



Varian leverage Urben's versatility to standardise the experience across different environments

Varian Medical Systems is a pioneering American radiation oncology treatment and software manufacturer.

The \$16.4 bn company employs more than 10,000 people across North America, Europe and China.

OBJECTIVES

- Transition from Cisco to Zoom video
- Reduce IT support costs
- Standardise meeting room experience
- Bring video into spaces unsuitable for wall-mounting

OUTCOME

- Consistent premium experience for every space
- Beautiful aesthetics without construction work

TECHNOLOGY



- Dual-systems feature LG displays, JBL soundbars, AVer 540 camera, with iPad control. The 552 also included MXL table microphones.
- Single-screen systems feature DTEN D7 touchscreen displays, with additional integrated JBL soundbars.
- Panasonic projector, with QSC ceiling speakers and system, Catchbox microphone, with iPad control.

The challenge

Varian wanted to transition from legacy Cisco systems, rolling out Zoom software globally across the entire business. However, many video meeting rooms were unsuitable for wall-mounted Zoom Rooms, leaving Varian with the challenge of not only enabling video in those spaces, but making it look good too.



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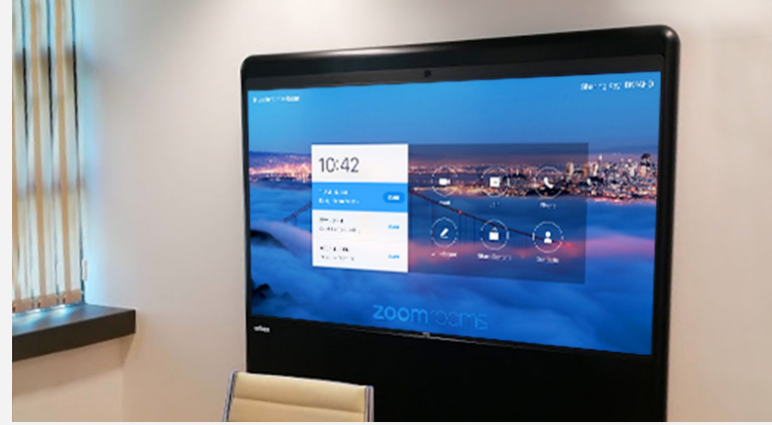
Projector

The Solution

Starting at the global headquarters in Palo Alto, Urban installed a dual-screen 65" system in a room with no suitable walls for installation; the all-in-one unit was floor-mounted in front of the window. This was then followed by a dual-screen 55" solution of the similar spec in Switzerland, however as the room featured stand-up tables the camera was configured accordingly into the Urban unit.

Urban also installed systems featuring DTEN touchscreens for executive rooms in Hungary and Switzerland. With a premium experience being the priority, the units embedded soundbars to boost the audio quality.

Finally, Urban used their wealth of AV industry experience to update Varian's auditorium in Baden, installing a Panasonic projector, fully integrated with QSC speakers and system.



Urban is the whole package. The auditorium sound system is some of the best audio we've ever experienced, and the video conferencing systems look absolutely awesome. It's made our transition to Zoom even better!



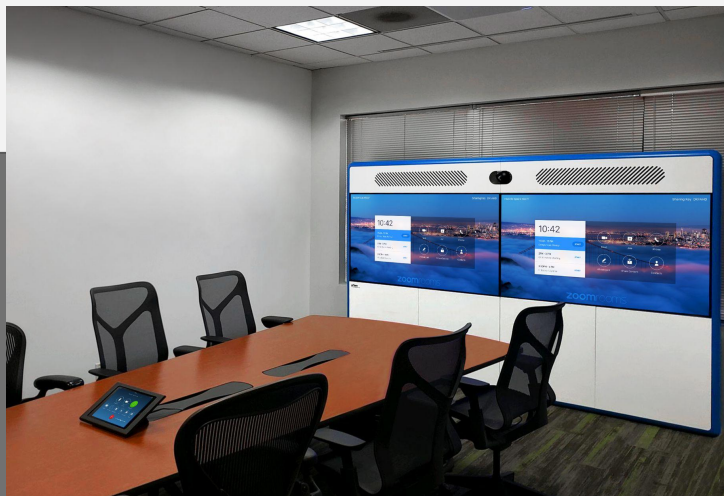
Steve Henderson
Global Video Architect at Varian



Why Urben?

Varian embraced the simplicity of installation and versatility of Urben to create a range of single-screen and dual-screen solutions that were different for every space. The solutions required no building work or remediation, even where glass walls or unsupported walls prevented traditional installation.

The company fully leveraged Urben's customisability, opting for systems in blue, white, and silver frames with white panels. Whatever the meeting space, Urben provided a solution that was bespoke to the aesthetics of that environment.



The Outcome

Varian were able to massively reduce their IT support costs whilst standardising the meeting room experience and keeping it stylish.

Steve Henderson, Global Video Architect at Varian, comments:



Urben's frames are a great solution for delivering a standardised experience in any location; from Switzerland to California, the end user feedback has been overwhelmingly positive.

