

# ROSCOR

Providing next generation technologies  
for the creation and reliable delivery  
of electronic media

## Systems Integration





## **TELEVISION BROADCASTING**

- Multi-Channel Direct Satellite
- Cable Headends & Distribution
- Fixed Production Facilities
- Mobile Production Systems
- Microwave Transmission Systems
- Digital Satellite News Gathering
- Fly Away Satellite Systems
- UHF/VHF Terrestrial Transmission
- ATSC/DTV Systems
- Analog-To-Digital Transition
- Nonlinear Audio/Video Technology & Servers

## **CORPORATE & EDUCATIONAL COMMUNICATIONS**

- Boardroom Presentations Systems
- Multimedia Training Facilities
- Distance Learning
- Command-and-Control Centers
- Auditorium Projection Systems
- Videoconferencing
- Broadband Network Systems
- Network Multicasting
- Interactive Audio/Video
- Communications Technologies
- Desktop Audio/Video Systems
- Network Communications

**ROSCOR** had its electronic beginnings with the deployment of network television broadcasting and industrial video by becoming a leading factor in design and transmission system solutions. Since then, ROSCOR has been a pioneer in Satellite News Gathering (SNG), Electronic News Gathering (ENG), mobile production vehicle design and the introduction of non-linear computerized post-production systems. Recognizing the inevitable transition from analog to 100% digital platform-based systems, we made an early

ROSCOR strives to arrive at a successful conclusion: a fully operational facility, delivered on time, within budget – and exceeding customer expectations.

**ANALYSIS & DESIGN** We work closely with our customers to first fully understand their objectives. Then we quantify their requirements for a system or a total facility. The ROSCOR team then specifies the systems and components that work together in an elegant design that will deliver reliability, performance and value.

**IMPLEMENTATION & TESTING** The key to a successful



ROSCOR DELIVERS INTEGRATED ELECTRONIC INFORMATION MANAGEMENT SYSTEMS FOR LARGE VENUE LEARNING FACILITIES (LEFT), NETWORK DIGITAL NEWS AND ENTERTAINMENT BROADCASTING (CENTERED) AND SCATTERED CORPORATE TELECONFERENCE CENTERS (RIGHT).

commitment to these technologies and have become experts in the application and integration of these emerging digital platforms. As a result, ROSCOR continues to be a leader in the design, integration and installation of hybrid and full digital production, post-production, distribution and transmission systems. We provide these integrated system solutions to network broadcasters, as well as for corporate and educational applications.

From an editing suite or a mobile ENG unit to, a fully-integrated, turn-key digital broadcast facility, ROSCOR has the experience and the resources to manage any portion, or the whole process of design, specification, budgeting, integration, installation, testing and training.

ROSCOR installation is our total management of the process and our resources: planning, scheduling, training, execution and testing – with continued reporting to meet time and expense milestones.

**TRAINING & SUPPORT** The training and familiarization process begins during the installation period and continues through the installation and start-up phase so that operators can be immediately productive from the outset.

**RESULTS** ROSCOR delivers a highly productive, leading-edge facility that can be efficiently expanded as demand increases or requirements change, incorporating today's digital technologies, but always with a vision for the future.

Quantum improvements in the speed and quality of electronic communications have radically changed the industry's expectations as to how information is created and delivered. Broadcast, corporate and educational communications standards and techniques are evolving to free up creative talent while delivering faster, better quality programming. Conventional content production and delivery techniques

## Analysis & Design

are being replaced with digital platforms. This is an information technology revolution that will continue indefinitely. Because we are already established in the digital age with a foundation of decades of analog implementation, ROSCOR has been providing systems solutions which, in many cases, are an evolutionary transition to the digital platform. ROSCOR integrates systems with the intention of meeting industry demand for higher quality, productive facilities employing proven and tested state of the art, digital technologies. We continually acquire the necessary expertise in new digital functions in anticipation of their being accepted as industry-wide standards.

Early in the project initiation stage, ROSCOR joins the client management team to fully comprehend

customer requirements and establish realistic objectives and expectations. These include the communications objectives and the various technological solutions for consideration as well as a realistic budget and timeline. Then our project management team generates an overall functional plan that fulfills the agreed-upon objectives. Our technical staff analyzes the plan and selects the most appropriate systems and components from our database of hundreds of suppliers, producing a bill of materials, a preliminary budget and a set of delivery and financial milestones. The design/engineering staff proposes how the system will be integrated and the construction required on the site and then prepares the required detailed specifications and documentation.



**ANALYSIS & DESIGN** WE WORK CLOSELY WITH OUR CUSTOMERS TO FIRST FULLY UNDERSTAND THEIR OBJECTIVES. THEN WE QUANTIFY THEIR REQUIREMENTS FOR A SYSTEM OR A TOTAL FACILITY. THE ROSCOR TEAM THEN SPECIFIES THE SYSTEMS AND COMPONENTS THAT WORK TOGETHER IN AN ELEGANT DESIGN THAT WILL DELIVER RELIABILITY, PERFORMANCE AND VALUE.





**IMPLEMENTATION & TESTING** THE KEY TO A SUCCESSFUL ROSCOR INSTALLATION IS OUR TOTAL MANAGEMENT OF THE PROCESS AND OUR RESOURCES: PLANNING, SCHEDULING, TRAINING, EXECUTION AND TESTING — WITH CONTINUED REPORTING TO MEET TIME AND EXPENSE MILESTONES.



Installation is the physical, time-consuming task of bringing a new or expanded facility on-line. However, it is the effective management of people, as well as materials and financial resources, that epitomizes a ROSCOR assignment and distinguishes it from its competitors. Quality management ensures the timely tracking of customer requirements and expectations throughout the whole



## Implementation & Testing

process. Procurement itself entails the detailed and correct ordering, scheduling, receiving and staging of the numerous systems, accessories, components and inter-connects. The designs are reviewed, questioned and adopted by the individual ROSCOR functional teams, each reporting back to the central project management teams. ROSCOR enjoys unique, long-term relationships, not only with most of the noted manufacturers, but also with leading professionals in specialized areas of design and construction who are intimately familiar with local regulations and the unique nuances of constructing special use facilities.

The careful scheduling of on-site construction, arrival of equipment and the installation team activities are coordinated by our project management team. As a result, ROSCOR's dynamic management process ensures milestone delivery.

When appropriate, the entire list of systems and components can be staged, tested and assembled on a ROSCOR site as the construction progresses. This gives the installation team the opportunity to put the overall system through factory acceptance testing ahead of time. At this point, we can confirm that the system performance meets or exceeds all customer requirements before we run the detailed on-site performance tests for client acceptance of the system.

After successfully completing these factory tests, the system is broken down and delivered on-site where it is installed, re-integrated, and the final acceptance tests are performed. When new technologies are provided, ROSCOR can concurrently train the future operators and technicians who may, optionally, participate in the installation and test process. The result is a facility that is immediately productive and ready to produce for our clients.

ROSCOR's responsibilities can continue beyond the delivery of a fully operational facility and the execution of the client's on-site acceptance as we provide a variety of extended maintenance and system support plans. In addition to the hands-on training for facility operation and maintenance during installation, ROSCOR provides its client's staff with continuous updates of advanced

## Training & Support

communications technology. On-site maintenance is augmented, when needed, with supplier support, coordinated through local and regional offices.

ROSCOR espouses the engineering and design philosophy of open systems, which focuses on connectivity and interoperability through interfaces adhering to accepted industry standards. Our experience confirms that designs based on this philosophy minimize obsolescence and optimize

future upgrades and expansion.

ROSCOR's ability to draw on the leading edge technologies of the industry's most important system and component manufacturers, combined with this open system philosophy, optimizes the integration of, and training for, facility expansion. This same recognition of open systems has made the planned conversion to all digital platforms relatively expeditious and cost effective for ROSCOR clients.




**TRAINING & SUPPORT** THE TRAINING AND FAMILIARIZATION PROCESS BEGINS DURING THE INSTALLATION PERIOD AND CONTINUES THROUGH THE INSTALLATION AND START-UP PHASE SO THAT OPERATORS CAN BE IMMEDIATELY PRODUCTIVE FROM THE OUTSET.



ROSCOR delivers complete broadcast, corporate and educational communications facilities, on schedule and within budget, that exceed customer expectations.

We do this because we apply our experience and unique resources to managing the total project, from the needs assessment, to post-installation training and support. Drawing from the experience of decades of designing complete facilities,



## Results

we dig deeper and ask better questions, and as a result, develop better answers. Regardless of complexity, ROSCOR does this, project after project, by matching its team members with leading edge hardware suppliers to manage every project to its successful completion.

The ROSCOR marketing, design and engineering teams stay at the leading edge of broadcast and communications technology by maintaining constant contact with, and participating in the training provided by, the leading system and

component manufacturers. Broadcast management, corporate and educational communications, and information managers contemplating new or renovated facilities are encouraged to first engage the appropriate ROSCOR team managers to discuss systems requirements. We have found that informed customers are then able to set, and more important, achieve realistic objectives.

To engage us in this discussion, we suggest an initial call to one of the ROSCOR facilities listed on the back cover.

360 Systems

BARCO

CRESTRON  
REMOTE CONTROL SYSTEMS

GRASS VALLEY GROUP

AMX

Canon

DALITE

Harmonic

ANALOG WAY

CHRISTIE

Dolby

HITACHI

ANDREW

Chrosziel

DRAPER

IBM

Apple

CHYRON

Extron

Ikegami

ASPI  
DIGITAL  
THE SOURCE

CISCO SYSTEMS

FAROUDJA

IN LINE

Avid

COMPAQ

FSR Inc.

IRP  
professional sound products

ROSCOR DELIVERS A HIGHLY PRODUCTIVE, LEADING-EDGE FACILITY THAT CAN BE EFFICIENTLY EXPANDED AS DEMAND INCREASES

OR REQUIREMENTS CHANGE, INCORPORATING TODAY'S DIGITAL TECHNOLOGIES, BUT ALWAYS WITH A VISION FOR THE FUTURE.

JBL

NEC

SAMSUNG

Tektronix

JVC

NDS

SANYO

TELESCRIPT

LEADER

NVISION

SEACHANGE  
INTERNATIONAL

THOMSON

LEITCH

Panasonic

SHARP

TRIAD

LOGIC  
INNOVATIONS  
A Xerox Company

PEAVEY  
ARCHITECTURAL SOLUTIONS

SHURE

VIDEOTEK

MACKIE

PINNACLE  
SYSTEMS

SNELL & WILCOX

ViewSonic

MAGNI

Pioneer

SONIC

Wohler Technologies  
Innovative Video Monitoring Systems

MCI

POLYCOM  
Advanced Telepresence Solutions

SONY

WOLVISION

technology inc.  
MIRAADA

ROSS

TANDBERG

Partial list of manufacturers represented.

ROSCOR and the mark ROSCOR are the intellectual property of Roscor Corporation, and the trademarks and servicemarks depicted in this brochure are the property of their respective owners.

# ROSCOR



Media & Information Technologies

## **FACILITIES**

Roscor Corporation  
1061 Feehanville Drive  
Mount Prospect, Illinois 60056  
Phone 847-299-8080  
Fax 847-299-4206  
Web [www.rosacor.com](http://www.rosacor.com)  
Email [sales@rosacor.com](mailto:sales@rosacor.com)

Roscor Michigan  
27280 Haggerty Road, Suite C2  
Farmington Hills, Michigan 48331  
Phone 248-489-0090  
Fax 248-489-0827

Roscor Wisconsin  
600 West Virginia Street  
Milwaukee, Wisconsin 53204  
Phone 414-223-2600  
Fax 414-223-3434

Roscor Ohio  
2868 E. Kemper Road  
Cincinnati, Ohio 45241  
Phone 513-772-3393  
Fax 513-772-3567

Roscor Indonesia  
Jakarta, Indonesia

## **WEB SITES**

[www.rosacor.com](http://www.rosacor.com)  
[www.dvwoonline.com](http://www.dvwoonline.com)  
[www.rosacorrentals.com](http://www.rosacorrentals.com)  
[www.interlink.rosacor.com](http://www.interlink.rosacor.com)

## **SALES OFFICES**

Roscor Indiana  
Indianapolis, Indiana  
Phone 800-843-3679

Roscor Michigan  
Grand Rapids, Michigan  
Phone 800-843-3679

Roscor Wisconsin  
LaCrosse, Wisconsin  
Phone 800-843-3679

Roscor Ohio  
Cleveland, Ohio  
Phone 800-843-3679

Roscor Missouri  
St. Louis, Missouri  
Phone 800-843-3679

## **SERVICES**

Roscor Systems Integration  
Roscor Consultants & Service  
Roscor Rentals & Leasing

## **SYSTEMS & SUPPLIES**

Roscor Corporation  
Roscor Direct  
Discount Video Warehouse  
Interlink