

## Real World. Real Success.

### Calypso Products Have an Impact

While it's exciting to introduce new, innovative products to the industry, the real thrill comes from seeing how dealers are putting Calypso products to good use, solving problems and exceeding their customers' expectations. Calypso's approach to open architecture control is clearly having an impact. And while several exciting new product announcements are around the corner, it seems worthwhile to share some of our success stories with you ...



#### UT-500 Puts Projector Repair Guy Out of Business

A Fortune 500 company wanted to replace projectors in their many conference rooms, but were unwilling to pay programming fees to modify existing control systems. As a result, the company was repairing old projectors while searching for a long term solution. Enter the UT-500. Able to translate between old and new projector codes (or any IR and Serial codes), new projectors are being deployed with no programming changes. Problem solved.



#### Encore! for This School District

A Southern school district made the commitment to projectors and SMART Boards in every classroom. Still, they were struggling with how to make these tools seamless for teachers and manageable for support staff. An ION-LT attached to each projector provides economical network-based classroom control and remote monitoring, while encore! software placed an intuitive graphical interface on each teacher's desktop **and** on the whiteboard itself. As a result, teachers need virtually no training and the investment in technology pays off.



### **Controllable Classroom Audio**

This midwestern school district is a big believer in the power of classroom media and the importance of seamless integration. Accordingly, they've placed two 32W Calypso CA-1000 controllable audio amplifiers and an RK3 wall mount touch panel in each of their latest concept classrooms. As a result, they now have more functionality and a more intuitive interface, at a lower cost, than ever before.

We'll keep you posted on our latest product developments and case studies. Be sure to visit our web site for the latest product information and other news. Or even better, give us a call to talk about your projects. We hope to hear from you.

Best regards,

A handwritten signature in black ink, appearing to read "David Parish". The signature is stylized and fluid.

David Parish  
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