



PRESS RELEASE

URC & FUSION RESEARCH TO DELIVER PREMIUM MULTI-ROOM AUDIO CONTROL EXPERIENCE FOR COMMERCIAL & RESIDENTIAL APPLICATIONS

Industry leaders enter into direct dealer sales agreement and Total Control 2.0 integration
HARRISON, NY (May 14, 2020)—URC, a global leader in smart automation and control for residential and commercial applications and Fusion Research, a leading manufacturer of media servers announced today a new URC direct dealer sales agreement and Total Control 2.0 integration of Fusion Research Solo and Duet Music servers.

Starting May 14, 2020, authorized URC direct dealers in the US can purchase Fusion Research Solo and Duet music servers from URC for end user sales to the commercial integration and custom home integration channels via URC’s Dealer Portal. Additionally, an all-new two-way IP module will be available for download from the URC Dealer Portal for seamless integration with URC’s Total Control smart automation and control system.

“The combination of our Total Control system, our DMS Distributed Audio system and Fusion Solo and Duet music servers provides a compelling value proposition for commercial and residential installs,” commented Lars Granoe, VP of Product Development for URC. “Fusion’s music servers support native integration with SoundMachine, Spotify, Pandora, iHeartRadio and TuneIn, so the end user can browse & select content from any URC total control user interface without having to use a third-party application. And the support for SoundMachine music streaming service is a perfect complement for commercial applications.



“We’ve received a lot of input from URC dealers regarding our module and were very happy to collaborate with URC directly in creating this new version for Total Control 2.0,” commented Ingo Schmoldt, Vice President of Sales for Fusion Research. “Our Solos and Duets are the perfect source for URC’s DMS multi-room audio system and dealers will find the new two-way module that we’ve launched provides easy control from URC’s Total Control smart automation

& control system. This distribution agreement gives authorized URC direct dealers easy access to the line-up and one-stop shopping.”

Fusion’s Solo is a two-source music server in a conveniently small form factor that supports premium streaming music apps and syncs to iTunes accounts. The Fusion Duet music server features three discrete sources housed in a fan less 1U high rack enclosure for easy rack mounting.

Total Control 2.0 is URC’s smart automation and control system featuring premium performance, highly customizable GUIs and robust third-party integration. Total Control 2.0 is perfect for commercial facilities such as bars & restaurants, conference rooms & executive offices, common areas & amenities spaces in multi-dwelling units, hospitality and classrooms.

Interested systems integrators can email totalcontrol@universalremote.com to learn more.

About URC

Headquartered in Harrison NY USA, URC is a global leader in smart automation and control. URC technology is respected for unsurpassed performance and reliability with over 100 million remote controls sold in the past 10 years alone. URC control systems include Total Control, MX HomePro and Complete Control. Legendary URC user interfaces include tabletop controllers, in-wall touchscreens, handheld remotes, keypads and mobile apps – plus voice control integration with Amazon Alexa and Google Assistant. URC systems are custom designed, installed and maintained by a network of URC trained systems integration professionals. For more information visit universalremote.com.

About Fusion Research

Fusion Research is a leading manufacturer of media servers, allowing people to collect, manage, and display their media throughout their home, business or yacht. The company’s products have received numerous awards and industry recognition. Fusion supports Blu-ray, DVDs, music & streaming media. Fusion is an official partner with most control companies and has drivers available for Control4, Elan, Niles, SpeakerCraft, Savant, RTI, Crestron, Vantage, and URC. Fusion is headquartered in California with engineering in Maryland.

URC is a registered trademark of Universal Remote Control, Inc. All other trademarks are property of their respective owners.

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