

SOLUTIONZ



**INTEGRATING THE BEST
AUDIO-VISUAL TECHNOLOGY
FOR TECH GIANT BLACKBAUD**

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POWERING THE DIGITAL LANDSCAPE FOR SOCIAL GOOD

One of the leading cloud software companies in the world, Blackbaud has been at the forefront of technology to assist projects of communal welfare. The company delivers data intelligence, cloud services, and other technical expertise that enable change-makers to effectively interact with one another and drive collective improvement in their societies.

Powering more than 40,000 customers in 60 different countries around the world, Blackbaud is digitally transforming the social welfare landscape. Solutionz Inc. had the opportunity to partner with them in setting up a new state-of-the-art headquarters in Charleston, SC that could adequately meet their communication needs.



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EFFECTIVE COMMUNICATION IS KEY

As a leading tech player serving non-profit organizations and welfare groups, Blackbaud keeps its solutions user-friendly. With locations around the world, Blackbaud's development team is often scattered across multiple sites. That makes effective communication and collaboration extremely important.

The company wanted its new headquarters to be a communication-friendly place without any connectivity issues. Single-touch quick-access was needed to upgrade, yet simplify the communication process, from the large conference halls to the smaller huddle spaces around the facility. Simplicity was one of the significant design elements the company required.

Connectivity across locations was vital. Blackbaud wanted a one-touch Cisco video setup linked to Outlook and Webex. The idea was to have a real-time connectivity mechanism whereby all team members using Outlook could simply book a meeting. The system would take care of connectivity between two or more team rooms, whether in one building or multiple locations around the globe.

The other aim was to make it easy to come together as a large team in this new facility and include other remote locations.

The company converts its cafeteria space with the huge video wall into a town hall environment for an "all hands" meeting. All locales join the conference via the easy-to-use video conferencing system. The entire Blackbaud team is included in each state-of-the-business session, allowing the groups to foster a sense of company togetherness.





THE SOLUTION

Solutionz Inc. set about developing an integration plan for Blackbaud's meeting and connectivity goals. They improved upon the legacy system to create a structure that was better suited to Blackbaud's needs.

To the delight of the Blackbaud team, Solutionz was able to rectify the previous programming in the divisible training rooms and make the operations run the way they were originally intended. Considering the magnitude of the project, effective coordination with subcontractors had become quite a challenge. Solutionz worked to fill the gaps in communication and coordination to ensure that all needs were met comprehensively and adequately.

COMMUNITY ENGAGEMENT

One of the goals of Blackbaud as a company is to actively engage and work closely with the communities where it operates.

Blackbaud is always ready to lend a hand to different groups in the community. It has been an integral part of the Charleston, SC community by allowing local non-profits to use its new high-tech space for large meetings.

Because outside groups would be regular users of its new facility, this was another reason for Blackbaud to make the communication and connectivity systems very high-end yet straightforward and easy to use. Here again, Solutionz was instrumental in making it all work.



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SOLUTIONZ INC.

Solutionz Inc. has been providing audiovisual and communications systems to corporations, government entities, educators, and religious organizations for decades.

As a top tier partner of the nation's leading A/V manufacturers and through our specialized service offerings we are able to successfully meet the needs of our clients. We ranked #6 in System Contractor News 2019 Top 50 Systems Integrators and have offices across the United States.

We are committed to the proficiency and education of our team so we can continue to deliver the expertise our clients know and deserve. Our dedication to our customers and their success extends beyond office walls. From consultation to installation to technical support and post-installation service – we're with you every step of the way. Each project is managed internally so our clients experience the best customer service 24x7, 365 days a year.

MAKING COMMUNICATION SIMPLE & FUN

The main focus of attention for Solutionz is to help clients integrate effective communication and collaboration solutions enabling user-friendly connectivity with all of their stakeholders. Solutionz understands the importance of technologically functional meetings, presentations, or training room spaces and the difference they can make to the bottom line. To that end, the company aims to deliver the most effective and efficient technology solutions.

Solutionz Inc. has established itself as a forward-thinking company, staying on top of the latest advancements in the technology industry. The company credits its innovation and growth mindset for its ability to deliver high-quality services and system support. It strives to be the ideal audiovisual partner for its clients, whether they need video conferencing facilities to scale, an integrated presentation network for board meetings or internal sessions, or interactive collaboration mechanisms that will help connect remote team members in an instant.





SOLUTIONZ: A TRUSTED PARTNER

Blackbaud needed a top-notch system's integrator that could meet the scope of their intended meeting room technology and would be responsive during the construction process. Solutionz Inc. answered the call.

Solutionz Inc. was able to provide large-market AV services in the remote Charleston, SC area. What's more, with regional offices in the proximity to the project, and its dependable team, Blackbaud learned to count on Solutionz as a valued contributor in the construction process.

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Solutionz always made sure the customer was taken care of regardless of who was responsible in the contract.

Otto Orr, Blackbaud, Charleston, SC.

SOLUTIONS

Solutionz implemented an AV solution centered on Blackbaud's preferred platform. The technology was scaled throughout the new building's spaces creating a ubiquitous user experience throughout the facility.

We provided:

- Room technology for Blackbaud's meetingrooms
- Projection and Display Technology
- Audio Enhancement
- Room Control
- Digital signage throughout the facility
- Customer Innovation Video Wall
- Large-scale "all-hands" meeting area designed to be operated by in-house techstaff
- Huddle Rooms
- One-touch videoconferencing systems

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