



Product Launch

..... by Neets - coming soon!



Imagine...

an AV system hub

that end-customers and users can
easily understand and use

an AV system hub
that opens new opportunities in a
previously unserved customer group

an AV system hub
that helps you to easily bundle to
meet customers' specific needs

an AV system hub
that almost sells itself!

Solvo by Neets

AV System Hub

Combine. Connect. Control.



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User-driven **business**

Insights from market research



Market polarization

The AV industry is getting polarized – more large and integrated installations, but also many, many meeting spaces with less tech and BYOD needs



Gap in the product portfolio

For every 1 large installation, there are 5-10 smaller installations, but the end-customers express that pro-av integrators do not have products to offer in these situations



BYOD - on the rise

The need for rooms and spaces enabling presentation and collaboration via BYOD and collaboration tools like Zoom, Teams etc. is on the rise



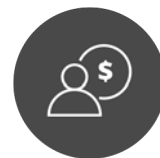
End-customer research – and power

The end-customers have changed the sales process – they research online and offline before getting in touch. Products that are easy to communicate – and understand - are key



Rising need for easy, specific applications

There is room in the market for an application-focused pro-AV control system targeted smaller rooms for presentation and collaboration – that is easy to explain and install



Unserved customer group

End-customers often end up with consumer products that gives them a lot of problems down the road, and they know this. They are looking for out-of-the-box Pro-AV solutions



Benefits for your **End-Customers**

1. No more support

Less user support due to the one USB cable connection
– no fuss, no problems – everybody can figure it out

2. One USB cable for everything

Sound, image, data transfer and Ethernet via only one USB cable connection to Solvo by Neets – no HDMI needed for BYOD

3. Automation with CEC technology

Upgrade from “room” to pro-system in no time with plug-n-play intelligent alternative to a traditional USB hub thanks to built-in CEC technology that automatically turns on / shuts off all connected devices

4. Future proof solution

High compatibility ensures flexibility in choice of future AV technology regardless of brand and technology

5. Installation-friendly hub

Compact control system in Scandinavian design suitable for wall-mounting with built-in screw holes and zip tie holes for easy installation



Benefits for your **Resellers**

1. One USB cable for everything

USB cable offers universal standard for transfer of sound, image and data and stable Ethernet connection

2. Automation with CEC technology

Intelligent alternative to traditional USB hubs thanks to built-in CEC technology that automatically turns on and shuts off all connected devices

3. No configuration required

No configuration, no companion app. No nothing. This makes for easy system creation – everybody in the organization can sell Solvo by Neets.

4. Bundle – and upsell from display-only solutions

The plug-and-play intelligence enables you to bundle with almost every brand and product in your portfolio

5. Win the “missed opportunities”

Win the 5-10 smaller room installations that the end-customers are not requesting from you today



Benefits for **You**

1. One USB cable for everything

USB cable offers universal standard for a plug-and-play product that is EASY to explain and offers a convincing solution

2. High-turnover product

Fits almost any installation for specific applications, which are on the rise; e.g. huddle rooms, small meeting or learning spaces

3. Bundle with your brands and products

The plug-and-play intelligence enables you to bundle with almost every brand and product in your portfolio

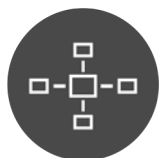
4. Next generation AV control system

The AV system hub category builds upon 20-years of experience delivering user-friendly AV control systems; the Pro-AV system hub provides “control” in opposite to the traditional USB hubs only providing connections



What is **Solvo by Neets**

Pro-AV system hub



Application focused AV system hub

Solvo by Neets is a new generation AV hub combining USB, HDMI and user-friendliness to replace traditional USB hubs



One cable only for BYOD

Plug in one USB cable and you are ready to go. Solvo by Neets controls all connected devices via USB



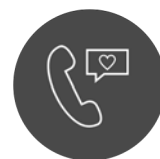
New-bizz opportunities

Configuration-free installation is an offer to the customers who previously did not choose Pro-AV for smaller rooms



Presentation and collaboration

Solvo by Neets is a true plug-and-play solution for spaces used presentation and collaboration with BYOD



User-friendly product – no support

One cable only to get started – and no more support for the IT-manager. An argument they understand and are willing to pay for



Supplementary product

A perfect supplement for your brand portfolio. You can still create easy to use, easy to configure, custom rooms with all the other Neets products

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Versatile installation

Pro installation ready

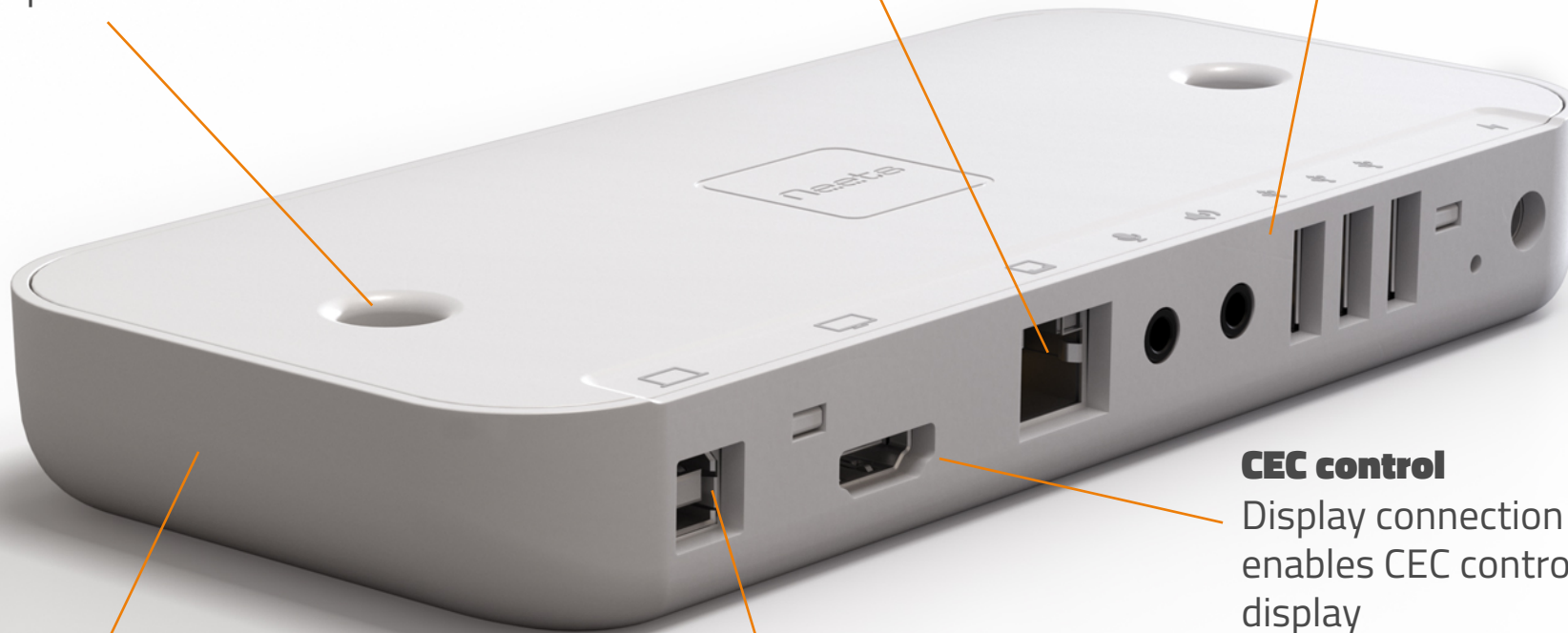
- Screw holes
- Holes for zip ties

Stable connection

1 x Ethernet

Bundle with any brand

1 x HDMI, 4K
3 x USB
2 x AUX



Small size

Suitable for installation

- behind the display
- inside a cable cubby

CEC control

Display connection through HDMI that enables CEC control of any compatible display

One cable only for BYOD

BYOD connection via one USB cable ensuring

- Transfer of data, video and audio
- Stable connection to Ethernet

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BYOD

Presentation and Collaboration



And all the rest....

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Tech specs

Video

4K/UHD (3840x2160), 30fps - DisplayLink technology
Compliance - HDMI 1.4, HDCP 2.0, EDID

Connections

Laptop (BYOD), USB-B (3.0) - upstream port
Webcam or other 3.0 comp. devices, USB-A (3.0) - downstream port
Microphone, Whiteboard etc. - USB-A (2.0), downstream port
TV/Screen (CEC compatible) - HDMI type A
5VDC Power inlet, 5.5x2.5mm - DC input
Audio Out (Analog): Speaker, Soundbar, etc. - 3.5mm stereo jack
Audio In (Analog): Microphone - 3.5mm stereo jack
Gigabit Ethernet/Network - RJ45, ethernet port

Other interfaces

Status Indicator - 1x LED (RG Light Emitting Diode)

Power Consumption

230VAC/50Hz (15W) - External PSU: 230VAC => 5VDC/3A

Weight

Weight: <500g

Mounting/Installation

Wall mounting - 2x 5mm through-holes
Bracket/Frame Mounting - 2x support for zip ties

Material/Color

ABS Moulded Plastic
White (RAL9016), matt

Approval/Certification

CE regulations - EN 55024:2010 | EN 55032:2012
FCC regulations - FCC Part 15, Class A

Environment

Protection class - IP 30
Operational temperature - 10 °C to 30 °C
Operational humidity - 10 – 90 %



Opportunity

with Solvo by Neets

- ✓ New bizz; create value in BYOD rooms
- ✓ Add value in basic solutions to end-customers in portfolio
- ✓ Upgrade existing solutions from display only to user-friendly collaboration and presentation

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Pricing

Aggressive pricing

MSRP

€395

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Shipping

May 2020

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Marketing

How and where to communicate Solvo by Needs

The End-customer buying process often starts online*

- 92% of B2B purchases start with a search
- 75% of B2B buyers use social networks to learn about different vendors
- In 2020, 80% of the B2B buying process will take place with zero human contact

Communicate online!

Solvo by Needs - AV system hub closes the gap in your Pro-AV product portfolio for the end-customers searching for BYOD solutions

* Forrester & Gartner



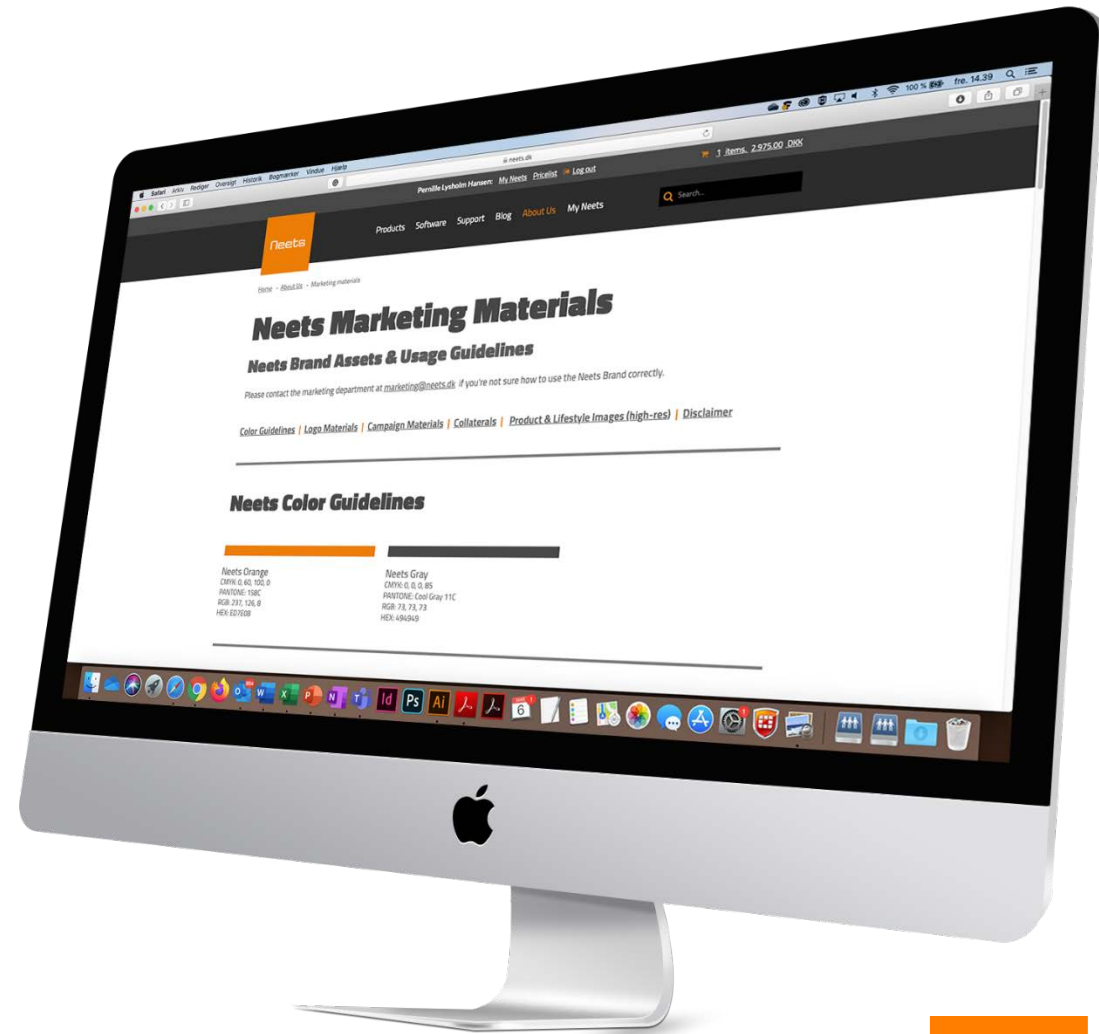
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Materials

We will help you communicate

Available for download medio April 2020

- Product images
- Concept images
- Concept video
- Press Release
- Newsletter text
- SoMe texts
- Digital ad visuals



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Thank you!

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