

DGnet

Collaborate

Redefining Integrated Communications



What is DGnet?



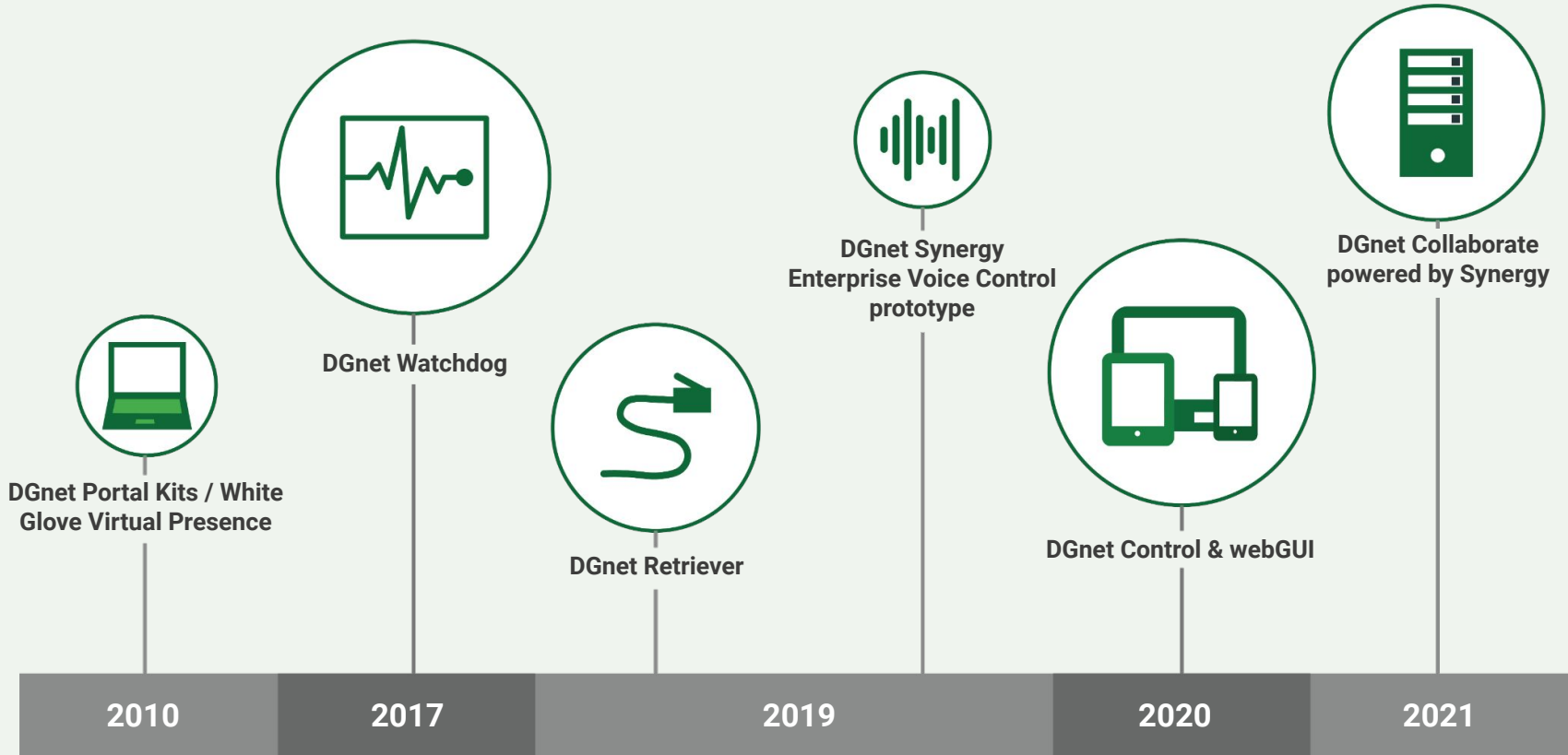
- **Damiano Global Network (aka DGnet) is the R&D division of DGC**
- **DGnet embodies the convergence of AV and IT**
- **DGnet adapts proven IT best practices for application within the professional AV and broader Internet of Things (IoT) markets**
- **DGnet innovations are transformative and seek to elevate the industry**

DGnet Strategy



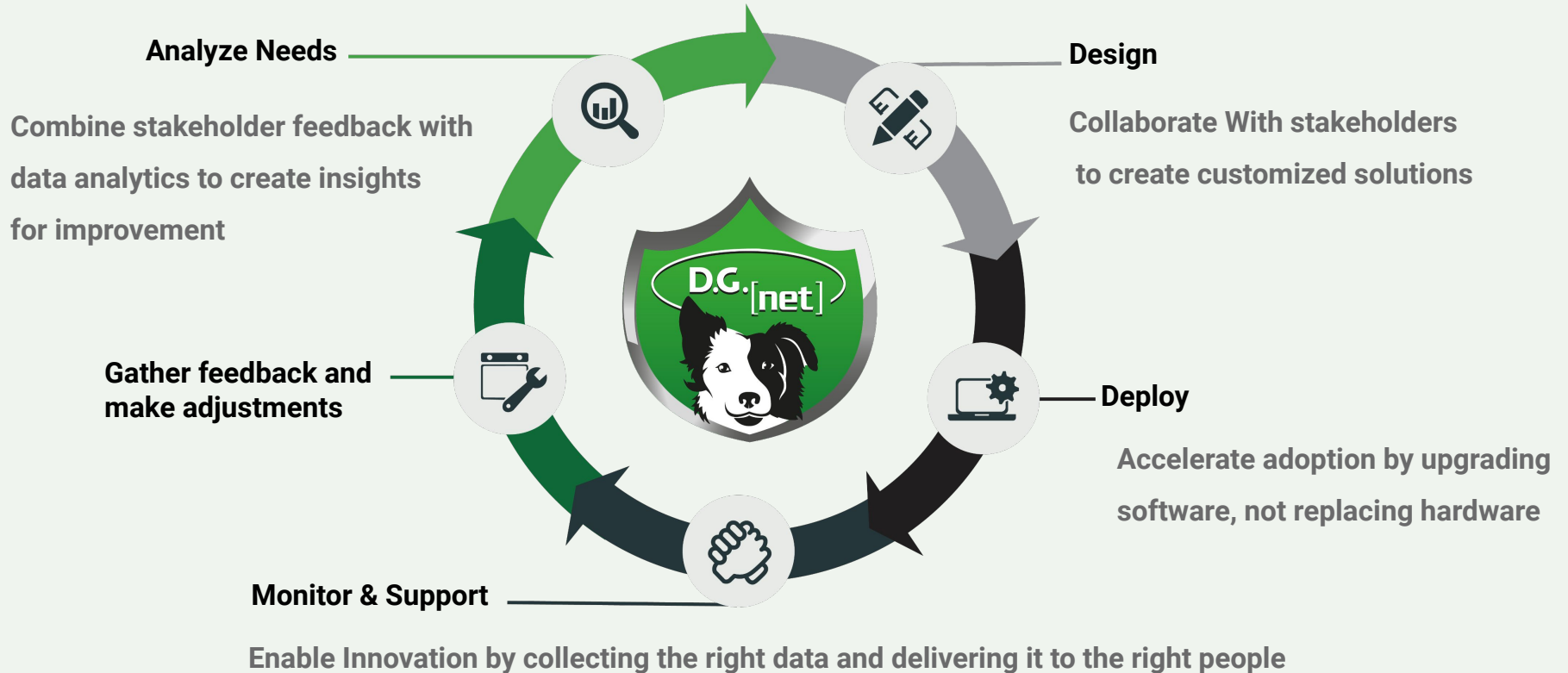
- **DGnet innovations are well crafted and highly scalable**
- **Specialists from around the world are recruited to make up the DGnet team**
- **The DGnet development process is based more on structural engineering than traditional software engineering**
- **Quality of service has grown with the companies size**
- **Unique management approach creates happy team members, and happy team members create better software**
- **Leverages extensive custom integration experience to meet customer requirements rather than try to fit them into a box**

DGnet Innovation Timeline



Agile Integration

Agile Integration embodies the convergence of AV and IT to maintain quality and rapidly address changing business needs.



What is DGnet Collaborate?



Transforms existing infrastructure such as a room with a compact workstation and touch panel into a whole room collaboration and control platform with DGnet Watchdog enhanced monitoring and web GUI built in



Facilitates Agile Integration which creates a constant feedback loop from operations back into development to maintain quality and rapidly address changing business needs



Versatile platform where yet-to-be-imagined features or whole new conferencing platforms may be continually tested and deployed without changing the equipment installed

Classroom Collaboration + DGnet Collaborate = Agile Classroom Integration

How does DGnet Collaborate Work?



Uses proven local virtualization technology to turn one physical computer into several



Combines DGnet innovations to create a custom controller and source device that can switch between full implementations of popular applications like Microsoft Teams Rooms, Zoom Rooms, Google Meet, Webex and PC desktop



Fully managed by DGnet to provide a White Glove support experience



Utilizes snapshot technology to instantly restore applications to known good states if updates or changes cause any problems

Why Use DGC and DGnet?



Traditional hardware vendors like Poly, Cisco, Creston, Logitech, etc.

- Focus on hardware (and selling more of it)
- Software development is typically not a core competency and is often a loss leader to sell more hardware
- Software solutions that extend hardware service life conflicts with the core business model of selling hardware
- This business model typically works out better financially for small to medium sized business customers



Professional services firms and custom developers like DGC and DGnet

- Focus on professional services (and expanding their scope)
- Software development is a core competency and hardware is a loss leader to earn more professional services contracts
- Software solutions that extend hardware service life are core to the custom software development business model
- This model typically works out better for large businesses with high volume and unique operational requirements

Why Is This Important to Customers?



Leverage the power of large companies like Dell, Lenovo, and HP to provide customized, trusted hardware in quantity



The nimbleness and drive of a smaller company to provide the care, attention, and responsiveness needed to ensure ongoing successful deployments



The means to prolong the useful service life of deployed hardware to realize a higher return on investment

DGnet Collaborate keeps you ahead of the pack!



DGnet

Collaborate



Switch platforms at the speed of business!

