

# Case Study

## Stem Enables Sims Lohman To Meet Virtually with High-Quality Audio

### About Sims Lohman

Since 1971, Sims-Lohman is the largest kitchen and bath distributor of Masterbrand Cabinetry. Annually, we supply 25,000+ kitchens and fabricate more than 50,000 quartz/granite countertops to industry professionals and their clients. Their b2b market consists of builders, contractors, designers, architects, and some home center stores. Their geographic footprint is positioned across 6 states, and we currently operate 23 showrooms in the continental United States.

### Challenge

Matt Johnson, IT Manager at Sims Lohman was looking to outfit two of his conference rooms with video conferencing so his users could conduct Zoom meetings. They had an existing, "conferencing system that lacked intelligibility, volume, and clarity to the point where we were not able to communicate effectively," said Johnson. "We also had room configuration issues in that we did not have a conduit in the floor so we also wanted a clean looking room."

### Solution

When Matt was looking around for a solution he came across Stem Audio and knew he had found exactly what he was looking for. He was able to guide his team in other office locations on how to install Stem devices and get them up and running all on their own.

### Results

Matt was able to install all audio components on his own and in no time at all. His rooms have great audio coverage from anywhere in the room and the quality of their meetings are better than ever. "Stem Audio has been excellent. Both the quality of the product and the quality of the people supporting the product! Stem Audio allows us to meet virtually with high-quality intelligible speech without the need for custom installers and certified dealers."

### Sims Lohman

**Founded:** 1971

**Location:** Cincinnati, Ohio

**Industry:** Building Materials

#### Core Challenges:

- Complex configuration issues
- Poor audio quality
- Hiring a third party for installation

**The Need:** An audio solution that could be easily integrated into multiple conference room for high quality Zoom meetings.

#### Solutions:



Stem Ceiling



Stem Hubs



Stem Tables

**Organizational Benefits:** Improved meeting experience, fast and affordable implementation, a high-quality meeting experience for end users

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### Let's Get In Touch

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**Matt Johnson**

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