

2x1 Dual USB-C Huddle Room Switcher with USB 3.2 KVM

Connect Any Two USB-C Laptops — 4K60 4:4:4, 50W+50W PD Charging, Balanced Audio & Dual 1G Ethernet with 802.1x

MPN: COL-HUD-21D



1 PRODUCT OVERVIEW

DESIGNED FOR

Corporate AV integrators specifying all-USB-C BYOD huddle rooms, IT managers standardizing on USB-C device fleets, and hospitality AV designers for modern USB-C meeting suites.

THE CHALLENGE

USB-C BYOD rooms with mixed HDMI/USB-C switchers still require adapters or asymmetric cable runs. The COL-HUD-21D removes HDMI from the room entirely — both presenters connect with one USB-C cable each, no exceptions.

THE KANEXPRO ADVANTAGE

The only 2x1 huddle switcher with two full-featured USB-C inputs — both delivering 4K60, USB 3.2, 1G Ethernet, and 50W+50W simultaneous charging — plus dual 802.1x Ethernet and balanced audio I/O at \$849 MSRP.

2 PRODUCT POSITIONING

COL-HUD-21D is the all-USB-C huddle room switcher for organizations standardizing on USB-C devices — two laptops, one cable each, simultaneous 50W charging — without any adapters or HDMI cables in the room.

3 SALES ANALYSIS

CHANNEL FIT

Distribution (primary) — USB-C fleet standardization drives IT procurement. Direct (secondary) — Apple-centric enterprise environments. CEDIA/rep for hospitality.

DEAL SIZE & SALES CYCLE

\$849–\$5,500 per room. Multi-room deals: \$50K–\$500K for all-USB-C campus standardization. Sell-alongside COL-HUD-21 for mixed-fleet buildings.

COMMON OBJECTIONS

1. 'We have older HDMI rooms too' — pair with COL-HUD-21; both on same management platform. 2. '50W is less than 100W' — 50W+50W total is 100W split; sufficient for all current USB-C laptops during use. 3. 'USB-C only is risky' — USB-C is now the universal standard on MacBook, Surface, ThinkPad, and Dell XPS.

WIN / LOSS THEMES

Win: All-USB-C environment mandates where adapters are prohibited. Win: Apple enterprise accounts (all MacBook fleet). Loss: Mixed environments still needing HDMI — offer COL-HUD-21 instead.

TOP USE CASES TO CLOSE

- 1 All-USB-C campus standardization** — IT mandate eliminates adapters room-wide. COL-HUD-21D in all-USB-C rooms, COL-HUD-21 in mixed rooms, same management platform.
- 2 Apple enterprise account (MacBook fleet)** — Any two MacBooks connect without adapters; both charge simultaneously. USB peripherals follow the presenter automatically.

4 APPLICATIONS



All-USB-C Conference Room

Two USB-C laptops connect simultaneously — video, USB KVM, 1G Ethernet, and 50W charging each over a single cable. No HDMI adapters anywhere in the room.



Dual-MacBook Collaboration

Two MacBook users swap presenter control without touching cables. USB peripherals follow the active source. Designed for all-USB-C Apple or Windows device fleets.



Hospitality USB-C Suites

Hotel meeting suites designed for USB-C guests get clean single-cable connectivity with simultaneous charging. No guest interaction with AV equipment required.



Healthcare All-USB-C Deployments

Clinicians connect via USB-C with 802.1x/VLAN network segregation. Balanced audio integrates with clinical communication systems.



Compact Huddle Spaces

0.91 inch profile fits under any table. Deploy alongside COL-HUD-21 for mixed rooms — same management platform, same API.



USB-C Campus Standardization

COL-HUD-21D for all-USB-C rooms + COL-HUD-21 for mixed rooms. Same form factor, Web GUI, API. Simplifies IT procurement at scale.

5 WHO THIS IS FOR

Corporate AV Integrator

IT / AV Manager

Apple Enterprise Account

Hospitality AV Designer

Healthcare Facilities AV

Ideal User	Senior IT AV specialist or corporate AV integrator, 5–15 years experience, specifying 10–200 room deployments. Managing USB-C device fleet standardization.
Project Types	Corporate enterprise (primary — USB-C fleet mandate), education (secondary), hospitality (secondary), healthcare (tertiary).
Typical Buyer	IT Director or CTO (USB-C standard approval); AV Integrator (specification); Facilities Manager (install).

6 KANEXPRO PRODUCT COMPARISON

COL-HUD-21D pairs with COL-HUD-21 for mixed-fleet buildings — deploy the right switcher per room type on a single management platform.

MODEL	BEST FOR	KEY CAPABILITY	HOW IT DIFFERS
COL-HUD-21D	All-USB-C rooms	Dual USB-C, 50W+50W, no HDMI input	This product — for USB-C-only environments
COL-HUD-21	Mixed USB-C + HDMI rooms	USB-C IN1 + HDMI IN2, 100W PD	Add when HDMI input is required
COL-HUD-42	4-source dual-display rooms	4×2 matrix, dual USB-C + HDMI	Step up for larger rooms needing dual output
COL-HUD-42BT	Rooms needing 100m extension	HDBaseT 3.0, USB 3.2	When switcher is remote from display

Pair COL-HUD-21D (all-USB-C) with COL-HUD-21 (mixed) for complete building coverage on one platform.

7 FREQUENTLY ASKED QUESTIONS

Q: Can both laptops charge simultaneously?

A: Yes — 50W per port when both active. 100W available when only one is connected.

Q: Why choose this over COL-HUD-21?

A: COL-HUD-21D removes HDMI entirely — both presenters use USB-C, no adapters. Choose COL-HUD-21 if any presenter needs HDMI.

Q: Does it work with Teams and Zoom?

A: Yes. USB peripherals follow the active host via UVC/UAC — no drivers required.

Q: What about audio embedding?

A: Analog audio embeds to USB audio only (no HDMI input). De-embedding from HDMI OUT is fully supported.

Q: Can IT manage it centrally?

A: Yes. Web GUI, TCP/IP API, 802.1x/VLAN, and front panel lock — same management interface as COL-HUD-21.

Q: Works with MacBook Pro?

A: Yes. Both USB-C ports support DP Alt mode and 50W+ PD charging compatible with MacBook Pro during meetings.

Q: Can we deploy alongside COL-HUD-21?

A: Yes — same form factor, same Web GUI and API. Mixed buildings use both models on one IT management platform.