

 **AVAS A SERVICE**

Take Control of Your Guest Experience. Move from short-term rentals to smarter, permanent infrastructure.

# The Experience Economy

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In 2024, hospitality isn't just about service; it's about the environments we create. Technology is the heartbeat of that environment.

# THE COST OF TEMPORARY AV



## Fragmented Experience

Temporary setups break the flow of events, dilute brand consistency, and leave guest satisfaction at the mercy of external providers.



## Hidden Operational Drain

Repeated rental cycles lead to higher long-term costs, technical friction during setup, and outdated equipment dependencies.

# OWN THE EXPERIENCE

## Move beyond "making do."

By shifting to a permanent AVaaS model, you treat your audiovisual systems as a core strategic asset rather than an ad-hoc necessity.

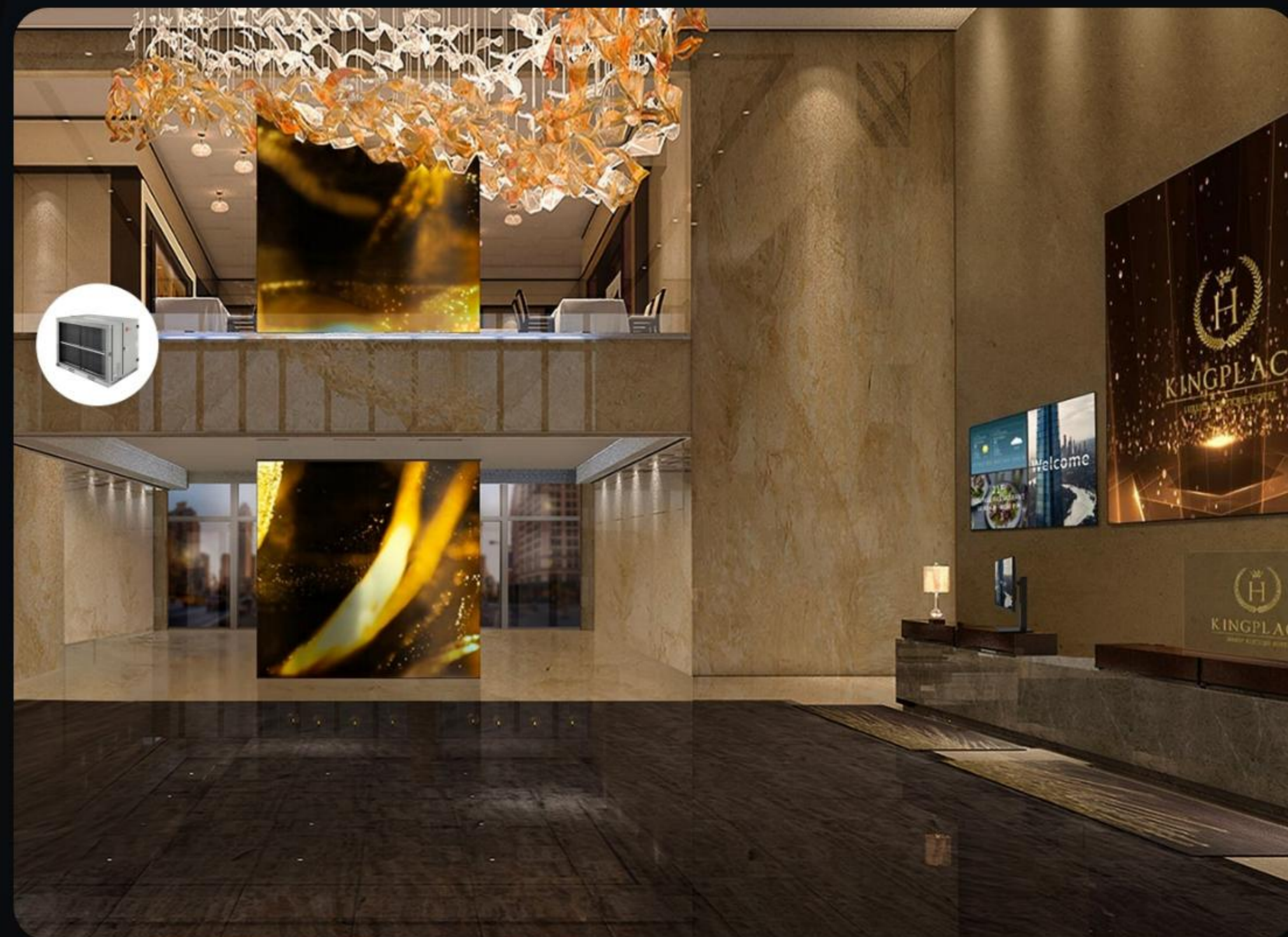


# OUR SOLUTION: AVAAS

## A Fully Managed Model

AVaaS combines high-quality, fixed systems with flexible leasing and expert oversight.

- ✓ Continuous Hardware Upgrades
- ✓ Dedicated Event Staffing
- ✓ Predictable Monthly OpEx



# STRATEGIC ADVANTAGES



## Full Control

Manage AV quality and brand experience with precision across every venue.



## Seamless Execution

Eliminate setup delays with integrated systems ready on-demand.

## Reduced Costs

Avoid premium rental markups and high labor costs for every event.

# CAPITAL EFFICIENCY

0%

UPFRONT INVESTMENT

## From CapEx to OpEx

Preserve your capital for core property development. Our AVaaS model allows you to deploy state-of-the-art technology with zero down payment and simple, predictable monthly billing.

# RENTAL VS. AVAAS

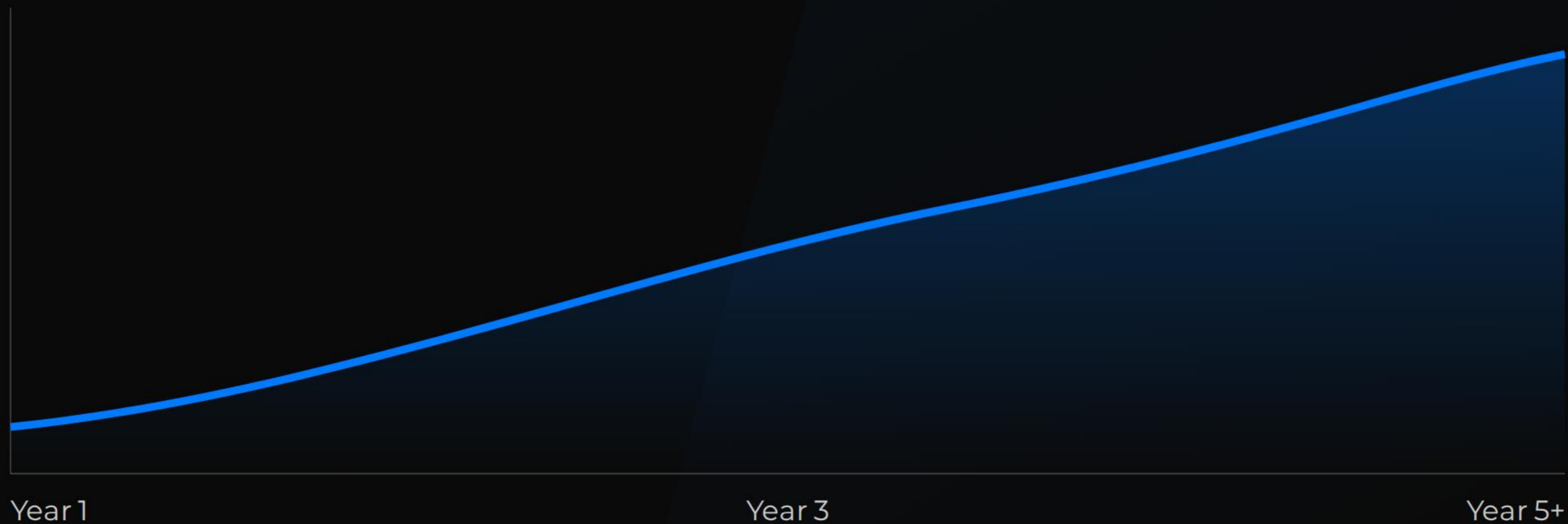
Feature	Third-Party Rentals	AVaaS Managed Solution
Integration	Temporary / Cables exposed	Seamless / Permanent
Availability	Subject to vendor schedules	On-demand 24/7
Brand Quality	Inconsistent equipment	Guaranteed Premium
Tech Currency	Aging inventory	Annual Tech Refresh

# CapEx vs. OpEx: The Shift

Feature	Traditional Ownership (CapEx)	AVaaS Solution (OpEx)
Initial Investment	High Upfront Capital Outlay	<b>Zero Upfront Investment</b>
Technology Lifecycle	Fixed (Risk of Obsolescence)	Continuous Upgrades Included
Maintenance Costs	Unpredictable & Recurring	Predictable Monthly Fee
Risk Management	Internal Responsibility	Transferred to Provider

# FUTURE-PROOF INFRASTRUCTURE

Capability Curve with Annual Upgrades



AVaaS ensures your venue never faces technological obsolescence. We manage the lifecycle, you manage the revenue.

# VENUES WE TRANSFORM



**Boardroom**



**Corporate Centers**



**Conventions**


# OUR FULL-SERVICE SCOPE

- ✔ Permanent System Design & Install
- ✔ Preventive Maintenance & 24/7 Support
- ✔ Audio, Visual & Lighting Integration
- ✔ On-site Event Technical Staffing
- ✔ Centralized Control & Automation
- ✔ System Technology Refresh

# MAKE THE SHIFT

Take control of your guest experience today.

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# IMAGE SOURCES



<https://cache.marriott.com/is/image/marriotts7prod/wi-nycwu-ballroom-with-stage-15547:Wide-Hor?wid=1920&fit=constrain>

Source: [www.marriott.com](http://www.marriott.com)

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Source: [www.lg.com](http://www.lg.com)

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