



## **FIRM OVERVIEW AND CAPABILITIES - HOSPITALITY**

### **MAIN OFFICE**

421 Feheley Drive  
Suite E  
King of Prussia, PA 19406  
610-825-7040

### **MAIN POINT OF CONTACT**

Jim Miner  
President  
(p) 610-825-7040

### **SIZE OF FIRM**

34 Total Staff  
8 Engineers  
4 CADD  
6 Project Managers  
8 Technicians  
2 Engineering Offices  
6 Sales Offices

### **CAPABILITIES/SERVICES**

Network Design/Integration  
Telephony Design//Integration  
VTC Design//Integration  
A/V Design//Integration  
Call Center Design/Integration  
CATV Distribution Systems  
Construction Documents  
Control Systems  
Digital Signage Solutions  
Structured Cable Design  
Technical Construction  
Management  
System Monitoring  
Facility Staffing  
Managed Service

### **AREAS OF EXPERTISE**

Gaming  
Racetracks  
Hospitality  
Corporate/Commercial  
Higher Education  
Government

Judge Unified Communications (JUC) is a multi-faceted integration company with extensive experience in network, telephony, digital signage and audiovisual systems for hospitality, casino and hotel projects. JUC has built a practice that balances the business and art of system design by integrating rigorous methods of management while maintaining the highest standards of system design.

The principles at Judge UC have provided design and implementation services to the hospitality industry for over 20 years with a proven approach of focused planning and design yielding solutions that address each client's unique needs and ensures bottom line success. JUC has experience in the successful implementation of accelerated schedules while maintaining highest quality design and deployment of their systems.

JUC's approach is to put the client's objectives alongside our knowledge of the technology and marketplace demands. These factors drive our technology solution designs and enables us to provide solutions that are beyond typical design services.

The integration of design and project management services for all of the low voltage systems deployed and operating on a client's converged network require experienced designers and rigorous project management by a team that specializes in the hospitality and gaming markets.

Our technical project management group closely monitors all construction activities to ensure that your visions become reality without changes to the budget or schedule. The unique requirements of a technology deployment must be maintained without sacrificing the overall construction schedule. JUC project managers have experience in construction and technology projects making them uniquely qualified to manage technology projects. JUC manages all technology sub-vendor communications (vendor to GC, vendor to client, client to vendor) so we can maintain accountability and avoid miscommunication. We coordinate and attend job site meetings, review construction documents, approve change orders, facilitate payment applications, and update schedules accordingly. A monthly status report is prepared to keep clients and General contractors abreast of progress.

Finally, our portfolio of hospitality/entertainment projects include deployments for network, telephony, video enhancement, CATV distribution, digital signage, music and paging systems for Gaming facilities, Hotels, and Entertainment facilities ranging in size from nine-hundred thousand to six million dollars.

Judge Unified Communications provides technology design and implementation services to corporations including leaders in the financial and chemical businesses, government, medical and higher education clients. JUC has successfully completed projects across North America, Europe, South America and Asia.

## **RELEVANT EXPERIENCE - HOSPITALITY**

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### **Select Projects**

#### **Miami Valley Gaming**



Judge Unified Communications (JUC) was contracted to design and provide the Audio Visual systems for Miami Valley Gaming & Racing LLC just 90 days prior to opening. The facility includes 1,600 video lottery terminals, a racing simulcast center, broadcasting races from around the country; and a 5/8-mile harness racetrack that accommodates more than 1,000 harness-racing fans with its inside grandstand and outdoor patio in 220,000 sq. ft. facility. The casino officially opened its doors December 12, 2013. Miami Valley Gaming A/V systems merge the latest state-of-the-art technology to deliver a high tech solution on a controlled budget. Flexible, distributed audio and video deliver up-to-the-minute excitement to the casino floor, high energy bar and stage systems, signage displays, custom announcement systems, and automated audio level control programs that assure perfect intelligibility, visibility, and just the right customer impact at any time of the day or night.

#### **Finger Lakes Casino Gaming Expansion**



As Finger Lakes Casino & Racetrack (FLCR) celebrates nine years of gaming operations, Judge Unified Communicates (JUC) was contracted to provide all of the audio visual needs when construction began on its largest expansion project since the addition of Video Lottery Terminals (VLT's) in 2004. With a \$12 million expansion completed in November 2013, nearly 33,000 square feet was added to the northeast corner of the plant that accommodates space for additional machines, a new dining option, and a feature bar/lounge. The video system contains over 30 displays ranging in size from 50" to 220". The video system also provides 1080i HD programming on every display in the facility over coax delivered to each area via Fiber. Content for the video system is generated by a mixture of Cable Boxes, Satellite Receivers and custom digital signage players. The entire facility is controlled via an AMX custom control system utilizing touch panels and I Pads for control.

#### **New Meadowlands Racetrack**



Judge Unified Communications (JUC) was contracted to design and deploy the Network, Telephony, Digital Signage and Audiovisual systems for The New Meadowlands Racetrack, a state of the art racing and entertainment facility located next to MET Life Stadium in East Rutherford, NJ. The project sits on a 200 acre site and includes a new 180,000 square foot clubhouse, a 3000 seat outdoor grandstand barns, paddock, an office building and apron entertainment facilities. Judge UC designed and deployed an end to end converged Cisco solution for the network and telephony systems. The infrastructure design includes a redundant 10 Gigabit backbone infrastructure, redundant routers, redundant core switches, redundant firewalls, redundant UCS Servers, and scalable edge switching. The IDFs use a combination of stackable or chassis based Cisco, Power over Ethernet switches with redundant fiber uplinks to the core. The wireless portion consists of multiple high-performance 802.11n / 2.4 GHz and 5 GHz access points managed through redundant Cisco 5508 Wireless LAN Controllers. The audiovisual system includes over 66 zones of audio with 59 audio sources routable to every zone. The CATV system includes 63 HD channels providing broadcast, Satellite and racing programming, digital signage players and feeds from the live TV set and broadcast center located on site. The facility has 364 displays located across four buildings. The entire facility is controlled via an AMX system providing source routing and volume control for the entire site.

## **RELEVANT EXPERIENCE - HOSPITALITY**

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### **Hamburg Fairgrounds Casino**



The Hamburg Fairgrounds entertainment complex retained Judge Unified Communication to design and deploy a versatile audio and video system to cover all areas with specific event-related custom material, plus commercial CATV channels, and special video and audio to enhance the experience. Capital and operating budgets were very important considerations, yet the facility needed the flexibility to deliver a wide variety of experiences at all hours of operation to exceed patron expectations. The Hamburg Fairgrounds A/V systems merge the latest state-of-the-art technology with existing systems already on site to deliver a high tech solution on a controlled budget. Flexible, distributed audio and video deliver up-to-the-minute excitement to the casino floor, high energy bar and stage systems, signage displays, custom announcement systems, and automated audio level control programs that assure perfect intelligibility, visibility, and just the right customer impact at any time of the day or night. Contributing to peak operating efficiency is a JUC designed and installed LAN to allow central monitoring and control of every component. The video system provides HD and analog programming on every display in the facility. A state-of-the-art audio system in over 30 auto-leveling zones provides high quality programming throughout the facility. It features custom content creation that allows the staff to prepare "Welcome Guest" audio tracks with highlights of upcoming events. JUC also provided a custom patron-operated system in the Bar to allow guests to select specific TV audio to create their own private ambience.

### **Tioga Downs Casino Racing and Entertainment**



Tioga Downs Racetrack and Casino in Nichols, NY contracted Judge UC to install over 180 televisions, 28 zones of audio, AMX control systems, and live television production. The TV's throughout the facilities have 80 of them controlled by remote IP internet access. An internal timer automatically controls the televisions' power and sets their channels in the morning. Judge UC also installed an in house RF cable system with 50 channels to broadcast 18 channels of live races, 10 channels of cable television, 10 channels of Satellite TV, and the remaining channels are for in house use of the DVD, VCR, and paging. Focusing on the audio aspect, 18 zones of audio were installed which are controlled by BSS London Blue 80's and Blue 32's. Inside the facility there are JBL control series speakers powered by Crown amps, while outside the facility there is a mixture of Community R2 and R3 speakers with outdoor Community 70V speakers in the VIP and bar deck areas. A new Cisco wireless system was installed to provide high speed wireless to the entire property.

### **Harrington Raceway, Casino and Sports Betting Facility**



Harrington Racetrack and Casino is a popular entertainment venue in Harrington, Delaware. During their expansion the casino retained Judge Unified Communications to supply and install over 60 LCD displays, 26 zones of audio, digital signage, an AMX control system and an IP camera system. Each of the 40 LCD displays throughout the facility is controlled by a remote IP Internet access in which an internal timer automatically controls the displays power and sets the channels in the morning. In addition, many of the displays are being utilized as digital signage and advertising locations. Also installed was an in-house RF cable system consisting of 46 channels to broadcast a combination of 18 channels of live races, 20 channels of cable television, and 4 channels of digital signage. The 26 zones of audio are controlled by BSS London Blue 80's and Blue 32's. JBL speakers were installed throughout the facility. The system has automatic volume control that utilizes microphones to sense the ambient noise in each zone and then adjusts the zones volume to ensure clear & intelligible speech. The facility also includes a live entertainment area for performers equipped with complete front of house audio, monitor systems, and lighting systems. The completed integration of audio visual solutions within Harrington Racetrack and Casino presents a diverse venue with dining, gaming, racing, and entertainment excitement for all ages.

## **RELEVANT EXPERIENCE - HOSPITALITY**

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### **Key Personnel**

#### **James D. Miner, CTS – President**

Mr. Miner has over 25 years experience in the audiovisual and entertainment industries. As the President for Judge Unified Communications, Jim oversees the daily operation of the company. Jim works closely with the systems consultants to ensure that every JUC client receives the highest quality system design, documentation and coordination during their project. Jim is also responsible for meeting with architects, designers and general contractors to review and coordinate design documents. Jim works closely with the engineering department to ensure that the client's needs are addressed during final equipment specification. Jim is responsible for manufacture coordination to ensure that every systems consultant stays current in the ever-changing landscape of professional electronics.

#### **Larry Uhl, CTS, BE E.E. – Vice President of Engineering**

Larry Uhl has over 20 years experience in audio visual design, installation, and service. As the Vice President of Engineering, Larry's involvement begins with the initial design and continues through the system commissioning. This includes involvement in all stages of the projects, including preliminary sales and design meetings with clients, CAD design and documentation, coordination, and scheduling with various construction trades, to final project completion and customer training. Larry oversees the daily operations and scheduling of all project managers and technicians within Judge Unified Communications. Prior to starting Judge Unified Communications, Larry managed the engineering, installation and programming divisions for Audio Visual Solutions Group, a firm located in Broomall, PA. During his time leading the company Jim, along with Larry, completed some of the area's largest audiovisual projects.

#### **Ron Morschauer – Sr. Account Executive**

Ron works with many of our top clients helping them find solutions to their communication and collaboration needs. Ron has a proven and successful record in working with Fortune 500 accounts across hospitality, technology, service provider, pharmaceutical, higher education and financial services corporations. With a focus on long-term relationships, customer satisfaction, and a solutions-focused approach, Ron ensures each customer receives the personal attention and highest quality results in all phases of their projects. Prior to joining Judge UC, Ron has over 15 years in technology, communications and networking industries in both Sales and Product Management roles. Most recently Ron was a Global Account Manager for a major international communications and collaboration services company based in the United Kingdom, and as a Strategic Account Manager for a major networking/communications company based in San Jose, CA.

#### **Kevin J. Wilson – Sr. Project Manager**

Kevin J. Wilson is Senior Project Manager for Judge Unified Communications. Kevin has an extensive history in the fields of architecture/engineering, construction and technology. Prior to joining Judge Unified Communications, Kevin worked for a project management consulting firm as an Owner's Representative/Owner's Agent. His experiences there as a project manager included management and responsibility of all aspects of the projects including budget, schedule, design management, bidding & negotiations, contract management, and construction management. Kevin also has vast experience in managing large technology projects from design through implementation including design & engineering, procurement, installation, and commissioning. Currently in his position with Judge Unified Communications, Kevin is responsible for all aspects of large capital projects. Kevin is CompTIA A+, iNet+ and Network+ certified. He also holds his Residential Dwellings 1 and 2 certifications from the National Certification Program for Construction Code Inspectors. Kevin has several professional affiliations including Crestron, CompTIA, Cisco, Microsoft, and BICSI.

#### **Jonathon Wheeler, CTS, ACE – Senior Project Manager and Engineer**

Jonathon Wheeler is Senior Project Manager/Systems Engineer for Judge Unified Communications. Jonathon has an extensive history in the Audio Visual Field for the past 15 years. In the position Senior Project Manager/Systems Engineer he is responsible for all aspects of UC/AV projects, from engineering complex UC/AV systems, designing Immersive telepresence rooms, programming Crestron and AMX control systems, to systems acceptance testing and customer turn over. Jonathon is CTS certified with InfoComm International and has an Associates Degree in Electronics. He is also a Certified AMX Programmer along with many other industry certifications such as ClearOne, Polycom, Tandberg, Crestron and AMX. Currently, in his position with Judge Audio Visual, Jonathon has overseen management and programming for multiple audio/visual and unified communications integration projects throughout the world, including numerous racetrack/casinos, and large deployments of UC infrastructure for Fortune 500 companies.