



Technology Guide:

HOW TO SELECT THE RIGHT TECHNOLOGY FOR YOUR TRAINING AND PRESENTATION ROOMS





INTRODUCTION

Gone are the days of boring lectures and hard, cold classroom designs. The heart of learning—whether in the education or the corporate environment—is now collaboration. Students cooperate with each other, instructors engage with students, and entire



classes interact with experts around the world. Designing spaces that support all that can be challenging.

Even though companies reported spending \$70 billion dollars on training expenses in 2015, organizations placed the lowest priority on technology initiatives.ⁱ Executives are concerned with how to better train employees, though, because research has shown that companies that places an emphasis on learning have more engaged workers.ⁱⁱ

Companies and institutions on the leading edge are not only incorporating mobile technologies into their training spaces, but accommodating technology like wearables and looking at other ways to keep up with what learners want. The average employee receives more than 50 hours of training a year.ⁱⁱⁱ In medium to large-sized companies, that can add up to a lot of time in training rooms. Executives want to make use of that time by outfitting spaces with the right technologies. It's just a matter of knowing how to do it.

The average
employee
receives more
than 50 hours
of training
a year.



HOW TECHNOLOGY IS CHANGING THE TRADITIONAL TRAINING ROOM

Training rooms have completely transformed from the days they may have been equipped with lecterns and slide projectors. Now employees want to take notes on their tablets and laptops, and instructors want to share materials directly to their devices as well. They may even want to quiz the class midstream via their devices to gauge how much they have learned. Employees want more training, with almost three-fourths saying they aren't achieving their full potential.^{iv}

They also don't want training to be boring, and fortunately, institutions now have the technology to bring learning to life. Projectors, interactive displays and whiteboards, and video conferencing systems for remote learning can improve the training experience immensely.



Training and presentation rooms will likely include a display (can be interactive or a projector), audio system, cameras, and a content presentation solution.

DESIGN THE SPACE TO FIT YOUR USE REQUIREMENTS

There are three primary ways that training and presentation rooms are used in the modern office. Here's a look at the most common uses and the types of activities these spaces need to be able to facilitate:

TRAINING WITH LOCAL PARTICIPANTS

Trainers need to be able to easily share information with a group. Many training rooms are equipped with legacy devices that hinder collaboration and don't integrate with each other or work with workers' mobile devices. Executives should compare the cost of upgrading technology with the cost of poor training. One estimate puts that at \$13.5 million each year for every 1,000 employees.^v



Real-World Collaboration: Engage Learners with Class

The Kramer VIA Campus is a wireless presentation and collaboration solution that lets you, as an instructor, share a file directly with those in attendance. You can quiz the participants or ask them to make changes to a paper on the display-turned-digital-whiteboard. You can also stream HD video while students chat their questions to each other. There is so much to do with this single solution, and you don't have to worry about wasting time getting the technology to work together because so much of it is built in.

TRAINING WITH REMOTE PARTICIPANTS

Dispersed teams, a more mobile workforce, and an increase in remote workers makes remote collaboration—and even training—a common occurrence. Almost a third of all meetings are virtual, and younger workers (age 26-35) report that even more (38 percent) of their meetings are held virtually.^{vi} And many workers are connecting to these remote meetings using a variety of devices—smartphones, tablets, laptops, or desktop. A cloud-based video conferencing solution allows local and remote learners to connect via any device, and a content-sharing platform enables participants to present, share, and annotate content remotely.

STUDY SESSIONS

Training rooms don't always have to be used for formal presentations. They can be used as breakaway spaces for teams learning or practicing a new skill or technology. They can be used for role play or to get new or returning employees up to speed. Smaller spaces can be used for teams to cram before an important presentation or they can be used to gather together larger groups for question-and-answer sessions or even team building activities with remote teams. More than a third of all meetings are impromptu and that number is expected to grow.^{vii} Like other collaboration spaces, training and presentation rooms need to be well equipped and flexible enough to accommodate whatever learning your team needs to accomplish.



ASSESSING YOUR CONFERENCE ROOM NEEDS

To design a modern and useful conference room, there are several important requirements you should consider. The chart below includes a comprehensive list of user activities and the associated technology solution you will need. Use the chart to assess and score how important each of these requirements/technologies will be to your own environment and working needs:

Need	Technology	Importance (Scale 1-10)
Ability to conduct conference calls with high-quality sound	Audio collaboration system	<input type="text"/>
Ability to share content locally from any device (phone, tablet, laptop)	Local presentation/content sharing solution	<input type="text"/>
Ability to share content wirelessly	Local wireless presentation/content sharing solution	<input type="text"/>
Ability to brainstorm and conduct group work on a project	Interactive display/whiteboard solution	<input type="text"/>
Ability to connect remote participants via audio and video to the meeting from any device	Cloud-based video collaboration solution	<input type="text"/>
Ability to share content locally and to/from remote participants	Cloud-based video collaboration solution	<input type="text"/>
Ability for both local and remote participants to participate in group work such as brainstorming and annotating	Cloud-based collaboration software	<input type="text"/>
Ability to share content locally and to/from remote participants	Cloud-based video collaboration solution	<input type="text"/>
Ability to save work and send to participants	Software application	<input type="text"/>
Ability for cameras to cover large rooms and moving presenters	Cameras	<input type="text"/>
Ability for cameras to cover large rooms and moving presenters	Cameras	<input type="text"/>



FINDING THE RIGHT TECHNOLOGY SOLUTIONS FOR YOUR TRAINING ROOM

There are many different kinds of solutions on the market for training and presentation rooms, which makes finding the right combination of solutions challenging. To help, we've highlighted a variety of technology solutions that can help you meet your end users' needs for a streamlined interactive learning and collaboration experience.

SOLUTIONS

Below is a brief description of various enterprise technology solutions you may want to deploy in your classrooms, training rooms, and presentation rooms as well as a comparison chart of what features each solution offers. It is by no means comprehensive but highlights quality options that address the range of training room needs and is representative of a variety of solution categories.

KRAMER VIA CAMPUS

Kramer's VIA Campus is an education and collaboration solution designed for classrooms and training rooms. With a Windows 10 operating system, chat features, whiteboard support, and more, participants can share content and collaborate wirelessly from their laptops or mobile devices. Remote participants can also join using third-



party conferencing and apps. Presenters can hand over control to participants, and it allows iOS and Android mirroring. The solution can show up to six user screens on one display. (Users can double that capability with two displays.) Other features include an internal browser, cloud-based file sharing with internal storage, and enabling users to view the display on their own device. It also comes with polling and testing features for checking what students and corporate trainees are learning.

EPSON BRIGHTLINK®

These interactive projectors allow users to share content and collaborate interactively on whiteboards, walls, or even tables. Without distortion, they provide a clear view of content even up to 100 inches. Zoom, draw, write, manage pages, and insert images from your computer or using an attached document camera. With multiple options, you can choose one that works for your needs, organization type, and room size.





SMART KAPP IQ®

This solution is described as half whiteboard and half Ultra HD display, but is also a



powerful presentation and content-sharing platform. Available in three sizes, participants

can present, save and share notes, and write using digital pens or your hands. Up to 250 participants can join a session.

LIFESIZE® CLOUD

This video conferencing solution enables web, audio, and video conferencing in your training rooms. Collaborate, stream lessons or presentations, and record trainings for re-use. Participants can connect from anywhere and from any device. The solution includes data encryption and other security features.

Choosing a Display

There are a number of display options for classrooms, training rooms, and presentation spaces. From small rooms to auditoriums, there several considerations when selecting one, including room size, mounting options, seating arrangements, and room shape and design. The top consideration is how the display will be used. Will you need interactive touch features? Will you want more than one display? And then there is the question of display size—generally ranging from 55” to projector images over 100”. In training rooms, visibility is essential because participants cannot afford to miss details presented on the screen. And last, but not least, which technology will be best for our organization's needs? Regular LED? 4k Ultra-High Definition? There are a lot of decisions to make, and there are a lot of manufacturer's products to choose from—NEC, Christie, Sharp, Sony, SMART, Panasonic, Kramer, and more. When deciding on a display, consider consulting with an experienced audiovisual integrator because they take all factors into account before making a recommendation.



Requirements	Kramer VIA Campus	Epson BrightLink	SMART kapp iQ	LifeSize Cloud
Interactive/ whiteboarding capabilities		X	X	
Share content locally from laptops and/or mobile devices	X	X	X	X
Share content wirelessly	X	X	X	
Connect to remote participants via audio and video	X			X
Collaborate locally and remotely	X	X	X	X
Annotation capabilities		X	X	
Save work and send to participants	X		X	X

CONCLUSION

With so many options on the market, it can be difficult to decide which solutions best meet all your conference room needs. A qualified AV integrator, such as AVI Systems, can help determine which solutions will provide the best experience for your users, meet your business goals, and be most cost-effective.

To learn more, contact AVI Systems at 855-521-0050
or www.avisystems.com.



ABOUT AVI SYSTEMS

Founded in 1974, AVI Systems is currently the nation's fourth-largest AV solutions provider, and the only 100% employee-owned one.

Our success owes in great part to having the most highly credentialed, capable and motivated work force in the AV industry. The strength of our process, the unparalleled support we offer, and our conviction that technology should liberate, not impede, are also foundational to our success.

By working together, we remove communication barriers instead of creating them, freeing our customers to seize opportunity, and imagine new possibilities. This is our definition of Communication Liberation, and it's reflected in the incredible diversity of AV solutions we provide for business, commercial, educational and government clients across America.

ABOUT KRAMER



Kramer has been on the leading edge of Pro AV innovation for over 35 years. With hundreds of employees and partners serving thousands of customers across six continents, we remain committed to delivering smart technology products and solutions for a wide variety of markets and applications.

SOURCES

- i. "2015 Training Industry Report," Training. <https://trainingmag.com/trgmag-article/2015-training-industry-report>. Accessed Aug. 11, 2016.
- ii. "Engagement, Retention, and Culture now the #1 Issues in Talent and HR," Bersin by Deloitte, March 2015. <http://www.bersin.com/blog/post/Engagement2c-Retention2c-and-Culture-now-the-1-Issue-in-Talent-and-HR.aspx>
- iii. "2015 Training Industry Report," Training. <https://trainingmag.com/trgmag-article/2015-training-industry-report>. Accessed Aug. 11, 2016.
- iv. "10 Statistics on Corporate Training and What They Mean for Your Company's Future," Shift, January 2016. <http://info.shiftelearning.com/blog/statistics-on-corporate-training-and-what-they-mean-for-your-companys-future>
- v. Ibid.
- vi. "Collaboration 2.0 (As We Know It)," Ovum, 2014.
- vii. Ibid.