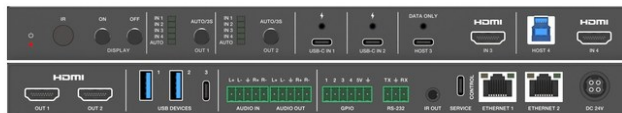


4x2 HDMI & USB-C Huddle Room Matrix Switcher

4K60 4:4:4, Dual HDMI Outputs, 100W USB-C PD, USB 3.2 KVM & Dual 1G Ethernet with 802.1x — For Dual-Display BYOD Rooms

MPN: COL-HUD-42



1 PRODUCT OVERVIEW

DESIGNED FOR

Corporate AV integrators specifying dual-display BYOD conference rooms, training spaces, and executive briefing centers requiring 4 source inputs and independent display routing.

THE CHALLENGE

Dual-display rooms with 2x1 switchers can only show the same source on both screens. Larger matrix switchers are overkill and require control systems. There is no mid-tier 4x2 huddle room solution — until COL-HUD-42.

THE KANEXPRO ADVANTAGE

The only 4x2 huddle room matrix with independent dual HDMI outputs, 100W USB-C PD, dual 1G Ethernet 802.1x, and balanced audio I/O at \$1,199 — on the same management platform as COL-HUD-21 and COL-HUD-21D.

2 PRODUCT POSITIONING

COL-HUD-42 is the dual-display huddle room matrix for integrators who need 4 sources and 2 independent outputs without stepping up to a full AV matrix or adding a control system.

3 SALES ANALYSIS

CHANNEL FIT

Distribution (primary) — corporate dual-display room specs.
Direct (secondary) — training room and EBC deployments.
CEDIA/rep for education and hospitality.

DEAL SIZE & SALES CYCLE

\$1,199–\$7,000 per room (switcher + install + wall plates). Multi-room: \$100K–\$1M+ for dual-display campus standardization.

COMMON OBJECTIONS

1. 'Why not use two COL-HUD-21 units?' — COL-HUD-42 shares USB KVM, audio, and Ethernet across both outputs from one managed unit. 2. 'Can it be controlled by our control system?' — yes, full RS-232/TCP-IP API. 3. 'We need HDBaseT extension' — upsell to COL-HUD-42BT.

WIN / LOSS THEMES

Win: Dual-display rooms requiring independent routing — no competing product at this price tier. Win: IT specs requiring 802.1x on a 4x2 huddle switcher. Loss: Full 4K matrix specs written for AMX/Crestron/Extron ecosystem.

TOP USE CASES TO CLOSE

- 1 Dual-display conference room spec** — OUT1 auto-switches to active BYOD presenter; OUT2 locked to room PC or background content. No additional control system required.
- 2 Training room 4-source setup** — instructor switches between 4 sources (USB-C laptop, document camera, HDMI PC, resident desktop) independently to main projector and student monitor.

4 APPLICATIONS



Dual-Display Conference Rooms

Route the active presenter to the main screen while OUT2 shows notes, a timer, or a fixed background source — each display independently controlled.



Training & Education Spaces

Instructors switch between four sources (USB-C laptops, document camera, resident PC) and route independently to the main projector and a secondary student display.



Executive Briefing Centers

Four sources support polished multi-presenter setups. OUT1 to the main boardroom display, OUT2 to an overflow or anteroom screen — from one compact unit under the table.



Healthcare Multi-Display Rooms

Route clinical workstation to OUT1 and consultation device to OUT2 simultaneously. 802.1x/VLAN maintains separation between clinical and guest networks.



Huddle Room Upgrades from 2x1

Direct upgrade from COL-HUD-21 — adds a second display output and two more sources with no change to management platform, Web GUI, or IT workflow.



Campus-Wide Mixed Deployment

Deploy COL-HUD-42 in dual-display rooms alongside COL-HUD-21 and COL-HUD-21D in single-display rooms — same form factor, API, and Web GUI across all three.

5 WHO THIS IS FOR

Corporate AV Integrator

IT / AV Manager

Training Room Designer

Executive Briefing Center

Education AV

Ideal User

Senior AV integrator or corporate AV manager, 7–15 years experience, specifying dual-display conference rooms and training spaces. Dual-display experience required.

Project Types

Corporate enterprise (primary), education/training (secondary), executive briefing centers (secondary), hospitality (tertiary).

Typical Buyer

IT Director (budget/802.1x approval); AV Integrator / Systems Engineer (specification); Facilities Manager (installation).

6 KANEXPRO PRODUCT COMPARISON

COL-HUD-42 sits between COL-HUD-21 (2x1 single display) and full AV matrix switchers. Deploy the right product for each room type on one management platform.

MODEL	BEST FOR	KEY CAPABILITY	HOW IT DIFFERS
COL-HUD-21	Single-display BYOD rooms	2x1, USB-C + HDMI, 100W PD	Use for single-display rooms; \$799
COL-HUD-21D	All-USB-C single-display rooms	2x1, dual USB-C, 50W+50W PD	Use for USB-C-only rooms; \$849
COL-HUD-42	Dual-display BYOD rooms	4x2, independent routing	This product; \$1,199
COL-HUD-42BT	Dual-display + 100m extension	4x2 + HDBaseT 3.0	Step up when switcher is remote

COL-HUD-42 for dual-display rooms. COL-HUD-21/21D for single-display rooms. All on one management platform.

7 FREQUENTLY ASKED QUESTIONS

Q: Can OUT1 and OUT2 show different sources?

A: Yes — independent routing. Route USB-C IN1 to OUT1 and HDMI IN3 to OUT2 simultaneously.

Q: Why not use two COL-HUD-21 units?

A: COL-HUD-42 shares USB KVM, audio I/O, and Ethernet across both outputs from a single managed unit — simpler to install, manage, and spec.

Q: What is HOST3 (USB-C, DATA ONLY)?

A: USB-C upstream data path only — no charging, no video. For a PC that needs to share USB peripherals without a USB-C video source.

Q: Does it work with Teams and Zoom?

A: Yes. USB peripherals follow the active host (HOST3 or HOST4) via UVC/UAC — no drivers required.

Q: Can IT manage it alongside COL-HUD-21?

A: Yes. Same Web GUI, same TCP/IP API, same 802.1x/VLAN — deploy all models in the same building on one IT management platform.

Q: What if the room needs HDBaseT extension?

A: Upgrade to COL-HUD-42BT — same 4×2 functionality with integrated HDBaseT 3.0 for 100m extension to the display.

Q: Can each display be controlled independently?

A: Yes. CEC, IR, and RS-232 display control are configurable per output. API commands 'set display 1' and 'set display 2' control each independently.