



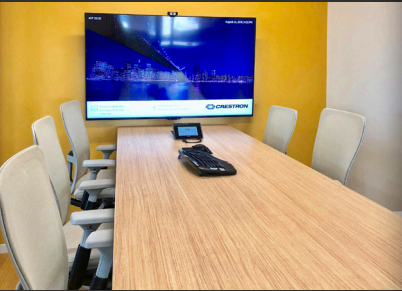
# ZOOM ROOM OPTIONS

At LightWerks we want to make your job as Zoom Account Executives as **EASY AS POSSIBLE** and help you maximize your Zoom Room sales overall, because our goal is simple: **We want to be your go-to Zoom Room integrator for all the markets where we do business.**

Among the various best practices we recommend, our belief is that the best way to serve your customers is for you to work, almost exclusively, with quality AV integrators who can provide quality last-mile expertise and services to insure that Zoom Rooms are designed, installed, and supported properly - so customers have an excellent experience and hence want to add more Zoom Rooms, and more Zoom licenses, over time. As any quality integrator should, LightWerks:

- ▶ Uses Company-employed Technicians, Engineers, Project Managers, Programmers, Trainers, and Support personnel
- ▶ Is properly certified technically:
  - As a Zoom Integration (and Reseller) Partner
  - With every relevant industry and manufacturer certification – [www.lightwerks.com/about/certifications](http://www.lightwerks.com/about/certifications)
- ▶ Is experienced implementing Zoom Rooms as a main part of our business - LightWerks has already installed 500+ Zoom Rooms.
- ▶ Strives to be THE most responsive, easiest integration partner to work with, offering you:
  - A dedicated Sales contact - Dan Kaplan at [dkaplan@lightwerks.com](mailto:dkaplan@lightwerks.com) or (408) 393-0862
  - A dedicated email at [ZoomRooms@lightwerks.com](mailto:ZoomRooms@lightwerks.com)
  - A dedicated Zoom-facing Sales support page at <https://lightwerks.com/zoom-sales-support>
  - A dedicated customer-facing Zoom pages at <https://lightwerks.com/zoom-rooms>

To help you guide customers regarding their choice of Zoom Rooms, we've created the following packages based upon Zoom's certified hardware combined with our professional services to provide an all-in description and cost for each option:



Description	Typical Solution Elements	Price Range Per Room	Client to Provide
<p><b>EXECUTIVE/FOCUS ROOMS</b></p> <p>Replace the conference phone and enable your executive offices and focus rooms with easy to use video meetings and wireless screen sharing.</p>	<ul style="list-style-type: none"> <li>■ 27" Dell Display/PC</li> <li>■ Logitech c930e Web-Cam</li> <li>■ Cables</li> <li>■ Professional Installation</li> </ul>	\$1,800 to \$2,500 plus Zoom license(s)	<ul style="list-style-type: none"> <li>■ Standard 110V power outlets and network-drops on wall</li> </ul>
<p><b>HUDDLE ROOMS (2 TO 7 PEOPLE)</b></p> <p>Huddle rooms are defined as small conference areas that are equipped with audio, video and display system technology. These rooms are often used by groups who want to get together for impromptu, or previously scheduled, meetings to collaborate on projects. These spaces are becoming more prevalent and important, as newer offices are often built with more open floor-plans. While these designs may have fewer private offices, they will typically have numerous huddle rooms or huddle spaces to allow people to collaborate in a private and quiet environment.</p>	<ul style="list-style-type: none"> <li>■ 55" flat panel display</li> <li>■ Wide-angle video-conferencing camera</li> <li>■ Sound-bar</li> <li>■ Microphone</li> <li>■ iPad with table dock</li> <li>■ PC or Mac Mini</li> <li>■ All mounting hardware</li> <li>■ Appropriate cabling and/or wireless system for source connection</li> <li>■ Professional Installation</li> </ul>	\$5,000 - \$8,000 plus: <ul style="list-style-type: none"> <li>■ Zoom licenses</li> <li>■ Optional LightWerks support package</li> </ul>	<ul style="list-style-type: none"> <li>■ Wall suitable for mounting display</li> <li>■ Standard 110V power outlets and network-drops on wall and under table</li> <li>■ Sources (laptops, tablets, phones, etc.)</li> <li>■ Conference room table (LightWerks can provide as an option, if desired).</li> </ul>
<p><b>MEDIUM-SIZED CONFERENCE ROOMS (7 TO 13 PEOPLE)</b></p> <p>A medium-sized conference room would seat 7 to 13 people and would typically be used for scheduled meetings. It would typically include a flat panel display, Zoom conferencing capability, wireless connection for laptops, tablets, and phones, and some type of centralized control capability to turn equipment on and off and switch between sources.</p>	<ul style="list-style-type: none"> <li>■ Two 65" flat panel displays</li> <li>■ 4K wide-angle or Pan-Tilt-Zoom (PTZ) video-conferencing camera</li> <li>■ Wall-mounted and/or In-ceiling speakers</li> <li>■ Table-top microphone(s)</li> <li>■ iPad with table dock or Crestron table-top control system</li> <li>■ PC or Mac Mini</li> <li>■ All mounting hardware</li> <li>■ Professional Installation</li> </ul>	\$10,000 - \$16,000 plus: <ul style="list-style-type: none"> <li>■ Zoom licenses</li> <li>■ Optional LightWerks support package</li> </ul>	<ul style="list-style-type: none"> <li>■ Wall suitable for mounting display</li> <li>■ Standard 110V power outlets and network-drops on wall and under table</li> <li>■ Conference room table (LightWerks can provide as an option, if desired).</li> </ul>



Description	Typical Solution Elements	Price Range Per Room	Client to Provide
<p><b>LARGE-SIZED CONFERENCE ROOMS (9 TO 19 PEOPLE) AKA BOARDROOMS</b></p> <p>A large-sized conference (or Boardroom) is similar to a medium-sized conference room, but is distinguished by the users of the space and the critical importance of the work done by these users.</p> <p>Because of the importance of the business conducted in this space, this room will typically have higher-grade equipment than other conference rooms, including larger and/or higher resolution flat panel displays or projection systems, superior audio- and video-conferencing equipment, power screens, power lifts to hide or reveal equipment, more sophisticated digital routing capability, and a more sophisticated, graphically impressive control system.</p>	<ul style="list-style-type: none"> <li>■ Two 75" flat panel displays</li> <li>■ Wall-mounted and/or In-ceiling speakers</li> <li>■ Ceiling microphone(s)</li> <li>■ Audio DSP ("digital signal-processor") for optimal sound</li> <li>■ iPad with table dock or Crestron table-top control system</li> <li>■ PC or Mac Mini</li> <li>■ All mounting hardware</li> <li>■ Equipment rack (if needed)</li> <li>■ Professional Installation</li> </ul>	<p>\$18,000 - \$30,000 plus:</p> <ul style="list-style-type: none"> <li>■ Zoom licenses</li> <li>■ Optional LightWerks support package</li> </ul>	<ul style="list-style-type: none"> <li>■ Wall suitable for mounting display</li> <li>■ Standard 110V power outlets and network-drops on wall and under table</li> <li>■ Rack space in nearest IDF</li> <li>■ Boardroom table with power/signal management</li> </ul>
<p><b>ALL-ASSOCIATE MEETING SPACES / MULTI-PURPOSE ROOMS</b></p> <p>Many institutions recognize the need to meet as one large group from time-to-time and, unless they want to take everyone off-site to a hotel ballroom or some other large venue, they will often create a large meeting space in their main offices. This space can serve multiple purposes...for example it could also serve as the cafeteria, training facility, gaming space, or another conference room space for casual meetings.</p> <p>In order to support its use as an all-associate meeting space, it will typically need to have multiple displays at the front of the room and flat panels along the side walls, properly-tuned audio systems for excellent voice intelligibility and program audio reproduction, wireless microphones for presenters and audience members, sophisticated audio- and video-conferencing capability for meetings which may be shared between multiple locations, recording capability for later play-back, and custom-programmed control systems for better control of equipment, and possibly lighting, shades, and air conditioning.</p>	<ul style="list-style-type: none"> <li>■ 86" flat panel displays at front of room</li> <li>■ Confidence and/or repeat monitors for larger spaces</li> <li>■ Two 4K PTZ video-conferencing cameras for viewing speaker and audience from far-end</li> <li>■ In-ceiling speakers</li> <li>■ Ceiling, lavalier, and hand-held microphones</li> <li>■ Audio DSP ("digital signal-processor") for optimal sound</li> <li>■ iPad with table dock or Crestron table-top control system</li> <li>■ PC or Mac Mini</li> <li>■ All mounting hardware</li> <li>■ Equipment racks</li> <li>■ Professional Installation</li> </ul>	<p>\$35,000 - \$75,000 plus:</p> <ul style="list-style-type: none"> <li>■ Zoom licenses</li> <li>■ Optional LightWerks support package</li> </ul>	<ul style="list-style-type: none"> <li>■ Wall suitable for mounting display</li> <li>■ Standard 110V power outlets and network-drops on walls and ceilings</li> <li>■ Rack space in nearest IDF</li> <li>■ Presenter lectern (LightWerks can provide as an option, if desired).</li> </ul>

**OPTIONS**

LightWerks can provide multiple options for your systems including room scheduling devices, occupancy sensors, lighting and HVAC control, powered drapes and shades. If you can imagine it, we can probably deliver it to you.

For more information contact your LightWerks Sales or Service representative.

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