

## Open Architecture Control a Hit at Infocomm Event Database Makes the Difference

Calypso Control Systems was not the only company at Infocomm this year talking about "open architecture control". As far as we could tell, though, we were the only company that actually had an explanation for (a) what it means and (b) how and why it delivers meaningful value to end users. For everyone else, it's a buzz word. For Calypso, it's a true differentiator.

In our world, open architecture means more choices, better value and greater simplicity. More choices because the Pro I/O is compatible with any standard user interface, ranging from a \$15 Sony remote control to the \$1000 MX-3000 to a Xantech wallmount touch panel or SP Controls products. They all work out of the box, which means customers and dealers have options that place the right interface into the right project at the right price.

Better value because we take advantage of standard design tools to deliver a complete feature set for prices more in line with the expectations of a growing market.

And greater simplicity because we reject the model that says you need to have programming language skills to build control logic into a graphical user interface. We prefer a "forms-fill-in" approach that does not sacrifice functionality.

Pro I/O delivers on these promises because it's designed around

an integrated "event database" that translates any incoming event (e.g., IR, serial or relay) into any outbound event. With this approach, control command complexity is reduced to (a) populating the event database with input and outputs and (b) triggering any item in the database with the right IR input, serial command or relay switch. Our approach completely separates the task of building a user interface from building control logic. The result? More choices, more value and greater simplicity.



Busy days at Infocomm in the Calypso booth.

## Creston and AMX Dealers Agree Pro I/O Fills a Rapidly Growing Market Segment

A recurring theme in our Infocomm booth involved conversations with dealers and system integrators currently selling AMX and Crestron solutions to the Pro AV market. While all agree that these solutions will continue to dominate the upper reaches of the market, there was also broad agreement that a large number of rooms need

control, but don't have budgets that align with AMX and Crestron solutions. The problem is not only the cost of the equipment, but also the expense associated with building even the simplest of interfaces. Accordingly, many dealers came to Infocomm specifically to find control solutions that would compliment their existing AMX

or Crestron offerings. As one SI put it, "I can't squeeze a \$6000 control solution into a \$15,000 total room budget, which is where the real growth is." We heard over and over that the Pro I/O is a great fit, for price, features and simplicity in this growing market segment.

### Inside this issue:

<i>Open Architecture at Infocomm</i>	1
<i>Crestron and AMX Dealers Agree</i>	1
<i>Pro I/O Web Server</i>	2
<i>MX-3000</i>	2
<i>Meet Andy Roeser</i>	2
<i>Aruba</i>	3
<i>Interactive White Boards</i>	3

### Upcoming Events

- June 28, AJA and Cobalt cables available for c\_Power
- July, work like crazy
- August 15, Pro I/O shipping
- September 15, Pro LT series shipping
- September 16, c\_Power SPIFF closes
- September 28-29, Rocky Mountain Video Expo
- January 2006, c\_Wheel shipping

## Pro I/O Web Server Makes Setup Fast and Painless

Smplicity is a theme you'll hear over and over again from Calypso Control. We're driven to make our products usable by the majority of AV designers and technicians, without requiring extensive, specialized training. This approach is core to our belief of how market demands will evolve as AV solutions grow into a more diverse range of applications.

Like we've said many times, Pro AV is transitioning from a specialized market to a broad market. The good news with this trend is that markets get much larger and our solutions become integral to the way our customers operate. Pro AV becomes

"must have" instead of "nice to have".

With this backdrop, it won't surprise anyone to learn that the primary interface on the Pro I/O, used for admin, setup and even monitoring, is an integrated web server and built-in web application, called c\_Web. With this approach, a technician can place the Pro I/O on an existing network, type its IP address into a web browser and, assuming proper network access, can immediately begin the process of configuring the unit for a specific application through the c\_Web interface.

Of course, most of the configu-

ration takes place within c\_Web's Event Database Setup screens. This is where both incoming events and outbound command sequences are defined. Incoming events are most likely to be IR commands, which can be "learned" directly by the Pro I/O and cut/pasted into the right screen. Relay status and serial strings can also be used as event triggers. And keep in mind that each of the 256 outgoing events can have up to 4 unique "actions", including an action that triggers another event.

Do you need to be a good technician to use c\_Web? Sure. Do you need to be a programmer? Definitely not!

*"If you feel like you're in control, you're just not going fast enough."*

*Mario Andretti  
Race Car Driver*

## The MX-3000 Remote Control

The MX-3000 is arguably the premier remote control in the home theatre market. With a color touch screen, stylish design and easy-to-use interface creation software, the only thing holding it back was its limitation to triggering only IR commands. (The RF hub merely transfers IR commands.) As a result, the MX-3000 has not fit into Pro AV applications that require relay and serial control.

Not anymore.

By matching the MX-3000 up with the Pro I/O master controller, installers can use outbound IR commands to trigger any IR, relay or serial command from the Pro I/O or Pro LT expansion modules. The key to all? The Pro I/O event database and c\_Web application. The combination can't be beat for conference and board rooms.



MX-3000 Remote Control

## Meet Andy Roeser, Technical Services Manager

We're pleased to welcome Andy Roeser to the Calypso team as Technical Services Manager. In his new role Andy will be the first point of contact for pre- and post-sales support for North America customers,

Andy has spent nearly his entire career with and around video technology, working primarily in broadcast facilities over the past

10 years. Most recently Andy was Master Control Operator and on-air technician for Fox SportsNet North and for Victory Sports One in Minneapolis.

Andy combines his passion for video technology with a strong customer service ethic. In his new role, Andy not only provides technical support, but becomes a valuable resource to

our Reps and Dealers as we configure Calypso products into various projects.

From July 5 on Andy can be reached at 715-381-9646 x110 or through email at [andy.roeser@calypsocontrol.com](mailto:andy.roeser@calypsocontrol.com). Email sent to [support@calypsocontrol.com](mailto:support@calypsocontrol.com) will be automatically forwarded to Andy as well.

## Aruba Control Interface Software Turn Any PC into a Device Controller

And then there are times when you need to drive control directly from a PC already in place. In many these applications, Aruba is the perfect solution. Aruba is inexpensive software that allows the dealer to set up a graphic button control interface and attach a control sequence to each button. Buttons can be arranged and labeled on "windows", which can cascade from one to the other.

Like all our software, Aruba is based upon a "forms-fill-in" approach, not on programming. The technician needs to know the protocols of the devices being con-

trolled, which is kind of stating the obvious, but does not need to know any 3rd party programming language.

In fact, Aruba can be set up to run in either of two ways. In "local" mode, Aruba directs commands to the serial ports on the computer upon which it runs. Many Aruba customers use it this way to control routers and switchers.

Alternatively, Aruba can run in IP mode, where the commands are steered to an IP address, which of course leads to the Pro I/O. From

there, anything is possible, including IR, serial and relay commands triggered through the event database.

Aruba carries a list price of \$695 for the first copy, but a price of only \$75 per additional copy for any installation.



## Interactive White Boards as Room Controllers

The speaker is in the front of the room, working through his presentation, making great use of the interactive white board. Suddenly he realizes he wants to jump to a different video clip. Or audio track. Or dim the lights. Or raise the audio level. Or switch from the DVD player to the video server. What happens next?

If the system has an integrated

Aruba interface and Pro I/O controller, he simply taps on the Aruba icon on the white board to launch the application, taps on the right buttons to do whatever needs to be done, minimizes the interface and continues with the lecture. How nice is that?

Because Aruba is a Windows-compatible application, it can easily reside on the PC driving the white board. No real

"integration" is required, just setup and go. Add the Pro I/O with its event database, and you've turned the white board into a full featured room controller for about \$2000, including interface development.

Best of all ... this bundle easily retrofits into existing interactive white board installations.

“

”

## About Calypso

Calypso Control Systems was formed in 1999 to provide the professional audiovisual industry with innovative, affordable and reliable device control and monitoring solutions. The company's product philosophy is based upon open architecture principals, designed to deliver choices, value and simplicity. Products include the **Pro I/O**, with embedded event database and on board web server, **Pro LT** expansion modules that add serial, IR, GPI and GPO connections to the Pro I/O master controller, **Aruba**, a graphical interface builder for professional device control and **Breeze**, a DTMF (touch tone) to Serial controller that provides remote control for any serial controllable device.

Calypso products are sold exclusively through Pro AV dealers and system integrators within North America and around the world.



# In Tune.

431 Second Street  
Suite 104  
Hudson, WI 54016  
[www.calypsocontrol.com](http://www.calypsocontrol.com)

Phone: 715-381-9646  
Fax: 715-381-9647  
[sales@calypsocontrol.com](mailto:sales@calypsocontrol.com)