

Y24003 Audio Visual Solutions

Management Information Review

June 2026

SHARP

 TECHNOLOGY PARTNER

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AOB.

Meet Our Experts



David Harrison
Director of Public Sector
Sales

David.Harrison@sharp.eu



Damian Finnegan
Regional Sales Manager

Damian.Finnegan@sharp.eu



Matthew Barton
Commercial Manager

Matthew.Barton@sharp.eu



Nick Smith
Account Manager

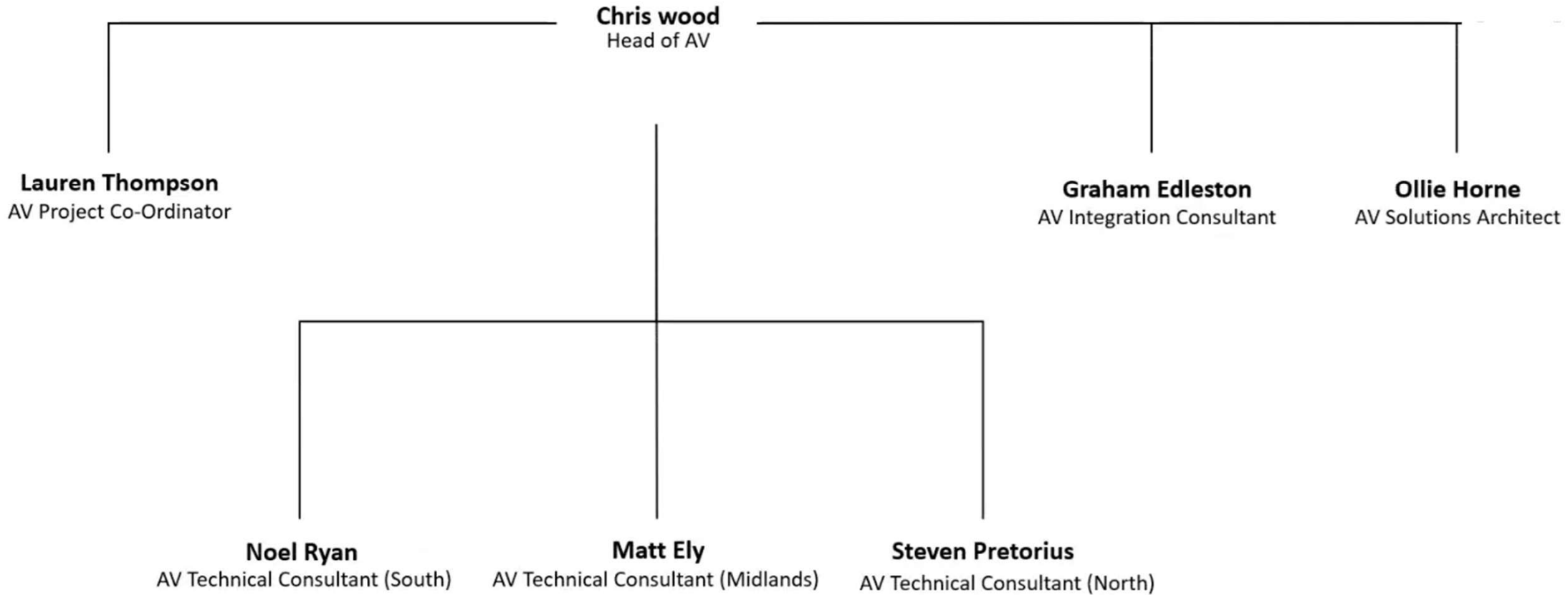
Nick.Smith@sharp.eu



Allan Stevenson
Service Delivery Manager

Allan.Stevenson@sharp.eu

Audio Visual Team Structure



DVLED coupled with the new PB3 Big Pad Google EDLA certified IWB

Pairing **DVLED** with a Google EDLA-certified IWB delivers the ultimate large-format collaboration experience.

This setup combines the massive, seamless, and bright visuals of a DVLED wall with the secure, user-friendly, and app-rich Android ecosystem of EDLA touchscreens.



Innovation and Insights

Times subject to confirmation and capacity



OVM Lite

Launched! Watch the webinar

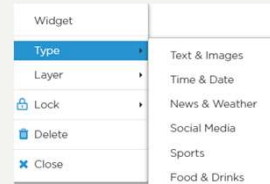
- Standard 3-year RTB adv swap warranty,
- Configured unit sent to client for 'plug and play' experience (not wi-fi)
- New OVM Scoping document
- SI team to provide basic admin training and Pro Svcs, subject to initial 'hand holding'.
- Mandatory AV CarePack



ePaper & CMS

Launch April/May

- New EP-CA22 A2 size
- Existing 13" and 25" remain through 2026
- Updated 'basic' PPT now received from SDSE
- UK PMB in development
- LS Signage confirmed as on prem single PC
- Evaluating cloud CMS options



ScreenSpace Widgets

Launch - TBC

- Technical evaluation complete
- New Widgets: Text ticker and Images carousel, Date and Time, News and Weather, Social Media (Inst, X, Google Reviews), Sports News
- Media player configuration process changing



Desk and Room Booking

Launch – End 26F - TBC

- Technical evaluation continues
- Live POC in Wakefield planned
- Legal and onboarding of distributor continues
- Roll out in Leeds office and other locations as applicable
- Launch to Sales channels once onboarding and Wakefield POC completed

AV Launch Status Update

Times subject to confirmation and capacity



LB3 Series Big Pad

Launch July

- Current L2B + LC2 merging
- Google EDLA Certified display (Enterprise Device Licensing Agreement)
- Choose from Google, Sharp IWB UI or no Android
- Full Google Workspace apps and PlayStore access
- Android 14 SoC
- Landscape / Portrait / Tilt
- OPS slot



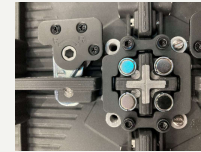
Google UI

Familiar interface, search, app shortcuts, side menus



Sharp IWB UI

Input select, volume, brightness, app shortcuts



EC Series CoB dvLED Bundles

Launch May

- New entry level Flipchip Chip on Board series
 - More robust due to resin layer
 - 60% less energy consumption than E Series
- Improved cabinet installation, making overall install easier and quicker
- New Android based controller, incl. eShare
- Cardboard packaging



Complex Projects Webinar

Target 26F - TBC

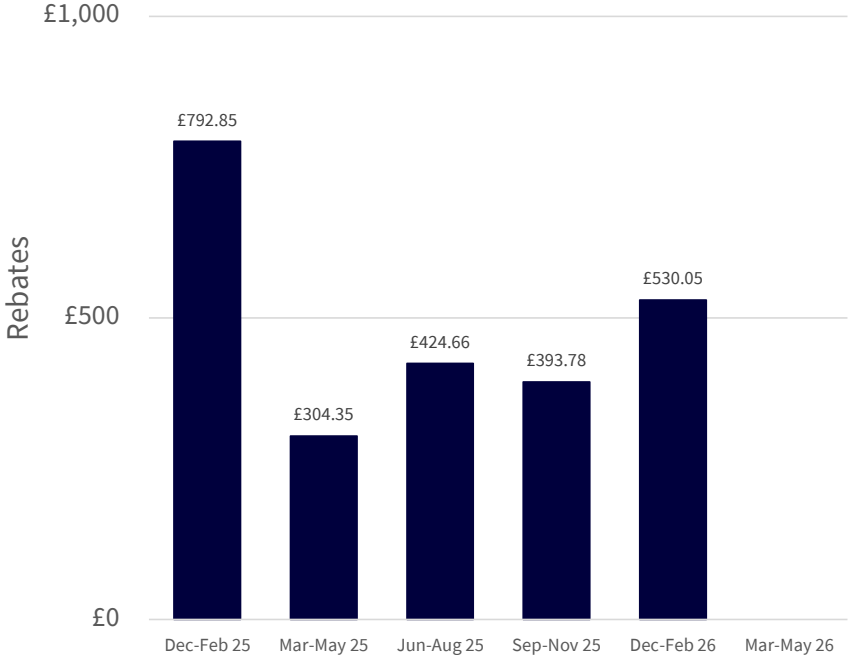
- Webinar to be planned with Jack Wilders and Chris Wood covering project works to include:
 - dvLED/Projection/High Bright
 - Recent Sharp projects
 - Case Studies

Rebates and Management Fee's

March to May 2026			
Contract	Mar-26	Apr-26	May-26
Y20003			
Value	£6,924.30	£4,501.59	£6,073.21
Rebate	£34.62	£22.51	£30.37
Y24003			
Value	£629.13	£232.82	£245.00
Rebate	£4.72	£1.75	£1.84

Value = The value of Cash Sales plus the value of rental payments which become due during the QTR.

Total Rebates over time



Documentation

Customer Name	Account Manager	Access Agreement	Confirmation of Award
All Saints Nursery School	Nick Smith	Yes	Yes
Arlsdene Nursery School	Emilio Panico		
Blackfriars Settlement	Emilio Panico	Yes	
Buntingford First School - Scholars' Education Trust	Damian Finnegan		
Cambridge University Girton College	Damian Finnegan		
Godinton CP School	Nick Smith	Yes	Yes
Hunsdon Ducklings Pre-School	Max Harrison	Yes	
Imperial College Union	Emilio Panico		
Longdean School - Scholars' Education Trust	Damian Finnegan		
Millbrook Combined School	Emilio Panico	Yes	
Mother Goose Nursery	Nick Smith	Yes	Yes
Priory Academy - Scholars' Education Trust	Damian Finnegan		
South Devon College	Andrew Heppleston	Yes	
St Michael's RC Primary School And Nursery	Nick Smith	Yes	Yes
The Hemel Hempstead School	Damian Finnegan		
Trinitas Academy Trust	George McNeill	Yes	
University of Buckingham	Emilio Panico	Yes	
Upshire Primary Foundation School	Nick Smith/Chloe Harrison	Yes	Yes

We are aware that there are some documents still outstanding, our Account Managers are aware and working with the clients to get these completed asap,

Sales and Pipeline

March – May 26 Actual Performance		
Mar	All Saints Nursery School	£4,801.87
Apr	Testwood School	£180.00
May	Herne CofE Junior School	£1,567.57

Y24003 - Pipeline		



PS AV Framework & Sharp Marketing

Case studies & sector
credibility.

University of Buckingham

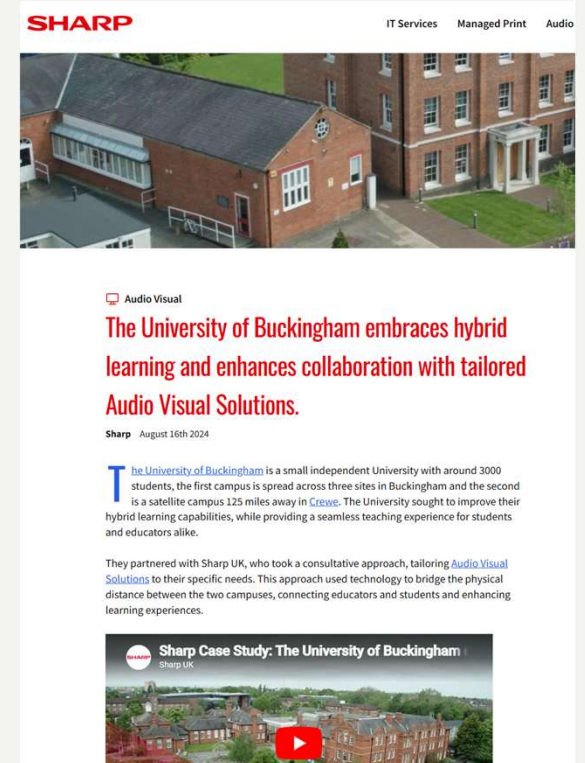
CBC Customer



Video



Social media



Website

Sharp Display Solutions Case Studies in Education

Now part of Sharp Business Systems UK.

Impressive installations across Higher Education.

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Case Studies

Our case studies demonstrate our trusted partnerships with integrators and other vendors to deliver a total solution to our customers. Across multiple higher education establishments, we have delivered high quality visual solutions that enhance the student experience.



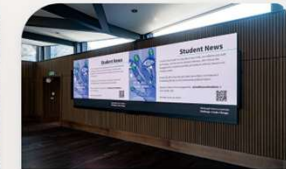
Manchester Metropolitan University
Shaping the Future of Finance



Medical University of Graz
A new dimension in anatomy teaching with 3D and LED technology



The National Robotarium
High bright dvLED makes a convincing impression



The University of Edinburgh
The University of Edinburgh chose LED technology from Sharp/NEC to equip its event space at the iconic old Royal Infirmary and Nightingale Hospital.



Nottingham Trent University
Investing in the future of education with LED



Warwick Business School
An exceptional executive learning environment



Ulster University
Standardised AV systems for a more sustainable, connected, and flexible campus



Swansea University
Reliable projection performance from classroom to auditorium

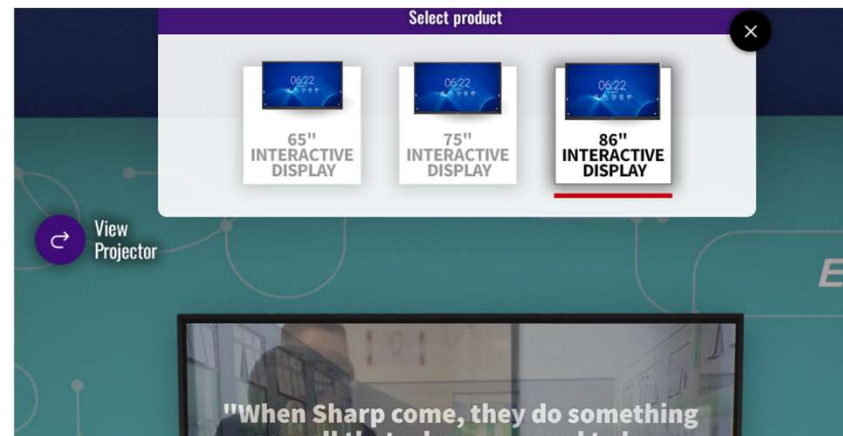
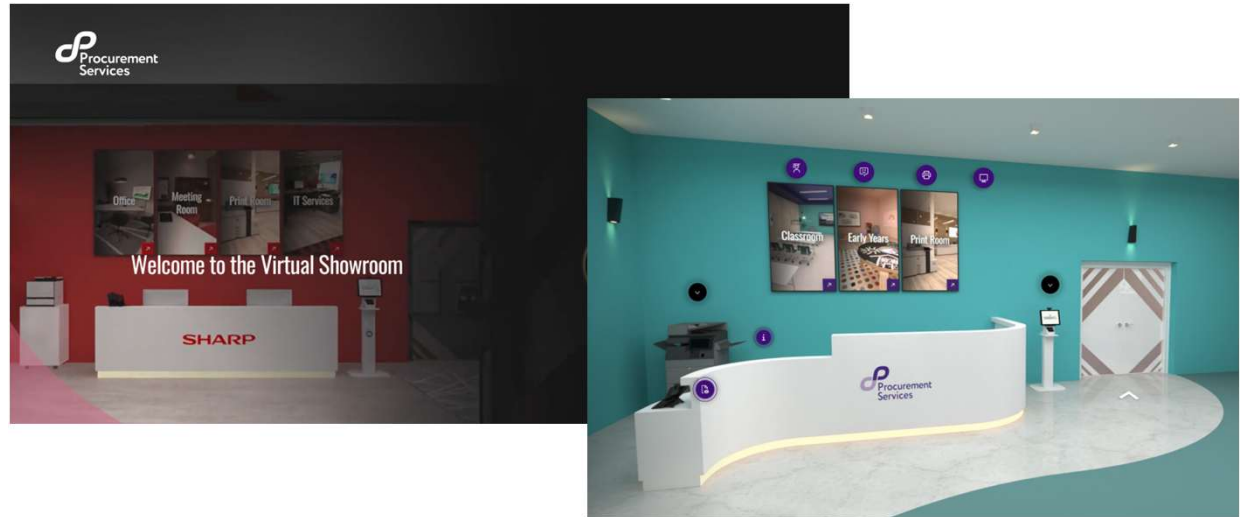


Educating customers &
simplifying buying routes.

Virtual Showroom.

Build & managed by Sharp, tailored for PS.

- Helps customers explore AV solutions in a simple, visual way
- Covers full AV range including interactive and professional displays, projection and dvLED
- Augmented Reality feature allows buyers to see technology in their space
- Builds confidence in decision-making prior to procurement



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Direct engagement through
Procurement Services channels.

Direct engagement & events

We work in partnership with the Procurement Services Marketing team to plan and deliver joint campaigns.

SHARP

Nick Smith ✓ • 1st
Public Sector Account Manager for Sharp Business Systems UK PLC, please conta...
7 mo • 🌐

Your technology partner Sharp are exhibiting at The Education People Show tomorrow and we would love to see you, come and say hello to us on stand H05...

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Helping education providers thrive in a rapidly evolving world.
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Proactive Managed Print Solutions from Sharp

Hello,

Is your technology holding you back or driving you forward? At Sharp, they understand the unique challenges schools face. That's why they're committed to helping you reduce costs, enhance productivity, and protect your data with their Managed Print Solutions.

Why Choose Sharp's Managed Print Solutions?

Tailored to Your Needs: From the very start, their print assessment ensures they

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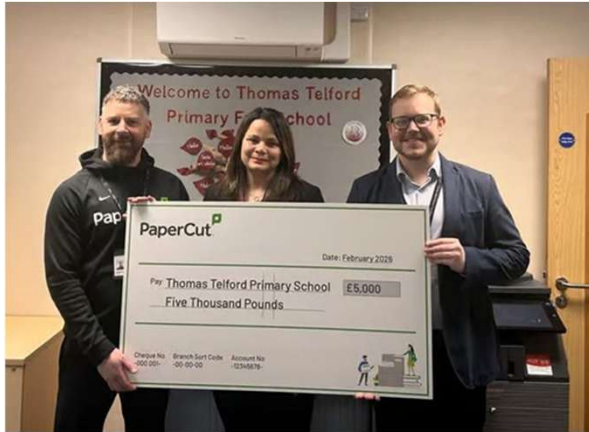
Connecting people and technology.

We're here to support you with expert advice, tailored solutions and secure technology.

Public sector organisations are under immense pressure: rising service demand, tightening budgets, and the need to modernise without disruption. The right technology can transform how teams work, helping them deliver secure, efficient and connected services for the communities they support.

We partner with public sector organisations across the UK to make this possible. Our

Social Value Projects



Supporting our client Thomas Telford Primary School.

Thomas Telford Primary School has received a donation from PaperCut Grows Software as part of its 2025 EDU Hero Initiative, after Sharp was selected as one of just four partners nationwide invited to nominate a school to receive funding.

SHARP



Stuart Carruthers, Regional Sales Manager, took on the Manchester Marathon in support of Alzheimer's Society — and smashed it!

Thanks to the generosity and encouragement from across the business, Stuart has now raised £1,275 for Alzheimer's Society — helping fund vital support and research for people and families affected by dementia.



We supported Agilico our largest dealer in the UK with their charity challenge for the **Alan Shearer Foundation**, a brilliant initiative designed to raise funds for specialist disability support services in the North East.

Swap a football for something bigger, creating a chain of trades that increased the value of the final item, all to raise more money for the charity. Organisations were invited to trade the football for higher-value items that could be raffled or auctioned to boost donations.

Relationship Health Check

A **supplier health check** is a risk-assessment process used to evaluate the financial stability, operational resilience, and regulatory compliance of your third-party vendors. It protects your business from supply chain disruptions, insolvency, and reputational damage by identifying vulnerabilities before they impact your operations.

Financial Stability:

Monitor credit scores, cash flow, and payment histories to spot early signs of insolvency.






Operational Capability:

Verify that the supplier can meet demand and maintain quality control.

Regulatory Compliance & H&S:

Use pre-qualification questionnaires (PQQs) to review health and safety records, environmental policies (ESG), and adherence to modern slavery laws.

Performance vs SLA / KPI's

Measure	Status	Comment
Delivery of Management Reports		All delivered as planned
Customer Complaint Management		No complaints received
Individual Order deliveries		No Issues
Framework Management Fee		No Issues
Self Audit		No Issues

Issue / Complaint Management

Service Performance	Number
Uptime	99.99%
Installations	10
Repairs - Onsite	0
Repairs - Remote	7
Courtesy Calls	0

Raised	Customer	Status	Summary	Resolved

Any other Business?



Thank You

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