



Case Study

Foulger Pratt

Whether it is a new construction, rebuild of an existing building, or managing a property, today's commercial real estate market demands an attractive space with amenities that are equipped with the latest technology to make the user experience seamless. Foulger Pratt, a Maryland real estate developer, took over a new building that was going to be repurposed for commercial use. With such an intensive remodel, there were spaces that needed an audio visual refresh with state-of-the-art conferencing spaces to attract and engage their tenants.

Foulger Pratt began their plans for this new conferencing space and knew they needed a reliable AV integrator to help complete this project. Foulger Pratt was previously introduced to Profound Technologies through an IT company and based on their experience working together, they did not hesitate to bring Profound in directly for this project.

"We wanted to create some large conference rooms and event spaces for our renters to have access to as part of their lease," the client explains the project. "And we knew that Profound would do an excellent job bringing

this vision to reality."

The various aspects of the project intrigued Profound Account Executive Trevor Depp. "Not only did we complete the conferencing spaces, but we set up a control system for a three-way divisible auditorium and a fitness center and handled the displays and audio systems as well."

"We were very impressed with the professionalism and finished project by the team at Profound," says the client. "They have excellent communication and respectful interaction with the other trades on the project and consistently hit their deadlines. Not only that, but the tenants have given us feedback on the conference rooms and they have found them simple to use and easy to manage."

Foulger Pratt and Profound have completed several projects together, and have more on the horizon. An upcoming project is for a 600 unit apartment building, which requires a new camera system and distributed audio system. Trevor reflects on his relationship with Foulger Pratt: "It has been an awesome experience working with the Foulger Pratt team. We have been able to provide them with managed services and it feels great to see how satisfied they are with the finished projects. Can't wait to get started on the next one!"

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