

Immediate Release
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University chooses TeamMate

Anyone who doubts whether the education market can generate substantial revenues for the right audiovisual solution provider need look no further than a recent project undertaken by TeamMate and GV Multi-media at the University of Birmingham in the UK. Installed between July and October last year, the project was valued at £1.1 million (€1.6 million) and saw 120 Aventis TeamMate integrated lecturer support systems – supported by a broad range of projectors, screens, displays, sound systems, touch panels and matrix switches – provided to sites throughout the university.

The University of Birmingham project also well illustrates other important aspects of succeeding in the education market. The first of these is that schools, colleges and universities rely extensively on leveraging each others' experience: the University of Birmingham 's decision was made after a visit to a similar TeamMate installation at the University of Westminster. The second is that the sales cycle can be protracted: the visit to the University of Westminster was followed a year later by a decision to commission a trial of ten TeamMate units – and only after that had proven successful over the following year was the complete project rolled out.

TeamMate is actually a family of solutions – the University of Birmingham has installed, for example, the TeamMate Tutor, TeamMate Trainer, TeamMate Totem and TeamMate Executive – which provide a range of functionalities, but feature a common look and feel, meaning that lecturers do not need to take time to familiarise themselves with the different systems installed in each location.

About TeamMate

TeamMate is manufactured in the UK by Performance Enclosures. A privately owned ISO 9001 company specialising in the design and manufacture of TeamMate “state of the art” audio visual enclosures, ergonomically designed mobile rack systems, and lectern solutions to the conference, corporate presentation, and higher education markets. TeamMate is available from authorised reseller and integration partners across AV, IT and video conferencing market sectors. In support, TeamMate also offers a range of services available through TeamMate dealer partners including consultancy systems design, integration and installation.

For more information please contact

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