

Grainger plc Newcastle, United Kingdom

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Crestron MPC Helps Grainger plc Standardize Boardroom Control Across its European Offices

With the goal of reducing ever-increasing corporate travel expenses, Grainger plc, the UK's largest listed residential landlord, recently upgraded AV presentation technology at its offices across the UK. Crestron audio/video control technology and RoomView enterprise software was selected to deliver a high performance, single-platform AV solution, and standardize boardroom control and presentation systems in Grainger's principal offices across the UK and Germany.

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Background

Established in Newcastle in 1912, Grainger directly owns more than 14,000 properties in the UK, 7,000 in Germany, and manages 4,000 properties through co-investment. As an established, yet growing business, Grainger wanted a solution to reduce unnecessary travel between regional offices. Additionally, they wanted to maintain the effectiveness of its traditional corporate meetings and client presentations, and have the ability to remotely support and monitor equipment in every conference on an enterprise level.

Grainger turned to UK-based integrator, Primary Presentations, who was tasked with upgrading and integrating AV presentation



systems, including advanced videoconferencing capability, in boardrooms and meeting rooms across the two continents. Knowing that only a fully integrated audio/video control system could achieve this goal, they turned to Crestron enterprise solutions.

Directors, clients and staff would benefit – in the form of increased productivity - from a new and consistent way of interacting, across all offices, without the need to be there in person.

The Solution

For complete and simple control of the new multimedia presentation systems, MPC-M10 Media Presentation Controllers were installed as the standard AV control platform in boardrooms and conference rooms at Grainger's main offices. The compact, yet comprehensive controller easily mounts on the wall and handles all room control functions, seamlessly enabling connectivity, control and routing of all AV components without any programming.

With a simple button press on the intuitive user interface, presenters can select from a choice of media sources - including a DVD Player, PC, SkyTV feed, or the Polycom HDX 7001X video conferencing system - and effortlessly direct the desired video to the 58" Panasonic plasma. Controlling lights and volume is right at the speaker's fingertips also, providing complete control of the presentation experience.



800.237.2041 | crestron.com

Crestron Electronics, Inc. 15 Volvo Drive | Rockleigh, NJ 07647

Carried out over a six-month implementation, this project builds on a successful partnership between the integrator and client, according to Primary Presentations project consultant, Graham Cording.

“We’ve worked with Grainger plc in the past and critical to our ongoing relationship has been our ‘Right 1st Time’ guarantee,” says Cording. “In short, this involves us delivering a project that is fully operational, on time and within budget. As with Grainger plc this approach has strengthened our position with many clients and ensures a high proportion of business referrals from satisfied clients. I’m happy to say that the MPC-M10 has played an important role in our latest success.”

Enterprise Monitoring & Management, Simplified

RoomView enterprise software ties it all together, enabling IT staff to remotely manage, monitor and troubleshoot all devices in every room - from Newcastle to Frankfurt - all from a central location. From any LAN-connected PC or Web browser, RoomView gives staff a simple “at-a-glance” view of the entire control system network, providing IT support with “master control” from virtually any location.

Staff can remotely view or even “take over” the room in real-time, resulting in fast, streamlined support that drastically reduces downtime and staffing requirements. RoomView connects every room across the enterprise seamlessly, reducing support costs substantially, and providing Grainger with a true fully-integrated enterprise solution.

Rob Bogie, Head of AV at Grainger plc adds, “Our employees have enjoyed getting to grips with the Crestron technology and have found it straightforward to use. It also presents a clean image for clients without being over the top, and furthermore, the technology is both attractive and transparent. Our IT support staff has found the RoomView remote management a real benefit.”

The MPC-M10 has a full array of features that make it an easy choice for integrators whose customers want an uncomplicated, state-of-the-art AV control solution. The intuitive interface with a simple push-button layout is easy for any level of user to operate, and equally importantly, provides consistency across every company-wide conference room. MPC-M10’s unmatched scalability fully protects the technology investment, allowing Grainger to expand based on its future requirements. A built-in Cresnet port enables the easy addition of keypads, touchpanels and other Crestron control devices.

High speed Ethernet communications and the onboard Web server enables remote system maintenance and control through Crestron’s exclusive Web-based XPanel technology, enabling secure IP-based remote control from any browser or mobile device. SSL encryption provides a safe, secure network connection with RoomView at all times.

