

## CTSI Launches Subscription Services Portfolio (AVaaS)

Offering the Latest Workplace Technology with  
High Impact Panasonic Professional Displays

**January 22, 2019 - Chantilly, Virginia** – Corbett Technology Solutions, Inc. (CTSI), a systems integrator, is pleased to announce their Subscription Services Portfolio - the AV-as-a-Service (AVaaS) offering. Bridges Inc., a leader in the field of cyber security, was among one of the first clients to implement CTSI's AVaaS. With AVaaS, Bridges deployed the latest workplace technologies including Panasonic's professional displays and laser projectors, without any capital investment.

In Spring 2018, Bridges, Inc. moved to their new headquarters in Hanover, Maryland. This location was designed to foster collaboration, engagement, and innovation. Bridges was looking to integrate AV solutions that would enhance their innovative culture and environment by providing areas for people to congregate, brainstorm and collaborate.

Bridges' visitors are now greeted by Panasonic's professional displays with the Bridges logo and core values — Integrity, Innovation and Impact — presented prominently at the entrance and throughout the space — earning the title of "Cool Digs" by the Baltimore Business Journal.



The CTSI Subscription Services Portfolio enables customers to keep pace with technology advancement and innovation. comments Alan Rosenkoff, Director of Business Development at CTSI. "The AVaaS model makes it possible for clients to accelerate new technology in the workplace, delivering immediate improvements in collaboration & communications, with no capital investment that includes the option to refresh at the end of the subscription term".

"We evaluated proposals from various systems integrators, and considered capital purchase and OpEx options. We determined that CTSI's AVaaS best served our needs," stated Steve Radanovic, Bridges' CFO. "If a device failed after the first year, we'd be on the hook for replacing devices" continued Radanovic. "The real value came from having peace of mind that CTSI will take care of every issue, either remotely through their Help Desk or on site."

As a result of AVaaS, Bridges added approximately 30% more functionality to their solutions - without impacting their capital budget.

“With CTSI’s AVaaS Subscription Services Program, an organization is able to afford the latest high-impact visual systems that greatly enhance their workplace environments,” states John Baisley, Senior Vice President, Professional Imaging & Visual Systems, Panasonic System Solutions Company of North America. “We are pleased to have our professional displays included in CTSI’s AVaaS Subscription Service program. The experts at CTSI know that the Panasonic professional display and projector portfolio is developed with our customers in mind, delivering a superior user experience beyond expectations, while maintaining our industry-wide reputation for exceptional performance, high reliability, versatility and quality, no matter what the intended visual application.”

For more information about CTSI’s Subscription Offerings, please visit <https://www.ctsi-usa.com/services/subscription-services/>



### **About CTSI**

Corbett Technology Solutions (CTSI) an engineering driven technology systems integrator –solves complex Communications, IT & Collaboration challenges. CTSI designs, installs, and implements innovative audiovisual communications and collaboration solutions that enable people to more effectively share information and collaborate.

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### **About Panasonic System Solutions Company of North America**

The complete suite of Panasonic professional solutions for government and commercial enterprises of all sizes addresses unified business communications, mobile computing, security and surveillance, retail point-of-sale, office productivity, audio and visual systems (projectors, displays & digital signage) and professional video production. To learn more about Panasonic’s business products and solutions visit: <https://na.panasonic.com>

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### **About Bridges Consulting**

Bridges solves national security and commercial vulnerability challenges using cyber intelligence and our passion to make a positive impact.

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