboration is also more common and the use of these technologies helps to build productive and interactive relationships between student and academics.

- The lecture theatre combines audio visual equipment to deliver and stimulate students on a visual and intellectual level.

Lecture Theatres

Universal AV has over 20 years experience in delivering flagship lecture theatres to prestigious Universities throughout the country encompassing large screen display, professional audio solutions and an array of supporting technologies to allow lecturers to truly bring the subject to life.



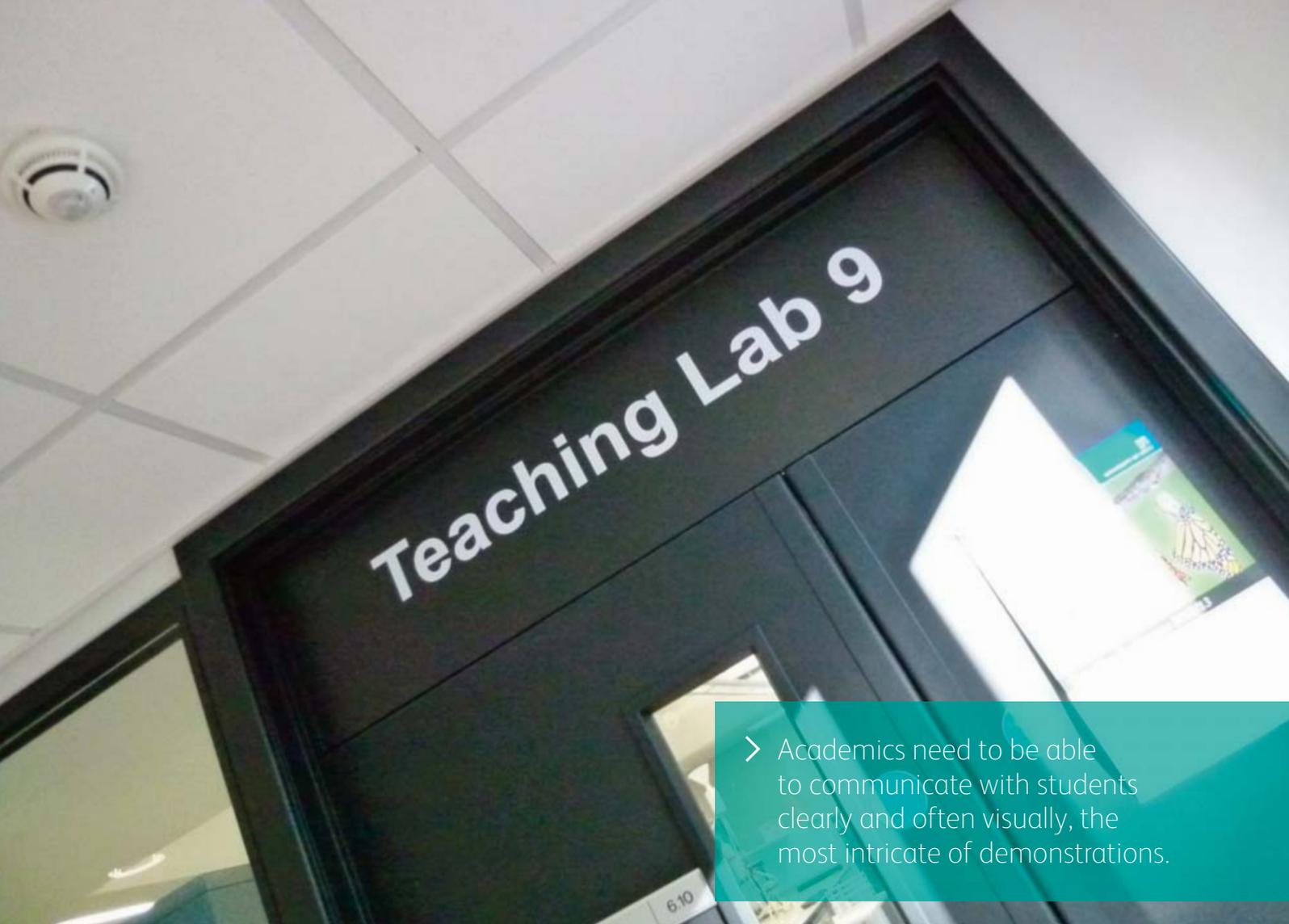
Teaching Rooms

Teaching rooms form the heart of teaching in the University. It is here that most learning takes place and where the academic is able to capture and engage with the minds of students. Students and academics can benefit immensely from interactive audio visual solutions supporting the latest in mobile technologies helping to improve collaboration and engagement.

Technology Based Learning (TBL)

Technology Based Learning is high on many Universities strategic plans. These student centred teaching rooms provide a different platform to traditional lecture methods and focus on providing a more inclusive and engaging learning environment which enhances the student experience and stimulates a deeper subject and concept understanding through problem-based learning. Implementing the correct audio visual solution into this environment is key, to allow the room and its occupants to be fully immersed and engaged in the subject matter being discussed.





➤ Academics need to be able to communicate with students clearly and often visually, the most intricate of demonstrations.

Practical Classrooms

Laboratory space and technology Labs can be space constrained. Academics need to be able to communicate with students clearly and often visually, the most intricate of demonstrations. Audio visual technology can support this – either displaying the demonstration on a large screen or sending it individually to workstations throughout the classroom via classroom management software.

Performance Spaces

Performing Arts is an area that has seen increasing numbers. Technology has and will continue to be at the core of Performing Arts. From the traditional mediums of dance, music and acting, the need for visual and audible enhancement has always been a major factor. From lighting and set design to music performance and recording, the digital age has raised the teaching of Performance Art to a whole new level.



➤ Universal AV can help you create a stimulating and engaging learning environment through the use of audio visual solutions



Reception and Entrances

Entrances, receptions and hallways are key to any University and should be seen as a hub for marketing communication and messaging for students and visitors. There are many audio visual solutions that can be utilised to ensure that the messages seen provide positive and lasting impressions. Opportunities for messaging to staff, students and parents should not be missed, nor should it be forgotten as an area for informative meetings to be held.

Wider Environment and Open Spaces

Learning and collaboration does not just have to be restricted to the classroom. Better and more cost effective use of space has become a serious requirement within the Higher Education sector. The increased use of audio visual technology has allowed establishments to unlock these spaces, creating a learning environment in areas that were traditionally seen as no go.

Immersive Learning Spaces

Universal AV can create a stimulating learning environment with 3D immersive learning spaces. They enhance student understanding of complicated issues; learning through observation. Research has shown that students educated in this manner gain a better understanding of the subject and retain more compared to those taught in a traditional manner.





Services

Universal AV provides a range of services to customers to ensure the smooth running of all projects, from initial sales quotation through to after sales support and maintenance we have a dedicated team of individuals who work with you to ensure your requirements and needs are met.

Consultancy

Universal AV offers a full consultancy service to customers. We understand that when making decisions you need to have all the information available to ensure that you reach the desired outcome. We understand the best and most cost effective methods to get you there; it is what we have done successfully for quarter of a century.

Installations

One of the key elements to an audio visual integration process is the installation. By working with you and adopting a flexible approach we aim to get it right at the first time of asking to your complete satisfaction. It is our expertise in this area that ensures all of your audio visual projects are a success.

Project Management

Universal AV believes that effective Project Management is fundamental to the success of any implementation. The ultimate goal is to promote the delivery of quality products/installations that result in projects which are completed on time and within budget to our consistent high standards.

Training

The installation is complete, the room is tidy and it all looks amazing. You have invested in truly remarkable technology that is going to help the manner in which you carry out day to day functions; training should be the next step, however all too often we see this element overlooked. Universal AV delivers varied training packages to customers depending on needs to ensure that you gain the most from the audio visual solution installed and meet those all important objectives of communicating better, reducing costs and increasing productivity.

After Sales Support

Universal AV prides itself on having a strong team of dedicated account managers who are always on hand for customers pre and post installation phase. This is a solid relationship that has been built over 20 years. Post sales is continuous where Universal AV are concerned, customers are never just left after an installation. Good strong positive relationships like we have could not have been built otherwise.

Administration Warranties

Universal AV realise that it can get a bit confusing when you purchase equipment and are covered by a Manufacturers' three year return to base warranty. What does this actually mean?

Usually it means the manufacturer will repair and cover the product but it is your responsibility to get the equipment to the manufacturer – this is no mean feat when a projector for example is suspended 10ft from the ceiling. This may also involve several different manufacturers. Universal AV's administration warranties are designed to take the hassle out of the process.

Bespoke Warranty and Preventative Maintenance

For customers who require a more comprehensive cover, Universal AV offers a bespoke warranty service. Taking in to account the client, the type of equipment and how the equipment is being used we can offer a service level agreement tailor made for our customers.

Service Calls

For equipment that is out of warranty or where our customers do not have a warranty or maintenance agreement in place, Universal AV has a dedicated in-house service team that is able to respond to customers should they have an issue with equipment.

Leasing

Why pay up-front for audio visual assets that typically only provide a return on your investment over time and depreciate throughout? In partnership with some of the UK's leading companies, Universal AV is able to provide a range of financial packages to best suit your needs.

> What our customers think

"Anders Jacobsen our Account Manager and Scott Sugden, are great assets to Universal AV, and can always be relied upon. They have often gone above and beyond to help SHU (Sheffield Hallam University), and on one particular project sourced alternative equipment for the University even though it was not part of Universal AV's remit. Universal AV staff always respond with great speed and efficiency to any obstacles and when scheduling work are prepared to work longer hours and weekends to ensure our deadlines are met."

Liz Wallington,
Sheffield Hallam University

"The team from Universal performed efficiently and professionally throughout the deployment. They overcame the obstacles of a short time frame, integration with associated trades and management of expectations in an extremely impressive manner. The whole team came together on the project to ensure that the finished result far exceeded client expectation, well done!"

Richard McAuley, Consultant to the University of York,
BMA LLP Audio Visual

"Teaching facilities rank highly among students choosing a university programme, so it was very important to us that we set the right tone when we moved to our fabulous new home at St James'. The Business School's learning spaces needed to be equipped with effective but unobtrusive audio-visual equipment that both staff and students could access easily. We were impressed with the technical advice from Universal, and their project management is excellent. They worked with us to deliver the building on time, within budget, ready for the start of the 2011/2012 academic year."

Laura Foster, Head of Communications,
Newcastle Business School, Newcastle University

"Although NEUPC has awarded all suppliers equal status, and the AV framework is not ranked, Universal AV can be very proud that their framework tender was scored the highest by the NEUPC Tender Evaluation Board. The re-appointment of Universal AV to the NEUPC AV framework means NEUPC customers continue to have access to the services of a systems integrator demonstrating a wealth of sector experience, and who is responding to the evolving Price/Quality challenge set by NEUPC customers."

Mark Hayter, Senior Procurement Manager,
NEUPC

"It was clear from the start that technology would play an important role in the delivery of Team Based Learning and therefore, it was important the University engage with people who understand the benefits to be achieved through the latest technology advancements. Universal AV were the chosen Integrator and showed through their expertise and knowledge once again they can deliver a first class solution on time and within budget."

David Beebe, AV Services Manager,
University of Bradford – Team Based Learning

"Here at Bradford University we now have a facility we can be proud of for many years to come.....the Great and Small Hall are used for many events throughout the year and the audio visual facilities are what brings these rooms to life. It is always a pleasure working with Universal and the dedicated team, I can always count on them to deliver."

David Beebe, Audio Visual Manager,
University of Bradford – The Great Hall

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