



SEAMLESS KITTED UNIVERSAL

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Sr. Director Central/West



PRODUCT OVERVIEW

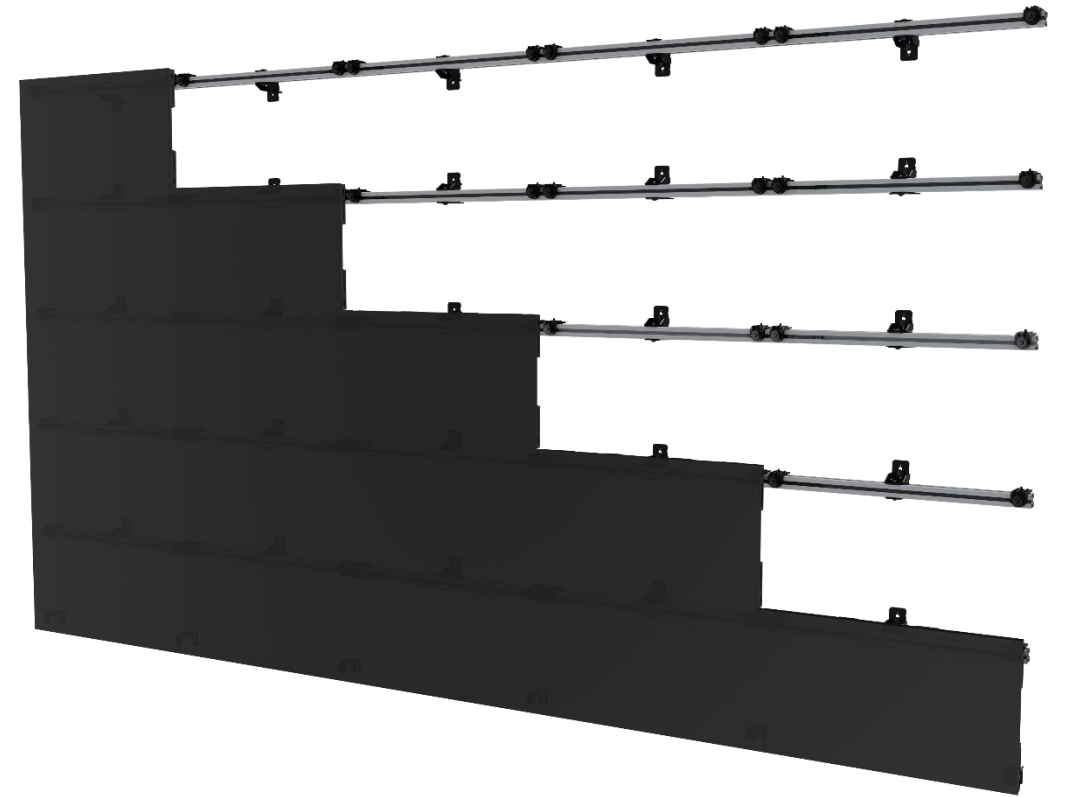
SEAMLESS Kitted Series Universal dvLED Mounting System for
Latching Displays

PRODUCT OVERVIEW

Product Name: SEAMLESS Kitted Universal dvLED Mounting System for Latching Displays

Model Number: DS-LEDUNV

Available Colors: Silver/Black



8 KEY IMPROVEMENTS



PART IMPROVEMENTS



WALL PLATES

Vertical slot provides y axis adjustment.



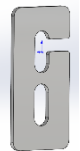
EXTRUSIONS

Shorter lengths can now ship parcel



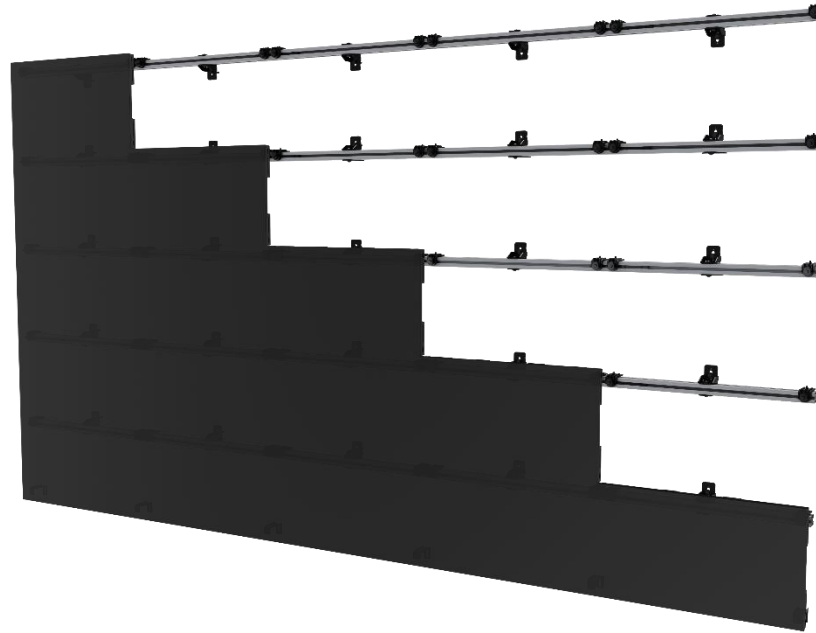
NUT BAR

The new design self aligns the extrusions.



SHIMS

Stays centered behind the wall plate which provide a solid foundation.



UNIVERSAL HARDWARE

Compatible with a variety of latching dvLED displays. Centers the adaptor on the mounting hole, providing greater precision.

CONDENSED PACKAGING

Up to 50% smaller. Reduces shipping costs and warehouse space when storing

STANDOFF

Telescoping design is easier to adjust.



PACKAGING IMPROVEMENTS



Old packaging up to...
121" x 16" x 7"

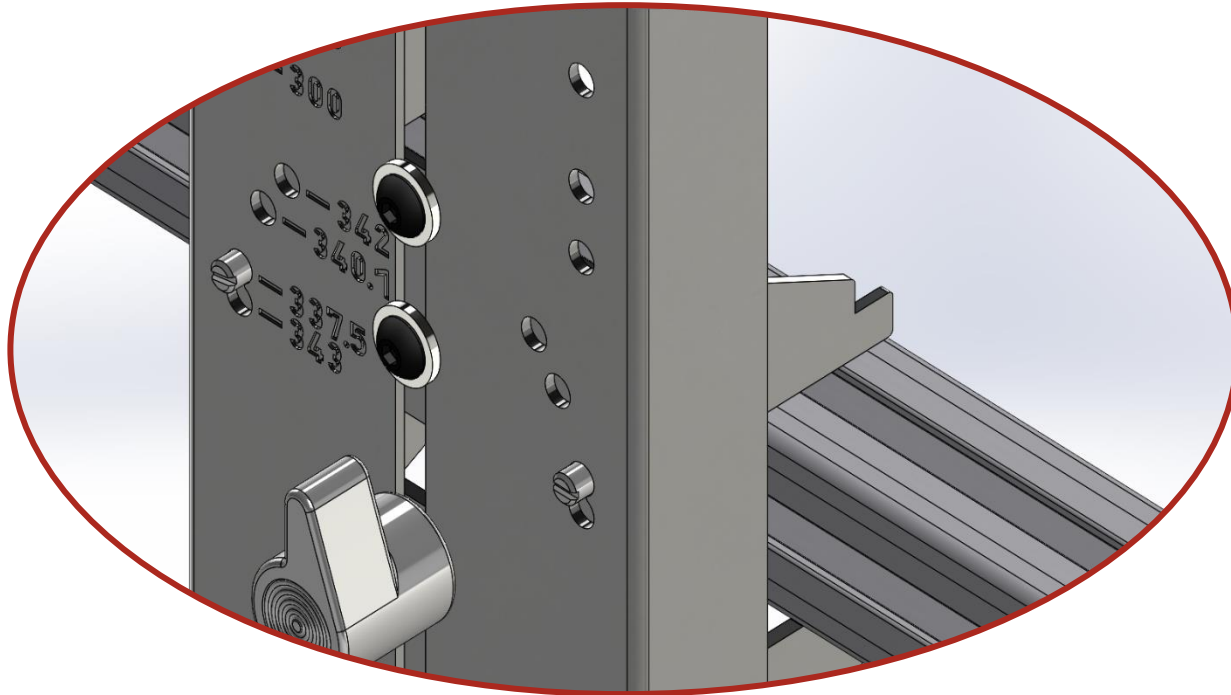


New packaging up to...
49" x 12" x 12"

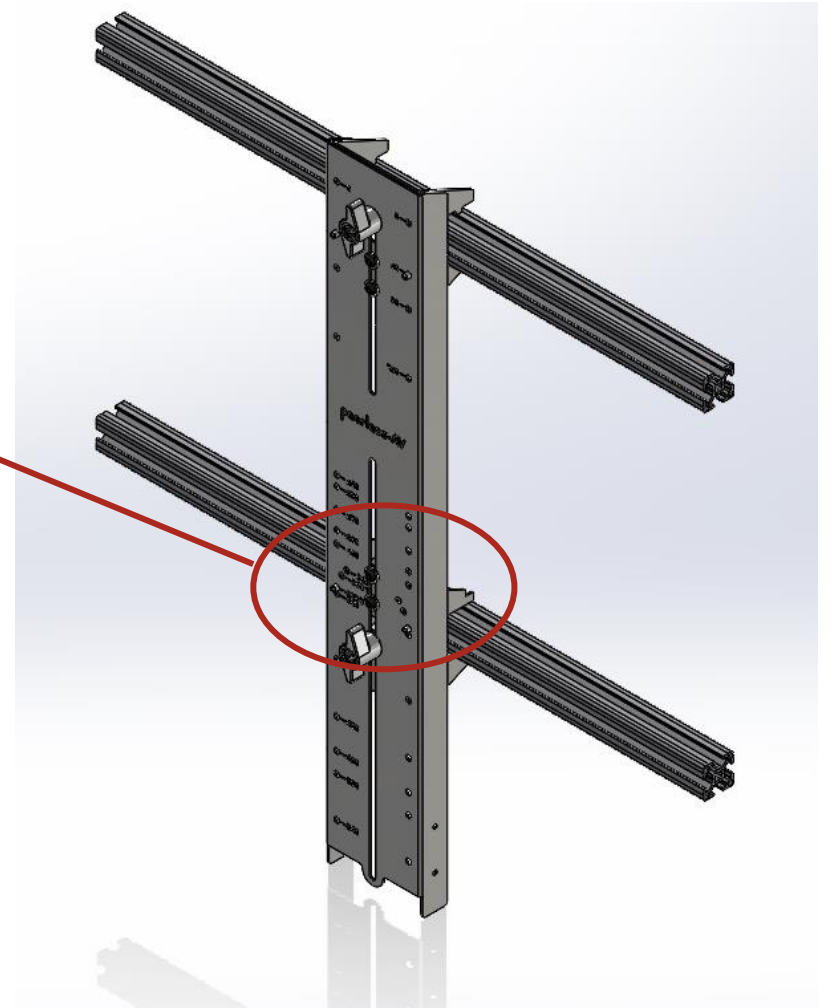


*Based on an 8x8 Configuration

UNIVERSAL SPACER

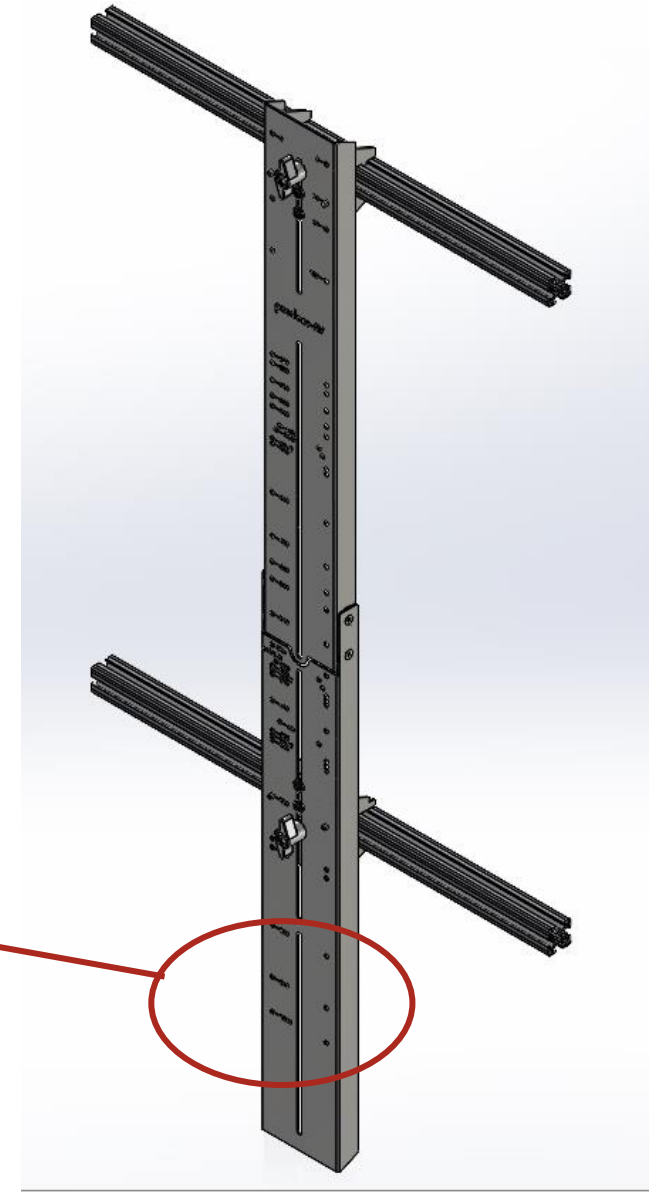
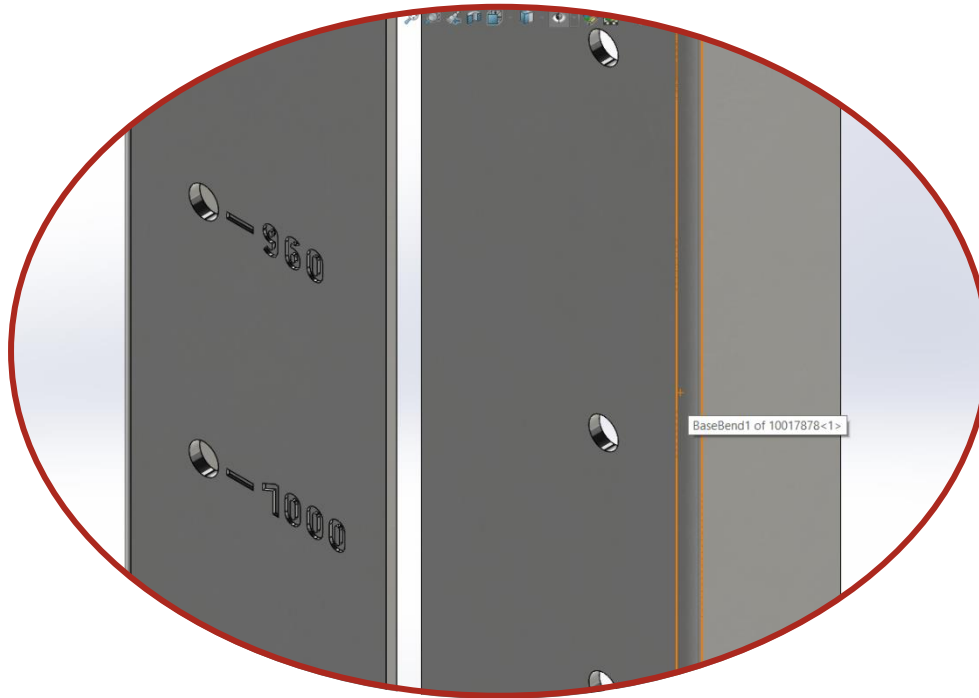


Designated pin locations for all compatible displays on market

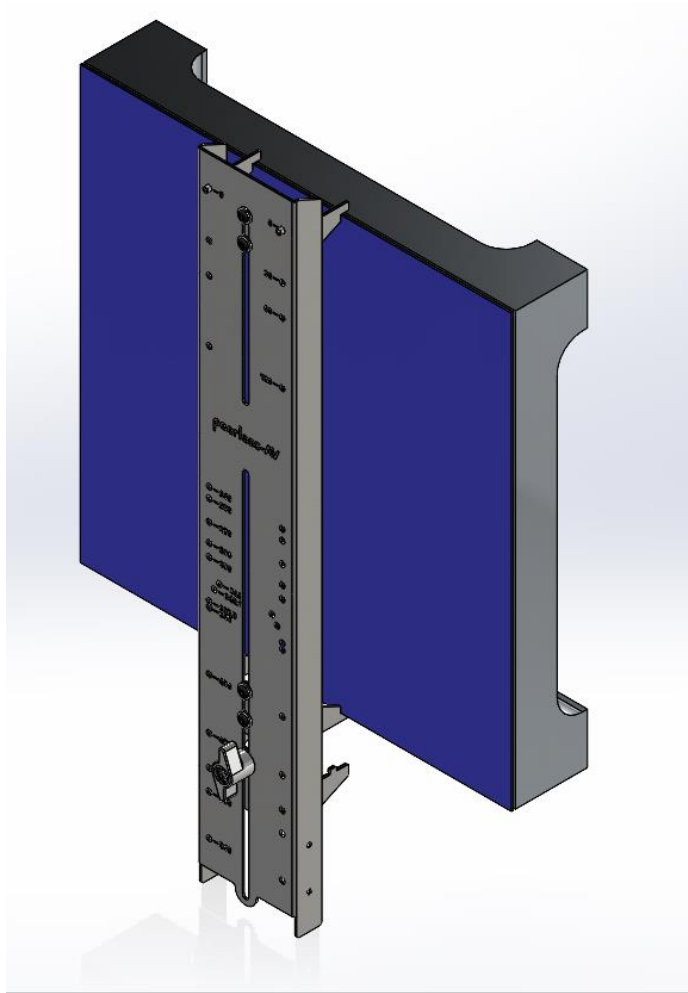


UNIVERSAL SPACER

Included extension for displays up to 1000mm tall



UNIVERSAL SPACER



- Compatible with non standard display sizes
- Caliper feature measures the display to set the proper extrusion spacing

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Options for cutting the extrusion



3 Seconds



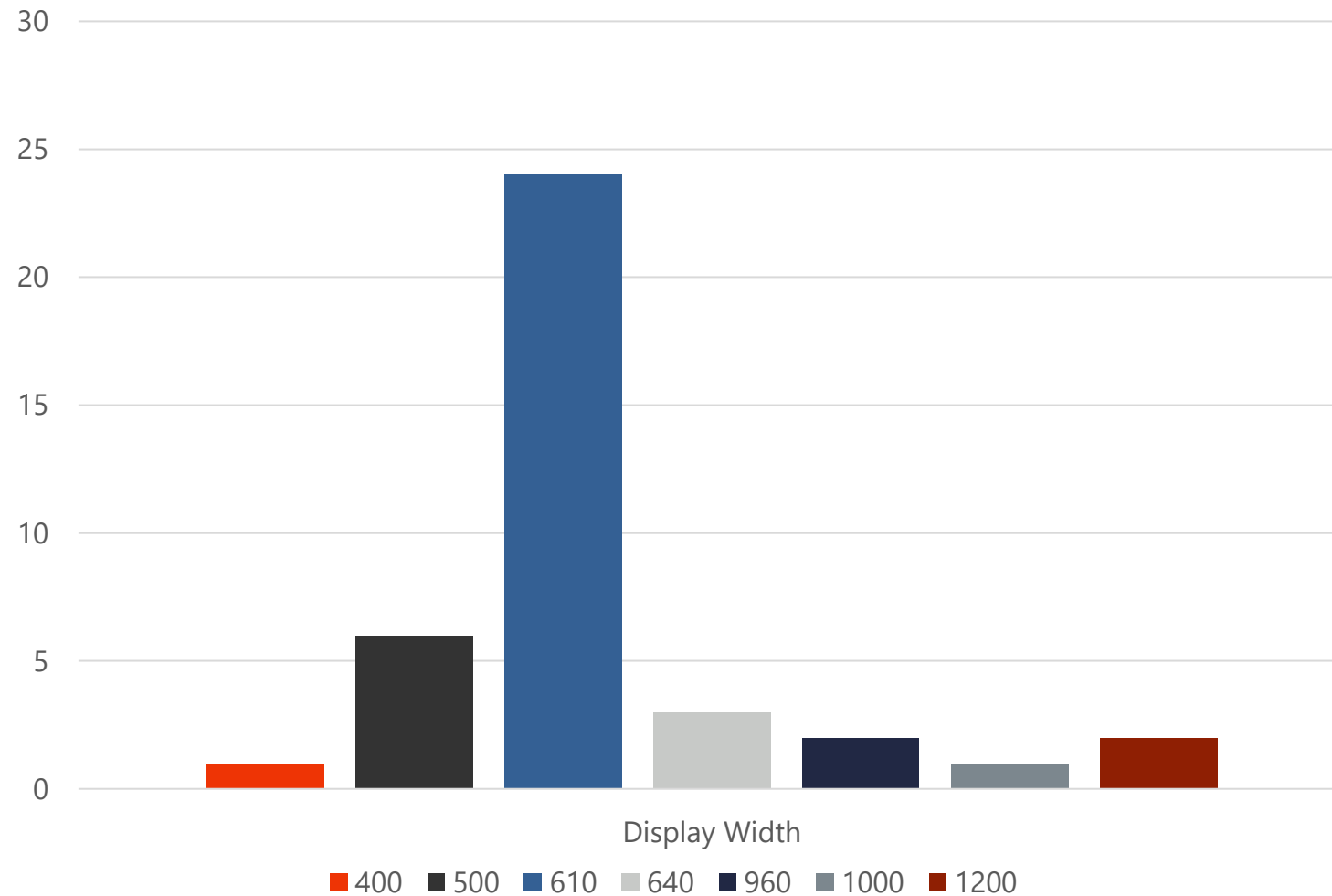
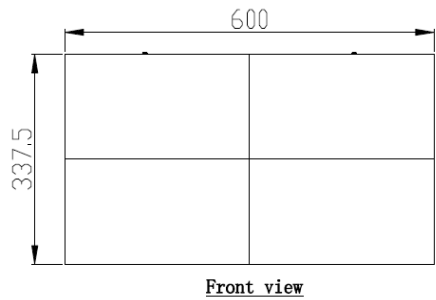
23 Seconds



73 Seconds

DS-LEDUNV

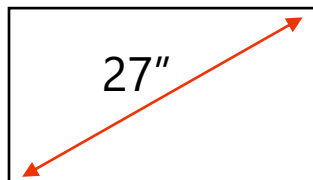
Displays by Size



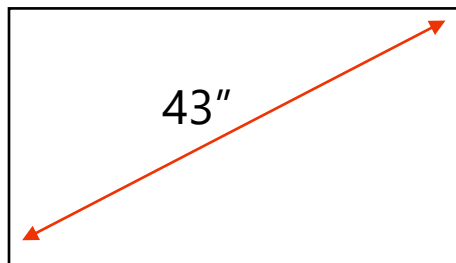
DS-LEDUNV

Displays by Size

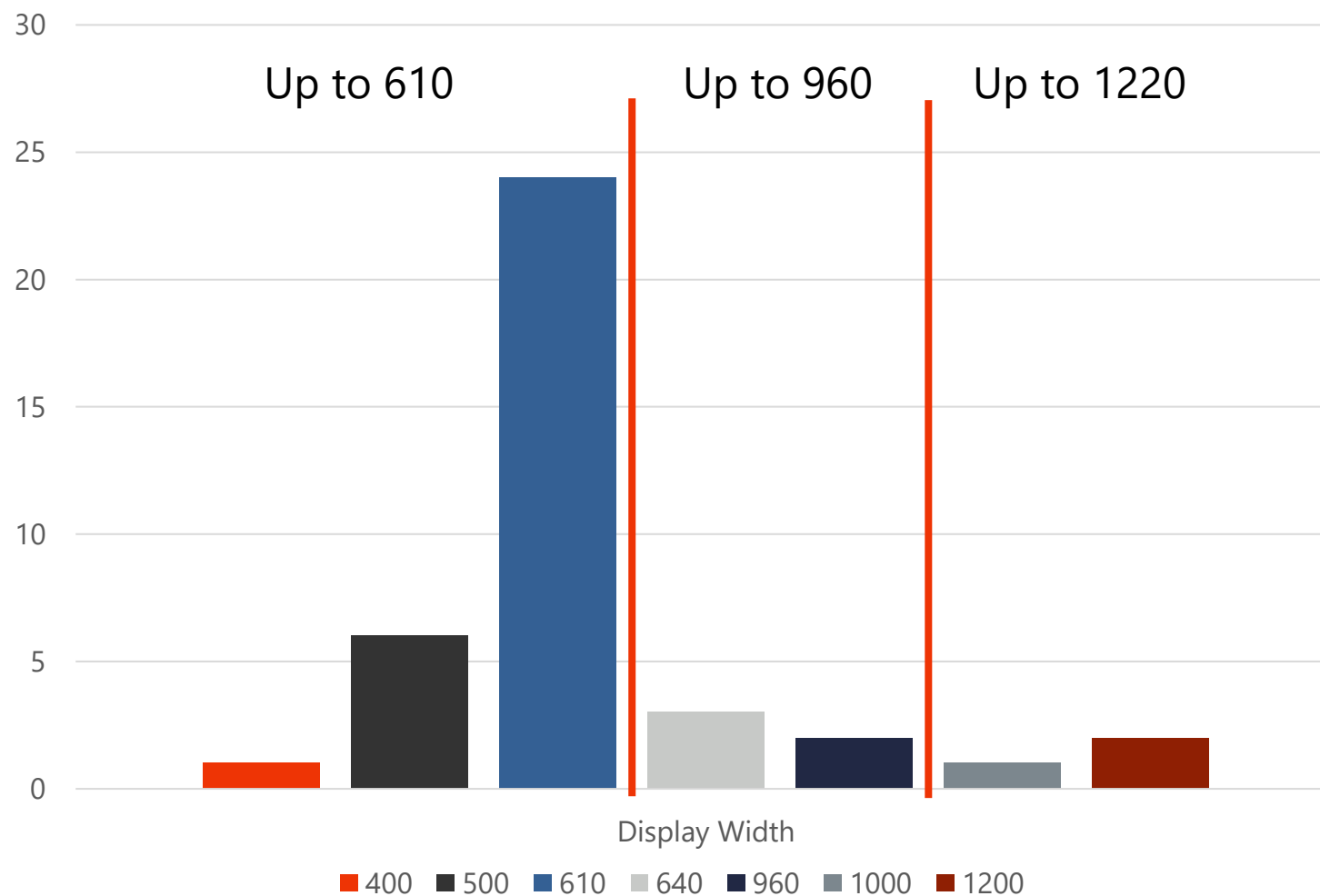
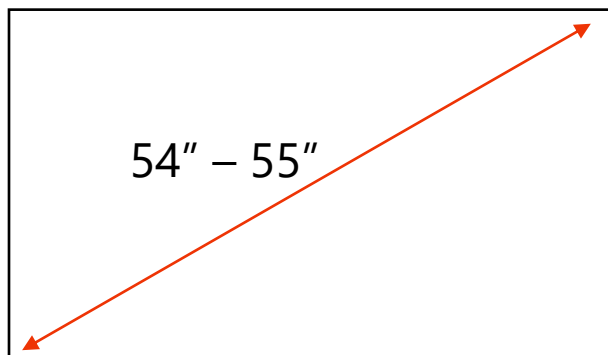
610mm



960mm



1220mm



PART NUMBERING

Model Number:

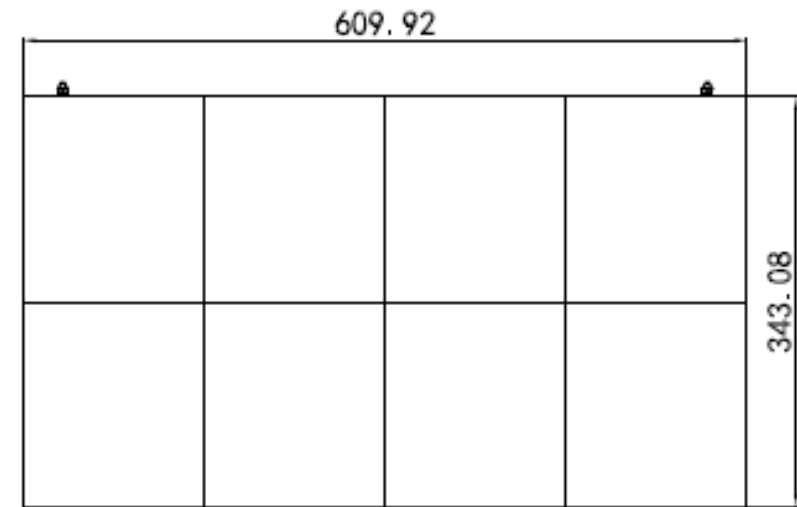
DS-LEDUNV610

DS-LEDUNV610-5x5

Universal

Configuration

Displays up to 610mm wide



Front



Back

PART NUMBERING

Preconfigured Models

- DS-LEDUNV610-4x4, 5x5, 6x6, 8x8
- DS-LEDUNV960-3x3, 4x4, 5x5
- DS-LEDUNV1220-2x2, 3x3, 4x4

1:1 Skus for Distribution

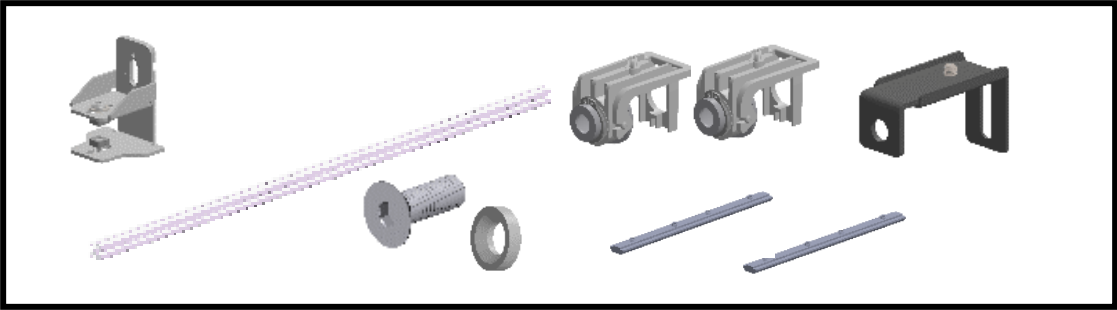
- DS-LEDUNV610
- DS-LEDUNV960
- DS-LEDUNV1220

DS-LEDUNV

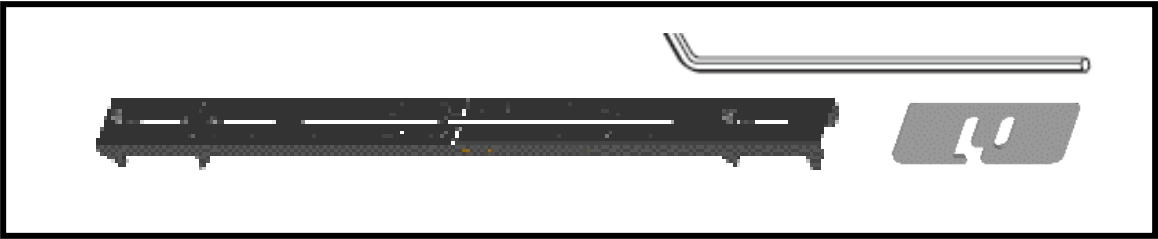
Universal 1:1 Pricing

Model	Description	List
DS-LEDUNV610	For displays up to 610mm wide	\$178
DS-LEDUNV960	For displays up to 960mm wide	\$214
DS-LEDUNV1220	For displays up to 1220mm wide	\$256
DS-LEDUNVSPACER	Universal Spacer Kit	\$160

DS-LEDUNV610



DS-LEDUNVSPACER



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When is it ok to quote?

1.) Check Application



2.) Check Compatibility



3.) Check the Size

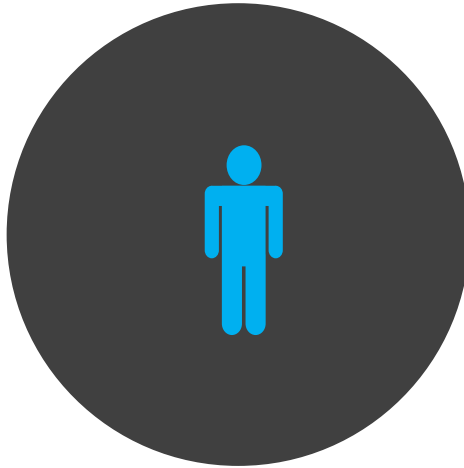


SELLING STRATEGIES

Enter Product Name

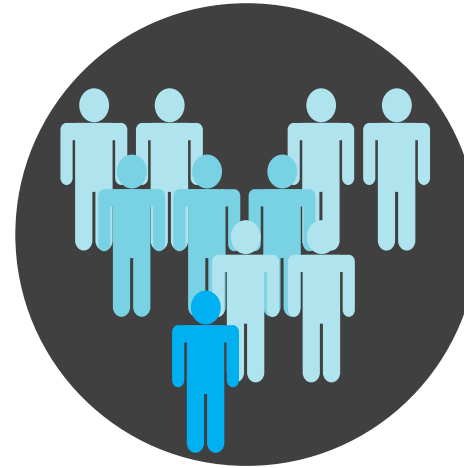
IDEAL CUSTOMER PROFILE

Seamless Kitted Universal



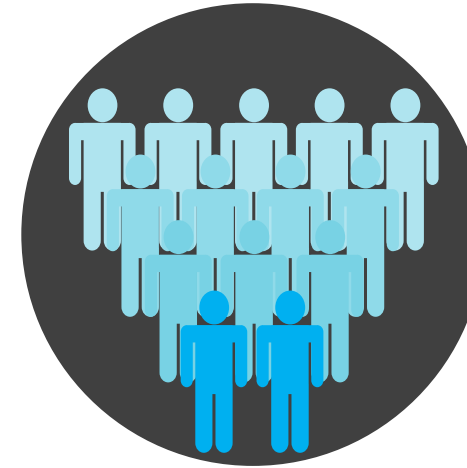
**Main
OEM**

Corporate, Stadiums,
Gaming, Public Spaces



**Secondary
Integrators, Consultants**

Retail, Amusement Parks &
Mass Transit



**Tertiary
Distributors**

Education &
Hospitality

SELLING STRATEGIES

- Distributors
 - Review dvLED stocking programs
 - What LED models are they stocking and what mount are they using?
 - Discuss opportunities for 1:1, Bundles, Drop ship
- OEM
 - Review roadmaps for permanent install displays
 - What mount are they using?
 - Is it modular or dedicated configurations?
 - Would the Seamless Kitted Universal provide quicker inventory turnover, reduce warehouse space, lower cost and be easier to manage?

SELLING STRATEGIES

- Dealers & Integrators
 - Universal doesn't only mean compatibility across different displays. It also means that once a crew is trained on this product, they can install any compatible display with this solution. Faster installations, fewer errors, more jobs, increased profits.
- Architects/consultants/specifiers
 - Provide revit files, add to BIMSMITH, provide 3-part specs so our products can be specified more easily into projects. Our industry-first and only one-to-one solution makes this possible without the need to know make/model/configuration sizes.
- Check the DS-VW sales history for customers currently not purchasing DS-LED

QUESTIONS?

Thank You