



Archived resources

For further resources and
documentation please visit us:
www.cinos.net



'Believe in excellence'



Video Conferencing



Audio Visual



Command & Control



Security



Communications

CONTENTS

3	Our Company
4 - 5	Our Capabilities / Global Presence
6 - 7	Video Conferencing
8 - 9	Audio Visual
10 - 11	Command & Control
12 - 13	Security
14 - 15	Communications
16 - 17	Maintenance Solutions / Audit +
18 - 19	Our Projects

OUR COMPANY

We are a leading system integrator specialising in the delivery and maintenance of intelligent video solutions and services to a global marketplace.

As organisations come to rely more and more on Video Conferencing and Audio Visual technologies, the demand to deliver a fully functional on demand service increases and so does the need for a partner that you can trust and rely on. Whether you are looking to deploy command and control networks, video recording systems, IPTV, video streaming or multimedia distribution, our design, engineering and project management skills will turn your vision into reality.

We work with the leading manufacturers and technology providers across the globe to ensure the correct solution is identified, delivered and maintained allowing you and your customer base to work in a collaborative and more effective manner.

Our dedicated team of certified professionals have extensive experience delivering solutions across all business sectors including Government, Financial, Healthcare and Manufacturing. Our leading aftercare solutions allow you to gain optimal performance and longevity from your technology investments.

Founded in 2007, Cinos has established a reputation for delivering the highest levels of quality, service and support. Our continued expansion and belief of delivering global services with local support has allowed us to open an office in the Midlands. This presence enables us to maintain our current client base as well as developing relationships with local businesses. Our offices in London, Surrey, North America and Asia allow us to deliver these same standards on a global scale.

WE ARE PROUD TO BE:



OUR CAPABILITIES

Our highly skilled and accredited project management, engineering and design teams have extensive experience in deploying Video Conferencing and Audio Visual solutions worldwide. Working alongside the leading manufacturers in the industry we ensure the highest standards of installation and aftercare support are deployed, ensuring your investment is protected and delivers on your Return on Investment methodology.

Whether we are installing a single projector unit, a command and control centre or fully immersive Video Conferencing solutions, we always adhere to the same strict project management methodology from design and installation right through to commissioning and client handover. Our project management heritage means that we deliver to specification, on time and on budget with exceptional attention to client service.

Fully managed installations from single environments through to fully Immersive Telepresence networks.



THE WAY WE WORK

Design

- Initial requirements and consultation phase
- VC/AV control design and programming

Deploy

- Risk assessed project management approach to implementation and installation
- Continued engagement with all key stakeholders

Maintain

- Full suite of maintenance and SLA offerings
- Consistent level of installation and aftercare capability

Manage

- Network connectivity and utilisation reporting
- Performance management and adoption reporting

Optimise

- Continuous improvement plan to achieve realistic ROI
- Future upgrades and integration with new products and technologies

In order for you to make an informed decision on the next steps for your organisation, your account management team will be available to participate in a discovery phase exercise, we have access to a wide range of products and services with indicative timescales and budgetary pricing for your consideration.

GLOBAL PRESENCE

With strategic global positioning of our offices we have the ability to reach and deploy globally.

US OFFICE

UK OFFICES

SINGAPORE OFFICE

SUPPORT/ MANAGED SERVICE

With all significant investment, it is essential that we maximise the benefits and capabilities whilst ensuring that the end user experience fulfils all of the business requirements. We therefore recommend a fully managed video service that ensures you get an exceptional video experience every time, whether you're using Telepresence, boardroom systems, desktop video or operational centres of excellence.

As each installation presents unique site based variables, advice and guidance will be given to encompass local facilities requirements, network availability and configuration, cabling infrastructure, power, lighting, HVAC, acoustics, room layout and collaboration requirements.

All of the business case benefits will be captured and presented by a certified Prince2 project management team that will guide you step by step through the governance process.

NETWORKING OPTIONS

The security and integrity of your data is of primary concern whenever a business group decides to deploy video technology. As technology advances and business groups deploy more and more collaborative ways of working the risks of data compromise increases exponentially. In order to address this we will work closely with all key stakeholders in your networking arena to ensure that any technology proposals meet the networking/security guidelines of your organisation.

The needs of the business are equally important and designing and deploying networks from closed user groups to 3rd party inbound/outbound collaborative sessions can be achieved with the correct level of planning and preparation.

Should your organisation require a higher security classification, then our government vetted personnel will ensure that all data is accorded the correct level of protection and classification.

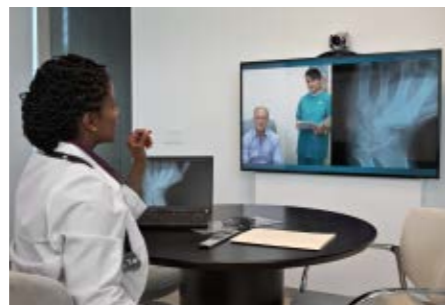
VC Video Conferencing

Video Conferencing is now an essential tool for many organisations. At Cinos we provide a range of solutions from individual desktop units to fully immersive Telepresence suites. Our bespoke reporting packages allow you to accurately capture utilisation and performance and deliver all the metrics required to demonstrate a comprehensive return on investment. Cinos works closely with all the main Telepresence providers and will advise on all aspects of system adoption to ensure we meet your expectations.



TELEPRESENCE

Immersive Telepresence is widely regarded as the pinnacle of Video Conferencing technology. Taking the video experience to a new level these dedicated rooms allow the participants to feel as though they are all in the same location allowing them to focus on proceedings rather than the technology. From a user perspective it is as easy to use as standard video technology and can be integrated into the wider estate for collaborative use.



COLLABORATION AND CONTROL ROOMS

Collaboration and Control Rooms combine Video Conferencing, content and document sharing. There are a wide variety amount of toolsets available in this area from interactive whiteboards to high definition hazardous area and medical cameras. Taking the latest technology solutions, customising and integrating them to deliver specific functionality for the client. We will work closely with you to identify and establish all of your collaborative needs.



EMERGENCY RESPONSE AND CRISIS MANAGEMENT CENTRES

Emergency Response and Crisis Management Centres are typically a fully integrated collaboration room which will have a higher level of resilience than a standard room and include configurations items such as incident tracking boards, live TV news streams and dedicated desktop positions for incident response team members. We will work closely with you to identify specific requirements that support your business continuity planning and design a solution that meets your business needs.



ROOM BASED SYSTEMS

Video Conferencing Room Based Systems can be installed into existing office spaces or meeting rooms. The room based systems can extend the productivity and benefits of face to face meetings reducing the need to travel. Combining Video Conferencing and integrated control systems provide an easy to use and exceptional virtual meeting experience. Smart technology allows audio, video and lighting management at the touch of a button.



DESKTOP/MOBILE CONFERENCE

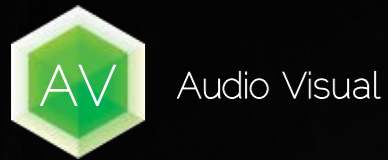
Desktop and Mobile Conferencing provides an ideal solution for organisations that do not require dedicated Video Conference rooms. They bring High Definition Video Conferencing to all users in the organisation. A wide range of dedicated devices can be utilised from video phones, integrated screens, laptops or mobile devices. Like the room based system, the desktop conference solution delivers advanced features and applications that improve productivity and integrate into an array of unified communications environments.



VC INFRASTRUCTURE

Video Conference Infrastructure enables simultaneous multipoint Video Conferencing. The infrastructure is the unifying hub within the unified communications environment that enables organisations to host and schedule multiple Video Conferences simultaneously across multiple connections. Infrastructure solutions are ideal for large scale Video Conferencing facilities that contain many room conferencing/desktop Video Conferencing systems.





Cinos Audio Visual design teams develop solutions that take the complexities out of technology. We build systems that are easy to use and allow you to focus on the business at hand without being distracted by the technology challenges.

Cinos Audio Visual solutions are easy to manage because we design systems with technically robust and graphically consistent control interfaces that let you manage them wherever you are. Remote monitoring, control capabilities and proactive servicing such as remote diagnostics and reporting, give you centralised access to the status of your Audio Visual system at the touch of a button.



AV CONTENT DELIVERY

Delivering content across the organisation is a fundamental requirement for most businesses. We recognise that the content needs to be delivered quickly and correctly, to that end we will work with your chosen network specialists to ensure whatever transport mechanism you choose be it LAN, WAN or mobile your content is safe, secure and reliable.

Recognising that content can have differing degrees of certification we will use government vetted employees where required to interface with your security teams ensuring that the highest levels of security and integrity are applied across your Audio Visual network.



CONTROL SYSTEMS

Today's presentation environments utilise multiple types of Audio Visual and environmental technologies e.g. projectors, LED displays, Blu-Ray players, laptops, Video Conferencing, lighting and air conditioning. Each of these technologies will have their own proprietary method of control, meaning running a presentation can be an overly complicated affair. Utilising a centralised room control system, a simple button press on your iPad or touchscreen device will start the presentation, dim the lights, close the blinds and even start a Video Conference call.



DIGITAL SIGNAGE

Digital signage displays information, advertising and other forms of communication using the medium of electronic display e.g. LED/LCD screens, projection systems including touch screen technology and kiosk units. Easy to use management software allows control over content and scheduling, facilitating the presentation of digital signage throughout a facility or campus. Added value functionality of the software such as power on/off scheduling allows organisations to save time, energy and money.



IPTV

Distributing live and recorded TV is regarded by all industries as a method of highly effective communication. IPTV, is designed to distribute television and video throughout a building over a dedicated or existing local area network (LAN). It leverages the comparatively limitless bandwidth of organisational LANs to deliver much higher quality to many more users. It allows much more stringent access control - not just by channel, but by business unit, department, group, or even individual user.



INTERACTIVE SOLUTIONS

In business, interactive technologies can improve collaboration, whether in the same room or remotely. They can ensure easier access to files, data and information, all leading to greater efficiency, more effective meetings and productivity, achieving more in less time and for less money. Interactive solutions include interactive whiteboards, touchscreen LCD displays and ultra short throw projectors. Regardless of the purpose of the meeting, presentation or collaboration session interactive solutions will help make the work day more productive and drive business.

"The system was signed off today, please pass on our thanks. Your team have done a fantastic job"

US Network services
Account management team





Command & Control

Our team has extensive experience in the design, installation and support of professional display technologies and management systems for monitoring, networked operation centres and command and control room applications.

We source and recommend the latest products from the world's leading manufacturers, including professional plasma and LCD monitors, rear projection display cubes, projectors and peripherals with switching distribution and control networks featuring AMX, Crestron, Procon and Extron. We can build a display wall to any size or configuration you require and display a combination of CCTV images, broadcast TV feeds and computer graphics in real time.



"Cinos have proved time and time again an invaluable asset on our front line CCTV operations"

UK Government agency
Operations division



IP CAMERA INTEGRATION

A fundamental element to a control and command centre application is the integration of CCTV surveillance systems. The video wall processors enable the seamless control and integration of many of the latest IP cameras with full PTZ (pan/tilt/zoom) functionality. Legacy CCTV cameras and systems can be easily incorporated into the IP infrastructure using encoders that digitise the analogue signals.



VIDEO WALLS

A video wall typically comprises of numerous flat screen displays tiled together to form one large screen. LCD/LED panels and rear projection cubes are the standard forms of visual technology to create the walls. These screens are specifically designed for use in video walls and have ultra narrow bezels to minimize mullion (the gap between the active display areas) giving an almost seamless appearance. Typical applications for video walls include networked operation centres and command and control room applications.



VIDEO WALL PROCESSING

Video wall processors provide the intelligence to integrate and control the multiple external sources that are displayed on a video wall within a control room or command centre environment. The controllers accommodate for all types of display inputs from analogue to digital to IP. The processors are both powerful and cost effective whilst providing a simple to operate user interface.



S Security

The Cinos security team design and install security solutions based on an organisations' specific requirements. Our solutions provide an effective means to protect your estate through integrating technologies such as CCTV and digital video recording systems.

We work with the leading manufacturers to ensure the latest technology is readily available for your security system. Whilst some of our solutions involve a high level of integration, we will ensure the technology is easy to use, allowing you to focus on your objectives without being distracted by the technology challenges.



CCTV

Closed Circuit Television (CCTV) is the use of fixed-location security cameras to monitor and record activity on commercial premises. Systems can range in size from single building installations, to multi-site premises, to large campuses and city centres. Our team of experienced and accredited engineers will survey your estate to identify the most appropriate solution for your security needs. We will work with you to provide a scalable system; taking into account any future requirements whilst remaining cost effective.



INTRUDER ALARMS

Many organisations consider intruder alarms an essential element of their overall security system. They provide a cost-effective solution to protect your premises from theft and criminal damage. We design, install and maintain systems based on our clients individual requirements and budget constraints. Our engineering team will survey your premises considering factors such as the site layout, its location and the proximity to other buildings. Our methodology ensures that the solutions we provide are intuitive, user friendly and most importantly effective at protecting your business and its assets.



ACCESS CONTROL

Access Control systems are designed to allow authorised personnel access to selected areas within a building, and to prohibit unauthorised visitors entering these areas. There are a range of ways to deploy access control systems, from standalone systems controlling one or two areas, to sophisticated network solutions designed to control multiple areas and users. Our qualified project management team will establish an accurate picture of your estate in order to provide an effective solution, designed to cater for any future investment requirements.



DIGITAL VIDEO RECORDING

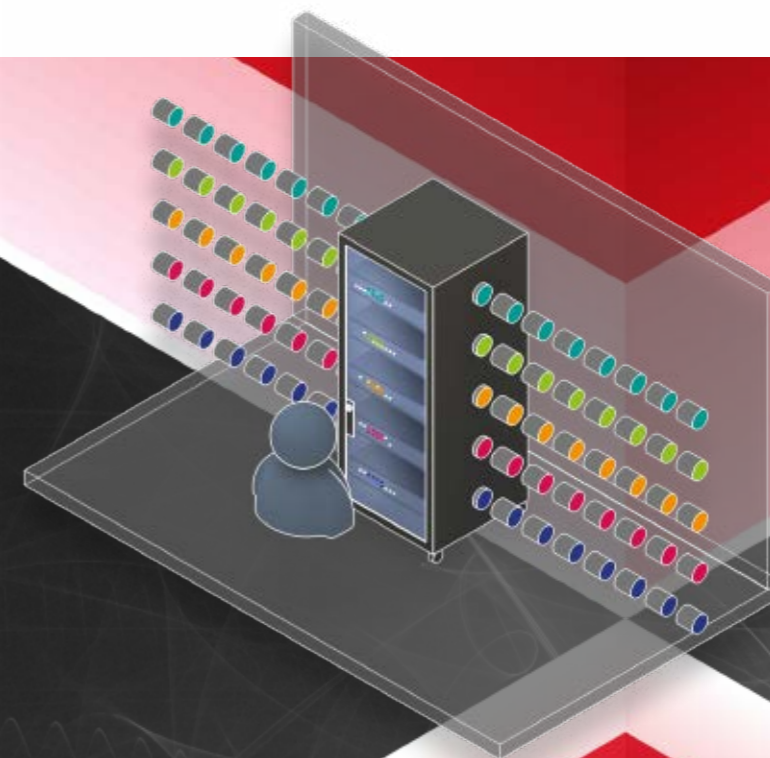
Digital Video Recording (DVR) systems are regarded as the central hub for organisations with large security systems in place. Driven by a powerful software engine, the DVR systems allow you to monitor, record, playback, and store numerous video feeds simultaneously. DVR systems are in continuous operation and therefore feature H.264 compression and motion detection recording to maximise the amount of surveillance video you can store. We have designed, installed and integrated DVR systems for organisations such as the Metropolitan Police. Our experienced and expertise ensures we can find the most effective solution for any business requirement.





Our services span five key service areas; Enterprise Networking, Unified Communications & Collaboration, Collaboration Networks, Connectivity and Cloud. We strive to stay at the forefront of the technology curve, leading with innovative solutions and services that truly make a difference in the markets we serve.

Working with leading vendors allows us to identify, design and deliver solutions that are tailored to our clients' unique requirements. Whether we are installing a small proof of concept, a mid-sized infrastructure solution or large scale secure collaboration network, we always adhere to the same strict project management methodology from requirements capture and design right through to commissioning and client handover.



ENTERPRISE NETWORKING

As organisations rely more heavily on critical business applications and services, the need for an always-available network infrastructure becomes crucial. Regardless of whether your business utilises on-premise applications, cloud services or most commonly a mix of both, a common factor always remains – the network.

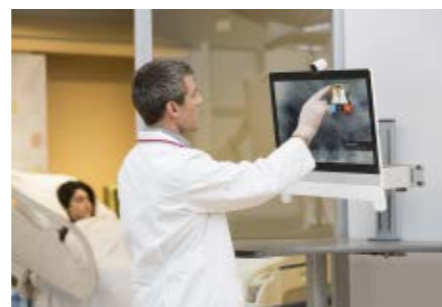
Our Enterprise Networking services leverage proven, validated designs to deliver highly available, high capacity, secure campus and branch wired and wireless networks, providing a seamless user experience for application and service access regardless of the user device or location.



UNIFIED COMMUNICATIONS & COLLABORATION

Our Unified Communications & Collaboration services leverage proven, validated designs to deliver highly available, feature rich, vendor agnostic unified communications and collaboration services, providing a rich user experience regardless of the user device or location.

Our service is unique in that it provides for an on-premise (enterprise), fully cloud, or hybrid cloud deployment model, where your business retains all rights to software license as opposed to a traditional cloud seat rental. This means that should you decide to leave our service, investment is protected and you may easily move the service to another provider. For UK public sector clients who require assured and elevated secure services, we partner with Skyscape Cloud Services to deliver a Pan Government Accredited (PGA) infrastructure on which to base services upon.

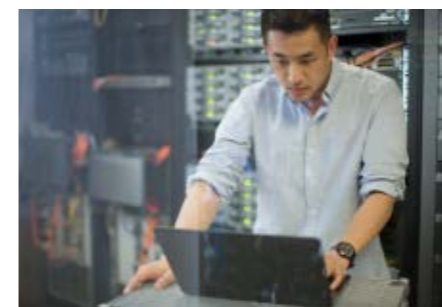


COLLABORATION NETWORKS

Our Collaboration Network services are designed to cater for organisations who do not need to procure an end to end telephony and unified communications service, but instead have a requirement for a highly available, feature rich, vendor agnostic voice, video and desktop conferencing and collaboration service, providing a rich user experience regardless of the user device or location.

For commercial and enterprise clients, the service is provided as a fully managed cloud service from UK Tier 3 certified data centres. For UK public sector, we partner with Skyscape Cloud Services to deliver a Pan Government Accredited (PGA) infrastructure on which to base services upon.

In either case, our service allows your users to focus on their meeting rather than the technology, or interruption of making the technology work for them.



CONNECTIVITY

Providing flexible point-to-point or point-to-multipoint Ethernet connectivity, our service provides a wide range of capacity and resilience solutions to meet the ever increasing demands on inter-site or cloud connectivity, ranging from 10Mbps to 10Gbps. Our services cover connectivity to the Public Switched Telephony Network (PSTN) too, offering both IP-based SIP and traditional ISDN and analogue services. From our experience, adoption of blended IP-based and traditional PSTN connectivity not only increases disaster recovery capability, it attracts considerable cost savings on both line rental and per minute call charges.

Cinos provides free assessments of current spend and connectivity in order to provide a detailed report on projected savings, and assistance with business case creation.



CLOUD

Our cloud services provide flexibility in order to meet changing business demands, the potential to deliver cost savings, increased productivity and efficiency. Based on your business requirements, we are able to deliver private or hybrid cloud services spanning Infrastructure as a Service (IaaS), disaster recovery, cloud backup and cloud archiving.

For commercial and enterprise clients, our services are provided from UK Tier 3 certified data centres. For UK public sector, we partner with Skyscape Cloud Services to deliver a Pan Government Accredited (PGA) infrastructure on which to base services upon.

"Our vision is to be the leading trusted partner for the delivery of infrastructure, communications, unified communications and collaboration services to the UK public sector and UK enterprise."

CCS
Head of Business Development





MAINTENANCE SOLUTIONS

As global organisations come to rely more and more on Video Conferencing and Audio Visual technologies the demands on the IT community to deliver a fully functional on demand service increases. As the adoption and cultural acceptance of these technologies increase so does the usage profile of the equipment often with far reaching consequences in the event of a service interruption.

VC/AV networks represent a significant investment not only in monetary terms but in resource and back end infrastructure to manage and operate the network. Over the last 4 years there has been a massive cultural change in many organisations that now identifies video collaboration as the preferred method of remote interaction.

A 2012 Gartner survey predicts that up-to 80% of all Wide Area Network bandwidth in the next 5 years will be video traffic and recent US studies show that 60% of all Human Resources 1st stage recruitment is conducted via video technology.

We recognise that maintaining and supporting a geographically dispersed VC/AV network is crucial to many organisations and the need for a trusted partner in this field is paramount to the continued adoption of smarter working patterns.

With our years of experience working in the systems integration arena we recognise that a single source maintenance contract is required but difficult to achieve, there are a variety of reasons for this but typically we see

- Multiple business groups with different budget allocations
- Multiple vendors looking at individual requirements and forgetting network compatibility
- Different service level requirements
- No overall VC/AV strategy
- Budget increases in IT not subsidised by decrease in other areas e.g. travel
- IT departments simply not having the time to write a global RFP.

By offering a multi-tiered approach we can help to identify how best to leverage the investment and provide the service levels that are expected at business level. This approach allows you the customer to determine what maintenance package works best for you and how best to manage internal expectations. We will work with the client to clearly show the business strategy and how best to apportion the costs across the appropriate business sectors thus avoiding any potential conflicts of interest.

Additional benefits to consider when adopting a single source maintenance contract include

- Greater volume discounts on new hardware and individual maintenance contracts
- Reduction in vendor base resulting in a decrease of management overhead and associated costs
- Consistent level of installation and aftercare capability
- Accurate estate profile and a better understanding of operational budget requirements
- Enhanced SLA offerings for business critical deployments
- By ensuring the estate is fit for purpose you deliver an assurance that allows greater business adoption which in turn increases the ROI potential and delivers real time cost avoidance at a greater rate than anticipated
- By adopting a single layer of management approach the ability of the support organisation to deliver accurate reporting to the executive is greatly enhanced
- To ensure that your organisation selects a maintenance package that fits your requirements please contact your regional sales office or account management team who will assist you in making the right decisions.



AUDIT +

We recognise that Video Conferencing and Audio Visual estates are difficult to manage and maintain. While room based systems are often well documented and maintained, the smaller portable solutions tend to suffer from a lack of ownership due to the transient nature of their use. This can often result in the equipment being in an unfit state just when it is required the most.

Working with our qualified project management team and certified engineers we will establish an accurate picture of your estate allowing you to have confidence in your future VC/AV requirements and potential investment needs.

Alternatively if you are about to enter the marketplace and acquire VC/AV capability we can assist you with making the correct choices allowing you to focus on your key deliverables.

From in-depth site surveys and health-checks to network discovery exercises

and assistance in writing proposals for the market we have the experience to assist you wherever and whenever you need us.

The potential benefits listed below are an example of where we can add value to your organisation. For further details or requirements not listed please contact your regional sales office or your Account Manager.

THE BENEFITS

- Dedicated project management team
- Certified project engineers, SC cleared where appropriate
- Site surveys
- Asset identification
- Database creation
- Health check
- Asset performance rating
- Corrective maintenance plan
- Asset software upgrades
- Manufacturers support and life cycle guidance
- Data capture for market entry
- Request for proposal documentation
- Return on Investment reporting
- Insurance underwriting
- Network design and planning
- Collaboration techniques and financial benefits
- Security guidelines and compliance

OUR PROJECTS

Cinos work with organisations both in the public and private sector. Our customers range from SMEs to large corporations. With regional offices in Europe, North America and Asia, Cinos are well placed to deploy solutions to a global marketplace.



In the spring of 2014 a global engineering, project management and construction company undertook a venture to relocate their UK head offices to a new site in North West London.

Cinos were invited to provide an in-depth proposal for the transfer of the audio visual estate from the existing head office to the new location.

Learn more.

BRITISH AIRWAYS

Cinos have redefined the Crisis Management Centre by deploying a fully integrated matrix system designed to meet any of the ranging demands from British Airways.

Learn more.

CATERPILLAR®

The Audit + service from Cinos is designed to present organisations with an accurate picture of their technology estate. Through providing a detailed breakdown of the existing architecture, Cinos are able to advise how current systems are performing and provide recommendations based on future requirements.

Learn more.



As proud partners of Derby County Football Club we are delighted to have officially opened the Cinos Suite within the iPro Stadium. Cinos have made a long term commitment, along with a significant investment into the club by refurbishing two of the existing suites and combining them into one large executive suite, seating up to 20 people.

Learn more.

FOR FURTHER INFORMATION

For an in-depth look at the technology we used in these projects or to download the relevant data sheets please visit our website. You can also see the other projects we have been working on and catch up on any company news.



Please scan the QR code or visit: www.cinos.net/our-projects

Alternatively if you'd like to speak to one of our team please feel free to contact us directly on: +44 (0)207 127 4543





Cinos Head Office

Unit 13 Camberley
Business Centre Bracebridge
Camberley Surrey GU15 3DP
United Kingdom

Cinos London

5 Wormwood Street
London EC2M 1RQ
United Kingdom

Cinos Midlands

21 Shaftesbury St S,
Derby DE23 8YH
United Kingdom

Cinos Inc.

201 North Illinois Street
16th Floor South Tower
Indianapolis IN 46204
USA

Cinos Pte Limited

02-04
80 Genting Lane
Singapore 349565

www.cinos.net

support@cinoss.net

T: +44 (0)207 127 4543 F: +44 (0)207 138 2688

For further resources and
documentation please visit us:
www.cinos.net