

## case study

# Consolidating the office for a more sustainable workplace

## The challenge

Kinly has been working as a dedicated partner to leading insurance provider, Legal & General (L&G), since 2020, providing audiovisual (AV) design, build, and support maintenance services across multiple UK sites.

In 2022, Kinly was asked to support the consolidation of several sites together into a refurbishment of their main building in Hove to include over 40 meeting rooms and several new spaces.

The challenge on this project was to adhere to L&G's sustainability commitment for the project, ensuring a focus on reusing existing equipment but still giving users of the new space the best possible experience.





## The solution

Kinly worked **hand in hand with the client to strategically plan** how this equipment would be redistributed into the main building.

The project required careful planning through three distinct phases of decommissioning across a period of 18 months. Existing Lenovo ThinkSmart video conferencing solutions, Logitech MeetUp USB collaboration bars, displays and other installation hardware was carefully considered and designed to be reincorporated into the new building to meet key sustainability goals.

The Kinly team worked closely with the clients' project team to undergo technical surveys in order to plan each meeting space during the construction phase, advising on best elevation for power, data and wall reinforcements to ensure existing equipment could be effectively repurposed.

In addition, two brand new areas were designed by Kinly, a digital collaboration space and large boardroom. In the latter two 75" Sony displays work together with a Yealink MTR solution incorporating three PTZ cameras to provide multiple camera angles. The room is controlled via the MTouch panel mounted at the table. Audio and AEC is managed via a QSC DSP which means the audio performance can be customised to suit the room. This is supported by a Sennheiser TeamConnect Ceiling 2 mic which tracks the active speaker and rejects other noise.

Within the digital collaboration zones the client required a similar Yealink MTR system setup with the addition of a mobile cart display featuring a Sony 75" display, Yealink Soundbar, PTZ camera, wireless expansion mic kit and MTouch II touch panel.



SECTOR  
FINANCE



LOCATION(S)  
HOVE, UK



START/END  
JUNE 2022 –  
AUGUST 2023



CONTRACT TYPE  
DIRECT

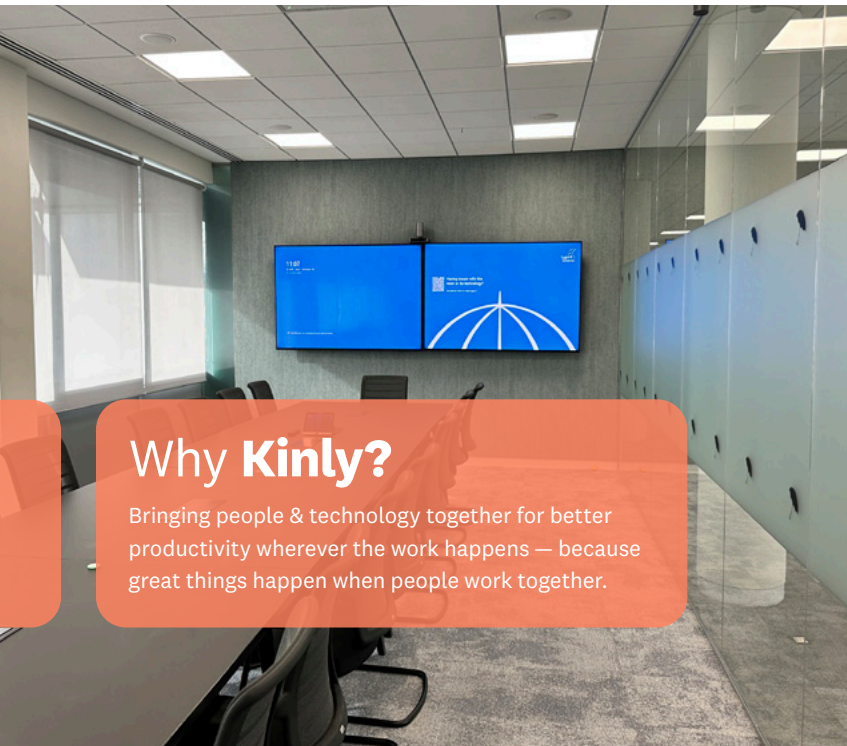


## The result

**The client was delighted with how the Kinly team handled the complex requirements of this project and the details they put into understanding the room suitability and additional hardware provision to successfully meet all sustainability requirements.**

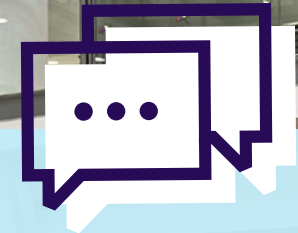
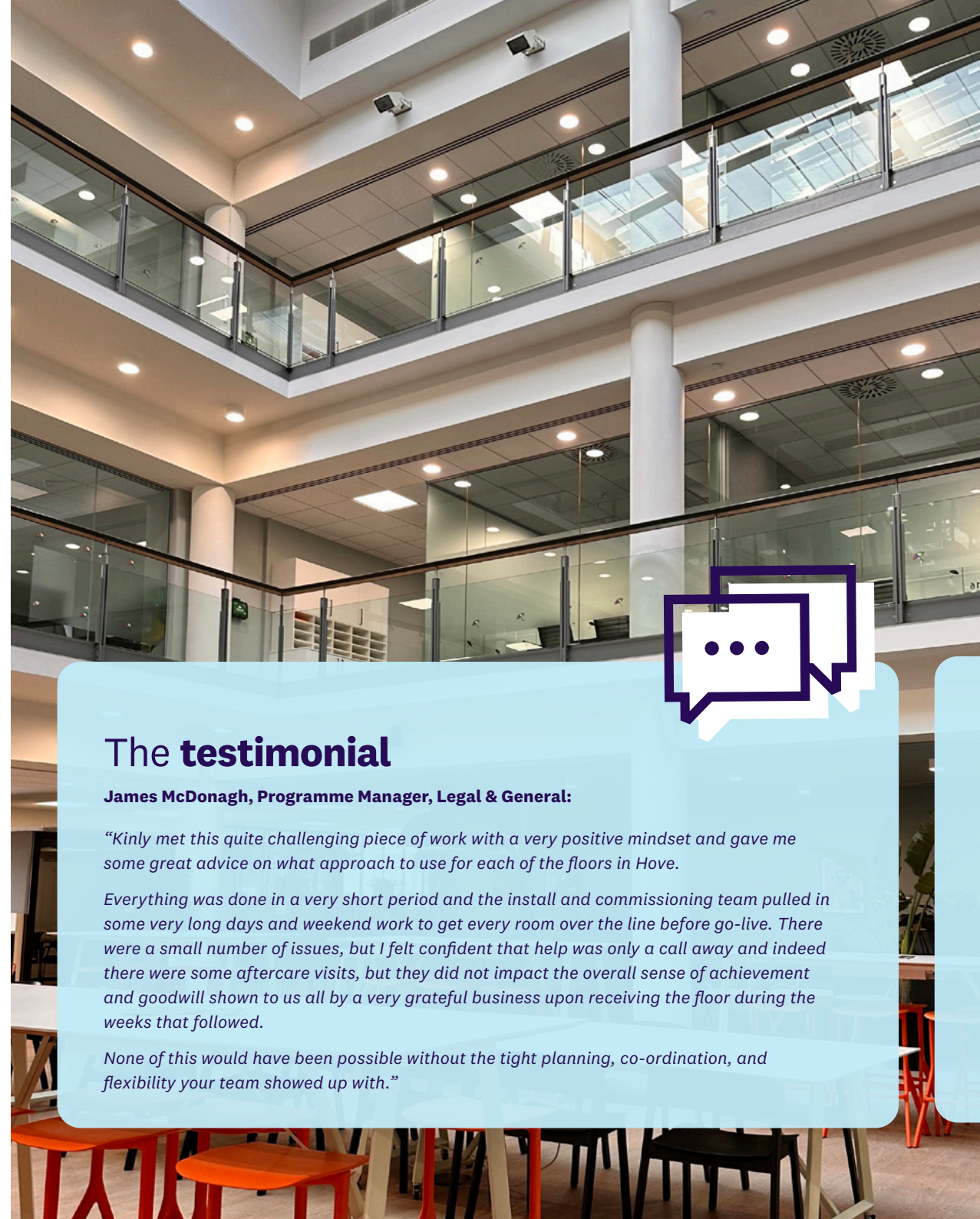
The install and commissioning teams proved their ability to work fast and with agility in order to respond to tight deadlines and two week notice periods for contractors leaving site at each stage of the building refresh.

Alongside the AV implementation, Kinly ensured they were on call to fix any issues or user adoption requirements for a period after the completion date and continue to work with L&G on future plans and projects across the UK.



## Why Kinly?

Bringing people & technology together for better productivity wherever the work happens — because great things happen when people work together.



## The testimonial

**James McDonagh, Programme Manager, Legal & General:**

*“Kinly met this quite challenging piece of work with a very positive mindset and gave me some great advice on what approach to use for each of the floors in Hove.*

*Everything was done in a very short period and the install and commissioning team pulled in some very long days and weekend work to get every room over the line before go-live. There were a small number of issues, but I felt confident that help was only a call away and indeed there were some aftercare visits, but they did not impact the overall sense of achievement and goodwill shown to us all by a very grateful business upon receiving the floor during the weeks that followed.*

*None of this would have been possible without the tight planning, co-ordination, and flexibility your team showed up with.”*