



PetroVietnam Ca Mau Fertilizer (PVCFC)

INTRODUCTION

Located in Ho Chi Minh City, PetroVietnam Ca Mau Fertilizer Joint Stock Company (PVCFC) is a leading Vietnamese business specializing in the production and trade of fertilizer and petroleum chemicals. PVCFC was founded in 2011 and was recently recognized as one of the "Best Workplaces for Employees in 2024," ranking in the top 10.

"AS A COMPANY THAT VALUES COLLABORATION, WE NEEDED VERSATILE MEETING SPACES TO FACILITATE SEAMLESS COMMUNICATION WITHIN OUR ORGANIZATION, AS WELL AS WITH OUR SUBSIDIARIES AND CUSTOMERS NATIONWIDE. CRESTRON WAS A RELIABLE AND EXPERIENCED PARTNER, AND WE FELT CONFIDENT TRUSTING THEM WITH THIS SIGNIFICANT PROJECT."

Van Tien Thanh
*General Director,
PetroVietnam Ca Mau Fertilizer JSC*





THE CHALLENGE

As a member of the Vietnam Oil and Gas Group, PVCFC has a lot of sites and subsidiaries which creates a strong demand for online meetings. Fulfilling that request was critical as the organization set out to build a brand-new office building. The project resulted in 17 collaboration spaces that needed to be equipped with a consistent experience that could handle the diverse room sizes and employee use cases which would range from small, six-person meeting rooms to a large, 150-person conference room. Aesthetically, PVCFC wanted the solutions chosen to blend seamlessly with the modern design of their rooms and have minimal wires visible to maintain a neat appearance.

THE SOLUTION

PVCFC turned to Dandelion Saigon Group (DSG) who had been a trusted partner for years and supplies many IT products to the company. For this project, DSG knew Crestron would be the perfect fit to deliver a comprehensive and reliable online meeting room system that could also provide synchronous transmission of high-quality audio and video between the spaces and throughout the building with the DM NVX® AV-over-IP platform.

"CRESTRON'S PLATFORM STOOD OUT FOR ITS CONTEMPORARY DESIGN, SUPERIOR CONNECTIVITY, AND SYNCHRONIZATION CAPABILITIES COMPARED TO OTHER BRANDS."

Vo Chanh Ngu

*Head of Technical, Information Technology and HSE Department,
PetroVietnam Ca Mau Fertilizer JSC*



THE TECHNOLOGY

PVCFC sought a solution that would integrate with their existing systems and enable seamless meetings among employees and with external partners. Crestron provided a centralized control system that was easily accessible through a touch screen that creates a user-friendly experience with the ability to integrate additional peripherals which would allow the system to scale in the future. The single touch screen simplifies device management and eliminates the need for multiple remote controls, making it easy for users to operate the room. For even more sophistication, Crestron occupancy sensors automatically detect when users enter the room and activate the necessary technologies to start meetings effortlessly. This comprehensive design was easily replicated among the varying room sizes, ensuring satisfaction among employees by providing a consistent experience and operational efficiency.

"THIS ADVANCED AV-OVER-IP SETUP WITH CRESTRON DM NVX MEETS PVCFC'S CURRENT NEEDS AND PREPARES US FOR FUTURE GROWTH AND INNOVATION, ENSURING ONGOING SATISFACTION AND OPERATIONAL EFFICIENCY."

Vo Thai Son
*Head of IT Department,
PetroVietnam Ca Mau Fertilizer JSC*

DM NVX AV-over-IP technology delivers flexibility, high-quality performance, and streamlined management among the meeting spaces at PVCFC. The brain of the solution is in the server room, and images are transmitted directly to the meeting rooms over the network with the DM NVX platform. This approach was key in meeting the aesthetic requirements set by PVCFC as the technology provides high-resolution video transmission over long distances, eliminating the need for additional equipment in each room and removing extra clutter from wires. With DM NVX technology, any location with a network node can be used to connect and receive signals from a DM NVX endpoint. For the combinable rooms which can be split in half, the DM NVX solution enables flexible screen positioning to quickly adapt to the different room layouts while maintaining consistent image quality.

Crestron AirMedia® wireless presentation and conferencing systems and the Crestron Flex platform have also played a role in delivering an exceptional user experience for in-person and hybrid meetings. The reliability of the technology has delivered an exceptional experience while also delivering a solution that can meet the evolving needs of the PVCFC meeting spaces. The user-friendly nature of the new Crestron system has eliminated the need for an IT help desk to support system operations, which has significantly reduced personnel costs for PVCFC.

"WE CHOSE CRESTRON FOR ITS EXCEPTIONAL INTEGRATION CAPABILITIES, ALLOWING US TO CONTROL ALL DEVICES IN THE ROOM FROM A SINGLE, INTUITIVE INTERFACE THAT HAS STREAMLINED THE OPERATIONS AND USER EXPERIENCE FOR PVCFC."

Pham Van Thong
*Head of Technical Department,
Dandelion Saigon*





RESULTS

With Crestron, PVCFC has flexibility to accommodate their demanding meeting schedule while also remaining true to the design vision for this new building. DM NVX technology provides an easy way to reconfigure the collaboration spaces to adapt to changing layouts and usage needs. Even more, the use of AV-over-IP has limited the physical presence of equipment to maintain a tidier workplace.

"Backed by the DM NVX platform, PVCFC perfectly balanced a network-based system and user experience by integrating the right Crestron technology that could achieve what was needed for these meetings while prioritizing ease of use and efficiency," says Nguyen Kim Huyen, Director at Dandelion Saigon.

Featured Products

4-Series® Control System
CP4

DM NVX® 4K60 4:4:4 HDR Network AV
Encoder/Decoder
DM-NVX-360

DM NVX® 4K60 4:4:4 HDR Network AV
Decoder
DM-NVX-D30

DM NVX® 4K60 4:4:4 HDR Network AV
Encoder
DM-NVX-E30

Crestron Flex Advanced Tabletop Medium
Room Video Conference System for Microsoft
Teams® Rooms
UC-MX50-T

AirMedia® Connect Adaptor, Series 3
AM-TX3-100