



Over 600 members of the Australian and New Zealand systems integration market have had their say on this year's Connected Most Popular Awards. **Anna Hayes** takes a look at the results.

While 2020 has been anything but conventional, Connected magazine recognises that the industry continues to grow and innovate and, given the challenging months that are (hopefully) mostly behind us, felt it was important to celebrate the high achievers in the sector.

Over 600 people cast their votes on more than 50 awards

As my predecessor has stressed, on numerous occasions over the best part of the last ten years, it's important to remember that the results here have come from popular vote, aimed at recognising the brands that integrators like as opposed to any particular product. Similarly, a win in a category here is not to

suggest that a brand is a best seller, etc.

After missing out on the commercial award last year, Amber Technology has managed a clean sweep of distributor awards, to add to an impressive haul of brand awards throughout the list. Its flagship audio brand, Sonance, seems, once again, to be untouchable.

Despite a few, some might say predictable, wins, there does appear to be some interesting movement in a number of categories. In quite a few, winners from 12 months ago have not only relinquished crowns but, in some cases, fallen off the leader board altogether. A sign of changing tastes perhaps, or a more rigorous voting campaign – whatever the reason, there are some new names hitting the top spots

this year and, to borrow a theme-specific quote, variety is the spice of life.

Finally, in a year when the entire world has been grounded, it seems somewhat apt that two men synonymous with designing AV systems in luxury marine would sail away with this year's Golden Paul (Most Influential Person) award.

With a trophy cabinet already buckling under some serious strain, Bruce Cox and Stephan Goodhue from Liquid Automation in Auckland, New Zealand faced a highly competitive field this year to take out this prestigious award.

Congratulations to all of the 2020 Connected Most Popular Award winners and continued success to all of the nominees going forward.



INDUSTRY AWARDS



AUDIO



VIDEO



CONTROL



INFRASTRUCTURE



COMMUNICATIONS



ELECTRICAL



SECURITY



TOOLS



FURNITURE

Most Influential Person

INDUSTRY AWARDS



Bruce Cox & Stephan Goodhue Liquid Automation

Starting out from humble beginnings in Stephan's home garage, Liquid Automation directors Stephan Goodhue and Bruce Cox have become a formidable force that continues to advance the emerging connected technology market, both in New Zealand and globally.

With mutual backgrounds in marine electronics and engineering, the pair formed Liquid Automation in 2004, initially specialising in the design, program and install of bespoke systems onboard luxury super yachts. This provided a platform for the development of innovative technologies with the need for meticulously high standards of execution. These values have led to a portfolio that spans across 18 world-wide locations, on super yachts, in residential homes and within large scale commercial developments. Their global reach results in the cross pollination of ideas between countries, leading developments and advancing the industry in ways they hope will leave a lasting impact.

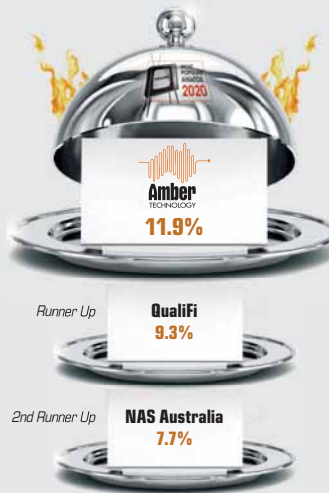
They have built a team that attributes their success to a knowledgeable and considered front end approach, combined with high "Liquid" standards of installation. In doing so they have achieved global recognition by winning over 40 international awards to date.



Golden Paul Winner 2020

Residential Distributors

INDUSTRY AWARDS



Amber Technology

Amber Technology holds its first place position which it regained last year after losing out in 2018. QualiFi leapfrogs NAS in a swap of positions on last year. Convoy International, Advance Audio and Ivory Egg climb the ladder this year into the leader board.

Runner Up

QualiFi
9.3%

2nd Runner Up

NAS Australia
7.7%

- >4th Radio Parts – 7.5%
- >5th Avation – 6.9%
- >6th Advance Audio – 6.1%
- >7th Convoy International – 5.5%
- >8th Synergy Custom – 4.3%
- >9th Ivory Egg – 4%
- >10th Audio Active – 3.5%

Commercial Distributors

INDUSTRY AWARDS



Amber Technology

After missing out last year, Amber has regained this title. Audio Visual Distributors has jumped from tenth place last year to secure second spot this year, while Ness is also a new entrant in third place. Jands and Midwich return this year, while last year's debutante Ingram Micro drops down the list.

Runner Up

Audio Visual Distributors
8.6%

2nd Runner Up

NESS
7.8%

- >4th Westan – 7.6%
- >5th Jands – 7.5%
- >6th NAS Australia – 7.3%
- >7th Radio Parts – 6.5%
- >8th Midwich – 6.3%
- >9th Altronic Distributors – 6%
- >10th Connected Media Australia – 5%

Most Popular Manufacturer

INDUSTRY AWARDS



Ness Corporation

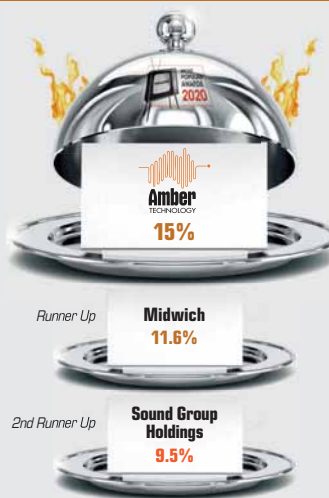
Ness Corporation has won this award for the first time.

Headquartered in Seven Hills, NSW, Ness Corporation was co-founded in 1972 by Naz Circosta and his brother Larry. Naz Circosta is still the current Managing Director with two other family members on the executive management team.

Today, it employs 130 people across five branches around Australia, with most staff based at Head Office and manufacturing in Sydney. Ness' Product Range encompasses all facets of today's Security Industry and Home Lifestyle Technologies including Ness Designed Alarm Panels, Motion Detectors, Wireless Products, Access Control, Home Automation, CCTV, Medical Alarms, Intercom Systems and Lighting Control Interfaces.

NZ Distributors

INDUSTRY AWARDS



Amber Technology

In a clean sweep of distributor awards, Amber Technology goes back-to-back on this award. Midwich has jumped from tenth place to second this year while Sound Group Holdings gains a spot to take third place. Last year's runners-up Connected Media and Avation drop to fourth and ninth respectively.

Runner Up

Midwich
11.6%

2nd Runner Up

Sound Group Holdings
9.5%

- >4th ConnectedMedia – 9.2%
- >5th AV Supply Group – 8.8%
- >6th Ivory Egg – 7.8%
- >7th AVD – 5.8%
- >8th Pacific AV – 5.1%
- >9th Avation – 4.8%
- >10th Digital World – 3.7%

HIGH TIDE OF PRAISE FOR KIWI 'BOAT GUYS'

FOR BRUCE COX AND STEPHAN GOODHUE, HIGH STANDARDS ARE TANTAMOUNT, WHETHER IT'S IN A CITY MANSION, OR A LUXURY YACHT. ANNA HAYES SPOKE TO THIS YEAR'S 'GOLDEN PAUL' WINNERS.

As years go, 2020 has been anything but a standard one for professionals in the systems integration sector.

But for Bruce Cox and Stephan Goodhue, directors of Liquid Automation in Auckland, New Zealand, and winners of this year's peer-voted *Connected* magazine 'Golden Paul' award for Most Influential Person(s) in the industry, it's been even more challenging as the COVID-19 pandemic saw their homeland implement some of the strictest lockdown measures in the world.

In fact, at the time of interviewing, New Zealand, having had zero community cases for 100 days, was back in Stage 3 lockdown after a spike in coronavirus cases.

"We had about five weeks of full lockdown earlier in the year," says Bruce, pointing out that while it was an unsettling time, they focused on finding positives within the disruption.

"It gave us an opportunity to catch up on the documentation side of things because that's something that people could do from home. For the staff members who are generally part of the installation process, we encouraged them to do a lot of online training."

Stephan adds that when the lockdown hit, their key aim was to ensure that everyone kept their job.

"We were quite fortunate in that we've got a number of programmers and they could keep working, along with the project manager. The installers and electricians, we basically had them doing training courses through CEDIA who have been amazing and opened all of their courses up for free."

Like every industry, video



Bruce Cox and Stephan Goodhue, of Liquid Automation in New Zealand, are the winners of the 2020 *Connected* magazine 'Golden Paul' Award.

conferencing became their go-to in order to keep staff in tune with what was going on and to continue to cultivate the atmosphere of being part of a team.

It's probably not something either man expected to have to deal with when they joined forces to found Liquid Automation in 2004.

Bruce had been working in marine electronics from the age of 16, dealing with the navigation side of things.

After spending ten years in the Navy, he continued within the industry, working on the servicing of container ships and, subsequently, fishing boats and recreational vehicles.

Through a client there, Alloy Yachts, Bruce got his first taste of designing AV.

"Like anything, you don't know what you don't know and, within a pretty short time,

I realised that there's a lot more to AV than I thought."

This realisation aligned with Stephan's return to New Zealand after a number of years working in electronics engineering on boats around the world.

"I worked on yachts for about ten years in different roles from captain through to Electronics Technician Officer. I gained key experience looking after all of the AV and computer networks, and these are large systems with a lot of complexities." On his return to New Zealand, Stephan started working alongside Bruce, whom he knew as a friend of his brother's, and quite soon, the concept of Liquid Automation was born.

"We set up Liquid Automation to try to do anything but marine," Bruce laughs, pointing out that they had both wanted to explore the home automation side of the business.

"We were going to focus on the residential and commercial side of things, which I saw as a hell of a lot easier,"





Stephan says, adding that you could work on racks without worrying about multiple video standards and the actual racks going sideways because you hit a wave.

But, even with the best laid plans in place, Bruce and Stephan found that it was harder to jump ship than they thought.

While they secured a handful of commercial and residential projects early on, a project contracted to them by former client Alloy Yachts resulted in them securing a number of further marine jobs.

"Since then," Stephan says, "We've done about 30 odd boats off large systems, a lot of big homes and a lot of commercial work. The company has grown quite significantly."

He adds: "We try to ensure that every job is to a marine standard so that once it's installed there's no need to go back. We've started doing more and more packages for smaller homes where we build the whole system to our marine quality but at a price point that's competitive."

Bruce says that while they are known, industry-wide, as 'the boat guys', their biggest job was actually a home in Australia where the system that was installed became more than a basic home automation system, but more like an integral component of the home.

"The greatest thing about that was that the client was really on board with learning what the system could do. Once you've got the basic system in a home, that taps into all kinds of things, not just your standard sound system but water retention tanks or anything that's in a home. We can tap into that, put the information on a screen and then enable things like security, HVAC, lighting and even send alerts remotely if something has been unplugged."

Similar to this is the story of a factory unit that Liquid Automation kitted out with biometrics and access control approximately 14 years ago. Like everything in the Australian house, it still works perfectly – longevity is the name of the game.

And it's not just happy clients that Bruce and Stephan have to show for their success, but a burgeoning trophy cabinet as well, with over 40 industry awards – regional and global – over the past 16 years.

In terms of industry changes, Stephan says the convergence of the AV and IT worlds, as well as the growth of the Internet of Things (IoT) has been a major development, especially the implications that go alongside that.

"The public doesn't commonly realise the implications of IoT devices. As an example, clients can go and buy a wireless device such as a camera, and stick it on a wall, accidentally impacting on their internet security."

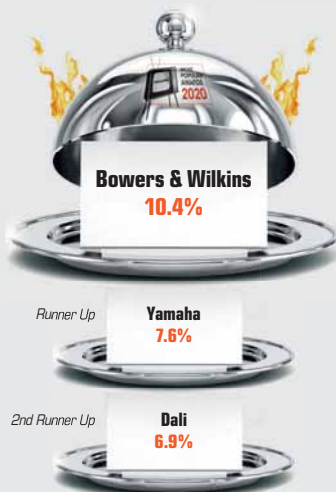
He says education of clients about new technologies, and the pros and cons thereof, is now an everyday task.

Looking back on their career to date, Bruce is grateful to both employees and employers, past and present, without whom he feels they would not be where they are.

"We were able to take what we knew [from marine] and apply it to residential and, funnily enough, we just thought that was what everyone did. But it's not and by sticking to those principles of doing it right, proving things are correct, getting guys on the team that believe in what we do and why we do it and being really proud of the work they produce, it's just gone from there. And any job we do, we try to apply those things." ■

Freestanding Loudspeakers

AUDIO

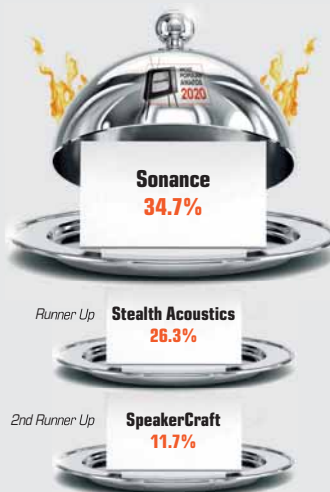


For the fourth year in a row, Bowers & Wilkins has claimed the top spot here, re-establishing a more comfortable lead over its closest competitor in recent years, Yamaha. Last year's third placed JBL has slipped off the list, as has Earthquake Sound and Dali, with Meridian making a strong showing to jump into fourth place.

>4th Meridian – 6.38%
>5th Krix – 6.38%
>6th Klipsch – 6.2%

Invisible Loudspeakers

AUDIO

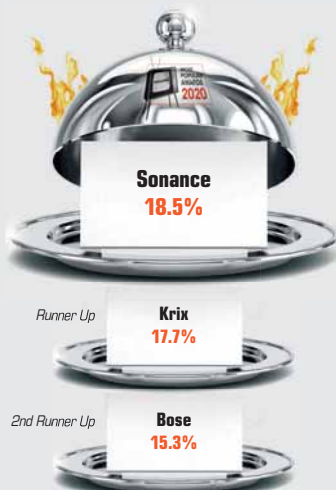


The sole winner of this award since 2013, Sonance appears to be untouchable in this category, commanding 34.7% of the total vote. Stealth Acoustics, incidentally the last other company to win this award, takes second place with SpeakerCraft leaping up one place on last year. Extron drops from its 2019 second place down to fifth.

>4th Amina – 10%
>5th Extron – 8.1%
>6th Nakamytone – 5.2%

Architectural loudspeakers (Residential)

AUDIO

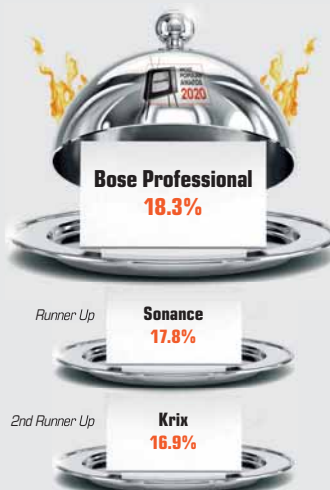


Sonance is celebrating almost a decade of dominance in this category, with 2020 marking its ninth win in a row. Krix has jumped from last year's seventh place to push Bose into third and Bowers & Wilkins into fourth. Yamaha shares fifth place with Earthquake Sound while Klipsch and SpeakerCraft have both fallen off the list.

>4th Bowers & Wilkins – 11.5%
>5th Earthquake Sound, Yamaha – 9.4%

Architectural loudspeakers (Commercial)

AUDIO

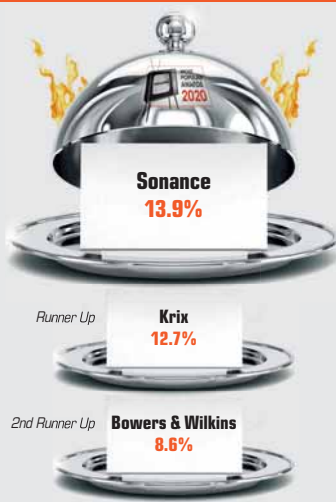


There's plenty of movement in this category since last year; 2019 winners Extron don't even feature this year while Bose has leapfrogged both Sonance and Krix to claim the top spot. Yamaha and Earthquake Sound have jumped up two rankings respectively, while Apart Audio has been replaced by JBL who fell off the list last year.

>4th Yamaha – 11.2%
>5th Earthquake Sound – 8.9%
>6th JBL – 8.3%

Outdoor Loudspeakers

AUDIO

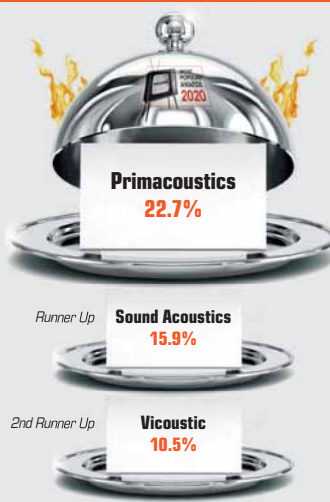


Completing an audio hat-trick for distributor Amber Technology, Sonance continues its dominance in this category. The interesting changes here come from the runners-up; from a seventh place ranking last year, Krix has surged to second place, followed by Bowers & Wilkins, up from sixth last year. Last year's runner-up SpeakerCraft doesn't feature this year while Origin Acoustics holds firm in fourth.

>4th Origin Acoustics – 7.1%
>5th Yamaha – 6.9%
>6th Earthquake Sound – 6.3%

Acoustic Treatments

AUDIO

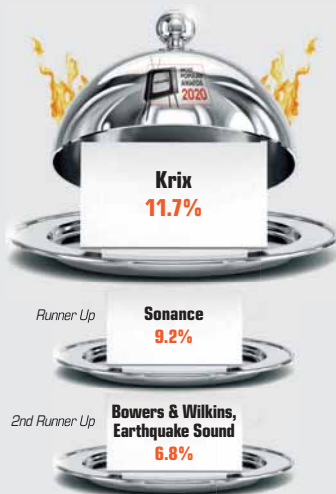


Primacoustics has gone back-to-back in this category, following up last year's win by stretching the gap between it and closest competitor Sound Acoustics. Vicoustic and Cinema Works have switched places to third and sixth respectively, while Wave Panels, Artnovian and Auralex do not feature this year. Sonitus and Yamaha are new entrants on the list.

>4th Sonitus – 10.1%
>5th Yamaha – 6.9%
>6th Cinema Works – 9.4%

Subwoofers

AUDIO

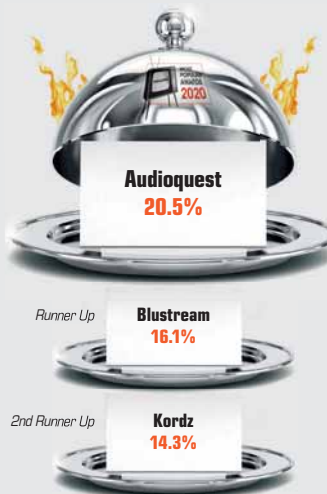


Much like last year's winners, Krix has jumped from sixth place to first in 2020, knocking Earthquake Sound into joint third place with Bowers & Wilkins. Sonance jumps two places to second with last year's runner-up Yamaha and Klipsch taking the final spots on the list. Last year's third placed JBL has just slipped off the list.

>5th Yamaha – 6.4%
>6th Klipsch – 5.5%

Speaker cabling/interconnects

AUDIO

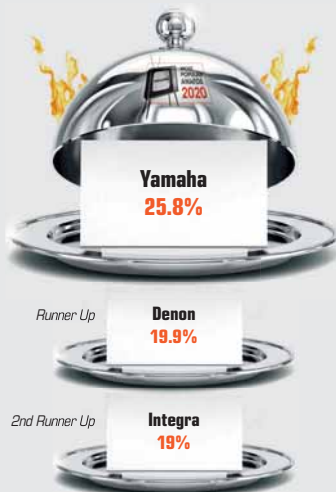


For the fourth year in a row, Audioquest has won this category and there is plenty of movement in the ranks below. Blustream has pushed Kordz down to third place while Kramer, Krix and SignalMax make the list for the first time. After falling off the list last year, Belkin has returned in joint sixth.

>4th Kramer AV – 9.8%
>5th Belden – 8.6%
>6th Belkin, Krix, SignalMax, WireWorld – 7.1%

AV Receivers

AUDIO

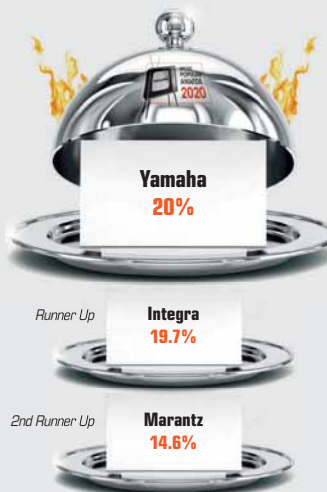


Once again, not much has changed in this category as Yamaha racks up its fifth win in a row. Denon once again takes second place with Integra coming in third. Marantz, Pioneer and Onkyo all return to the leaderboard while Cambridge Audio and Sony slip out of the rankings this year.

>4th Marantz – 16%
>5th Pioneer – 15.1%
>6th Onkyo – 14.2%

Preamplifiers

AUDIO

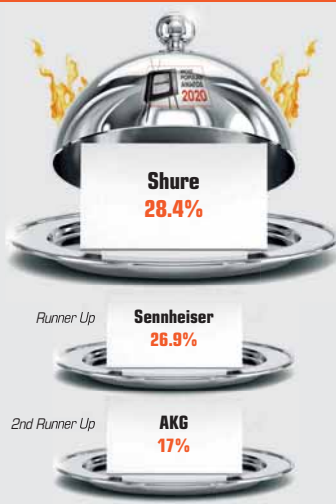


Yamaha scores three-in-a-row in this category this year while last year's runner up Onkyo drops to fifth to make way for Integra with a score that is excruciatingly close to the winners. McLelland is a new addition to this year's leader board, commanding a respectable 10% of the vote. McIntosh, NAD, Anthem and ARCAM all drop from the list.

>4th Pioneer – 12.4%
>5th Onkyo – 11.1%
>6th McLelland – 10.2%

Microphones

AUDIO

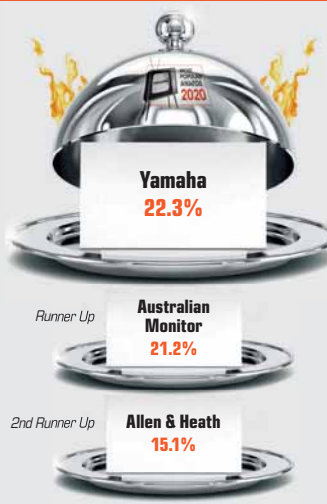


Not much has changed in this category over the past 12 months. Shure, Sennheiser and AKG take the top three spots respectively, but the gap between the top two has tightened dramatically. Rode, JTS and DPA stand firm in the lower half of the leader board having all increased their votes on last year.

>4th Rode – 14 %
>5th JTS – 13.6%
>6th DPA – 10.3%

Mixer

AUDIO

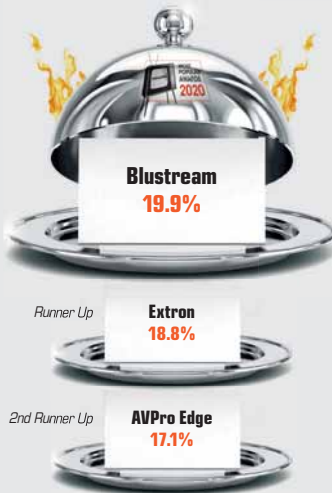


Yamaha has gone back-to-back in this category and there has been a lot of movement throughout the rest of the leader board as well with last year's runners-up Apart Audio, Extron and Soundcraft all dropping out of the list this year. Instead, Australian Monitor jumps from sixth place last year to second this year, while Allen & Heath takes third place.

>4th Behringer, Kramer AV – 12.2%
>6th Solid State Logic – 9%

Audio Embedder

AUDIO

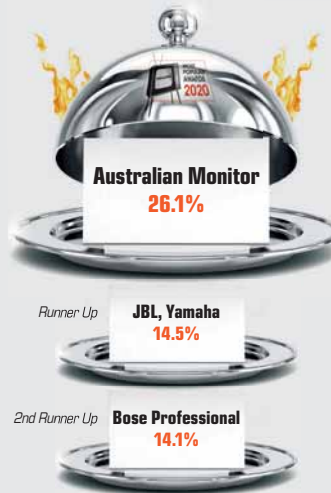


After a winning debut last year, Blustream has backed up that win with another one this year, seeing off close competition from two-time winners Extron and AVPro Edge. The remainder of the list remains the same with the exception of last year's third ranked Gefen which has dropped off the list completely.

>4th Kramer AV – 11.9%
>5th Black Magic Design – 6.9%
>6th Pro2 – 6.6%

PA system

AUDIO

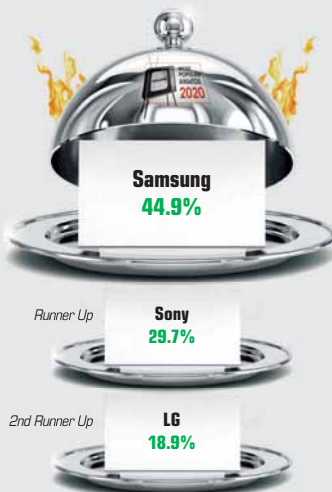


In a category that has been helter-skelter in recent years, Australian Monitor has managed to go back-to-back on last year's success. Interestingly, joint winner in 2019, Redback, falls off the leader board this year while JBL enters the list in joint second with Yamaha. Kramer is a new addition this year, ousting Apart Audio from its fourth place spot in 2019.

>4th Kramer AV – 11.2%
>5th QSC – 10.1%

Flat panel displays

VIDEO

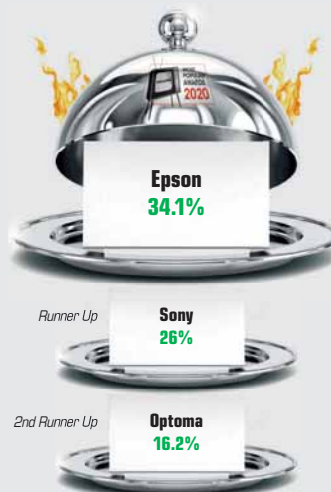


The dominance of Samsung seemingly knows no bounds in this category as its vote share continues to go just one way – up. The nine-time winner will take some beating to halt its march towards the 'perfect ten' next year. The rest of the board is exactly as it was last year with little more than a few fluctuations in percentages.

>4th Panasonic – 10.2%
>5th Philips – 8%
>6th Bang & Olufsen – 7.4%

Home theatre projector

VIDEO

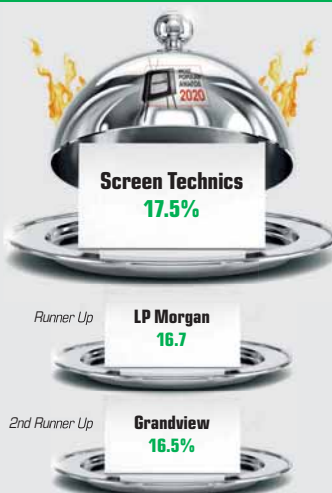


Much like the previous award, not much has changed in this category. Epson has increased the gap between it and Sony, with Optoma slotting into third spot. BenQ, Barco and Digital Projection all gain one place with Panasonic relinquishing last year's fourth spot and slipping further down the board.

>4th BenQ – 15.6%
>5th Barco – 9.5%
>6th Digital Projection – 7.8%

Projection Screen

VIDEO

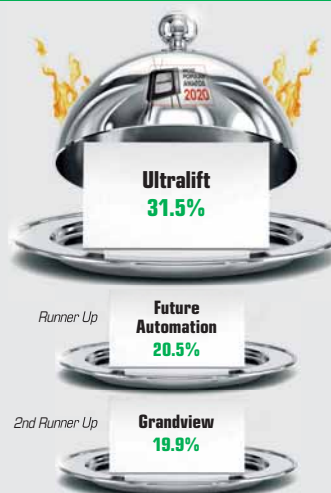


While Screen Technics manages to retain its first place spot, there is plenty of movement in the leader board with 2019's runners-up Elite Screens and Da-Lite both dropping out of this year's leader board. LP Morgan returns to the leader board for the first time since 2017 and gives the eventual winner a good run for its money.

>4th Screen Excellence – 8.6%
>5th Screen Innovations – 7.6%
>6th Stewart Filmscreen – 6.6%

Motorised lifters

VIDEO

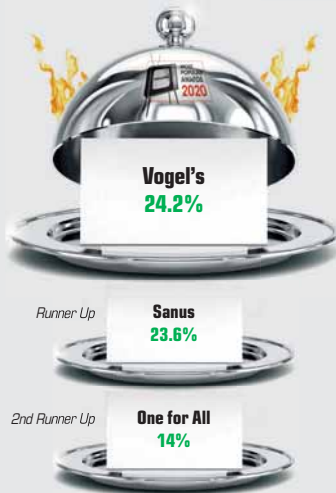


Ultralift and Screen Technics have essentially swapped places since 2019. It's not the only flip-flop on the list: Nexus21 returns but last year's addition Gilkon is gone again. Future Automation gains a rank, pushing last year's runner-up Sanus back to fifth place. Grandview takes third place while OmniMount slides off the list.

>4th Screen Technics – 15.7%
>5th Sanus – 15.4%
>6th Nexus21 – 5.5%

TV Mount

VIDEO

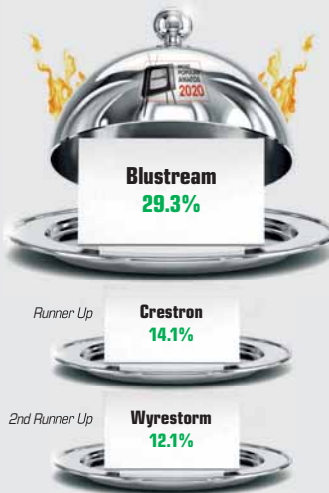


Back by popular demand, this category was hotly contested with less than 1% between winner Vogel's and runner-up Sanus. Chief won this award the last time it ran in 2018 – it takes fifth place this year. One for All fought off Ultralift to take third place while Doss, a new entry two years ago, keeps its place on the leader board.

>4th Ultralift – 12.7%
>5th Chief – 10.6%
>6th Doss – 8.4%

Video Processors

VIDEO

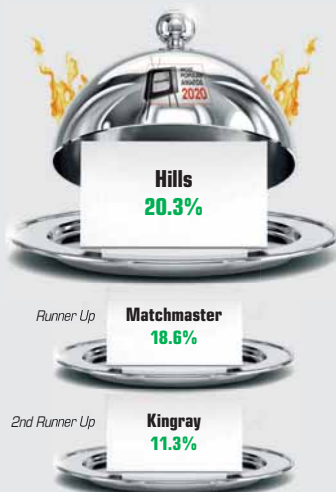


Not only has Blustream improved its 2019 placing but it has powered ahead of its nearest challenger Crestron while last year's winner Gefen has dropped off the board completely. Wyrestorm debuts on the board, taking third place while Kramer and Extron remain solid in list. AVPro Edge is a new entry in fifth. Last year's debutants HDAnyware and DVDO have slipped off the board.

>4th Kramer AV – 11.8%
>5th AvPro Edge – 8.7%
>6th Extron – 8.4%

Antennas

VIDEO

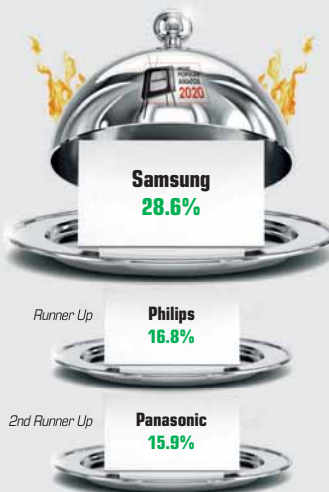


It's been a turbulent few months for Hills but, under new ownership, it has managed to continue its back-and-forth contest with Matchmaster in this category knocking last year's winner back to second place. Kingray jumps a place to second, ousting SignalMAX to fourth. One for All has dropped two spots to sixth while Topline Aerials is a new entrant.

>4th SignalMAX – 10.5%
>5th Topline Aerials – 8.1%
>6th One for All – 7.8%

Digital Signage CMS

VIDEO

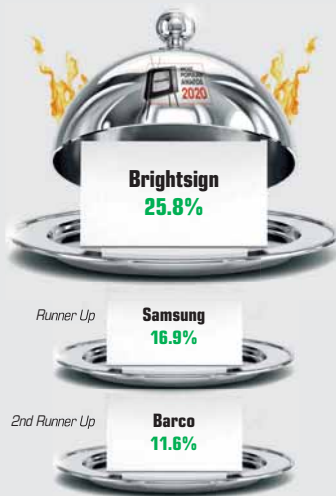


After a somewhat unusual result last year, whereby Extron won this category despite having no products in it, Samsung has regained its status as top dog. Philips and Panasonic move up a place respectively while Extron drops to fourth. Exterity and new addition SmartSign complete the list while Spinex and Sharp are pushed out.

>4th Extron – 15%
>5th Exterity – 9%
>6th SmartSign – 7.3%

Digital Signage Player

VIDEO

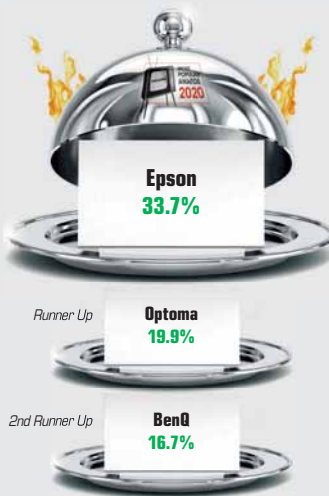


BrightSign makes it four in a row this year and increases its share of the vote considerably. Both of last year's runners-up Extron and Pro2 drop from the top rankings with the latter dropping off the board altogether. Samsung and Barco have both made impressive gains to take second and third. Gefen drops two places while Sony gains three.

>4th Sony – 10.7%
>5th Extron – 9.3%
>6th Gefen – 8%

Short throw projectors

VIDEO



Epson retains its hold on this category but has seen a drop in votes since its more than commanding 43% stake last year. Optoma retains both its second place position and share of the votes while BenQ has enjoyed a surge to bring it into third place. Barco has also grown its vote while Maxell is a new entry on the leaderboard.

>4th Sony – 15.2%
>5th Barco – 11.3%
>6th Maxell – 7.8%

4K video extender

VIDEO

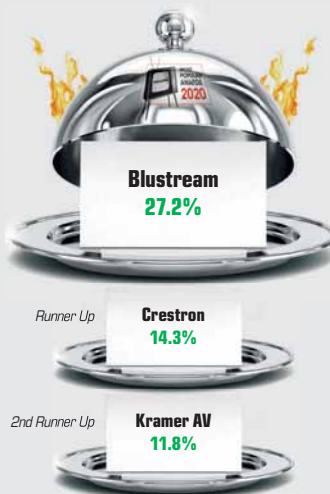


Extron can celebrate back-to-back victories in this category which boasts the same top three as in 2019, although the gaps between them have narrowed considerably. Crestron returns to the leader board but Gefen, AV Gear and Pro2 drop off the list. AVPro Edge debuts in sixth place.

>4th Crestron – 8.5%
>5th Kramer AV – 7.3%
>6th AVPro Edge – 7%

Video Scaler

VIDEO

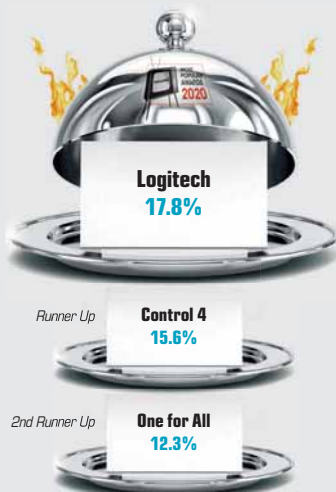


Blustream has managed to increase its vote to take out the Video Scaler category for this year. Last year's winner Extron has fallen to fifth place while HDAnyware drops one place to fourth. Crestron, who didn't feature last year, and Kramer take second and third place respectively. Again, Gefen, AV Gear and Pro2 drop from the list and AVPro Edge debuts.

>4th HDAnyware – 11.5%
>5th Extron – 11.1%
>6th AVPro Edge – 9.8%

Universal remote control

CONTROL

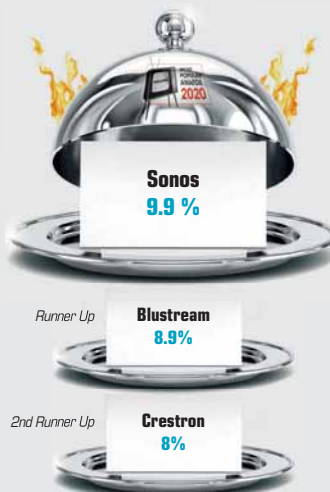


For the second year in a row, Logitech takes the top spot with Control 4 climbing one place to second. One for All climbs to take third place while RTI drops from its second place in 2019 to sixth. Crestron and Savant hold their positions in the leader board while Kramer and Pro Control drop off the list.

>4th Crestron – 10.4%
>5th Savant – 9.3%
>6th RTI – 8.8%

Multi-room AV distribution

CONTROL

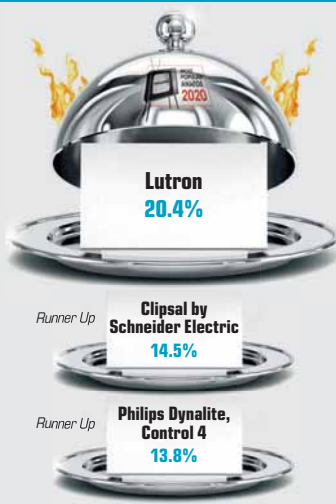


Sonos has gone back-to-back in this category holding off close competition from Blustream and Crestron (back in the leader board after an absence in 2019). Last year's runner-up Yamaha drops to fourth while third placed Heos drops from the list again. Control 4 maintains its fifth place rank while Extron and RTI disappear from the results.

>4th Yamaha – 7.4%
>5th Control4 – 7.2%
>6th Kramer AV – 6.5%

Lighting Control

CONTROL

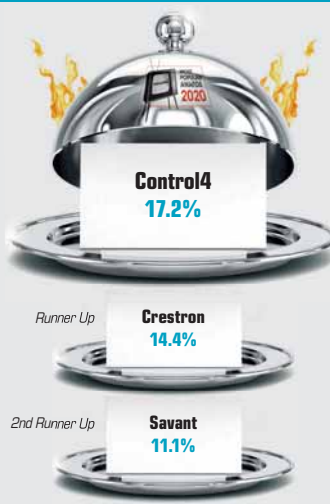


Not too much has changed in this category in the last 12 months with Lutron celebrating a hat-trick. Clipsal by Schneider Electric maintains second place while Philips Dynalite shares third place this year with Control 4. KNX and Crestron keep a presence on the board while Fibaro drops off the list.

>5th KNX – 12.4%
>6th Crestron – 10.7%

Whole-house control system

CONTROL

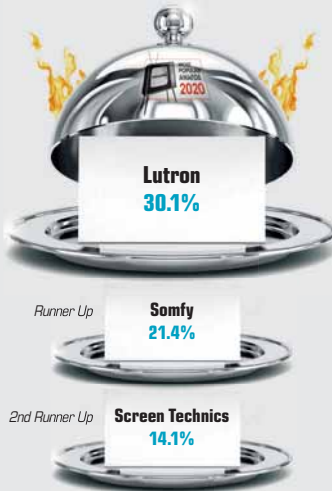


While the top spot hasn't changed here for five years, there is some interesting movement in the rest of the results where Crestron and Savant have jumped one and two places respectively to take the runners-up spaces, pushing RTI from second to fourth. Kramer, Clipsal by Schneider Electric and KNX hold their presence on the board.

>4th RTI – 10.8%
>5th Kramer AV – 8.2%
>6th Clipsal by Schneider Electric, KNX – 7.2%

Motorised Blinds

CONTROL

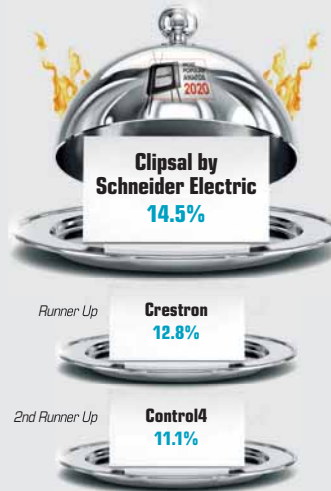


In the last few years, there has been some flip-flopping in this category and 2020 is no different. Lutron essentially switches places with Somfy, last year's winner. Similarly Screen Technics and Crestron also trade places in third and fourth respectively. Fibary and Vera are new entrants in joint fifth while Luxaflex, Screen Innovations and Qmotion drop from the list.

>4th Crestron – 11.4%
>5th Fibaro, Vera – 10.7%

Energy Monitoring

CONTROL

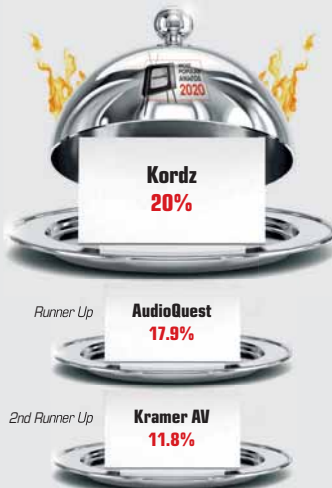


Here's another category that has seen a lot of change – Clipsal by Schneider Electric jumps one place to first with last year's winner KNX falling to joint fourth with debutant Thor. Crestron leaps from fifth to second while Control 4 holds its third place spot. RTI is another new entrant on the list.

>4th Thor, KNX – 9.4%
>6th RTI – 7.7%

HDMI cabling

INFRASTRUCTURE

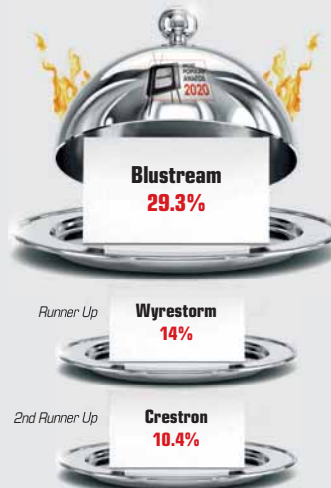


Kordz continues to enjoy a certain amount of invincibility in this category. AudioQuest holds onto its second place position and has closed the gap to just over 2%. Kramer rises one position to second runner-up pushing Blustream to fourth. Pro2 rises two places and Belkin returns to the board for the first since 2016. Extron, Wyrestorm and Naked Cable drop from the list.

>4th Blustream – 9.1%
>5th Pro2 – 8.8%
>6th Belkin – 7.6%

Matrix switcher

INFRASTRUCTURE

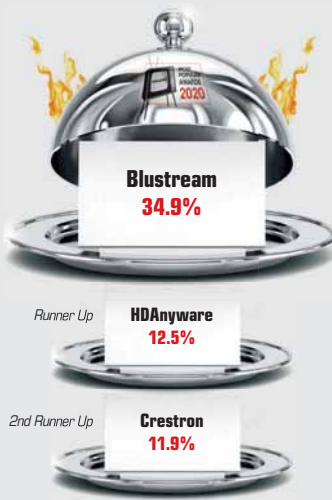


After a decidedly 'tight at the top' scenario last year, Blustream has pulled away to secure this award this year. Extron has dropped from second to sixth while Crestron falls two places to third. Wyrestorm debuts and takes out second place. HDAnyware holds its fourth place position while AVPro Edge is another new entrant at fifth.

>4th HDAnyware – 10.1%
>5th AVPro Edge – 8.5%
>6th Extron – 7.5%

HDBaseT extender kit

INFRASTRUCTURE

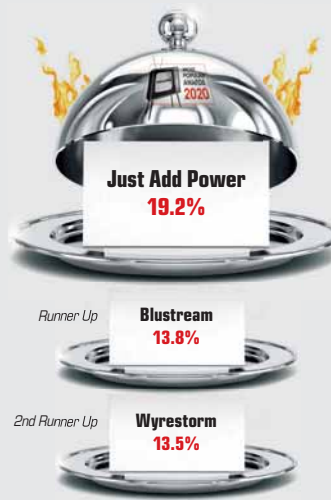


Blustream has carved out its dominance in this category, racking up its fifth award in a row this year. HDAnyware climbs one place to second while Crestron returns to the list, taking third place. 2019 runner-up Extron remains in the list in fourth place while RTI and AVPro Edge debut, pushing AV Gear, Kramer, Gefen and Control 4 drop from the list.

>4th AVPro Edge, Extron – 8.5%
>6th RTI – 7.5%

AV over IP

INFRASTRUCTURE

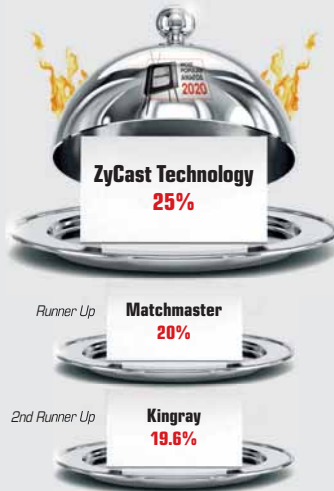


After sharing this title in 2019, Just Add Power stands alone again this year, with last year's joint winner Gefen dropping out of contention. Blustream and debutant Wyrestorm take second and third place, pushing Extron down to fifth. Crestron returns to the board while ZyCast Technology drops off the board this year.

>4th Crestron – 9.9%
>5th Extron – 7.5%
>6th Kramer – 6.3%

Digital Modulator

INFRASTRUCTURE

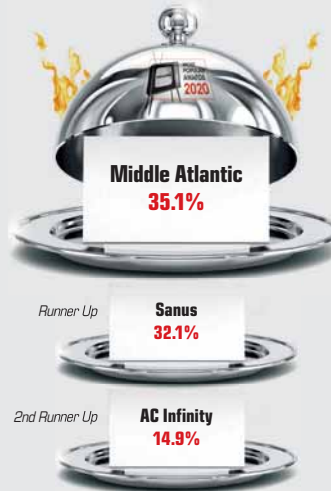


ZyCast Technology holds onto first place in this category while Matchmaster jumps two places to second place. Kingray holds its third place position while last year's second placed Zeevee drops to sixth. Novonde and ClearView maintain a presence on the board while Ikusi drops off the list.

>4th Novonde – 15.6%
>5th ClearView – 10.7%
>6th ZeeVee – 10.3%

Racks/cabinets

INFRASTRUCTURE

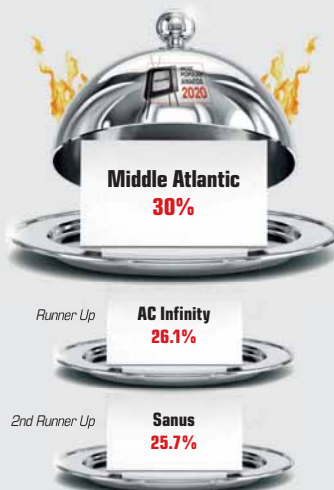


Middle Atlantic continues its dominance in this category with Sanus in second place. AC Infinity is a new name on the list, pushing Rack Technologies out of third and off the board. Altronics, Clipsal, B&R Enclosures and Dynamix all fall off the list as Rackmount Solutions, Cool Components and Active Thermal Management all debut.

>4th Rackmount Solutions – 11.8%
>5th Cool Components – 3.4%
>6th Active Thermal Management – 1.9%

Rack Cooling Systems

INFRASTRUCTURE



All entrants in this list remain the same as 2019 except for a place switch between AC Infinity and Sanus. Middle Atlantic remains in control of this category, although it has dropped its share in the vote, bringing AC Infinity with 4% of it. Small too is the gap between second and third place with Sanus just 0.4% behind the runner-up.

>4th Cool Components – 11.5%
>5th Rackmount Solutions – 8.3%
>6th Active Thermal Management – 6.3%

Presentation/Collaboration tools

COMMUNICATIONS

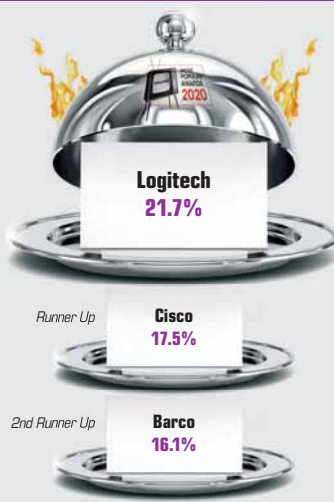


Barco continues to reign supreme in this category enjoying a comfortable lead over closest competitor Crestron which gains two places on last year's result. Blustream debut in this category and come into third place. Last year's runners-up Extron and Kramer are pushed out to sixth and fifth places respectively while Mersive returns for the first time since 2017.

>4th Mersive – 11.7%
>5th Kramer AV – 9.5%
>6th Extron – 6.3%

Video conferencing equipment

COMMUNICATIONS

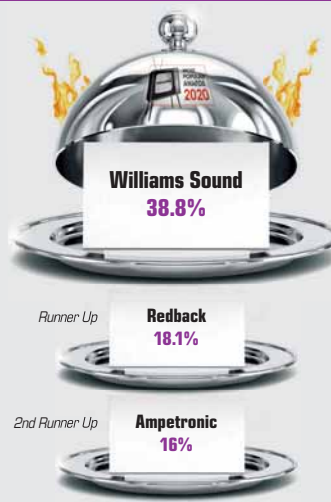


Logitech has gone back-to-back in this category after being a surprise winner in 2019. Cisco maintains its second place position while Barco, which didn't feature last year, has pushed Poly into fourth. Crestron and Sony both increase their share of the vote, taking fifth and sixth place respectively. Lumens and LG drop off the list.

>4th Poly – 14.3%
>5th Crestron – 13.8%
>6th Sony – 10.6%

Hearing loop

COMMUNICATIONS

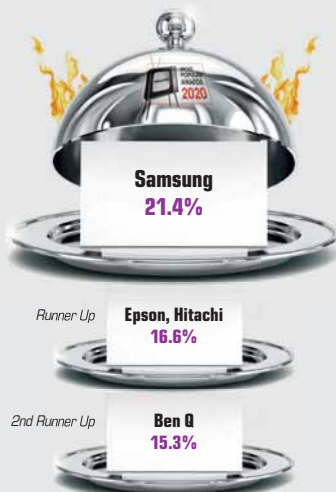


A joint winner last year, Williams Sound has powered ahead this year to take almost 40% of the vote and storm into a commanding lead in this category. Ampetronic drops two places to third while the closes contender to Williams Sound is Redback with a considerable gap to bridge. Contacta drops off the list from joint third last year.

>4th Univox – 11.7%
>5th Phoenix – 10.6%
>6th Humantechnik – 9%

Interactive Displays

COMMUNICATIONS



A booming area for manufacturers, the results here show that Samsung has a lead on competitors but the leader board shows some promising movement. Epson, Hitachi and BenQ, who have gone from sixth to joint second, push Panasonic out of the top three. LG stays on the board but NEC and Microsoft fall of the list this year.

>5th **Panasonic** – 10.9%
>6th **LG** – 7.4%

Electronic Whiteboards

COMMUNICATIONS

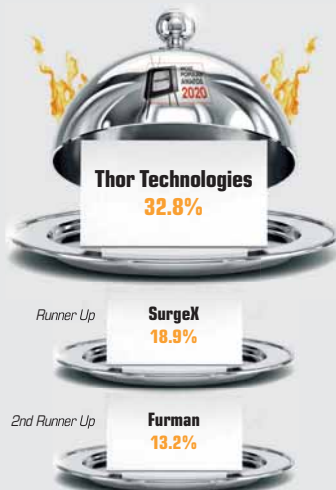


Last year's winner Panasonic no longer features in this category having ceased production of electronic whiteboards. Last year's fourth placed Hitachi makes the jump instead, taking the top place, followed by Sharp and SMART who effectively switch places on their 2019 rankings. Ricoh, Canon and Mimio maintain their positions from 2019.

>4th **Ricoh** – 15.9%
>5th **Canon** – 13.2%
>6th **Mimio** – 4.2%

Surge Protection

ELECTRICAL

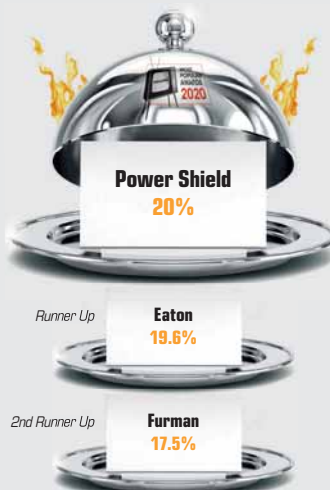


Thor Technologies makes it nine for nine in this award, extending its vote by nearly 7%. SurgeX and Furman hold their second and third place positions. Belkin rises two spaces to fourth. Clipsal by Schneider Electric returns to the list after its absence last year. ABB, Power Shield and Eaton drop off the list.

>4th **Belkin** – 9.5%
>5th **Clipsal by Schneider Electric** – 9.1%
>6th **APC by Schneider Electric** – 8.4%

UPS

ELECTRICAL

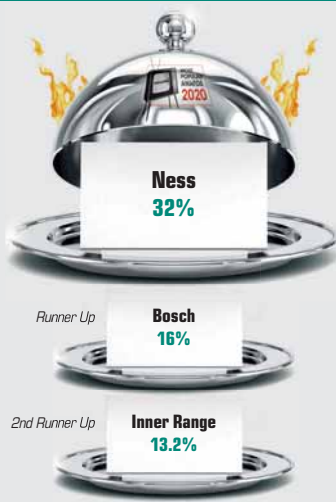


Last year's fourth placed Power Shield takes out this award this year with last year's winner Furman dropping to third. APC by Schneider Electric, a perpetual winner of this award until last year, drops to fourth place this year. Niveo Professional and ABB remain on the list but Upsonic fails to make the grad this year.

>4th **APC by Schneider Electric** – 15.8%
>5th **Niveo Professional** – 10.8%
>6th **ABB** – 10.4%

Integrated security system

SECURITY

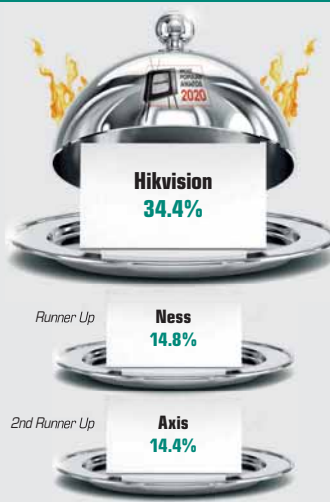


Ness once again takes out the top spot in this category but there is some movement in the runner-up positions with Bosch rising a spot to second and Inner Range, who came fourth last year, rising a spot. Last year's second placed Honeywell share fourth place with Risco and new entrant Tiandy. Doss slips off the list.

>4th **Honeywell, Risco Group, Tiandy** – 8.9%

IP security camera

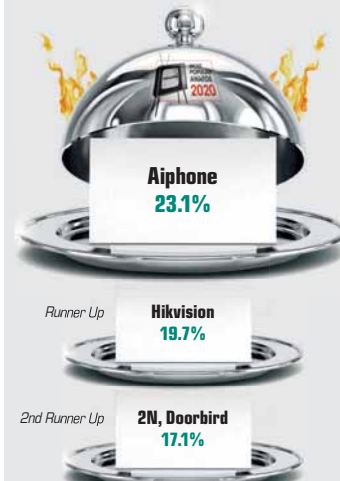
SECURITY



There is no change in the top two in this category as Hikvision increases its vote share and Ness holds off stiff competition from third-placed Axis to maintain its second place position. Last year's third placed Panasonic drops from the list completely while Dahua, Tiandy and Bosch keep their spots. WAMA, Doss and Honeywell have also dropped from the list.

>4th **Dahua** – 12.4%
>5th **Tiandy** – 10.6%
>6th **Bosch** – 10%

Intercom SECURITY



Aiphone
23.1%

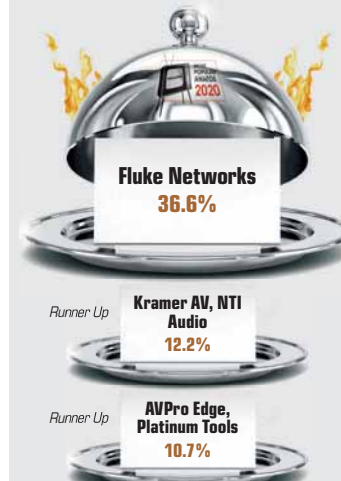
Runner Up
Hikvision
19.7%

2nd Runner Up
2N, Doorbird
17.1%

>4th Ness – 16%
>5th Control 4 – 9.7%

There is some interesting movement in this category. Aiphone holds its first place position from 2019 but the second placed Ness drops down to fourth, relinquishing its spot to Hikvision, up one from last year. Third place is shared by 2N and Doorbird who featured in fifth and seventh respectively last year. Control 4 finds its way back onto the list in fifth.

Test and Measurement TOOLS



Fluke Networks
36.6%

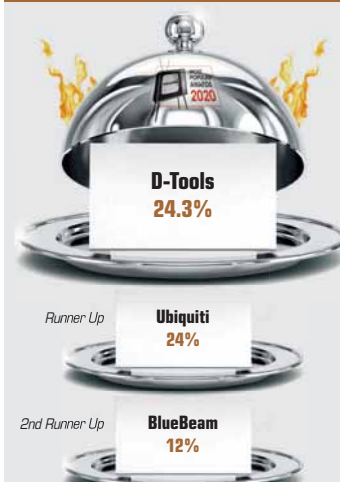
Runner Up
Kramer AV, NTI Audio
12.2%

Runner Up
AVPro Edge, Platinum Tools
10.7%

>6th Murideo – 9.9%

Fluke Networks maintains its hold on first place in this category but there are changes aplenty in the subsequent rankings. Kramer enters the leader board in joint second place with NTI Audio, who jump a place on last year. Third place is shared by another new entrant AVPro Edge along with Platinum Tools. The only other survivor from last year is Murideo.

Software TOOLS



D-Tools
24.3%

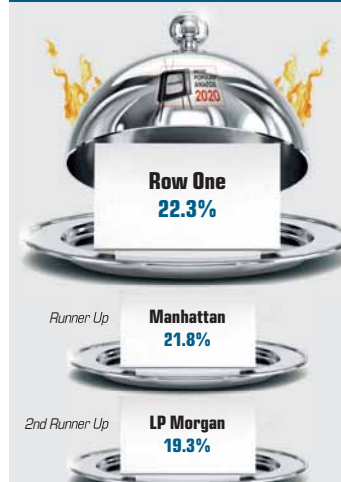
Runner Up
Ubiquiti
24%

2nd Runner Up
BlueBeam
12%

>4th Kramer AV – 10.3%
>5th TP Link – 7.5%
>6th SimPro – 5.8%

D-Tools stays in the driving seat of this category this year, but only just ahead of new entrant Ubiquiti which debuts in second place. BlueBeam drops to third, followed up by Kramer, TP Link and SimPro which has dropped from third place last year. Sales Tools has dropped from the rankings again.

Seating FURNITURE



Row One
22.3%

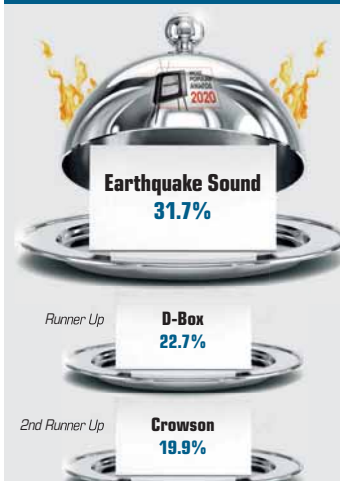
Runner Up
Manhattan
21.8%

2nd Runner Up
LP Morgan
19.3%

>4th Cogworks Design – 11.9%
>5th Top Form – 7.9%
>6th Bell'O – 5.4%

Row One, a joint winner of this category last year, has pulled ahead of the competition to claim the award outright in 2020. LP Morgan drops two places to third place while Manhattan jumps to second place. Cogworks Design debuts in fourth while Top Form and Bell'O also debut. Suncoast Seating, Fortress and Jaymar all drop from the list.

Tactile Sound Transducer (Shaker) FURNITURE



Earthquake Sound
31.7%

Runner Up
D-Box
22.7%

2nd Runner Up
Crowson
19.9%

>4th ButtKicker – 15.2%
>5th Kramer AV – 10.9%
>6th Clark Synthesis – 2.8%

Earthquake Sound has secured this award once again and, after a surprising drop last year, D-Box returns to the top two with Crowson jumping up one place to third. Last year's second placed ButtKicker drops to fourth place, followed by new entrant Kramer and Clark Synthesis which holds its place on the leader board.



connected. podcast

Tune in for industry news and a full interview with this year's Golden Paul winners

LISTEN HERE! www.connectedmag.com.au