AV Solutions for Government

Tools for today's federal, state and local agencies

For the best experience, view this interactive brochure with Adobe Acrobat

Included in this brochure

Meeting the AV challenges of local, state, and federal workforces ›

Sony's value proposition ›

Curating an entire AV ecosystem ›

Outfitting every space ›

Customer focused programs & service ›

Meeting the AV challenges of local, state, and federal workforces

Meeting the challenges of AV for government facilities

Providing the best communication, display, data visualization, and AV collaboration tools to government agencies has never been more urgent. While the need for both cost-effective procurement of solutions and enhanced workflow has increased sharply, best practices are now emerging for selecting and implementing those solutions. Workspaces are being redesigned and revamped for changing security, collaboration, and budgetary landscapes.

All government missions are critical and leveraging the best technologies to achieve better results is the new mandate. If chosen carefully, the new tools help control costs while raising the level of productivity.

Sony products are at the forefront of the new best practices, in so many applications: from mission-critical command and control, flight simulation, data visualization, to helping capture the proceedings of trials, public hearings and meetings with easy-to-operate, remotely controlled AV solutions.

A win-win: leveraging government funding for government AV solutions

We have joined our integrator partners to help government customers navigate the available funds and leverage monies that are being allocated to every state.

Sony solutions can be acquired by accessing Federal contracts (GSA), as well as state contracts. On the federal side we make compliance with Section 508 accessibility easier for government purchasers, with accessibility reports and detailed information for select products.

For more information visit pro.sony/government

For a wide variety of agencies, we make it easy to buy the products you and your department need. Many kinds of AV solutions could qualify for acquisition under the new government funds, including next-generation large displays and laser projectors that address social distancing guidelines. We also offer specialized warranties for government customers in some cases.

Best practices for government agencies

Display security is essential for everything from remote communication, in-room collaboration, and digital signage – to the most sophisticated simulation and control applications.

Today's best practices are about improving workflow and raising the productivity level of all workers. And they're about security – achieving better collaboration while simultaneously ensuring the data security that's critical to every government organization large or small, on the federal, state, or local level.

In an increasingly digital world, we can help connect colleagues more effectively with all stakeholders, while realizing new service efficiencies and reducing operational costs.

Best Practice: AV for increased productivity – and better results

Government agencies are rethinking work environments to make more efficient use of space, promote collaboration, and accommodate remote workers. The end goal of all these trends? Increase productivity, using next-generation AV technologies that empower workers while ensuring better delivery of services to other government entities – and most importantly to citizens and taxpayers.

AV Solutions for Efficient Justice and Legislative Spaces

The shift from primarily in-person judicial proceedings to remote was necessary in the pandemic, but it also means more technology-enhanced improvements to workflows going forward.

Prior to the pandemic, courts used remote tools on a selective basis to reach difficult-to-serve communities or allow for language variances. During COVID, the need for remote proceedings intensified. Courts found themselves having to turn to remote communications to continue essential operations, using video platforms to hear cases while adhering to public health guidelines.

Better in-room AV systems as well as remote communication solutions are here to stay – and they turn static courtrooms and other deliberative spaces into more efficient collaboration spaces. Today more than ever, you'll find Sony professional AV technology at work in court rooms, as well as in national government, statehouse, and council chambers.

Justice System Best Practices: more accessible, flexible and efficient government

As government agencies rethink work environments for more efficient spaces, and to accommodate remote participants – but with tighter budgets – the digital transformation is being fast-tracked.

"This pandemic was not the disruption any of us wanted," Michigan Supreme Court Chief Justice Bridget Mary McCormack told Congress in June 2020. "But it might be the disruption we needed to transform the judiciary into a more accessible, transparent, efficient and customer-friendly branch of government."

Tools to enhance remote justice

Sample Courtroom

Remote Control Cameras
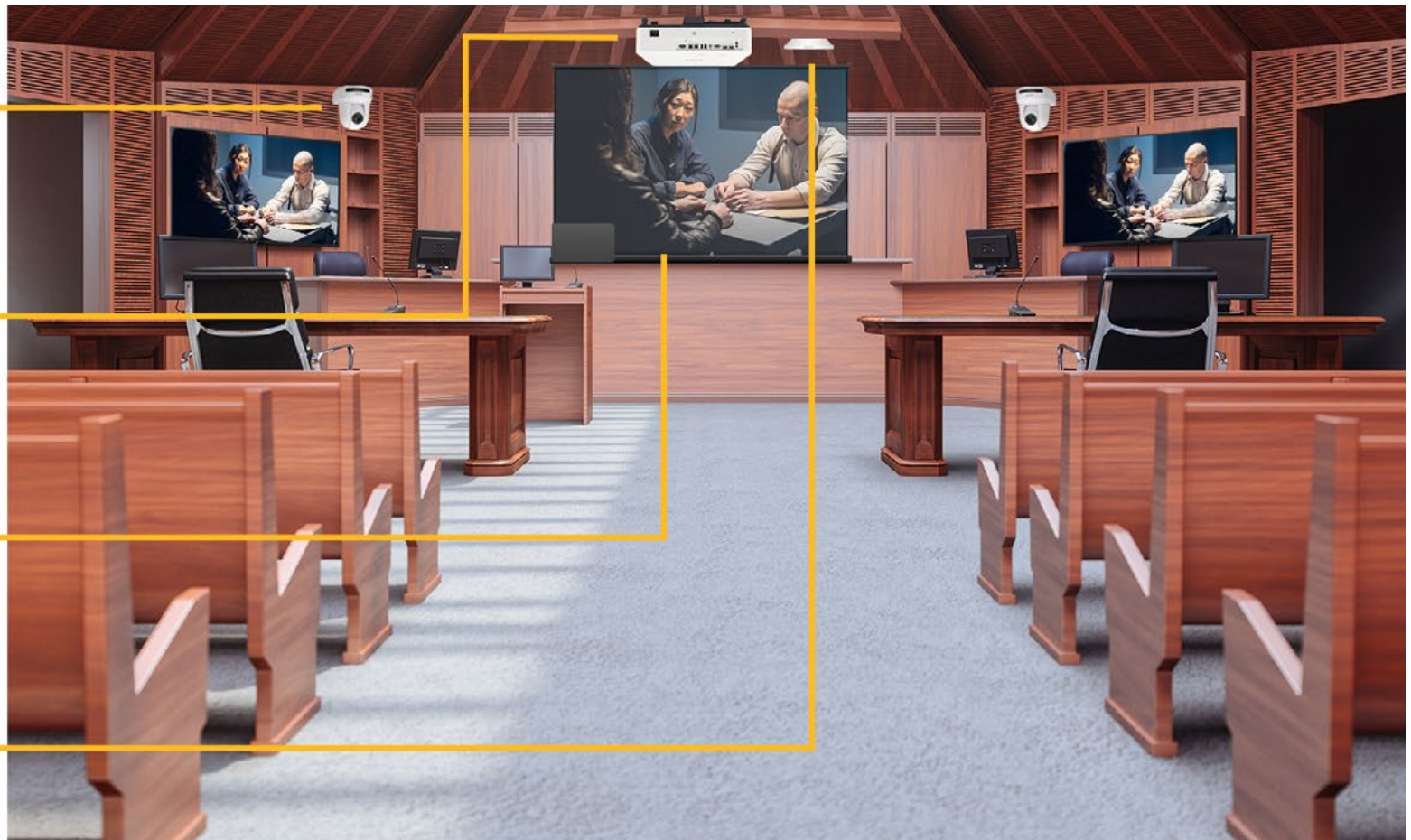smooth, powerful zoom

Laser Projectors
lamp free for better TCO

BRAVIA Professional Displays
bright images, 32" to 100"

Beamforming Ceiling Mics
clear sound, hands-free

Tools to enhance remote justice
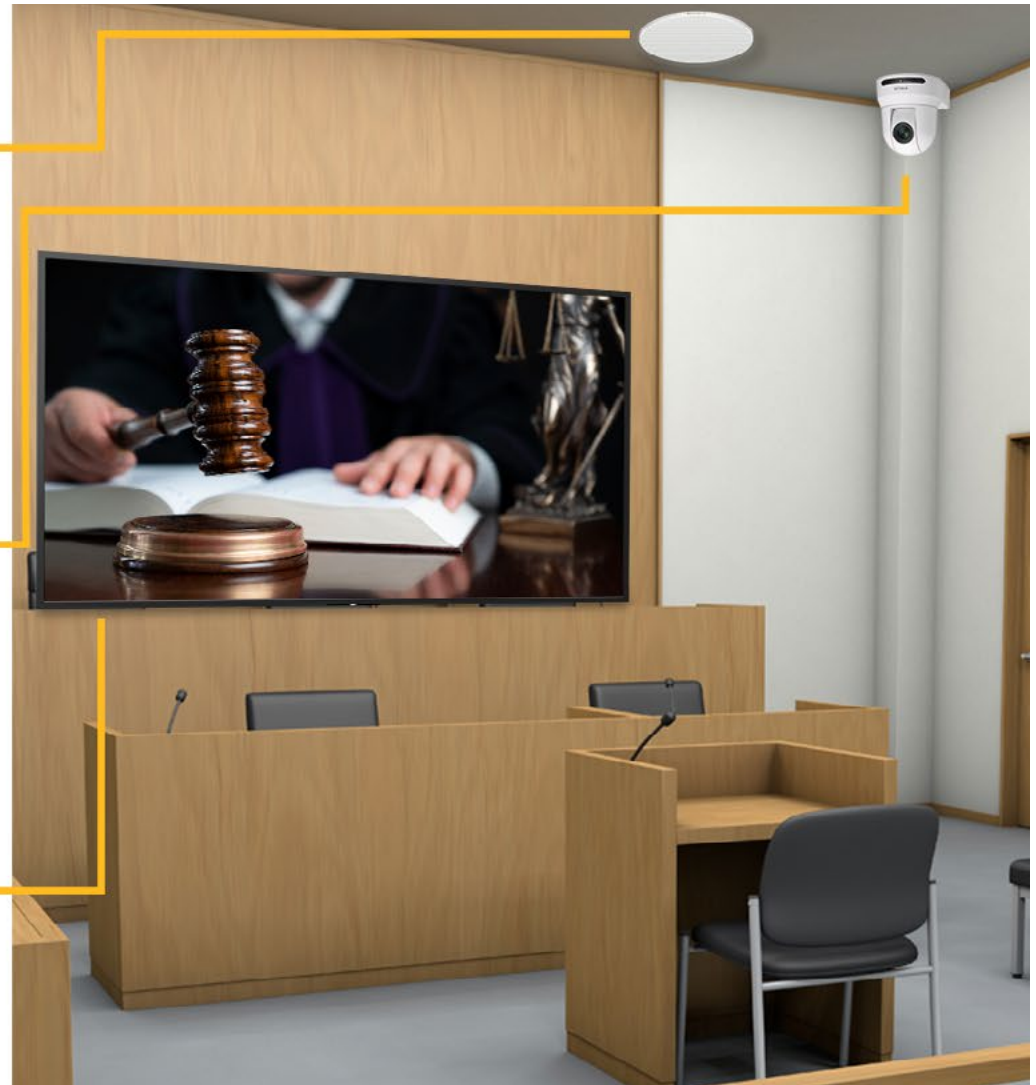
Sample Defendant Room

Beamforming Ceiling Mics
clear, intelligible sound

Remote Control Cameras
capture every detail

BRAVIA Professional Displays
detailed images, 32" to 100"

Digital signage for government facilities

For wayfinding, showcasing or promoting programs and events for employees, to emergency announcements in real time, to digital signage for dining and other common area messaging – pushing content, securely, to non-office areas in your facility is a growing trend.

Key to effective digital signage is careful selection of hardware/software solutions that suit the messaging needs of the organization. Best practices are emerging around robust, IT/AV integrated digital signage solutions that are easy to deploy and easy to manage for content.

Displays must be easy for the IT department to secure: the security of public area displays is paramount. Your display vendor needs to offer the option of displays that have no WiFi or bluetooth built-in, so your team has the confidence that no unauthorized access to digital signage screens will occur.
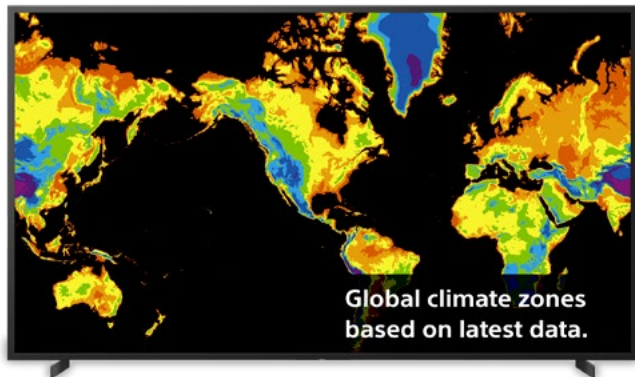
Best Practice: Displays that are TAA Compliant

TAA (Trade Agreement Act) compliance is key to many government agencies when selecting displays. Sony can provide a broad selection of monitors and large format displays that help your agency achieve better workflow, better messaging, and better data visualization – all within a TAA-compliant display ecosystem.

Command & Control

Better contrast, higher resolution, and more reliable displays mean better visualization – and better control of your mission.

Command decisions ultimately depend on seeing the situation as clearly and quickly as possible. Whether you're monitoring national security, local law enforcement, cybersecurity centers, military operations, public safety, traffic, EOCs, or transit, our large-screen display and camera solutions help to make sure you're viewing images with exacting detail. Our BRAVIA 4K HDR professional displays, edge-blended laser projector arrays, astonishing Crystal LED direct-view video walls and remote cameras empower decision making in control rooms of virtually any size. With our robust set of AV products and solutions, you can visualize data with clarity, collaborate effectively, and make decisions with confidence. All of our solutions are backed by a strong warranty and service options to support you every step of the way.

Our entire portfolio of control room projectors and displays are 100% solid state. Thanks to LEDs, LCDs and laser diodes, there are no tubes or lamps to require periodic replacement. Our BRAVIA BZ40J and BZ40H pro series displays are rated for 24/7 operation in both portrait and tilt, and our reliable PTZ cameras are stress-free with low MTBF ratings.

Best Practice: Overcoming the pain points of AV for your critical mission

Government agencies consistently report that the main pain points of AV system installation and maintenance are equipment reliability and service. A key metric is MTBF – mean time between failure – or the average time between repairable failures of a technology product. Sony customers consistently point to excellent performance of Sony products, for both product longevity/reliability, and issue resolution. Sony leads all its competitors for reliability, and its end-to-end solutions ensure that your entire AV ecosystem benefits from these best-of-class performance metrics.

Simulation, enhanced visualization, and dome projection

There is no more stringent test of AV display and projector performance than in simulation applications. The mission-critical quest for realism and pin-point accuracy has led to visual refinements to deal with challenges like particle-based clouds, dynamic shadows, airport clutter and 3D ship wakes.

Sometimes there's no substitute for more and better pixels. Whether you're doing flight training, simulating air-to-air combat, or projecting detail onto a domed screen, more pixels mean more information, and Sony 4K projection is a better way to display details.

Every projector in our SXRD projector line-up for simulation and visualization applications is based on Sony SXRD technology, and delivers stunning high contrast, native 4K images. Cutting-edge imaging technologies, including the Sony-exclusive SXRD chip, provide native 4K resolution and high contrast ratio. This allows the SXRD series to effortlessly reproduce high-brightness images with stunning richness, color and detail in a remarkably compact chassis.

Best Practice: 4K means more information, for critical decision making

4K represents an advance in "spatial resolution" – detail across the face of the picture. High Frame Rates represent an advance in "temporal resolution" – detail across time. In video systems, progressive scanning 1080/60p delivers twice the information of 1080/60i, while 4K/60p delivers eight times. That's a substantial advantage in combat simulators, flight simulators, and science museum exhibits – any application where clear rendering of fast motion is a priority.
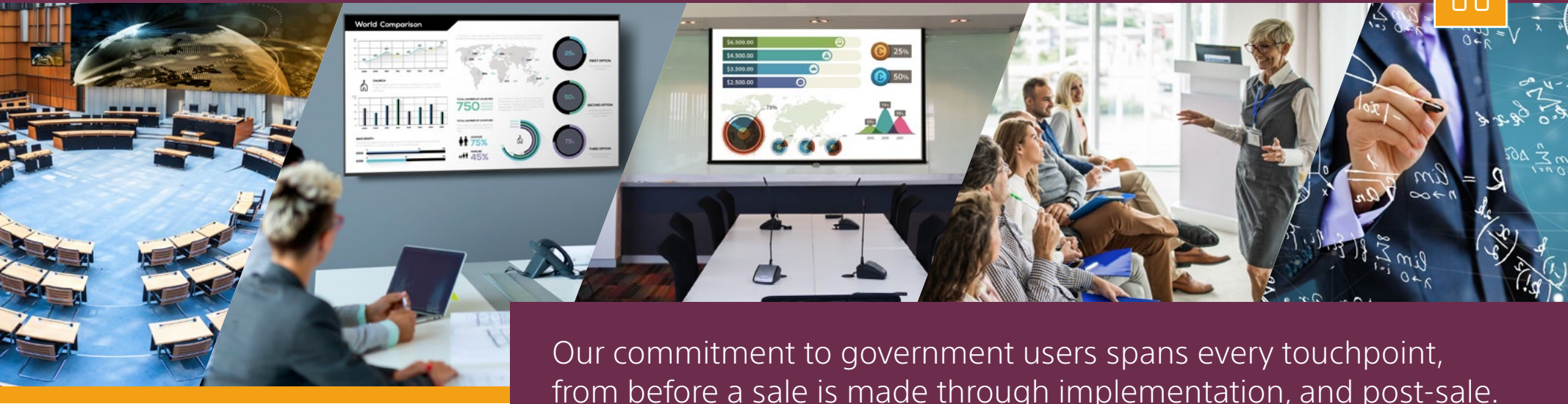
Our commitment to government users spans every touchpoint, from before a sale is made through implementation, and post-sale.

Sony's value proposition

What sets Sony apart? We bring award-winning expertise from the broadcast, music, gaming, movie production, and digital cinema industries to pro AV. Sony is the only manufacturer that develops multiple display formats, multiple camera options, audio solutions, and leverages AI-production tools for government applications.

In addition to traditional AV technologies including displays, projectors, remote cameras, presentation tools and microphones, Sony also provides specialized equipment to suit the needs of different government agencies to offer complete and end-to-end solutions. With a long history in the consumer and professional space, federal, state and local government customers can also rely on Sony's AI and AR technologies; broadcast, studio and cinema cameras; switchers and professional monitors; speakers and headphones; gaming devices; healthcare imaging solutions; cloud-based workflows; content storage, archive and management; and more.

But our value proposition is not just about world-class, gold-standard products. We work collaboratively with our partners, integrators, resellers, distributors, architects, designers, and of course, our end-user customers, to mindfully curate complete solutions.

Curating an entire AV ecosystem

Leading AV design consultants and government agency AV and IT tech managers are curating Sony solutions to improve every aspect of communication and workflow.

With Sony's solutions you can leverage not just world-class displays and projectors, but every solution you need to optimize your government facility ecosystem: the best displays, the best cameras, the best audio tools, and innovative Edge analytics so all elements of your live video/camera, presentation/display, and sound elements work together, seamlessly.

Capture

Create

Display

Project

Sony solutions cover every aspect of government AV applications.

BRAVIA Professional Displays range from 32-inch to 100-inch models with sharp images and vivid color. Powerful features include a robust Android SoC platform, simple touch-less control, Wi-Fi 5Gz, and built-in content mirroring using Apple AirPlay® or Chromecast built-in™.

Laser Projectors ranging from 3LCD ultra-compact, mid-range and large-venue, to critical viewing 4K Pro SXRD models, provide optimum performance with bright images and better total cost of ownership.

Crystal LED Video Walls can be used for large-screen messages in government buildings and public spaces. Our direct-view microLED technology series stands apart, creating a completely immersive visual experience with stunning brightness and contrast in any ambient light conditions.

Remote Cameras let you capture, stream and record proceedings or presentations with up-to-4K resolution image quality, high sensitivity and powerful zoom capability.

Edge Video Analytics coupled with our remote cameras enhance presentations, with PTZ auto-tracking, focus area cropping, handwriting extraction, and chromakey-less CG overlay to keep participants engaged.

Beamforming Ceiling Microphones deliver clear sound for both in-person and remote participants, with hands-free speech reinforcement and clear sound recording technologies for better audio intelligibility.

BRAVIA 4K HDR Displays

Our range of professional BRAVIA 4K HDR Displays feature superior image quality, easy operation, extensive integration options, and low ownership costs. They're also available in screen sizes to suit every application in your agency, ranging from 32-inch up to 100-inch. Ideal for digital signage and screen mirroring for collaborative sessions, the displays ensure incredible color, contrast and realism that is sure to capture attention.

The 4K resolution LCD panel (3840 x 2160 pixels) ensures incredible color, contrast and realism, with four times the detail of Full HD. All models are HDR compatible, displaying a wider range of brightness levels for a level of detail and realism beyond anything you've seen before.

Cast content from a laptop, tablet, or mobile device onto a BRAVIA Professional Display. Sony BRAVIA is the only display that supports both Google Chromecast built-in® and Apple Airplay™ 2, providing a simple, quick and seamless connection from a user's device.

Find out more   〉

Crystal LED Video Walls

Direct-view LED (dvLED) is now being used for video walls – when bright, detailed, high resolution images are needed for critical missions or for large spaces.

Our Crystal LED modular display solution provides an ultra-real and immersive visual experience with stunning brightness and contrast, in any ambient light conditions. The borderless design of each energy-efficient micro-LED unit allows multiple panels to be tiled seamlessly, creating a super-size display with any dimensions or aspect ratio – with no bezels or visible gaps.

The display achieves a remarkably wide color gamut for rich, accurate tonal reproduction. An extra-wide viewing angle ensures that everyone can have an uncompromised visual experience, wherever they might be seated or standing.

Find out more

Laser Projectors

There's been a resurgence in the use of projection in conference rooms, courtrooms, hybrid spaces and many other agency applications – thanks to the lamp-free, better TCO (total cost of ownership) advantages of new generation laser projectors.

But all laser projectors are not created equal. Sony Z-Phosphor™ laser projectors – both the Sony 3LCD series and the 4K Pro SXRD line-up – have proven themselves in the most rigorous governmental use cases to give in-person meeting attendees a crystal-clear view of content, even while they are spread out in socially-distant spaces.

The Sony 3LCD projector series offers BrightEra® technology and Reality Creation image processing for vivid, colorful images while our exclusive Intelligent Settings simplifies installation and optimizes performance for long-term operation.

Every projector in our SXRD projector line-up, for larger venues, and critical missions such as flight simulation, is based on Sony SXRD technology and delivers stunning high contrast, native 4K images. The SXRD series effortlessly reproduces high-brightness images with accurate color and detail in a remarkably compact chassis.

Find out more
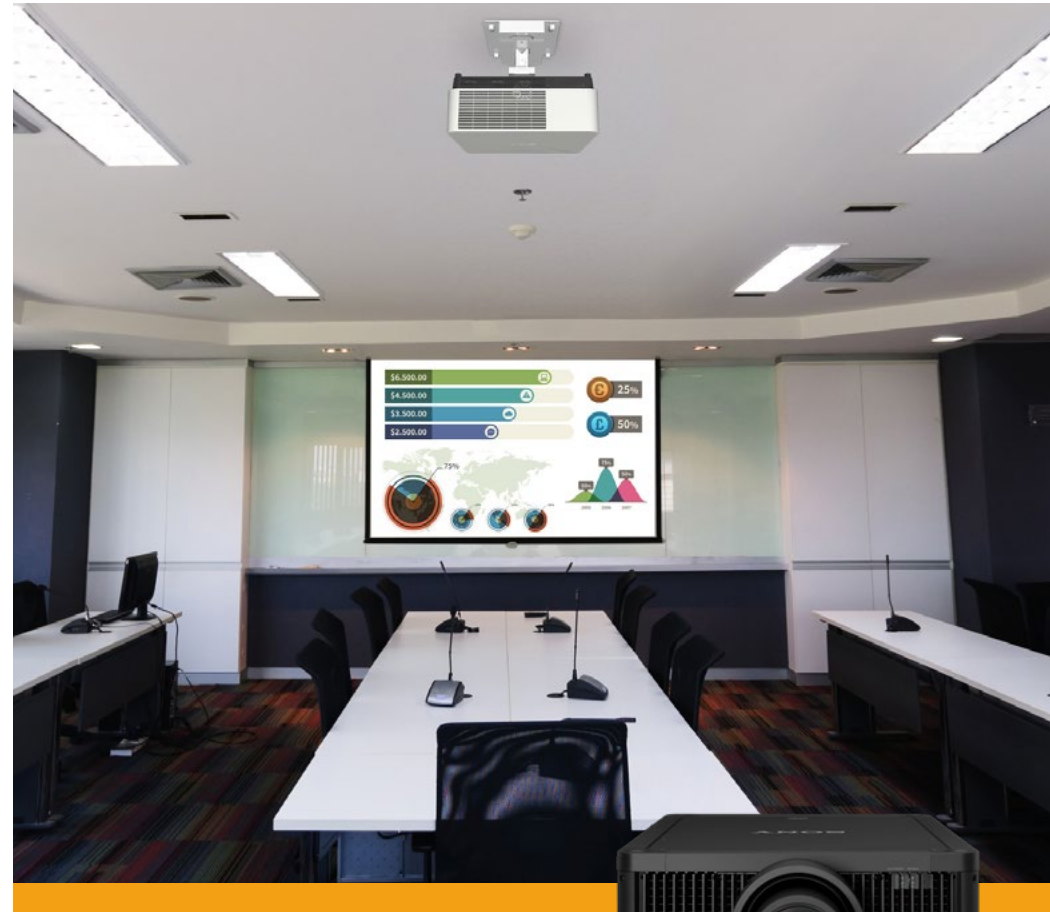
Remote Cameras

Sony's professional 4K and Full HD visual imaging cameras take your ability to capture content, and collaborate, to higher levels. Smooth, silent operation combined with a powerful zoom range means you can capture every presenter and participant with crisp clarity using our PTZ cameras.

The new Exmor R CMOS Sensor in all Sony cameras ensures high quality 4K images with less noise. The SRG line supports multiple camera control protocols, multi stream codec as well as NDI®|HX offering great compatibility and flexible IP. Control is easy, over standard IP networks as well as the ability to stream video over the same network connection.

Designed for unattended operation in hard-to-reach or unobtrusive places, the SRG series is ideal for a wide range of government facility applications.

We work with third party companies for certification and compatibility testing, for presentation capture, control systems, and streaming and unified communications.

View Sony's PTZ and Remote Camera Compatibility chart >

Find out more

Edge AI-Based Video Analytics

What is the Sony Edge Video Analytics appliance? This powerful device improves the quality of presentations and collaboration systems that include cameras, with the use of AI-driven GPU video analytics technologies. A few of its many features:

- Use automated tracking to keep the presenter or meeting participant in focus and within the frame.

- Extract characters and diagrams in real time from white or black boards.

- Create animated imagery, still pictures, and supporting graphics – without a dedicated studio.

- Show two different images at once for added impact.

- Zoom in on a presenter or meeting participant to show reactions or highlight questions.

Find out more 〉

Audio Solutions

Attaching and positioning lavalier microphones can be time consuming, and handheld microphones can restrict movement. Our innovative Beamforming Ceiling Microphone is simply affixed to the ceiling and is ready to use – leaving the presenter location-free, hassle-free, and hands-free to focus on presenting.

Operation is totally contactless, reducing risk of infection for users. The solution uses beamforming – a signal processing technique used for directional signal transmission or reception – and offers advanced speech reinforcement and clear recording technologies that capture a wider range with optimal intelligibility. Background ambient noise from projectors or air conditioning is automatically detected and minimized to achieve clear sound without distractions.

Now presenters can focus on delivering their content, and attendees are better able to comprehend the materials, whether they are in the room or participating remotely.

Find out more >

Customer focused programs

As a technology leader in AV – with award-winning audio, video, and display solutions – Sony can be a valuable partner to help you unlock best practices for your government agency. We offer gold-standard support and valuable programs to back up gold-standard products.

Customer Loyalty Program

Rewards end-user customers who have purchased combined quantities of our select BRAVIA Professional Displays, Professional Laser Projectors and PTZ Network Cameras.

Customer Loyalty Program >

Advanced Replacement Program

Customers that may experience a problem with a BRAVIA Professional Display or VPL-Series Professional Laser Projector (excluding VPL-G, VPL-H, VPL-W models) while still under warranty may be entitled to receive a replacement unit at no cost in exchange for the return of a unit that is determined by Sony to be defective.

Advanced Replacement Program >

Zero-Percent Finance Program

Turns a customer's wish list into reality with a Sony-sponsored lease financing program available from DLL, and take advantage of 12-month, 0% financing on select Sony professional products.

Zero-Percent Finance Program >

Your investment – protected.
Our service commitment

✓ All of Sony's professional products are backed by our product and parts professional warranty, which ranges from one to five years.

✓ For post-sales support, our service centers and field service engineers offer responsive repair and maintenance services. Telephone support is available Monday through Friday from 10 am to 6 pm ET.

✓ Our Advanced Replacement Program for select BRAVIA Pro Displays and VPL-Series Pro Laser Projectors still under warranty, ensures peace of mind secures the longevity of your product.

✓ SupportNet® service contracts go beyond a standard warranty with access to expert technical assistance.

✓ Product information for each model is readily available on the pro.sony website, including features, specifications, accessories, operations manual, software and firmware downloads.

✓ After purchase, end-user customers can register a new product to receive updates on firmware upgrades, product trade-in programs and more, to help get the most of new gear.

Learn more >

Capture	PTZ Cameras		4K & NDI|HX Ready
	POV Cameras		4K 60p - Wide Angle Lens
	BOX Cameras		4K 60p - 25x Optical Zoom
	Beamforming Ceiling Mic		MAS Series
Create	AI-Based Video Analytics		REA Series
Project	Laser Projectors		3LCD Ultra-Compact
			3LCD Mid-Range
			3LCD Large-Venue
			4K SXRD

Display	BRAVIA Professional Displays		**Pro Series 32" to 100"** 24/7 operation, designed for landscape, portrait and tilt
			Pro Tuner Series 55" to 85" 18/7 operation
	Crystal LED Modular Video Walls		**High Contrast** C Series
			High Brightness B Series

Find out how Sony can help your government agency increase productivity with next-generation AV tools.

SONY

[Contact us]