

# Case & Point

» GLASGOW RESIDENTIAL REFURBISHMENT



## Overview

- 71 refurbished apartments in the heart of Glasgow's Merchant City
- 33 apartment and duplex design types each with a specifically designed AV platform
- Sales support & education provided to ensure maximum leverage was delivered from this area of specification
- Client options to add new or existing equipment



## Service

HTI provided a turn key operation for the developer undertaking all design work for each of the 33 apartments types, supply of cable, first fix wiring, testing and second fix installation over an 18 month period.

Close liaison with the developer sales and marketing team ensured that client benefits of such a platforms were understood and appropriately communicated during the pre-sale period.

Hand on assistance was available for specific client interaction and event (launch) attendance.

A bespoke cabling platform was provided allowing the homeowner to add equipment based on their individual requirements and lifestyle.

This platform allowed distribution of broadband, telephone, TV, High Definition content and audio throughout each property which was star wired and cabled back to a central store. Customers were therefore able to hide most equipment whilst controlling it within each appropriate room.





## Deliverables

### Audio Provision

Speaker wiring and on-wall control points were provided in the lounge and both bedrooms for future upgrading.

Accurate drawings ensured that appropriate holes could be cut to allow flush in—ceiling speakers and control to be fitted.

### Home Cinema Capability

The main lounge area was provisionally wired for a 5.1 surround sound cinema system (5 in ceiling speakers and a subwoofer point) to take maximum advantage of the catalogue of films and music video recorded in surround sound.

### Showhome (for show)

A showhome was equipped with a Denon-based home cinema system using a Blu-Ray player and Apple TV as sources to a 42" Panasonic screen.

Likewise an iPod was used as a music source to demonstrate the Grand Concerto NUVO audio system capabilities within the master bedroom and en-suite.

Sales team members were briefed as to its operation and encouraged to become familiar with the equipment.

### Data Distribution

With a patch panel at its centre the internet can be distributed in both a wired and wireless fashion giving clients flexibility and the sure and certain knowledge that, if working from home or downloading large files the signal will not be compromised.



**Your Space. Your Way.**

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