

CONNECTIONS

Quarterly Newsletter

summer • 2009

ACT Acquires AViX!

ACT is very excited to share some momentous news with our existing customers and partners. In late April, ACT acquired one of its competitors, AViX, which was the largest electronic systems integrator based on Cape Cod. ACT took over AViX's existing customer base, projects and service work and also absorbed AViX's sales staff.

AViX was started in 2000 and grew to become the leading electronics systems integrator for the Cape and Islands. In 2005, AViX's President and CEO was part of a group that founded Savant Systems, which offers a suite of integrated solutions for home automation and control (more on Savant later in the newsletter). AViX operated as an incubator for Savant's technology, which helped Savant fine-tune its products and technology. As Savant grew, the installation business made it difficult for Savant to bring on local dealers, and it became necessary to sell AViX.

AViX approached ACT because the companies shared the same core values. It was very important to the AViX team to find a well-established integrator that would take care of AViX's clientele, and they found that in ACT.

The acquisition will help ACT to expand its business across southeastern Mass., particularly on the Cape and Islands. ACT and AViX were friendly competitors, and it is gratifying for both companies to know that AViX's clients will not experience any disruption or loss of service.

AViX's former offices/showrooms have closed, and ACT will use its current locations in Rockland and Falmouth to service clients.

Please feel free to call ACT at 781-741-5959 with any questions or concerns.

Everyone at ACT extends a very warm welcome to AViX's clients! 



ACT Included in Influential CE Pro 100 for Third Consecutive Year

ACT made the annual CE Pro 100 list for the third year running. *CE Pro* magazine, the leading trade publication for custom electronics professionals, annually lists the highest revenue integrators in North America. ACT was thrilled to be included again in the list of the country's top integrators. Each year, ACT moves a little higher on the list, and we look forward to an even higher ranking next year. 



Left: The ROSIE 13-inch Table Top Wireless Widescreen Touch Panel offers convenient, intuitive and graphically rich control. Homeowners simply tap the screen to access and control a wide selection of home and automation services including whole-house audio, multi-room AV, lighting, HVAC, IP Security Cameras, and more.



Above: Savant's mobile device application has the same look and feel as the in-home controllers, which gives users a familiar and easy way to control their home remotely. Savant offers the technology on the Apple iPhone™, Apple iPod touch™, and the Samsung® Q1 ultra-mobile PC.

ACT Becomes Savant Dealer

ACT now offers a line of home control systems from Savant Systems. Savant is the only manufacturer in the industry with an entire platform built on a Mac OS X operating system. The open platform makes Savant's control systems very easy to program and integrate, and the systems can be expanded after initial installation without difficulty.

The Savant product suite includes complete automation and control systems, multi-room audio/video, digital media server and jukebox capabilities, security surveillance, and numerous integrated applications and services, including some state-of-the-art controllers.

Savant has a close working relationship with Apple and offers embedded control for both iTunes™ and AppleTV™. Savant was the first company to introduce a native iPhone™ and iPod touch™ application for home control. Any Savant touchpanel in a home can function as an Apple computer if the homeowner has existing computers and wants to configure the system that way.

Many of ACT's clients use Apple products in their daily lives, and a control system that works so well with those products will make life easier and be intuitive and fun to use. For example, with one Savant installation ACT has done, when the homeowners enter their house, the family's four iPhones automatically register themselves with the control system and their phones become controllers for the Savant system.

Savant recently introduced a swipe function for its controllers that has the industry abuzz. The screen can show photographs of the actual rooms in a home, and the user can touch the light, TV, shade, thermostat, etc. they want to activate and control. The swipe and touch functions work as they do on iPhones and iPods.

For more information about Savant, visit www.savantav.com. 

John Cappuccilli Named HB&RACC Member of the Year



The Home Builders & Remodelers Association of Cape Cod held its Annual Installation & Award Dinner on June 9 at the Cape Codder Resort & Spa in Hyannis. John Cappuccilli, ACT's Business Development Manager, received the Member of the Year Award.

John was honored with the award for being a member who represents the true spirit of service to the association. John serves on several committees and has brought numerous new members to the association.

ACT knows John is a great asset and is thrilled that he has been recognized by the HB&RACC. Congratulations, John! 

LifeSize® HD Video Conferencing Systems Available Through ACT



For our commercial clients, ACT offers high definition video conferencing systems from LifeSize®. Headquartered in Austin, Texas, LifeSize brought the world's first HD video products to market.

LifeSize offers solutions for large enterprises (including entertainment, financial services, healthcare, media, utilities) and mid-market enterprises (including professional services, corporate recruiting, high tech, legal services, manufacturing, retail). The company also offers solutions for education and the public sector.

The LifeSize web site lists many case studies, which is a great tool to see how similarly-sized companies in the same industry use the solutions. For example, Implant Seminars, a Miami-based center for dental implant training, installed LifeSize high definition video systems in the doctor's surgical suite, allowing up to 60 students at a time to view live oral surgery and interact with the surgeon during the operation.

Vanguard Truck Centers, an Atlanta-based truck dealership with sales and service locations in four other cities, chose LifeSize

to eliminate routine monthly travel. The LifeSize system quickly paid for itself in travel cost savings, and the organization began using video to conduct training and share best practices among dealerships.

LifeSize recently rolled out LifeSize Desktop™, which is a standalone video conferencing solution that delivers HD video communications on any PC.

For more information on LifeSize high definition video conferencing systems, please call ACT or visit www.lifesize.com. 

ACT Now Offers Continuing Education to Interior Designers

ACT offers continuing education to local architects and building designers as part of CEDIA's Registered Outreach Instructor (ROI) program. Some of the courses have recently been approved by the IDCEC, or the Interior Design Continuing Education Council.

The courses are approved by all of the IDCEC's core member organizations, which are:

- the American Society of Interior Designers (ASID)
- the Interior Designers of Canada (IDC)
- the Interior Design Educators Council (IDEC)
- the International Interior Design Association (IIDA)

Each course offers 0.1 CEU, and satisfies either the General Knowledge or Health & Safety designations. Following is a list of available courses for interior designers.

- Structured Wiring for the Integrated Home
- Building Quiet Environments
- Home Audio Made Easy: Residential Speaker Solutions
- Understanding the Need for Home Technology
- Lighting Control
- Managing Electronic Systems Contractors (ESCs)

For larger firms that wish to offer a course to their staff, ACT is happy to administer a course on-site. For smaller firms or individual interior designers, ACT will offer courses at our office or another location according to demand.

Please call John Cappuccilli at ACT at 781-741-5959 if you would like to schedule a course at your location, if you are interested in taking one of these courses, or with any questions. 



Advanced Communication Technologies LLC

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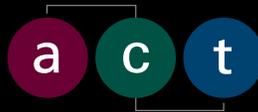
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