

SONY



Solutions for Higher Education

Transform teaching. Enhance learning.



Meeting the challenges of higher education

Sony's value proposition

Curating your entire AV ecosystem

Outfitting every educational space

Customer focused programs

Our service commitment

Product portfolio

Meeting the challenges of higher education



- Best practices are emerging for better tech-enabled in-person and remote learning
- Classrooms range from hybrid, flex, flipped, and hyflex
- Forward-thinking schools using new display technologies in lobbies, common areas, alumni centers, dining areas, recreational and sports spaces, and more
- The new, connected campus starts with choosing the best technology partner

Meeting the challenges of higher education



Making the most of today's government funding

- American Rescue Plan Act (ARPA) gives schools until 2024 to acquire and install technology solutions
- Schools can leverage funding to enhance remote teaching and learning with tracking cameras, more intelligible audio and powerful displays
- Technology can create an overall positive teaching and learning experience across a campus

Meeting the challenges of higher education

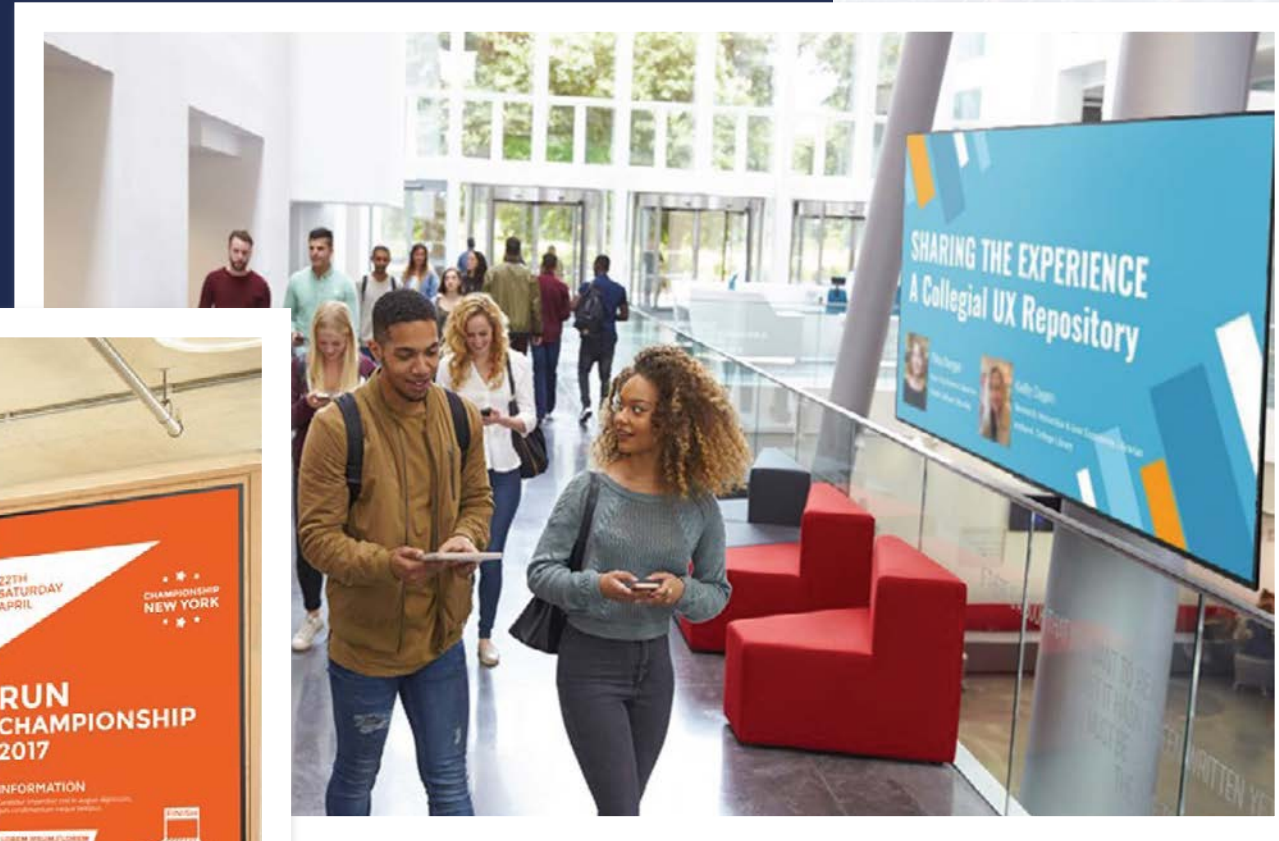
Best practices for hybrid teaching & enhanced learning



- Today's best practices are about optimizing the entire AV ecosystem
- Schools must leverage the latest audio and video advancements to enable better student and faculty engagement
- Hybrid teaching models:
 - Synchronous - instructors and students gather at the same time and interact in real time
 - Asynchronous - instructors prepare course materials in advance; students access course material on their time, and interact with each over a longer period

Meeting the challenges of higher education

Digital signage all around campus



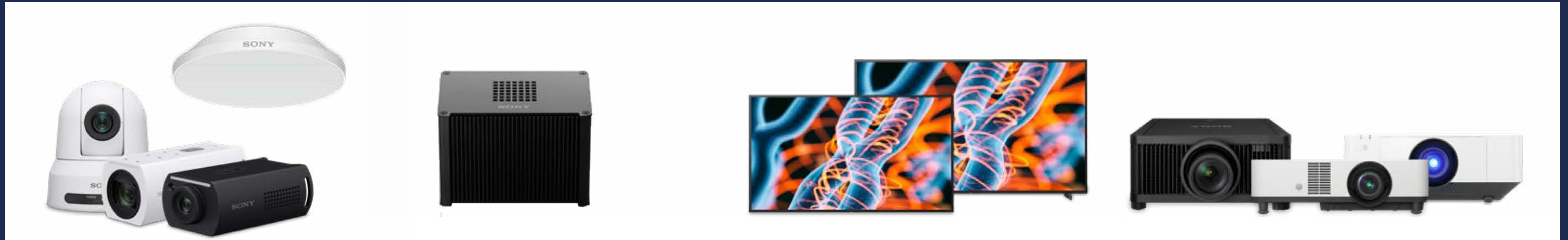
- Robust AV/IT integrated signage solutions are emerging that are easy to deploy and easy to manage
- Schools showcase sporting events, give wayfinding information to visitors, display menus in dining areas, and provide emergency announcements in real time
- Displays must be easy for the IT department to secure
- SoC-enabled displays (system on a chip) that run on an Android platform are an essential solution



Our value proposition

- We bring award-winning expertise from the broadcast, music, gaming, movie production, digital cinema and medical industries to pro AV
- We are the only manufacturer that develops multiple display formats, camera options, audio solutions, and AI-production tools for higher education
- We collaborate with our partners, integrators, resellers, distributors, architects, designers, and end-user customers, to curate complete solutions
- Our commitment to higher education spans every touchpoint, from pre-sale through implementation to post-sale

Curating your entire AV ecosystem



Capture

Create

Display

Project

- Higher ed AV design consultants and tech managers are curating Sony solutions to improve every aspect of the learning environment
- Leverage world-class displays, projectors, and high-quality cameras, audio tools, innovative video analytics
- All elements of live video/camera, presentation/display, and sound elements work together

Outfitting every educational space

Sony solutions cover every aspect of higher education learning environments



BRAVIA Professional Displays range from 32-inch to 100-inch models with sharp images and vivid color. Powerful features include a robust Android SoC platform, simple touch-less control, Wi-Fi 5Gz, and built-in content mirroring using Apple AirPlay or Chromecast built-in.



Laser Projectors ranging from 3LCD compact, mid-size and large venue 4K Pro SXRD for critical viewing, provide optimum performance with bright images and better TOC.



Crystal LED Video Walls can be used for large-screen messaging on campuses. Our direct-view microLED technology series stands apart, creating a completely immersive visual experience with stunning brightness and contrast in any ambient light conditions.



Remote Cameras let you capture, stream and record presentations with up-to-4K resolution image quality, high sensitivity and powerful zoom in classroom application, including hybrid and hyflex learning.



Edge Video Analytics coupled with our remote cameras enhances presentations in hybrid and hyflex classrooms, with PTZ auto-tracking, focus area cropping, handwriting extraction, and chromakey-less CG overlay to keep students engaged.



Beamforming Ceiling Microphones deliver clear sound for both in-class and remote participants, with hands-free speech reinforcement and clear sound recording technologies for better audio intelligibility.

Outfitting every educational space

The higher education AV ecosystem

Sony solutions cover every aspect of higher education learning environments.



Outfitting every educational space

Hybrid & hyflex learning



PRESENT

Laser Projectors

BRAVIA Pro Displays



SPEECH REINFORCEMENT

Beamforming Ceiling Mic



LECTURE CAPTURE

Remote Cameras



Beamforming Ceiling Mic



HANDWRITING EXTRACTION & AUTO TRACKING

Edge Analytics



Outfitting every educational space

Flipped classrooms



PRESENT

Laser Projectors

BRAVIA Pro Displays

SPEECH REINFORCEMENT

Beamforming Ceiling Mic

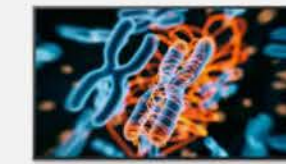
LECTURE CAPTURE

Remote Cameras

Beamforming Ceiling Mic

HANDWRITING EXTRACTION & AUTO TRACKING

Edge Analytics



Outfitting every educational space

Huddle spaces



Outfitting every educational space

Small to mid-sized classrooms



PRESENT

Laser Projectors

BRAVIA Pro Displays



SPEECH REINFORCEMENT

Beamforming Ceiling Mic



LECTURE CAPTURE

Remote Cameras



Beamforming Ceiling Mic



HANDWRITING EXTRACTION & AUTO TRACKING

Edge Analytics



Outfitting every educational space

Large classrooms, lecture theaters, auditoriums



PRESENT

Laser Projectors

Crystal Led Videowalls



RECORD

Remote Cameras



PTZ AUTO TRACKING

Edge Video Analytics



INFORM

BRAVIA Pro Displays & Digital Signage



Outfitting every educational space

Reception and common areas



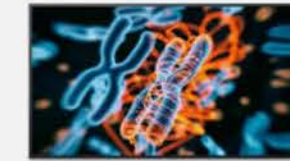
DIGITAL SIGNAGE
WAYFINDING &
EMERGENCY
NOTIFICATIONS

BRAVIA Pro Displays

DIGITAL SIGNAGE WELCOME
MESSAGING
& REGISTRATION

BRAVIA Pro Displays

Crystal LED Videowalls



Outfitting every educational space

BRAVIA Professional 4K HDR Displays

- Available in screen sizes from 32 to 100 inches
- Ideal for digital signage and collaborative lessons
- Powerful SoC Android platform for simple operation
- Brilliant image quality with 4K X-Reality™ PRO processing and TRILUMINOS color
- Embedded HTML5 platform for simple digital signage
- Copy custom settings to multiple screens via USB memory
- Slim, stylish and installation friendly with versatile control options
- 24/7 operation and reliable high-brightness panels
- Advanced Replacement Program

Sony BRAVIA is the only commercial display that supports both Google Chromecast™ and Apple Airplay™ 2, providing a simple, quick and seamless connection from a mobile device.



Outfitting every educational space

Laser Projectors

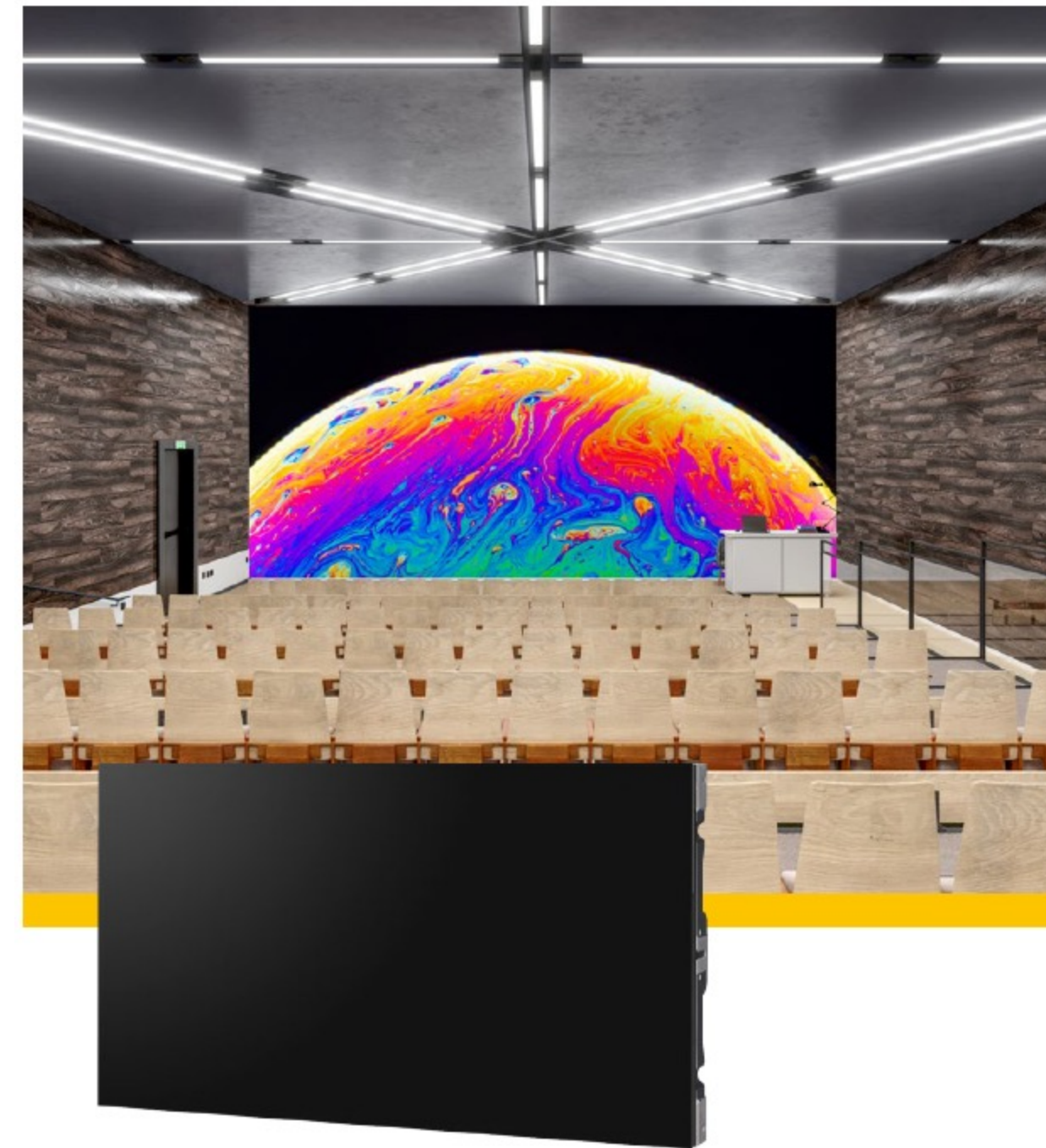
- In-person students need a crystal-clear view of course materials, even in socially-distant spaces
- Z-Phosphor laser projectors provide better TCO for lecture theaters and auditoriums
- **3LCD projectors**
 - offer BrightEra[®] technology and Reality Creation image processing for vivid images, with exclusive Intelligent settings to simplify installation and optimize performance
- **SXRD 4K Pro projectors**
 - deliver stunning high contrast, native 4K images with rich color and detail for larger venues



Outfitting every educational space

Crystal LED Video Walls

- Direct-view, modular solution provides an immersive visual experience with stunning brightness and contrast, in any ambient light condition
- Borderless design allows multiple panels to be tiled seamlessly with no bezels or visible gaps
- Create a super-size display of any dimension or aspect ratio
- Wow visitors at campus entrance or lobby with an extra-wide viewing angle for all to see



Outfitting every educational space

Remote Cameras

- Professional 4K and Full HD visual imaging cameras take video creation and collaborative classes to a higher level
- PTZ cameras provide smooth, silent operation combined with a powerful zoom and crisp image clarity
- Exmor R CMOS Sensor ensures high quality 4K images with less noise
- SRG line supports multiple camera control protocols, multi stream codec as well as NDI® |HX offering great compatibility and flexible
- Ideal for classrooms, teaching theaters, lecture halls



Outfitting every educational space

Edge AI-Based Video Analytics

Award-winning solution lets instructors create dynamic video content that previously would have required significant time, expense, and human resource to produce

Powerful software options for hybrid and hyflex classrooms:

- Use tracking to keep the presenting teacher or student participant in focus and within the frame
- Extract characters and diagrams in real time from white or black boards
- Create animated imagery, still pictures, and supporting graphics – without a dedicated studio
- Show two different images at once for added impact
- Zoom in on a student or presenter to show reactions or highlight questions



Outfitting every educational space

Audio Solutions

- Innovative Beamforming Ceiling Microphone is simply affixed to the ceiling and is ready to use
- Totally contactless operation reduces risk of infection for users
- Advanced signal processing technique offers speech reinforcement and clear recording
- **Presenters** are location-free, hassle-free, and hands-free to focus on presenting
- **Students** are better able to comprehend the materials, whether they are in the room or participating remotely



Customer focused programs



Customer Loyalty Program

Rewards end-user customers who have purchased combined quantities of our select BRAVIA Professional Displays, Professional Laser Projectors and PTZ Network Cameras



Advanced Replacement Program

Customers that may experience a problem with a BRAVIA Professional Display or select VPL-Series Professional Laser Projector while still under warranty may be entitled to receive a replacement unit at no cost in exchange for the return of a unit that is determined by Sony to be defective



Zero-Percent Finance Program

Sony-sponsored lease financing program available from DLL, and take advantage of 12-month, 0% financing on select pro products




Our service commitment



- All pro products are backed by our product and parts warranty, ranging from one to five years
- Service centers and field service engineers offer responsive repair and maintenance services.
- SupportNet[®] service contracts go beyond a standard warranty with access to expert technical assistance
- Advanced Replacement Program for select pro displays and laser projectors still under warranty, ensures peace of mind secures the longevity of your product
- Pro.sony website includes all product features, specs, accessories, operations manuals, software and firmware downloads
- End-user customers receive updates on firmware upgrades, product trade-in programs and more with product registration

Our product portfolio

Capture	PTZ Cameras		4K & NDI HX Ready
	POV Cameras		4K 60p - Wide Angle Lens
	BOX Cameras		4K 60p - 25x Optical Zoom
	Beamforming Ceiling Mic		MAS Series
Create	AI-Based Video Analytics		REA Series
Project	Laser Projectors		3LCD Ultra-Compact
			3LCD Mid-Range
			3LCD Large-Venue
			4K SXRD

BRAVIA Professional Displays		Pro Series 32" to 100" 24/7 operation, designed for landscape, portrait and tilt
		Pro Tuner Series 55" to 85" 18/7 operation
Crystal LED Modular Video Walls		High Contrast C Series
		High Brightness B Series



Contact your Connection Account Team for more information.

Business Solutions
1.800.800.0014

Enterprise Solutions
1.800.369.1047

Public Sector Solutions
1.800.800.0019

www.connection.com/Sony

Connection is an authorized dealer of Sony Professional Displays.

Find out how Sony can help you
transform teaching and enhance learning.

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