



## ARMSTRONG WATSON LLP

Armstrong Watson has been a trusted accountant to clients for over 155 years. Supporting, advising, and providing a full range of specialist services and financial advice.

### THE BRIEF

Within Carlisle, Armstrong Watson had three offices around the city and owned a larger shell on a retail park. The plan was to collate the satellite offices and transform and extend the shell to form one purpose-built office space, where all employees across the city could work. The new office would accommodate 190 staff, with 570 throughout the company working remotely.

As existing users of the Yealink solution in the old head office, the plan was to roll the solution out to the board room and expand the solution.

The main conference room was an issue as it was made of up two rooms. The solution needed to be structured so the rooms could work independently of each other, and the sound system would need implementing so when the space was fully open all could hear clearly. An integrator of audio visual solutions would be required to carry out the installation.

### WORKING WITH UNIVERSAL AV

Stuart Davison is head of operations for Armstrong Watson, and contacted Yealink who recommended Universal.

Contact was made with the Universal team and Richard Kent, Account Manager for Universal, attended site to discuss requirements and scope.

After the initial consultation on the boardroom, it became clear further rooms would be required as part of the audio visual solutions rollout.

Universal carried out a site survey on a further 6 meeting rooms, which would all require to follow the predefined Yealink solution. A seventh installation would take place in the CEO's office.

## SERVICES PROVIDED





## SOLUTIONS

Initial design meetings were carried out with Universal, Armstrong Watson and Yealink. Solutions to be installed would be:

### Board Room

This room would need to work as a Microsoft Teams Room and consist of 2 screens (already provided by the client) 2 x Yealink UVC86 tracking cameras, Yealink ceiling mounted microphones for a fully hybrid solution to hosting meetings. Once installed it became apparent that those attending the meetings remotely via video could only see the back of the speaker, so an additional Yealink UVC86 tracking camera was installed in order for those on screen to see the speaker head on.

### Meeting Rooms and the CEO's Office

5 additional meeting rooms and the CEO's office were all installed with Yealink solutions. Installing solutions throughout these spaces provides the company with flexibility when working in these rooms, sharing documents, and having the ability to video call and share documents at the same time.



### Digital Signage

As you walk into the building, you are immediately impressed with look, feel and layout of reception. A 3 x 2 screen video wall greets visitors with company and brand messaging.

When looking at digital signage options, it always had to meet key criteria such as ease of use, web based, easy to change, and the ability to change instantly. Universal suggested Now Signage and demonstrations were arranged to see the functionality. Now Signage met all the criteria needed and became the preferred digital signage solution.

## SERVICES PROVIDED







## INSTALLATION

From the very beginning of the project, Universal worked with Armstrong Watson to ensure a smooth installation process.

Stuart Davison, Head of Operations at Armstrong Watson commented:

*“From the very start of the project to the finish the account management from Richard was really good. He was upfront, honest, and most importantly realistic with timescales, which you have met, and they were quite tight. You ensured the quotation made sense, provided the working solution we needed and was value for money.*

*As with any project, tweaks can be needed, and nothing has been a problem for the team. From a small camera catching issue, through to the wiring being corrected (as it had not been done correctly), you have been easy to work with the and support has been there.”*

