

ENERGY LEADER SAVES BIG WITH RELIABLE MEETING TECH

Growth is a major goal for most companies. AV Solutions' client aimed to be a "premier provider" in the electrical power and energy sector. That growth required expanding from a regional to a national footprint. Without a clear technology plan, the expansion threatened to come with some major AV growing pains.

1

Challenge: Attract and Retain New Talent

The company had a goal to **increase the number of employees by 35% over four years**, and they needed technology solutions that could support and keep up with that growth. Without the right tools, collaboration would become difficult—or impossible—and attracting and retaining new talent would get harder as well.

Solution: Provide User-Friendly Collaboration Tools

AV Solutions worked with the client to identify tools that would help them improve collaboration between a growing workforce. They then helped

make sure all new employees had the training they needed to use the technology successfully.

The technology solutions provided by AV Solutions also helped the company realize significant cost savings that further supported their growth.



AVos is an all-in-one controlled room solution that increases productivity and eliminates IT support calls.

2

Challenge: Support Remote Workers

Part of the client's expansion plan was **building and moving into a new headquarters location**, but the process was complicated by the onset of the coronavirus pandemic. Without the new building completed, though, and without employees being able to work there, the company couldn't stay on track with their growth goals.

Solution: Deploy Flexible Meeting Spaces

AV Solutions was able to quickly deploy meeting rooms for the client to help keep their building project on track. Those meeting rooms were equipped with flexible solutions such as Microsoft Teams Rooms that also supported remote work from the very beginning.

3

Challenge: Compete with Larger Companies

The company's competition was big, multinational corporations with larger footprints and more resources. Without **technology solutions that allowed for growth and automation**, they wouldn't be able to keep up.

Solution: Use Automation to Increase Efficiency

As a technology partner, AV Solutions understood the long-term goals of the client. Working together they were able to create a multi-year technology plan that identified current and future needs. The plan included a roadmap to help the company integrate cloud capabilities and other flexible solutions. It also helped the company leverage automation to make meetings faster and employees more efficient.

4

Challenge: Facilitate a Return to Office

After employees returned to in-person work, meetings actually got less efficient instead of more efficient. **Users struggled to operate unfamiliar meeting room technology**, so meetings started late and work became less productive.

The company risked having employees go back to working from home full-time and abandoning the office altogether.

Solution: Simplify Meeting Technology

AVs from AV Solutions is a proactive and dependable solution that addresses the needs of collaboration spaces. The all-in-one controlled room solution increases productivity and makes it easy for meeting room users to operate the AV system and start meetings, presentations, and conferences with a single touch, and without needing help from IT.

This reliable system saved the client up to \$1,000 per meeting because the technology works right away. Client relations have also improved for the company because they are holding more efficient and productive meetings.

Next Steps

Want to talk more about how your company can save thousands of dollars with a comprehensive technology plan that makes you more efficient and productive? Get in touch with AV Solutions today.