

Immediate Release

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Booth 5S96

TeamMate enter interactive whiteboard market

Creating versatile mobile solutions for interactive and collaborative environments

TeamMate have been following the success of the explosive rise in interactive whiteboard sales in the UK market with some interest. With continued promise of growth as identified by industry spectators Futuresource Consulting, in wider markets other than education, has now prompted TeamMate to re-assess the market opportunity. TeamMate are to understand that around 95% of all Whiteboard installations tend to be fixed requirements. However this is set to change as other markets start to now appreciate the benefits of interactivity outside the traditional classroom.

TeamMate had entered into discussions with a UK based leading interactive whiteboard supplier to better understand the requirements of a fully mobile interactive resource, with particular attention to the corporate market. These requirements have been carefully captured by the TeamMate design team enabling them to create a purpose built mobile structure for the Smart range of whiteboards and interactive displays.

The brief was to create a versatile transportable resource that can be easily deployed across any enterprise without the need to call in AV or support staff, and that can be set up and ready to go by anyone at anytime. The new TeamMate VariHite for Smart Board provides a self-contained mobile interactive facility for presentation suites, training areas, and business meetings with contemporary high quality looks to match.



Smart Board 680i
6U equipment rack
showing side speakers
Control panel
Mobile trolley base
Unit fully lowered
UF55 projector mount



Smart Board 660i
6U equipment rack
showing side speakers
Control panel
Mobile trolley base
Unit fully raised
UF55 projector mount

Initial versions will be shipping complete with rotating mounting adaptor to accept the industry leading Smart UF55 boom mounted projector, which can be easily swung in and out of place as required. Coupled together with the innovative lift and lower VariHite technology, now common place in many other TeamMate variants, this offers genuine mobility that can fit through a 200 by 75 cm door frame. Designed to retain the full operating features of the Smart Board range, a simple mounting arrangement allows easy placement of any Smart Board (660i/680i/685i). The stand itself is securely mounted on a sturdy well balanced footprint trolley base with high duty non-mark lockable castors offering excellent stability and minimal resonance. A built in 6U equipment rack is standard and allows simple integration of audio visual peripherals complete with input/output connectivity and an international power rail.

Managing Director David Botting explains, "We have been keeping a close eye on mobile offerings for whiteboards and have seen a recent increase in entries to the market. We believe that the time is right for a high quality functional solution that can be readily accepted with the high demands of the business market as well as meeting the more rigorous needs of the education environment. This is an important departure for TeamMate and underlines our ambitions in this high volume growing market place for mobile solutions."

The TeamMate VariHite for Smart Board is the first of a family of solutions to be announced during the year to include versions for the impending Smart UX60 ultra short throw projector and Smart interactive flat panel displays. An exclusive distribution agreement will also be announced at ISE for both the UK and European market with further details on availability. Demonstrations will be taking place at the TeamMate booth (**5S96**).

Availability: late Q1 2010

About TeamMate

TeamMate is manufactured in the UK by Performance Enclosures Ltd. A privately owned company, specialising in the design and manufacture of TeamMate "state of the art" contemporary media furniture - ergonomically designed mobile rack systems, and lectern solutions to the conferencing, corporate presentation and higher education markets. TeamMate is available through authorised reseller and integration partners across AV, IT and video conferencing market sectors. In addition to this, TeamMate also offers a range of support services including consultancy, systems design and bespoke manufacture.

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