



## International Expansion FAQs

### **What new international offices has AVI-SPL added?**

AVI-SPL has opened four new offices outside the U.S., including London, Montreal, Ottawa, and Toronto.

### **Who will lead these new offices?**

AVI-SPL's new eastern Canadian offices are led by industry veteran and recognized IT business leader Zoreena Abas. AVI-SPL now operates in five Canadian cities which also include Calgary and Vancouver.

AVI-SPL's UK office is led by Managing Director James Shanks, who possesses strong leadership experience in the unified communications market in Europe.

### **What services will AVI-SPL's international offices offer?**

The European and Canadian operations are full-service offices with sales, systems integration, procurement and finance back office support. The Toronto office will serve as the headquarters for all Canada and London for all European operations.

The new UK and Canada offices have staffs of solution architects, engineers, project managers, and installation and service technicians. AVI-SPL's VNOC Symphony software platform and Customer Care International Help Desk will also be a part of the UK operations.

AVI-SPL's new operations in the UK and Canada will offer complete video communications solutions from design and integration to ongoing support. This includes solutions from video collaboration and conferencing support, to digital media and signage, advanced 3D visualization, advanced audio engineering, and command and control centers

**What led AVI-SPL to expand internationally?**

AVI-SPL is committed to being a truly global provider. Today's companies operate around the world so we're growing our footprint to keep pace with their needs wherever they are, while providing the highest level of video communications service possible.

**Why are Canada and the UK specifically appealing to AVI-SPL?**

AVI-SPL has existing customers with needs for video communications support in addition to strong channel relationships in these countries.

**How many new employees will be joining AVI-SPL?**

Between the four new offices, AVI-SPL is welcoming about 50 new employees.

**How will AVI-SPL's international expansion affect its membership to the AV Global Alliance?**

It's very important we maintain strong partnerships with audio video providers around the world in order to complete projects beyond our reach.

**How will AVI-SPL's global work differ now versus before?**

In order to complete global projects in the past, AVI-SPL relied heavily on subcontracting work to its global partners. Being in Canada and the UK now will allow customers to have a direct relationship with AVI-SPL which is what they're requesting.