



## Case Study

# Conferencing Solutions for Expanding HVAC Company

As an organization expands and attempts to scale an IT and Audio Visual standard throughout the company, standardization becomes incredibly important. HVAC company Range View Services has been serving the tri-state area since 1989, covering services from AC, heating, and plumbing. They have been in an extreme growth phase, expanding all areas of business and adding new locations. A necessary part of this step is upgrading their AV infrastructure.

Range View's CTO knew they needed an AV technology partner that could provide enterprise level equipment and professional services on an expedited timeline. "Our first project would be at our headquarters and then we would need reliable integration work to follow at 25 other locations. We need an AV integrator that we can trust."

Fortunately for Range View, their IT company had a strong partnership with Profound Technologies. They knew that Profound's capabilities would be right for the job. Profound Account Executive

Dan Shadow says, "This project was a perfect fit for Profound. Working with customers who have multiple locations across the country and require consistency and efficiencies with their AV infrastructure is right in our wheelhouse."

Profound got on the job and quickly built collaboration and meeting room standards with various meeting room types. By the end of the project, Range View designed and installed 2 new prototype meeting rooms at the company HQ in Delaware. "We were very happy with Profound's ability to stick to a timeline as well as be flexible with ongoing changes that come up along the way," Range View's CTO says.

Moving forward, Profound will continue to roll out new rooms as Range View continues to expand geographically. This way they can have a standard meeting experience across their campuses. Range View also set up a managed services plan with Profound so that they can count on preventative and emergency maintenance for their rooms. "It is exciting to help a company build out their meeting room infrastructure," Dan concludes. "And we look forward to our ongoing projects with Range View Services!"

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\*Pseudonyms have been given to protect the privacy of persons and organizations.