HEAD IN THE CLOUD

As a service that works completely on the cloud, XTEN-AV can be used anywhere, at any time without network infrastructure and provide tools to achieve high levels of productivity and efficiency.

XTEN-AV co-founder Vibhav Singh says that as the world's first AI-powered AV design software, XTEN-AV is a one-stop shop for all design and quoting needs.

The four –in-one software incorporates: X-DRAW, Proposal, CRM and an AI-based Automation tool that generates different types of documents automatically.

"All of this is combined into a single platform on the cloud. Usually users have to subscribe to four different software programs to get these features. By bringing all of these under one umbrella, XTEN-AV not only reduces costs but also centralises the organisations workflows resulting in higher efficiency and productivity for all parties involved."
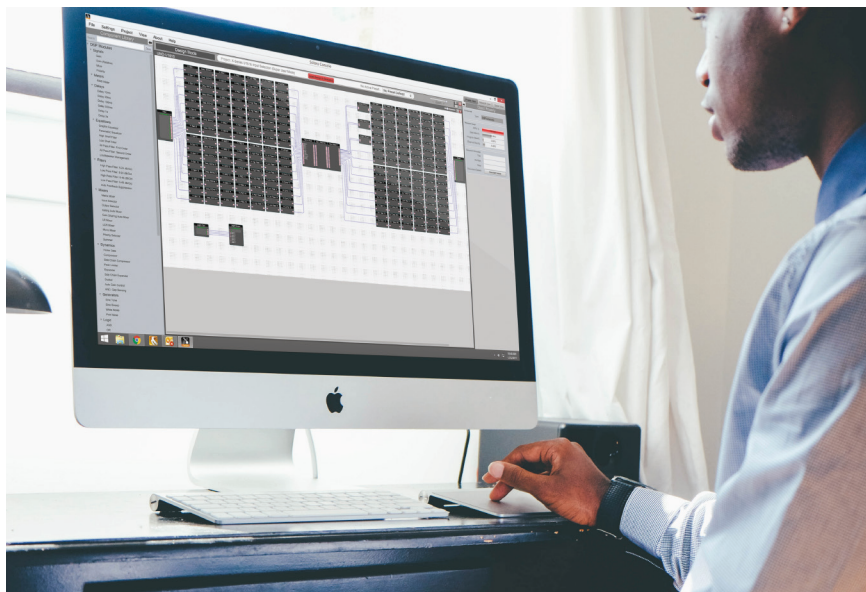
The patent-pending technology guides the user through the design process, suggesting products and brands according to their specifications or lets them add their own bill of materials (BOM). It then creates seven different types of editable drawings and documents.

"XTEN-AV also takes care of the auxiliary components of AV designing such as automated reports, seamless database integration from your Salesforce, QuickBooks accounts, etc. Above all, your subscription gives you an extensive database of the latest products and technologies, cumulating to a library of 550,000 plus products from over 2,700 brands."

Vibhav says that more and more manufacturers, dealers and integrators are moving towards Software-as-a-Service (SAAS) and cloud-based solutions and he feels that XTEN-AV has a big role to play in helping the industry to move towards adopting advanced software technologies, as pioneers of the same in the industry.

"Going forward, you will see more advanced technologies such as virtual reality, augmented

XTEN-AV co-founder Vibhav Singh.

The Xilica Designer allows technicians to design, operate and remotely monitor audio DSPs in a job without needing to be in front of the hardware.

reality, and mixed reality being adopted in a platform like ours, and by other manufacturers as well."

In the more immediate future, XTEN-AV is always updating and upgrading, based on the requests of users. The company recently launched Proposal 2.0, a fully upgraded proposal-generation tool, as well as a US-centric dealer pricing feature, and an AI-based search feature called Search Sense.

"Very soon we are adding a lot of automation to our tool X-DRAW especially for automatic cable labelling. Being a cloud-based platform, we constantly update our existing features every month."

IN A BLACK BOX

Where some installations were once at the mercy of multiple black boxes in analogue setups, the team over at Amber Technology sings the praises of one single black box that makes audio digital signal processing (DSP) a breeze by comparison.

Amber general manager for integrated solutions Richard Neale and team leader for technical sales and support Nathan Barrios both stress the versatility of the Xilica DSP system which offers the functionality of big name DSPs but at a more accessible price.

Richard, who comes from an I.T. background says that having worked with black boxes with all of the controls on the front dials he found it hard to get to grips with these button-less boxes until he realised the flexibility they offered.

"The audio DSP is basically a blank canvas of audio; you have a bunch of inputs and outputs and can do anything with the inputs and send them to the outputs. Xilica is especially useful for small to medium sized systems where you want to take all the power and flexibility of DSP and apply it into even the smallest audio application."

Essentially, the Xilica solution is a very compact black box, an audio computer in essence, that runs the control and design of any audio DSP system through desktop software. It is user-friendly and gives integrators the capability to remotely monitor or adapt a system.

Nathan says: "In the past, if you had physical hardware, you could only support that by standing in front of it and turning the knobs, plugging and unplugging, and checking cables. In the software world as a remote support, I can give a remote desktop session to a customer who's on site, log into their software, look at the hardware remotely to see what it's doing, and help support them in getting something fixed or up and running very quickly." ➤