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We examine the current demand for customised speaker systems **p24**

QUATTRO FORMIDABLE

Marc Kocks, Powersoft's business development manager for the fixed install market (EMEA), fills us in on the company's latest unveiling – a new trio of four-channel amps to complete its installation series.

L-R: Powersoft's Luca Giorgi with Marc Kocks

What can you tell us about your new Quattrocanali and Duecanali 1602 power amps?

The amplifier series consist of a four-channel and two-channel platform. The Quattrocanali and Duecanali offer a very dense power pack with a unique pricing. Offering 2, 4 and 8 ohms as well as 100 and 70 Volt capability per channel the Quattrocanali and Duecanali outperform most of their competitors with their available output power.

How would you describe the main factors that had to be considered when developing this new range?

The new Quattrocanali and Duecanali had to offer the same audio quality and interconnectivity as the Ottocanali and X Series while being able to compete in the market for small to medium-size sound systems for bars, clubs, AV, classrooms and many more.

What was the most challenging part of the design process?

Offering the renowned quality of Powersoft in one of the most versatile and competitive amplifiers on the market.

Are the new Quattrocanali units available in different versions? And what about control options?

This series consists of a standard version and a DSP + Dante version. The standard version offers Armonia [software] and third party control for level, mute, group and amplifier status over a standard Ethernet connection while the DSP + Dante version offers the industry standard Powersoft DSP also used in the X Series.

Could you elaborate a bit on the DSP capabilities and some of the other advanced features, including why they're important?

In the design of the new Quattrocanali and Duecanali DSP + Dante version one of the main considerations was that the products should be able to control a full sound system. The DSP offers a full matrix, three levels of the most advanced EQ, FIR and filters as well as live impedance monitoring and damping control. Those features and advanced remote control options like GPI, Armonia, Operator view and third party control will replace a lot of traditional equipment in a system. This solution will offer the user better control and most importantly a reduction in system price.

What other trends have you noticed recently in terms of what your customers are looking for?

Interoperability, flexibility and reliability are the key words. Any of the Quattrocanali or Duecanali amplifiers can be mixed with the Powersoft Ottocanali and X Series platforms, offering the user the flexibility to scale the system. The ability to decide between a low impedance load or 100/70 Volt distributed line per channel is adding to this desired flexibility.

Control and monitoring of the amplifiers via Armonia or any third party control device able to script (like Crestron) will give the customer full control and interoperability. Being able to add any Dante-enabled input device is maximising the interoperability.

Powersoft is one of the market leaders in the most efficient, single rack space Class D amplifiers with DSP. The proven technology will guarantee the desired reliability.

You seem to have been focusing heavily on the install sector with your most recent launches. Is this area of the market becoming more important for you now then?

The installation market is a market already served for a long time by Powersoft. With the introduction of installation-dedicated products like Ottocanali in 2012 and now with the new Quattrocanali and Duecanali products we will be able to offer our solutions and technologies for a wider variety of fixed installation applications.

As the Quattrocanali completes your multi-channel installation series, do you feel that you now have a finished lineup overall, or are there are other gaps in your product offering that you're looking to fill in the near future?

We are very excited to be able to offer lower power multichannel solutions for the fixed installation with the new Quattrocanali and Duecanali. Our R&D team headed by Claudio Lastrucci, our product manager Klas Dalbjorn, sales director Luca Giorgi, the board of Powersoft and me are constantly monitoring the needs and demands of the markets we serve – we see many opportunities to grow our offering for the fixed installation market.

What other plans have you got for ISE, other than these product launches?

We will show remote control and interoperability featuring the new 2.9 version of Armonia, remote control via GPI- VCA and third party control by various other systems like Crestron, Q-Sys and others.
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