



## WHEN A TRAINING COURSE SPARKS A MEANINGFUL PARTNERSHIP:

Elevating Construction Training at Simply Learning with Universal AV Services

### HOW IT ALL STARTED:

Sometimes the best partnerships start with a simple conversation.

While attending a training session at Simply Learning's Jarrow site, a few members of the Universal AV team noticed something: the technology in the room was holding the experience back. Projectors were dim, visuals weren't crisp, and the learning environment - so vital for safety and technical instruction - just didn't reflect the high standards of Simply Learning's courses.

So, we started talking. One conversation led to another, and it quickly became clear we could help.

### WHAT IS SIMPLY LEARNING?

Founded in 2002, Simply Learning began with a mission to improve training for the North East's booming construction sector. Two decades later, they've grown into a national training provider, delivering vital skills and qualifications across construction, utilities, engineering, and manufacturing.

They're trusted by employers to prepare the next generation of skilled workers - and they take that responsibility seriously.

## SERVICES PROVIDED





### WHAT DID THEY NEED?

Simply Learning's Jarrow site had the space and the expertise - but the AV setup was past its prime. Projectors were no longer fit for purpose, making it difficult to display bright safety signage during training.

Tutors relied heavily on dry-wipe boards, and any new solution needed to work with, not against, their established teaching style. The goal was clear: bring the environment into the modern era while keeping things simple, intuitive, and effective for day-to-day use.

### WHERE WE CAME IN

Our team conducted a site visit, chatted with tutors, and got a feel for how the rooms were being used. Based on that, we offered two tailored upgrade options:

#### Option 1: Projector Refresh

- Replace legacy units with Epson projectors
- Install a single HDMI input for easy connectivity
- Reposition dry-wipe boards as requested

#### Option 2: Commercial Display Upgrade

- Replace projectors with Sony commercial-grade display screens
- Maintain simple HDMI connectivity
- Retain dry-wipe boards for tutor use

### THE SOLUTION THEY CHOSE

Simply Learning chose the Sony Display option - and here's why:

- Crystal-clear visuals with low screen haze
- Auto signal detection, so screens power on automatically
- Plug-and-play simplicity, making it easy for tutors to get started
- Minimal disruption to the teaching style they know and love

It was a seamless fit that instantly improved both functionality and professionalism in the training space.





### GETTING IT DONE

The installation went smoothly, covering 5 training rooms in total. 4 x Sony 75" LED Professional Displays and 1 x Sony 65" LED Professional Display.

The feedback from staff has been incredibly positive. Training delivery is now sharper, more engaging, and better aligned with industry expectations.

Most importantly, it reflects the care and commitment Simply Learning brings to its learners - something we were proud to support.



### A Word from Our Branch Manager, Mark Atkinson:

*"Sometimes you're in the right place at the right time, and you can make a real difference. This was one of those moments. Simply Learning is doing fantastic work, and it was a pleasure to help enhance the experience for both tutors and trainees."*

### Claire Irving, Managing Director at Simply Learning:

*"Our collaboration with Universal AV has **truly elevated the training experience** at our Jarrow site. They took the time to understand our needs and delivered a simple, effective AV upgrade that complements our practical teaching style. The result is clearer visuals, smoother delivery, and a more engaging environment for learners. We're proud of the partnership and excited for what's ahead."*