

SCOTTSDALE

Airpark firm opens showroom for its audiovisual equipment

CCS Presentation Systems shows products in real-life settings

A [Scottsdale Airpark](#) company that sells and installs audiovisual equipment has added a 3,000-square-foot showroom with technology from more than 30 manufacturers.

CCS Presentation Systems said the CCS Manufacturer Partner Showcase allows it to show customers a variety of brands and types of equipment in real-life settings.

The idea for the showcase started when two employees suggested CCS build a facility where customers could see the products working instead of simply viewing a demonstration package, [Chief Executive Officer](#) John Godbout said.

"The more we talked about it, it morphed into major manufacturers and others contributing," Godbout said.

CCS took over space that it had leased to other firms in its building at 17350 N. Hartford Drive in the Perimeter Center area of the [Airpark](#). It took six months and \$250,000 to outfit the space with nine demonstration rooms featuring everything from projectors by Seiko Epson Corp., Panasonic Corp. and Mitsubishi Digital Electronics America Inc. to a video wall by NEC Corp. and interactive white boards from Smart Technologies.

A kindergarten-through-12th-grade demonstration room features white boards, electronic slates, interactive pens and other devices. The room gives educators a chance to play with the products and evaluate them, said Janine Gearhart, director of educational technology for CCS customer [Mesa Unified School District](#).

Godbout founded CCS in 1991 and has grown it into one of the nation's largest audiovisual integrators. The 300-employee company integrates, installs and maintains equipment for schools, corporations and government agencies.

Last year it opened regional offices in Kansas City and Atlanta, bringing it to 24 offices in 13 states.

Education and corporate sales are increasing, Godbout said.

"We're getting stronger in the private sector because we've invested a lot of money and energy in it," he said.

The privately held company said revenue totaled a record \$155 million last year.



David Johnson, regional sales manager for Smart Technologies, demonstrates a smart board at CCS Presentation Systems' open house.