

Introduction to Follow-Me 3D TWO and SIX

INDEPENDENT • FLEXIBLE • AFFORDABLE

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INTRODUCTION

We've taken the opportunity in these humble times to rework our product portfolio. From September 14th 2020 we are re-arranging our license structure to be more flexible and easier to understand for customers.

We've changed our packaging structure, now shipping Follow-Me sets based on the wishes of the customer. We're keeping the packages flexible, in a sense that customers can still specify that they want the system with or without rack, as well as adding more or less consoles to the package. We would like to see our dealers also offering Follow-Me in complete system packages. On our website, people will be able to see exactly what products they need based on their wishes using [this tool](#).

We believe what makes Follow-Me a truly unique solution is the fact that with a **single system** you can follow **multiple performers**. With this in mind, we've decided to rearrange our license structure in order to reach different market segments, including the educational market, theatres, churches and the broader scope of rental companies, aiming to offer them the flexibility and cost-effectiveness of Follow-Me.



Follow-Me 3D TWO

Art-Net in/out
3D performer following
Unlimited calibration points
1-2 targets
12 fixtures

You can always upgrade to the Follow-Me 3D SIX license



Follow-Me 3D SIX

Art-Net in/out
3D performer following
Unlimited calibration points
1-6 targets
Unlimited fixtures
Automation integration (PSN)
Autotracking upgrade option

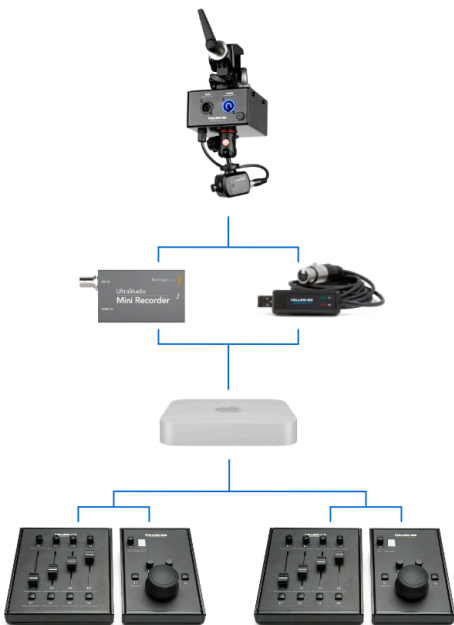
FOLLOW-ME TWO

With the introduction of Follow-Me **TWO**, our goal is to diversify Follow-Me 3D into two connected, distinctive products for two client segments, with the right product options, packaging, flexibility and price, to compete with other offered products in the market.

With the new license structure, Follow-Me will in essence always be a multi-target system: **two targets for the price of one system**. With the clear naming of **TWO** and **SIX** our goal is to clarify the amount of performers that can be followed with these two license types.

Follow-Me 3D **TWO** is cost effective because you can follow **2 performers** and use up-to **12 fixtures** as a follow-spots, requiring only one or two operators (instead of 12 follow spot operators!) With the new license options we want to offer customers both flexibility and affordability, hence we have decided to offer the following package options, with and without the Follow-Me Rack server:

Follow-Me 3D TWO with loose hardware

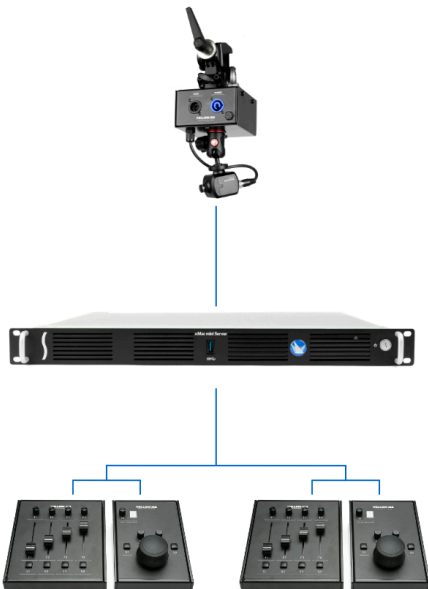


- 1 Follow-Me TWO License
- +
- 1 Follow-Me Camera Set
- 1 BlackMagic Ultrastudio Mini Recorder
- 1 Follow-Me Serial Adapter
- 2 Follow-Me Mouse Console
- 2 Follow-Me Fader Console

To be supplied by customer:

- Any recent Mac Mini
- One or two monitors
- PoE switch
- Network cables
- SDI cable

Follow-Me 3D TWO with Rack server



- 1 Follow-Me TWO License
- +
- 1 Follow-Me Camera Set
- 1 Follow-Me Rack Server
- 2 Follow-Me Mouse Console
- 2 Follow-Me Fader Console

To be supplied by customer:

- One or two monitors
- PoE switch
- Network cables
- SDI cable

We believe that Follow-Me 3D **TWO** will be a great solution for TV, churches, theatres and smaller AV & rental companies due to its affordability and functionality.

The aim should be to sell rack servers to the customers making our solution more compact, but we want this to be optional to keep the system affordable for everyone - we'll still deliver all components required from our side if they do not want the rack server.

FOLLOW-ME SIX

For more advanced shows, we now advise Follow-Me 3D **SIX**. Follow-Me **SIX** is aimed at the more high-end rental and entertainment market. Follow-Me **SIX** includes **up to 6 performers** that can be followed with **unlimited fixtures**. It also includes motion control integration over PSN and can additionally be upgraded with Follow-Me TraXYZ.

Customers are advised to include the Rack Server making the whole system more compact and plug and play, see below image.

Follow-Me 3D SIX with Rack server



TAKEAWAY

You need only **one system** for following **multiple** performers, with all fixture types and brands. Which makes it the most **affordable** and **flexible** system on the market. Systems are sold in complete packages based on customer wishes.

Follow-Me 3D **TWO**, aimed at the lower end market, allows you to follow up to 2 performers with 12 fixtures.

Follow-Me 3D **SIX**, aimed at the higher end market, allows you to follow up to 6 performers with unlimited fixtures.