

Fusion Sales Guides: Music & Movie Servers

Winter 2016



FUSION MUSIC SALES GUIDE



POSITIONED AS THE BEST VALUE IN HIGH QUALITY AUDIO SOURCES

Both our video and audio servers are positioned as high quality, affordable custom integration only products that offer good margin for dealers.

Our audio servers start at \$499 MSRP and any of our music products can easily be turned from a standalone server to a player, giving you the opportunity to grow the system by adding additional players later on.

SOURCES:

Key music sources are Spotify Family, multiple Pandora One accounts as well as Tune-in for access to radio stations world-wide. SiriusXM is a current project and will be the next to come on board around Q1 '17. NOTE: SiriusXM also includes their business subscriptions for commercial accounts.



Multiple iTunes Accounts *Synchronize & BackUp*

We also manage multiple iTunes accounts to ensure that the entire family can have their music at the ready. In addition to synchronizing the music and play lists, the Duet now backs up the music to any USB-based hard drive that is attached to it. This means that the client's no longer need to keep their computers on to listen to their iTunes collection!

Each Ovation source also has the ability to receive and AirPlay signal sent to it.



CONTROL DRIVERS:

CONTROL4 - C4 has Pandora and Tidal natively now in their processors. Sell us based upon Spotify as well as the ability to synch and back up multiple iTunes accounts. Also for those that have used Sonos in C4 installations, the new 'authorized' driver only allows favorites to show up and be used in a C4 system and Spotify has broken in many of these Sonos installations. We have a new driver available that mimics the old Sonos driver and is very easy and familiar for dealers to install.



CRESTRON - We have a new free driver that is being certified by Crestron. This features the latest Smart Graphics package that Crestron uses. The Sonos driver basically opens a Sonos window from within the Crestron environment, it doesn't have the same homogenous look that ours has. Selling against Autonomics, bring up similar (or better) sound quality for us and a more affordable solution with a great FREE driver!



RTI/URC/Compass Control - We have great two-way drivers and are the absolute best value, multi-source whole-home audio solution for any of these control companies.



ELAN g!/NILES/SPEAKERCRAFT - With Core Brands latest 8.0 release of the Elan software, their LMS (Logitech Media Server) driver will control our new Summit based music servers. This means that Elan dealers will be able to make use of all the latest Fusion features as well as a more stable platform.



FUSION MUSIC COMPARISON GUIDE

A helpful guide to navigating the differences between popular music servers for the integration community.

FUSION



AUTONOMIC



SONOS



		FUSION	AUTONOMIC	SONOS
Price	<i>Minimum MSRP price</i>	\$499	\$995	\$350
Margins	<i>Margin range for dealers</i>	30-40%	25-35%*	20-30%
CI Only	<i>Sold only in the custom integration channel</i>	✓	✓	✗
Rackable	<i>1U units with rack ears</i>	✓	✓	✗
Control Drivers	<i>Two-way factory drivers with full functionality **</i>	✓	✓	✗
AirPlay	<i>Using AirPlay without the need for an airport express</i>	✓	✓	✗
HD Support	<i>Support for HD 24-bit, 192kHz files, including FLAC, OggVorbis, etc</i>	✓	✓	✗
DAC	<i>All products support 24-bit/192kHz output</i>	✓	✗	✗
iTunes Backup	<i>Copy iTunes to a HD to support multiple accounts and listen without needing original computer on</i>	✓	✓	✗
Dual Sources	<i>2 sources in one unit to support whole home audio systems</i>	\$799	\$1995	N/A
Multiple Sources	<i>4-5 sources in one unit to support whole home audio systems</i>	\$1799	\$4250	N/A
CD Ripping	<i>Optical drive for CD ripping direct from server</i>	OMS-3	✗	✗

* Comparing Autonomic Music Servers only.

** Sonos' new supported driver is limited in functionality, also no official support for RTI, URC, Elan, others currently

FUSION MOVIE SALES GUIDE

CELEBRATING 10 YEARS OF MOVIE SERVER PRODUCTS!

We are now, clearly, the leader in DVD & Blu-ray archiving

Our video servers start at \$2999 retail and utilize custom-built software from the ground up for tremendous reliability. Using a bit-for-bit archive, we ensure the best possible sound and picture quality.

NOTE: Every Fusion Movie Server requires a lifetime license of ANYDVD HD (Available from RedFox for approximately \$120)



LOADING MOVIES:

Fusion makes it simple to load DVDs & Blu-rays by simply importing them using the drive located on the front of the server. EasyLoad™ will find the cover art and metadata and will automatically begin importing your movies for you. This eliminates the need for having the display on while loading.

COVER ART & METADATA:

Fusion hosts it's own server for movie information with over 120,000 titles. We have staff who correct and update any incorrect metadata for easy updating. A consumer can also use a utility to do their own cover art and metadata if they desire.



ADDING STORAGE:

You can add quality third party NAS storage solutions to our systems with a storage license. Not only is it one of the least expensive ways to grow a system, there is no limit to the number of DVDs & Blu-rays our units can hold.

ADDING ADDITIONAL SOURCES:

A Fusion ZP1 movie player can be added to any server to play an additional discrete movie at the same time. The number of players that can be added depends on the server (PRM2 - x 1, PRM4 x 4, GEN9 & 12 x 6)

CONTROLLING DRIVERS:

CONTROL4 - A fully certified two-way IP driver is available.

CRESTRON - A new free IP driver with some two-way feedback is available.

RTI & VANTAGE - Two-way IP drivers available

ELAN g!, SAVANT, URC - One-way IP drivers available

IR - Fusion Movie Servers ship with an IR remote and an IR code can be easily learned by any IR universal type remote

