

## SYNERGY SUCCESS STORY

### AVI-SPL partners with JLL to deliver state of the art conference room technologies on time and in budget for Norfolk Southern Project Fusion

*Achieves \$310,000 savings for Norfolk Southern*

Challenge: Norfolk Southern wanted a consistent and end user friendly experience in every conference room from a Huddle Room to the Executive Boardroom.

#### Customized Solution

- AVI-SPL partnered with Norfolk Southern and manufacturers to create Pilot Rooms to test and ultimately achieve the experience that they required
- We worked with Microsoft and other manufacturers to overcome challenges that existing technologies presented
- Maintained the technology standards Norfolk Southern required despite equipment availability issues by ordering on time and leveraging our manufacturer relationships

AVI-SPL and JLL partnered to work with Norfolk Southern during the construction process to represent their vision to the GC and consultant.

#### Key Service Level Measures

- AVI-SPL partnered with Crestron and Planar to provide at no cost, equipment used for the Pilot Rooms
- AVI-SPL provided onsite support for a period of 1 year for Day 2 service
- Our award winning AV management platform Symphony was provided at no cost to assist with identifying and resolving conference room issues

**Client:** Norfolk Southern

**Industry:** Railroad

**JLL Project ID:** Project Fusion

**Project Location:** Atlanta, GA

**Project Square Footage:** 750,000 SF

**Project Value:** \$575 million

**Project Duration:** [Project Duration]

**Year Completed:** 2021

**Cost Savings:** [\$310,000]

#### **Services provided:**

Audiovisual installation to over 400+ conference rooms and specialty use rooms

*For more information, contact JLL PM  
Tony.Zenon@am.jll.com*

*For more information, please contact  
Rebecca Meier, AVI-SPL a Synergy partner  
[Rebecca.meier@avispl.com](mailto:Rebecca.meier@avispl.com)*