



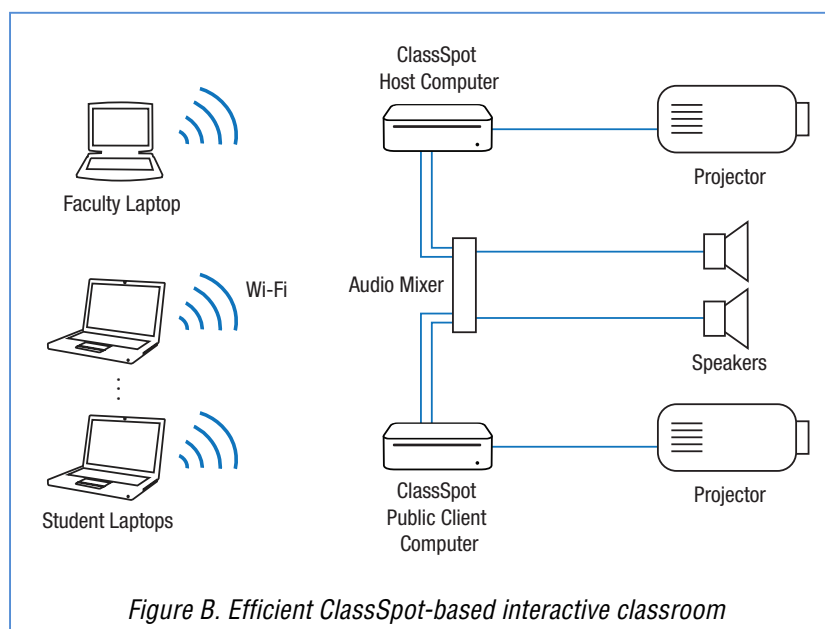
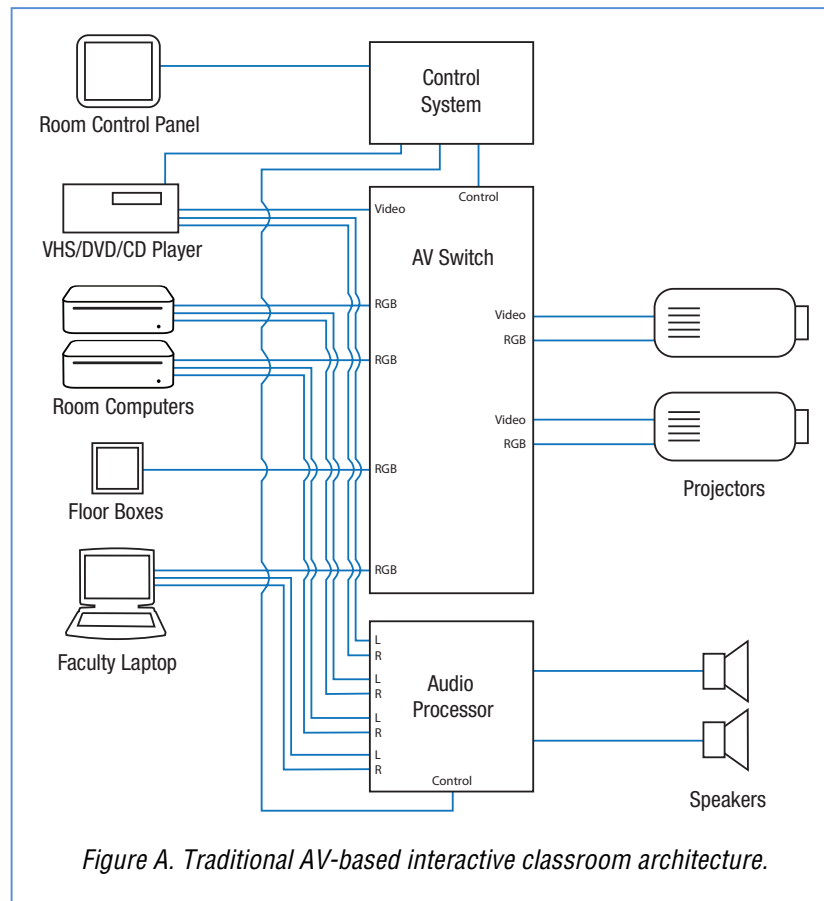
## Cost Analysis: ClassSpot™ vs. Traditional AV Systems

### *INTERACTIVE CLASSROOMS AT A FRACTION OF THE COST*

*An analysis by The Sextant Group (a national independent, Diamond-Certified consulting firm specializing in learning space planning and design) compared the cost for outfitting a state-of-the-art interactive classroom using Tidebreak's ClassSpot software to using a traditional switch-based AV solution. The room design assumed dual-screen projection at the "teaching wall." A detailed analysis showed that ClassSpot reduces the 5-year technology systems cost by almost 40% and reduces energy usage by more than 1,600kWh/year, because ClassSpot eliminates the need for much of the hardware and custom interface development. At the same time, the ClassSpot solution provides a richer and more dynamic learning experience thanks to the advanced collaboration features the software provides.*

*Schematic diagrams of the two systems architectures and the side-by-side cost comparison are shown on the following pages.*

## Schematic Comparison Between Traditional and ClassSpot Approaches



## Interactive Classroom Using Traditional AV System

	Qty	Price	Extension
<b>DISPLAY DEVICES</b>			
HD WUXGA single-chip DLP projector	2	5,000	10,000
Video Projector Ceiling Mount	2	195	390
Projector and Equipment Security Alarm Device	2	86	172
			<b>10,562</b>
<b>SOURCE DEVICES</b>			
Laptop Breakout Cable w/Audio for Computer Video	1	85	85
Custom Input Plate for Collaboration Station	5	300	1,500
Multimedia PC	1	‡	‡
DVD Player	1	180	180
Rackmount Kit	1	176	176
Computer Video Interface	1	520	520
Under Desk Mounting Kit for Computer Video Interface	1	35	35
			<b>2,496</b>
<b>SIGNAL PROCESSING, ROUTING, AND DISTRIBUTION</b>			
8x8 RGBHV Video Matrix Switcher w/Audio	1	6,190	6,190
			<b>6,190</b>
<b>SOUND REINFORCEMENT SYSTEM</b>			
2 Chanel Amplifier	1	300	300
Medium/Large Stereo Loudspeaker	2	245	490
			<b>790</b>
<b>CONTROL SYSTEM</b>			
Control System Processor	1	2,700	2,700
6.4" Control Touch panel	1	3,800	3,800
Power Supply for Control System Controller	1	188	188
			<b>6,688</b>
<b>RACK, PANELS, MISCELLANEOUS</b>			
Caster Base with 3" Casters for Rack	1	134	134
RGBHV Cable with audio and control Per Foot	270	3	810
Rack Panels, Vents, Mounts, Shelves, other rack materials	1	200	200
Installation Materials	1	1,772	1,772
42" Equipment Rack (24RU)	1	722	722
Vented Front Door for 42" Equipment Rack	1	234	234
Side Panels for 42" Equipment Rack (Pair)	1	311	311
Small Floor Box	4	165	660
			<b>4,843</b>
<b>Total Systems Equipment</b>			<b>\$31,569</b>
<b>SYSTEMS LABOR</b>			
Systems Installation Labor		2,963	
Control Software Development		1,341	
			<b>4,304</b>
<b>Total Equipment &amp; Systems Labor</b>			<b>\$35,873</b>
5-Year Service Estimate (for hardware)		3,587	
<b>Total Room Technology Costs</b>			<b>\$39,460</b>

‡ Owner-furnished equipment

\* Assumes ClassSpot license is part of 20 license, 5 year bundle

## Interactive Classroom Using ClassSpot System

	Qty	Price	Extension
<b>DISPLAY DEVICES</b>			
HD WUXGA single-chip DLP projector	2	5,000	10,000
Video Projector Ceiling Mount	2	195	390
Projector and Equipment Security Alarm Device	2	86	172
			<b>10,562</b>
<b>SOURCE DEVICES</b>			
Small Form Factor Computer	2	599	1,198
			<b>1,198</b>
<b>CONTENT ROUTING, DISTRIBUTION AND CONTROL</b>			
ClassSpot, 5-year license (*)	1	7,980	7,980
			<b>7,980</b>
<b>SOUND REINFORCEMENT SYSTEM</b>			
2 Chanel Amplifier	1	300	300
Medium/Large Stereo Loudspeaker	2	245	490
			<b>790</b>
<b>RACK, PANELS, MISCELLANEOUS</b>			
Cable, Terminations, Cable Dressing, etc.	1	150	150
RGBHV Cable with audio and control Per Foot	70	3	210
Installation Materials	1	1,044	1,044
			<b>1,404</b>
<b>Total Systems Equipment</b>			<b>\$21,934</b>
<b>SYSTEMS LABOR</b>			
Systems Installation Labor		945	
Software Configuration		63	
			<b>1,008</b>
<b>Total Equipment &amp; Systems Labor</b>			<b>\$22,942</b>
5-Year Service Estimate (for hardware)		1,230	
<b>Total Room Technology Costs</b>			<b>\$24,172</b>

39% Savings!