

VIDEOWORKS

Audio/Video | Lighting/Comfort | IT/Connectivity | Security

INDEX

Luxury Integration	04
Your AVIT Journey	12
Solutions & Services	20
Certifications and Partners	46
Research and Development	48
References	50

LUXURY INTEGRATION

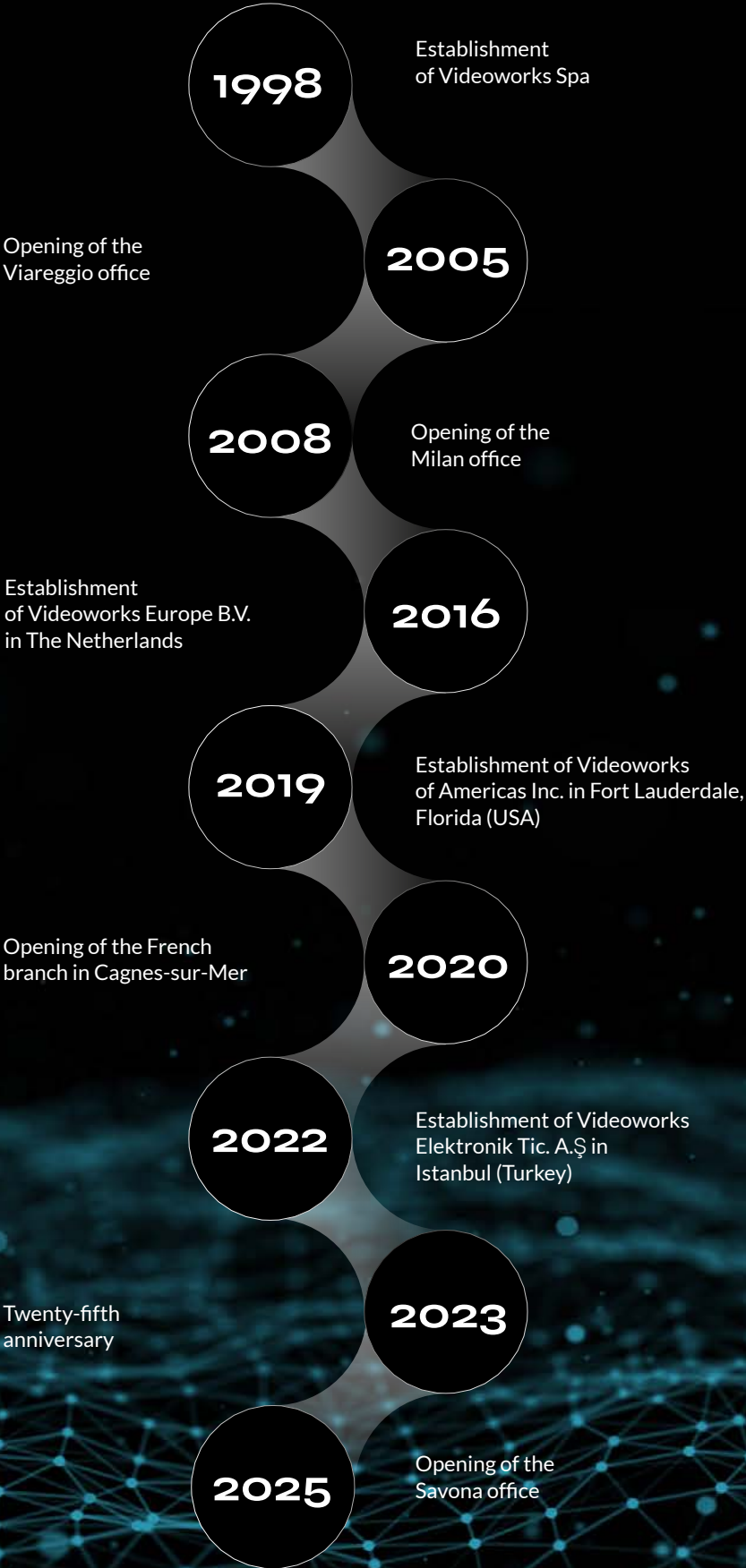


Established in 1998, Videoworks is a renowned international system integrator, boasting over 25 years of expertise in designing, realizing, and installing state-of-the-art technologies.

Our specialization lies in audio/video, communication, connectivity, and home automation systems, tailored specifically for clients in the Yachting, Architecture, and Business sectors.



TIMELINE



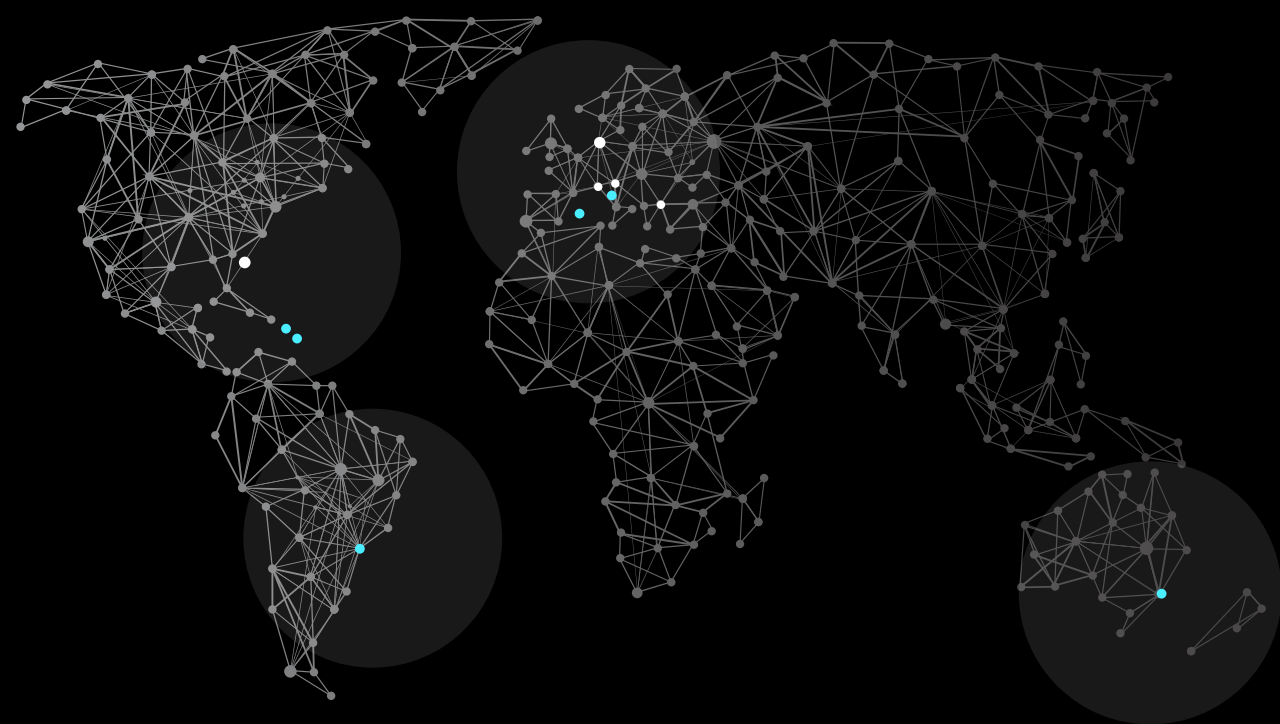
OUR STORY

Thanks to its innovative custom solutions, Videoworks, with its roots traced back to 1974 as a leader in the production of professional Hi-Fi systems and control rooms for numerous has become the leader in private radio and television stations, has been able to become leader in the high-end segment of audio/video, lighting & comfort control, IT & connectivity, dedicated to the most exclusive clients!

Videoworks staff, made up of more than 120 professionals, operates from its offices to better serve the global yachting market and its customer's needs such as exclusivity and design, technology dedicated to comfort, ease of use and reliability.

THE GROUP

ANCONA (IT)
FORT LAUDERDALE (US)
ISTANBUL (TR)
MILAN (IT)
SAVONA (IT)
SCHIPHOL-RIJK (NL)
VIAREGGIO (IT)



LEGENDA

- Offices
- Service points

HELPDESK

t. +1 (636) 2424365
t. +39 0719034032
t. +33 44 8800135

telegram:

+31 628381313

mail:

helpdesk.yacht@videoworksgroup.com

LOCAL PRESENCE, GLOBAL REACH

Since 2015, Videoworks has embarked on a strategic international expansion, marked by the establishment of Videoworks Europe BV in Schiphol-Rijk, The Netherlands; Videoworks of Americas Inc. in Fort Lauderdale, Florida, USA; and Videoworks Elektronik Tic. A.Ş in Istanbul, Turkey.

These moves signify our commitment to meeting the diverse needs of the global yachting market with precision and expertise. Additionally, we have a strong presence on the French Riviera, with key locations including Savona, Milan, and Viareggio in Italy.

24/7 SUPPORT WORLDWIDE

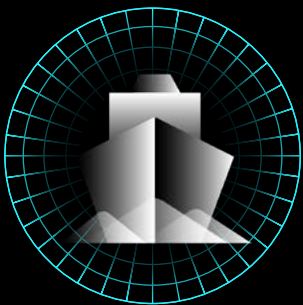
With offices in Ancona, Schiphol-Rijk, The Netherlands; Fort Lauderdale, United States; Viareggio, Italy; and Istanbul, Turkey; complemented by a global network of authorized service points, Videoworks ensures uninterrupted assistance.

Our dedicated support teams are available around the clock, providing prompt solutions through active **24/7** telephone support for your peace of mind.

ESTABLISHED ASSURANCE & RELIABILITY



More than 25 years of experience



More than 900 projects realized



7 Offices



More than 120 employees



Service points worldwide



26 Million euro annual revenue



Global assistance service 24/7

YOUR AVIT JOURNEY



FROM CONCEPT TO COMPLETION

PLANNING Each project is assigned to a System Engineer who meticulously crafts detailed proposals, complete with specific calculations and a comprehensive system architecture.

The proposal includes a carefully curated list of products, selected to meet clients' needs from conception through production to commissioning with a precise planning process in every aspect of the AVIT system. Our Technical Department is specialized in 3D Revit design and the BIM process through which documents are managed to create intelligent 3D models that can be used throughout the entire lifecycle of a construction or infrastructure project.

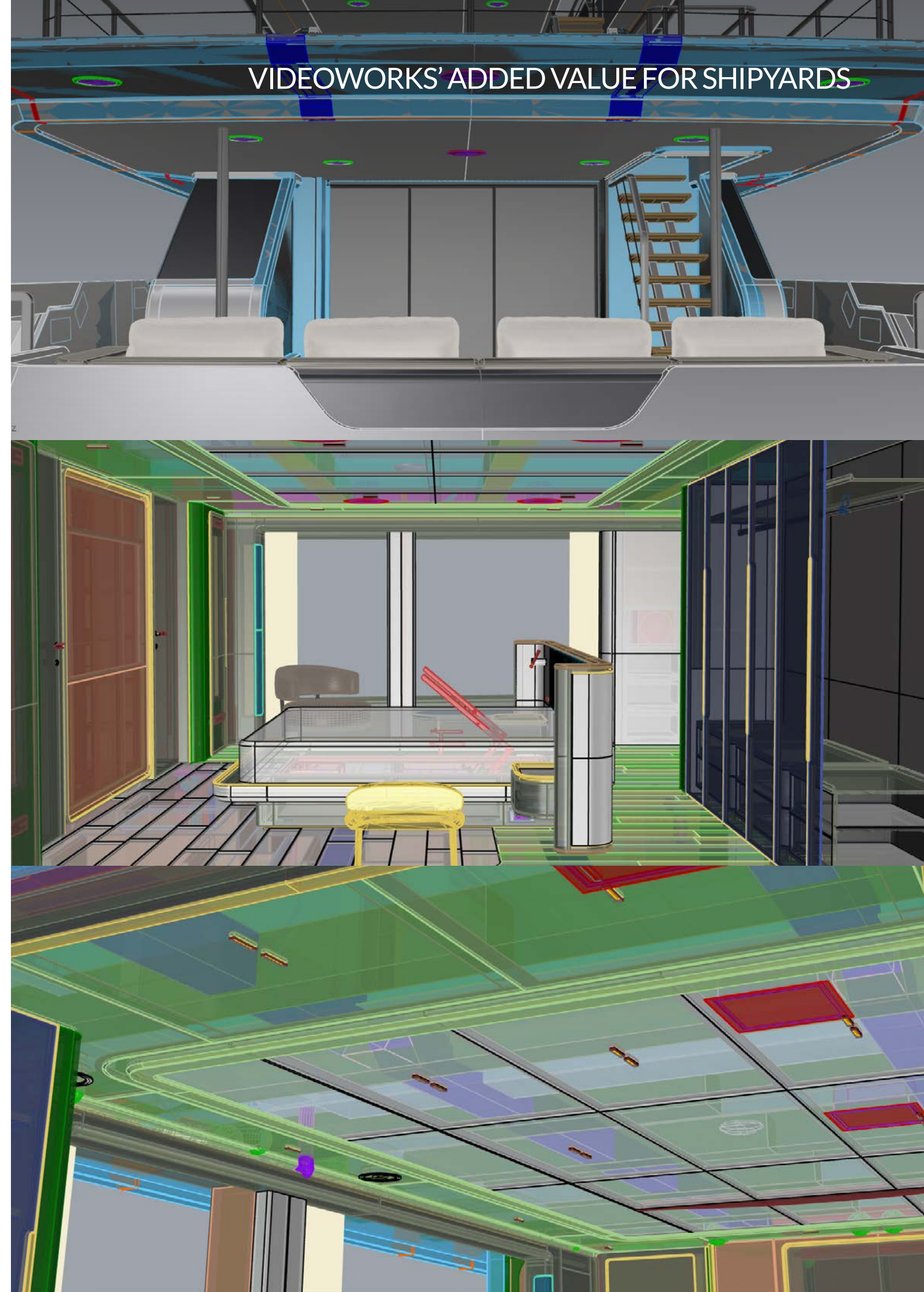
3D CO-ENGINEERING

The **3D CO-ENGINEERING** service offered by Videoworks is a valuable opportunity for clients, combining shipyard expertise with extensive experience as a **system integrator**. By utilizing 3D models provided by the shipyard, the designers at Videoworks' Technical Office can precisely simulate the positioning of each device, identifying the optimal solution for every area of the vessel.

This specialization enables the management of all components—including complex ones such as **racks, lec plates, and junction boxes**—within a single three-dimensional model, enhancing integration and minimizing the risk of errors during assembly and wiring. The combination of advanced 3D modeling capabilities and in-depth knowledge of integration systems allows Videoworks to ensure **maximum operational efficiency** and seamless adaptation of devices to the final environment.

The result is a **perfect synergy** among all stakeholders, guaranteeing precise execution and a final product that meets the highest client expectations.

VIDEOWORKS' ADDED VALUE FOR SHIPYARDS



YOUR AVIT JOURNEY

REALIZATION Videoworks, in collaboration with our sister company Itworks, provides a comprehensive hardware and software system architecture entirely in-house. At every stage of the project, our team shares their expertise to ensure both reliability and innovation. Within our dedicated workshop, known as 'Officina,' each phase of development takes place, guaranteeing that every rack leaves our laboratory fully operational. This optimized approach minimizes installation time while upholding our rigorous Videoworks standards. We collaborate with many Italian and foreign development companies not only for home automation systems, but also for ERP integration, voice picking and mobile apps.

FROM CONCEPT TO COMPLETION



YOUR AVIT JOURNEY



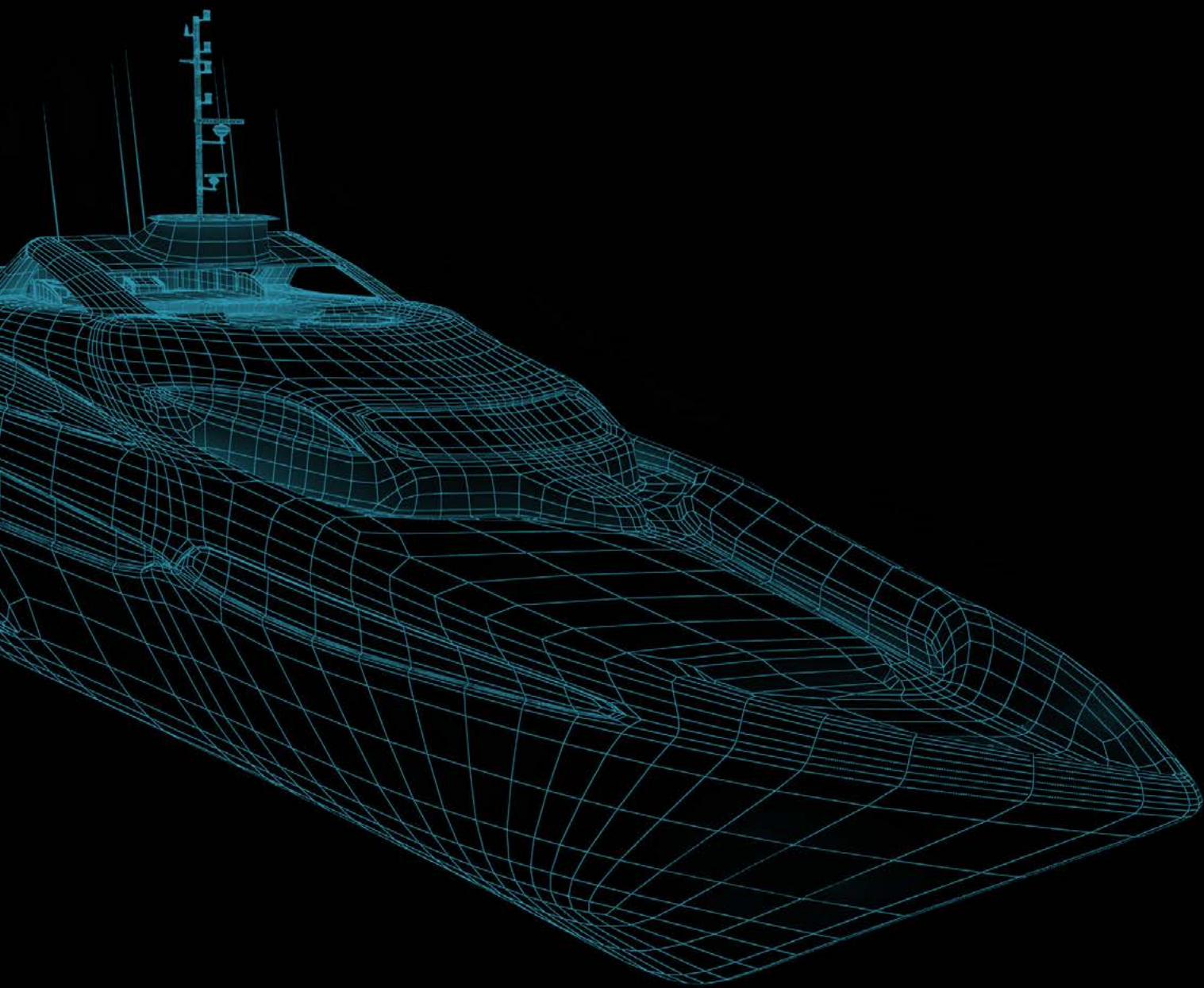
FROM CONCEPT TO COMPLETION

TESTING AND INSTALLATION

During the critical phase of testing and installation, our certified technicians and programmers carefully examine every system component. This thorough process ensures that each pre-tested rack is flawlessly installed onsite, undergoing rigorous checks at both hardware and software levels.

Our installers and programmers work hand-in-hand with all project members, providing continuous support until the final delivery. At Videoworks, our commitment to excellence extends beyond the installation—it's a promise we uphold at every step of our clients' AVIT journey.

SOLUTIONS
& SERVICES



Key Core Solution	22
My ID System	24
Next Generation Connectivity	26
Next Gen Room Automation with Machine Learning	28
Audio Design	30
ANC - Active Noise Control	31
Video Solutions	32
Health Remote Monitoring (HRM)	34
Custom Interface Tools	36
Search Engine	37
ETO Panel	38
MY Info 4.0	40
Pop-Up Speaker	42
Light Engineering	44

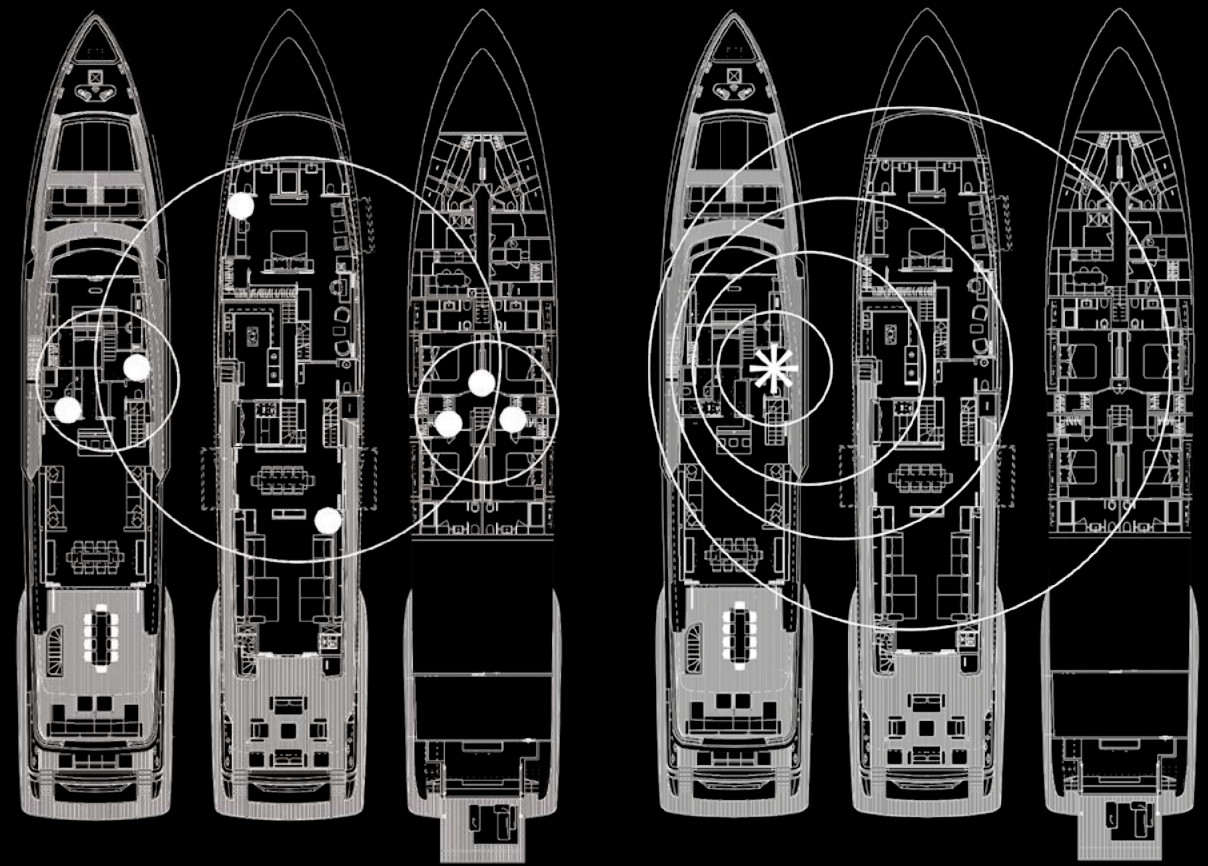
KEY CORE
SOLUTION

At Videoworks, we understand the importance of maximizing space efficiency without compromising on performance. We've developed a streamlined and centralized architecture for integrated Audio-Visual and IT systems. Our Key Core Solution minimizes onboard space requirements while significantly enhancing efficiency across the board.

By consolidating essential components into a single, centralized technical hub, our solution eliminates the need for multiple secondary units. This centralized approach not only simplifies system management but also enables seamless control of onboard AV systems from a single point.

With Videoworks' Key Core Solution, you can optimize your yacht's space utilization while enjoying enhanced efficiency and control over your audio-visual experience.

- 40%
space used
- 20%
less wiring
- 30%
heat emission
- 25%
energy use

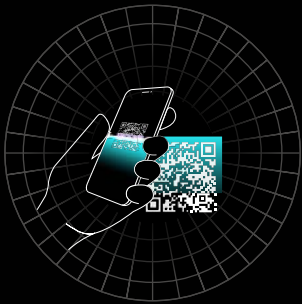


DISTRIBUTED
A/V SYSTEM → CENTRALIZED
A/V SYSTEM

MY ID
SYSTEM

The My ID System revolutionizes onboard device management. Each cable is labeled with a linear barcode, while each device receives a unique QR code. All data is centralized in a single database, housing comprehensive technical information for every device. Accessible via smartphone, this in-

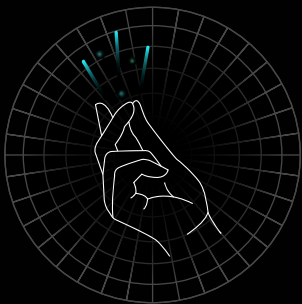
tuitive application allows users to effortlessly access information and project diagrams by simply scanning the QR code or barcode associated with each element. Say goodbye to guesswork and inefficiencies with the streamlined management offered by the My ID System



Scan the Qr code



Discover all the details



Quick and easy



NEXT GENERATION
CONNECTIVITY

In today's digital age, fast and reliable onboard network connectivity is a top priority for customers. The demand for full access to streaming and IP TV services has never been higher. Videoworks meets this demand by leveraging advanced internet connection systems utilizing LEO (Low Earth Orbit) satellites. These systems ensure that internet connectivity at sea is on par with coastal connections, thanks to cutting-edge 5G technology. With a dedicated BU Connectivity & Communication Solutions, Videoworks offers shipyards and shipowners a comprehensive range of next-generation solutions. Clients can choose from a variety of options tailored to their specific needs, ensuring seamless connectivity and communication onboard.

Videoworks has established partnerships with leading providers to offer a range of airtime and Base Transceiver Station (BTS) options. Our offerings include TIM (5G), OneWeb, Speedcast (V-sat GEO and OneWeb), Starlink (elcom.com), Viasat

Ka GEO, and Leuk for alternative, more flexible VSAT options. Additionally, we've strengthened our BTS (Base Transceiver Station) capabilities through partnerships with TIM and Speedcast. These partnerships enable us to deliver robust connectivity solutions tailored to our clients' needs.

Videoworks is committed to providing top-notch VSAT solutions for its clients. We maintain direct contacts, receive specialized training, and benefit from comprehensive support from leading manufacturers in the industry such as Intellian, Kymeta, and Sailor Cobham, ensuring that we stay at the forefront of VSAT technology.

For bonding, IP TV management, and media streaming differentiation, we utilize Peplink SpeedFusion or OpenMPTCProuter.

Whenever feasible, we prioritize direct connections without VPN, ensuring cloud servers natively land in the country of interest.

BUSINESS PARTNERS





NEXT GEN ROOM AUTOMATION WITH MACHINE LEARNING

Our latest technology incorporates presence sensors and energy meters in designated areas, laying the foundation for a sophisticated smart system. At the heart of this system is an AI-based controller that seamlessly orchestrates the environment to meet users' needs while fully respecting their privacy. From adjusting lighting to optimizing energy usage, it enhances comfort and saves energy, ensuring a superior onboard experience.



HUMAN PRESENCE DETECTION TECHNOLOGY FOR SUSTAINABILITY

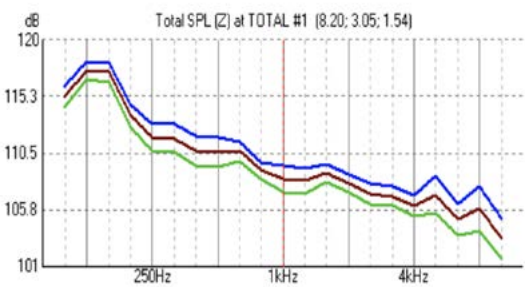
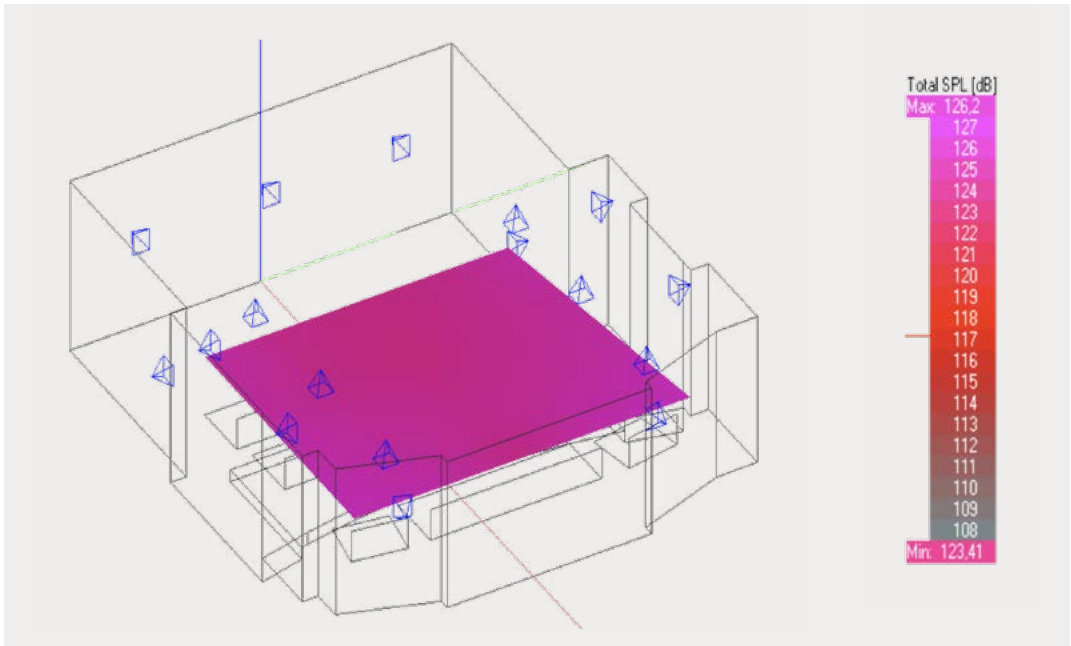
Videoworks develops custom-made interfaces for yacht owners and guests, creating an ecosystem that is perfectly adapted to all users, with easy-to-use technology and a wide range of functions to improve comfort and maximize the ecological potential of the yacht.

Our latest technologies combine presence-detection sensors covering specific areas and energy meters. These form the basis of an intelligent system, with an AI-based controller, that guarantees that the environment is always tuned to the users' needs, while respecting their privacy. A new technological development where the AI communicates with crew members and it is instrumental in improving quality of life and allows significant energy savings, recommending low-impact behaviors and educating them on conscious navigation.

AUDIO
DESIGN

Videoworks provides meticulous support at every stage of your audio design journey. From conceptualization to execution, our team ensures precision and excellence in sound pressure level (SPL) management. Our expertise extends to architectural considerations, strategic speaker pla-

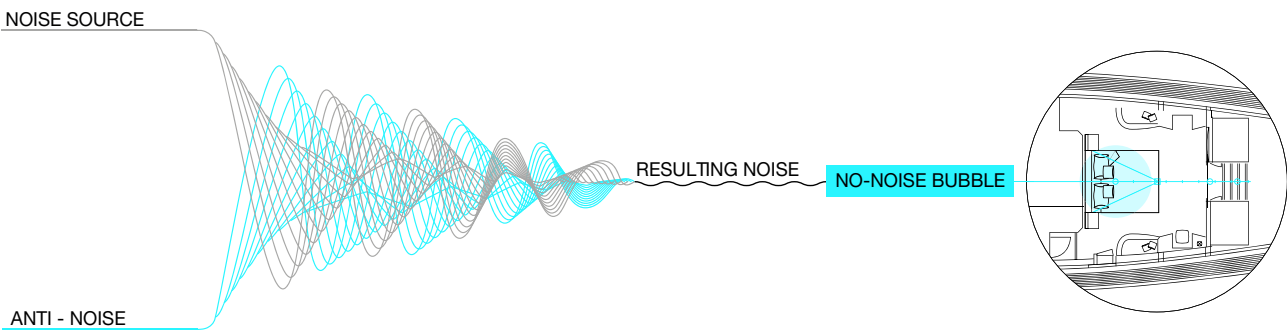
cement, and meticulous SPL distribution analysis. Through sophisticated data visualization and insightful graphs, we tailor the audio experience to perfection, delivering a harmonious blend of technical prowess and sonic brilliance.



ANC - ACTIVE
NOISE CONTROL

L' ANC – Active Noise Control – is a new inter-nationally patented system that designed to actively reduce noise within yacht cabins, particularly during nighttime navigation. Focused on the bed

pillows area, ANC creates a virtual 'no-noise' bubble with a radius of up to 2 meters, ensuring a peaceful and uninterrupted sleep experience for passengers.



VIDEO
SOLUTIONS

Using bespoke audiovisual solutions, Videoworks aims to exceed traditional expectations by challenging perception and emotion in challenging scenarios on modern luxury yachts, such as immersive cinema experiences with video projection or LED display technology that allows guests to experience truly immersive visual experiences.

The integration of IT and AV systems promotes seamless sound and visual experience while maintaining aesthetic integrity through mechanical improvements. This is achieved without compromising on performance or aesthetics via significant technological advancements in LED technology.



HEALTH REMOTE MONITORING (HRM)

Health Remote Monitoring (HRM) is a comprehensive solution that combines specific medical protocols, electronic devices, integration software, and secure encrypted communication technologies via the Internet. With after-sales services ensuring proper maintenance, HRM transforms spaces like massage rooms or hairdressers into areas where trained crew members, guided by the Guest Personal Doctor, can efficiently monitor the health status of guests.

With Health Remote Monitoring (HRM), the personal doctor of yacht guests can utilize their personal device, such as a laptop, tablet, or 6"+ telephone, to access real-time medical data of their patients. This allows them to make informed judgments regarding the patient's condition:

- No medical action needed (white label)
- Minor medical actions needed, with no impact on the trip (green label)
- Medical actions needed with local hospital/ doctors, impacting the trip (yellow label)
- Top urgency for the patient to be moved to a local hospital (red label)

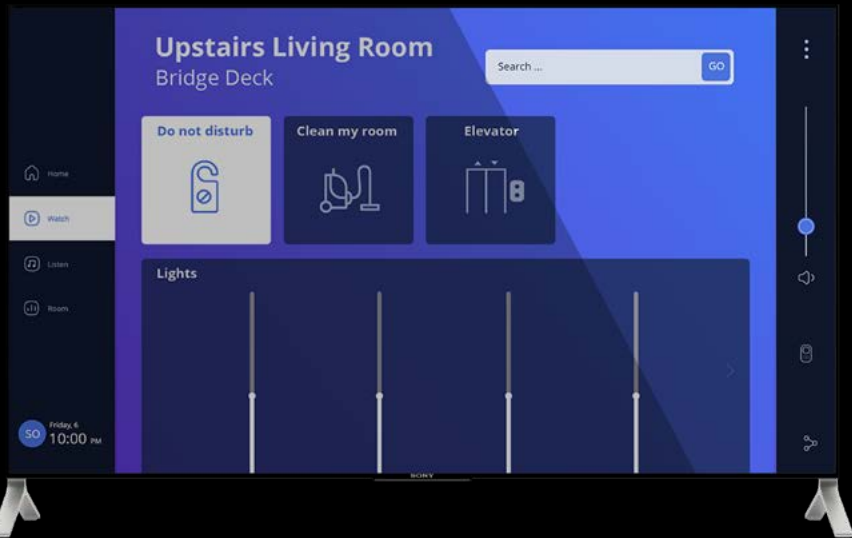
HRM provides a streamlined and efficient system for managing onboard medical emergencies, ensuring optimal care and safety for all guests.



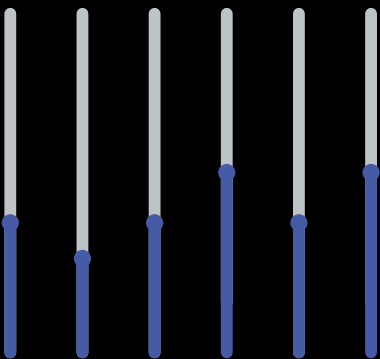
CUSTOM
INTERFACE TOOLS

Videoworks specializes in developing customized interfaces for smartphones, tablets, and Smart TVs using HTML5 technology (as Web-Engine) or customized standard connectivity technologies like Crestron GUI app . With these tools, yacht owners and guests gain access to a wide range of functions right at their fingertips. From controlling AV systems and accessing technical yacht information to managing comfort settings and monitoring CCTV cameras, our interfaces

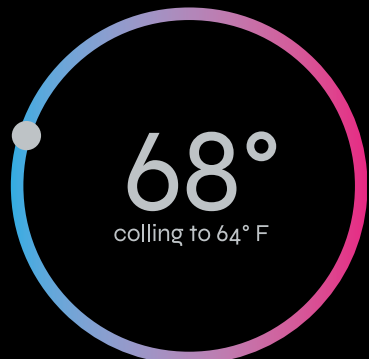
enhance onboard convenience and security. There is an evolution in domotic control system that integrates advanced tactile control technology with the timeless simplicity of a standard remote control aboard superyachts. Blending intuitive functionality with cutting-edge engineering and high-tech functionality, the initiative is a response to the growing demand for user-friendly interfaces tailored to the onboard luxury experience.



LIGHT



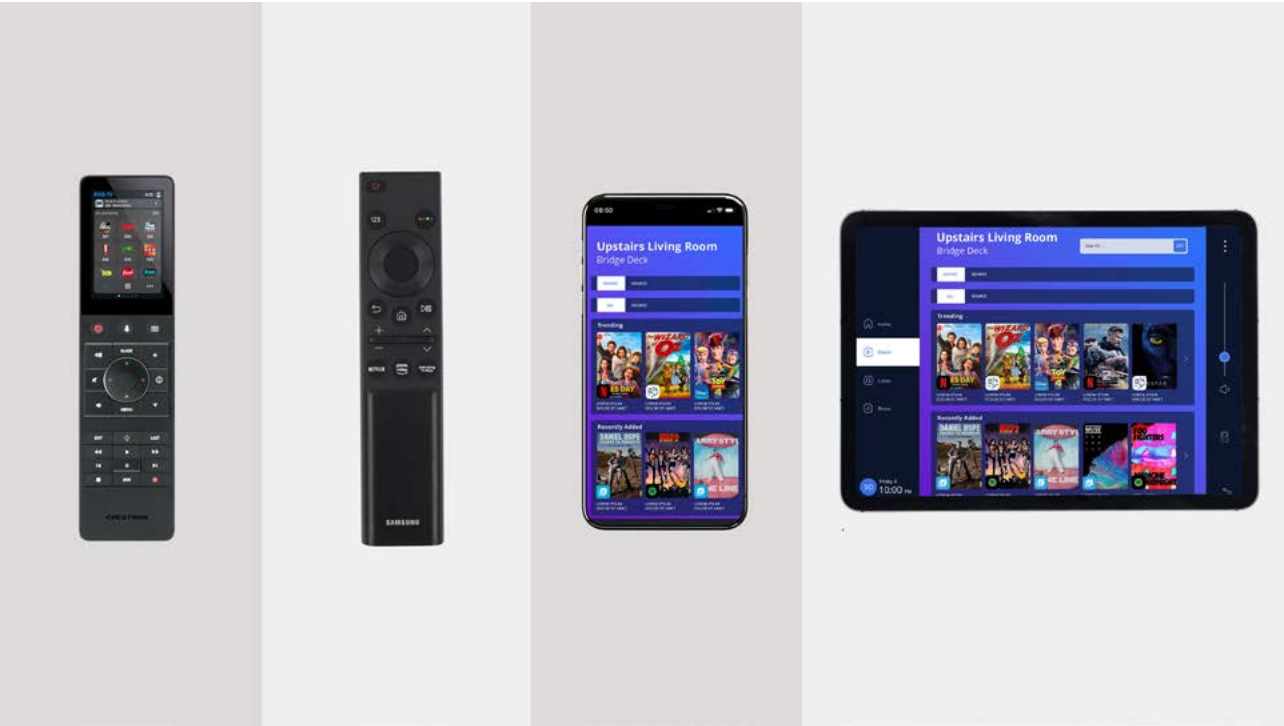
HVAC



SEARCH
ENGINE

Our single integrated search engine, powered by advanced 5G and LEO technologies, allows users to gain effortless access to a wide array of bandwidth and cutting-edge streaming content. Say goodbye to the frustration of searching throu-

gh multiple platforms – our solution simplifies content discovery, ensuring a seamless entertainment experience onboard.



ETO
PANEL

The ETO Panel provides a centralized platform for the Electrical Technical Officer (ETO) to efficiently manage critical parameters and oversee equipment operations onboard. From monitoring temperature and humidity to managing current consumption and zone statuses, the ETO Panel enables seamless control over all boat's systems and sensors.

Its tight integration with our GUI elevates user experience to new levels, such as:

- 1. Access central sources
- 2. Manage cameras
- 3. Control streaming service access
- 4. Assign different user authorization levels
- 5. Configure and distribute satellites
- 6. Customize colors, backgrounds, and functionalities

The ETO Panel suite, developed entirely in HTML, ensures accessibility from anywhere, even remotely, using any device.

Probe Monitoring:

Our background service continuously monitors all probes within the AV system, ensuring uninterrupted performance. Critical situations are promptly flagged through various channels:

- Email notifications
- UHF calls
- Modbus alerts to the cockpit
- Telegram messages

These are just a few of the tools within our comprehensive monitoring suite.

PDU Panel:

The ETO panel allows remote control of power sockets within the AV system, enabling seamless switching, rebooting, or shutdown as needed.



MYINFO 4.0

Today, smart TVs are central to the AV experience, both at home and on yachts where hospitality information is crucial. Videoworks has developed a custom solution seamlessly integrated with modern TV interfaces like Google TV.

This allows access to various features directly from your TV remote, including:

- TVCC camera feeds
- Captain safety and cruise information, including upcoming port details
- NMEA data
- Simple home automation controls
- IPTV streaming



POP-UP
SPEAKER

Crafted from anodized aluminum for unparalleled corrosion resistance and durability, our Pop-Up Speaker boasts a sleek design engineered for maximum safety during handling. Equipped with built-in end-strokes for precise control over fully closed and open positions, along with a noiseless internal IP69K actuator, this speaker ensures a seamless and watertight operation in any position.

With the possibility to install drainage on the bottom, our Pop-Up Speaker offers a flexible, invisible, and integrated audio solution. Its solid and robust design minimizes vibrations, providing an ideal support system for superior sound quality



- Anodized aluminum for maximum corrosion resistance and durability
- Sleek design for maximum safety during handling
- Built-in end-strokes for fully closed and open positions
- Noiseless internal IP69K actuator
- Watertight system in completely closed and open positions
- Solid and robust system without vibrations, ideal support for the speaker
- Possibility to install a drainage on the bottom
- Unified Speakon® connector for audio cable and 24VDC power supply (single connector)
- Customizable connector orientation around the case
- Material, finishing and color customizable

LIGHT ENGINEERING




































In every project, the implementation of lights plays a pivotal role in creating atmospheres and scenarios. With Videoworks' Light Engineering Department, architects, designers, and technicians receive comprehensive support throughout the process. Our services include:

- Selection of lights and optics
- Choosing light sources
- 3D calculations and simulations
- Rendering
- CAD positioning
- Circuit details
- Lighting wire schemes
- Technical dimensioning of wiring
- Technical assistance for bus (DALI, DMX, PWM)



CERTIFICATIONS AND PARTNERS

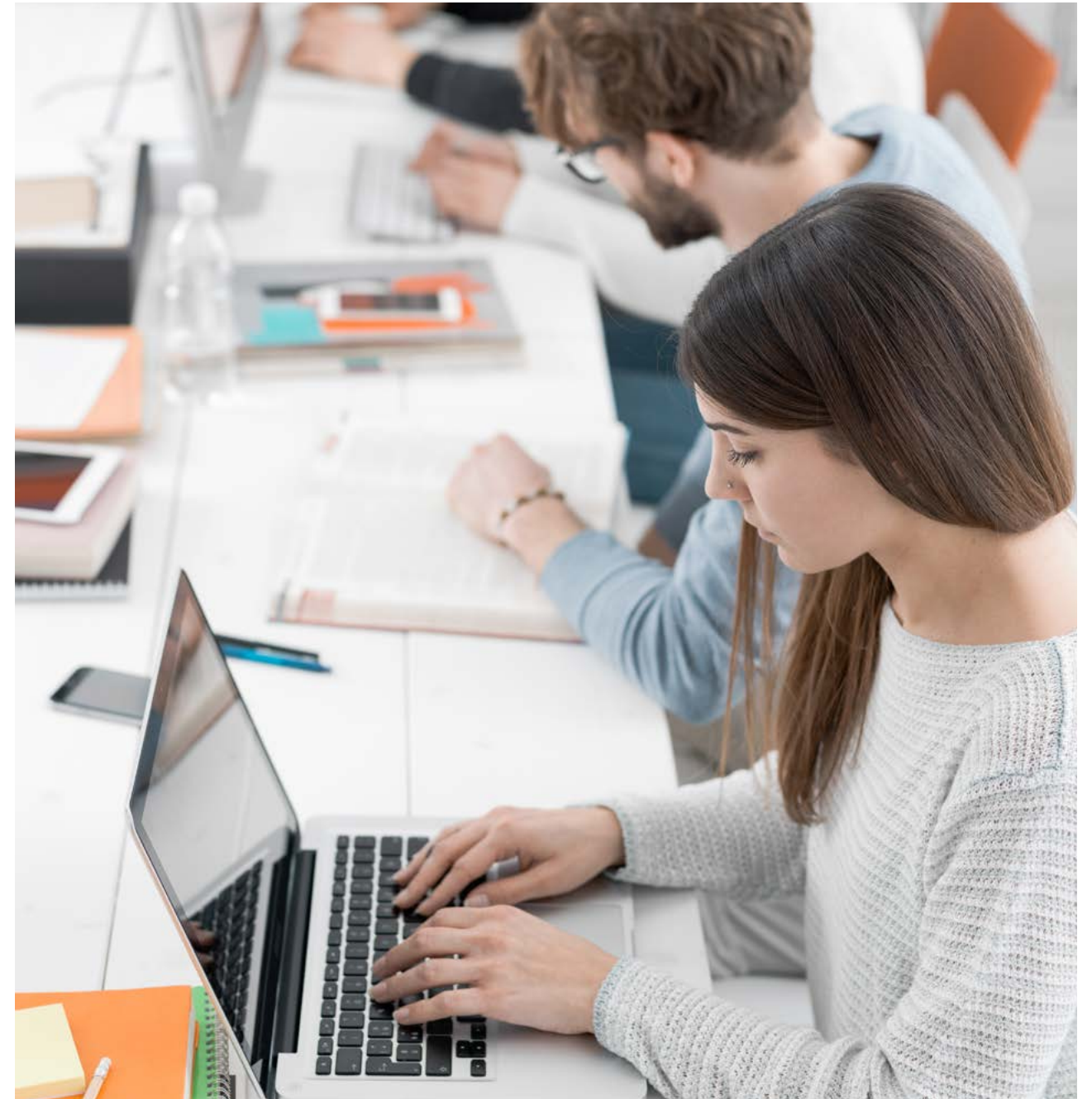
Videoworks obtained many certifications for example the “Cisco Premier Integrator” as partner certification. This certification mandates individual career and specialist qualifications, ensuring our staff remains highly skilled through continuous training. This commitment keeps us updated on evolving IT technologies, allowing us to deliver cutting-edge solutions to our clients.

ISO 9001		SHIPRIGHT PROCEDURE FOR CYBER SECURITY		PREMIER PARTNER	
<div> Member of CIBG Federation CERTIFIED MANAGEMENT SYSTEM ISO 9001</div>		<div> Lloyd's Register</div>		<div> CISCO Partner Premier Integrator</div> <div> Hewlett Packard Enterprise</div>	
CERTIFIED PARTNER					
<div> CRESTRON TECHNOLOGY PROFESSIONAL Elite Platinum</div> <div> Extron</div> <div> AMX</div> <div> LUTRON</div>				<div> LWR</div> LIGHTWARE	
				PRO BUSINESS PARTNER	
<div> K-ARRAY Unique Audio Solutions</div>		<div> Q-SYS</div> <div> BARCO</div>		<div> vmware</div>	
AIRTIME PARTNERS					
<div> TIM</div>					
TRAINED INSTALLATOR					
<div> SENNHEISER</div> <div> YAMAHA</div> <div> WOLFvision</div> <div> SONY</div> <div> biamp.</div> <div> Dante CERTIFICATION</div>					
WI-FI /XTP/OF TOOLS AND CERTIFICATION TRAININGS					
<div> SHURE</div> <div> SAMSUNG</div>		<div> FLUKE networks.</div>		MEMBER OF THE PARTNER ALLIANCE	
<div> MELCON BRONZE</div>					
BUSINESS PARTNERS					
<div> Intellian</div>		<div> LEUK</div>		<div> KYMETA</div> <div> M</div> <div> OneWeb</div> <div> Viasat</div>	
<div> SpeedFusion™ Bonding Technology</div> <div> SAILOR COMM</div> <div> speedcast</div> <div> STARLINK</div> <div> INDIRECT RESELLER</div>					

RESEARCH AND DEVELOPMENT

Videoworks continuously conducts research and development activities with several esteemed universities and offers internships and scholarships. The following are some of our key activities: A.I. for the automation of environments (**UNIFI - DII**), LEO VSAT and SD-WAN (**UNIVPM - DII**), Monitoring remote healthcare (**UNIVPM**), AR/VR (**UNIVPM**), Internships and scholarships with **UNIVPM**.

Additionally, we maintain ongoing collaborations with Higher Technical Institutes and High Schools.



UNIVERSITY

UNIVERSITÀ
POLITECNICA
DELLE MARCHEUNIVERSITÀ
DI PISA

TECHNICAL HIGH SCHOOLS AND LYCEUMS

IIS
VOLTERRA
ELIA Anconaiis
LAENG
OSIMO
MEUCCI
CASTELFIDARDO

REFERENCES



ITALIAN EXCELLENCE SINCE 1873



COLUMBUS
YACHTS



ROYAL DUTCH SHIPYARDS



PASSION. INNOVATION. EXCELLENCE.



1914
HODGDON
TECHNICALS



ISA YACHTS



REFIT AND REPAIR SINCE 1956



MAIORI
YACHT



NAUTOR'S
SWAN



OTAM



PALUMBO
SUPERYACHTS



PERINI NAVI



PERSHING



PICCHIOTTI



Riva



ROSSINAVI



ROYAL HUISMAN



SANLORENZO



SOUTHERN
Wind



Sunseeker



THE ITALIAN SEA GROUP



TURQUOISE
YACHTS



ULSTEIN®



VAN LENT



VIKING



WALLY



WIDER

YACHTING

TELLI
CUSTOM LINE



LOA: 38 m
GT: 300 t

Systems on-board:
IT, AV, LIGHT & COMFORT CONTROL



SUPERYACHT REFERENCES



YACHTING

AKULA
BAGLIETTO

LOA: 52 m
GT: 496 gt

Systems on-board:
AV, IT



SUPERYACHT REFERENCES



YACHTING

PROJECT T

CANTIERE DELLE MARCHE



LOA: 45 m
GT: 406 gt

Systems on-board:
AV, lighting, HVAC, Security



SUPERYACHT REFERENCES



YACHTING

M/Y ANJELIF

COLUMBUS YACHTS



LOA: 50 m
GT: 499 gt

Systems on-board:
AV, IT



SUPERYACHT REFERENCES



YACHTING

T52
BAGLIETTO

LOA: 52 m
GT: 497 t

Systems on-board:
AV, IT



SUPERYACHT REFERENCES



YACHTING

K2

COLUMBUS



LOA: 49 m
GT: 499 t

Systems on-board:
AV, IT, CCTV, LIGHT & COMFORT CONTROL



SUPERYACHT REFERENCES



YACHTING

RIO

CNR



LOA: 62 m
GT: 850 t

Systems on-board:
IT, AV, LIGHT & COMFORT CONTROL



SUPERYACHT REFERENCES



YACHTING

SPARTA

HEESEN



LOA: 67 m
GT: 1,200 t

Systems on-board:
AV, IT



SUPERYACHT REFERENCES



YACHTING

I AM
ISA

ISY
ISA YACHTS

LOA: 43,7 m
GT: 400 t

Systems on-board:
AV, IT



SUPERYACHT REFERENCES



OLIVIA O

ISA



LOA: 88 m
GT: 4,989 t

Systems on-board:
AV, IT, LIGHT & COMFORT CONTROL



YACHTING

EIV
ROSSINAVI



LOA: 49 m
GT: 498 t

Systems on-board:
AV, IT, CCTV, LIGHT & COMFORT CONTROL



SUPERYACHT REFERENCES



PRIVATE
VILLA ITALY

Videoworks integrated
systems for:

- Audio Video
- Connectivity
- Lighting
- Home Automation
- CCTV



RESIDENTIAL

PRIVATE
VILLA FRANCE

Videoworks integrated
systems for:

- Audio Video
- Connectivity
- Lighting
- Home Automation
- CCTV



REFERENCES



PRIVATE PENTHOUSE
SWISS

Videoworks integrated
systems for:

- Audio Video
- Connectivity
- Lighting
- Home Automation
- CCTV



THE GROUP

VIDEOWORKS SPA | HQ

Via Albertini, 36 | block E13
60131 Ancona (AN) | Italy

VIDEOWORKS MILANO

Via Risorgimento, 87
20017 Rho (MI) | Italy

VIDEOWORKS VIAREGGIO

Via Grecale, 4F loc. Bicchio
55049 Viareggio (LU) | Italy

VIDEOWORKS OF AMERICAS INC.

4901 Spectrum Blvd, Suite 406,
Fort Lauderdale, FL 33309 – USA

VIDEOWORKS ELEKTRONIK TIC. A.Ş.

Aydintepe mah. Aydınli yolu cad.
Kafkas Plaza No:17 Kat:3
Tuzla – Istanbul | Turkey

VIDEOWORKS EUROPE BV

Beechavenue 134 | 1119 PR
Schiphol-Rijk | The Netherlands

VIDEOWORKS SAVONA

Via Sardegna 2 | 17047 Vado Ligure
Savona (SV) | Italy

