



The Source for Audio Visual Solutions!®

**Maryland Educational Enterprise Consortium (MEEC)
University System of Maryland (USM)
Towson University Contract# TU-1451
Audio Visual Services**

Service	Region I	Region II	Region III	Region IV
System Composition	✓	✓	✓	✓
Installation	✓	✓	✓	✓
Programming	✓	✓	✓	✓
Maintenance Services	✓	✓	✓	✓
Training & Documentation	✓	✓	✓	✓

Region I

Anne Arundel, Baltimore City/County, Carroll, Harford and Howard Counties

Region II

Caroline, Cecil, Dorchester, Kent, Somerset, Talbot, Wicomico, Worcester, and Queen Anne's Counties

Region III

Calvert, Charles, Montgomery, Prince George's, and St. Mary's Counties

Region IV

Allegany, Frederick, Garrett, and Washington Counties

Service	Region I Hourly Rate	Region II Hourly Rate	Region III Hourly Rate	Region IV Hourly Rate
Technical Labor Includes design, engineering, and any service that requires CTS, CTS-D, CTS-I certification.	\$116.00	\$116.00	\$116.00	\$116.00
Non-Technical Labor	\$89.00	\$89.00	\$89.00	\$89.00
Programming	\$120.00	\$120.00	\$120.00	\$120.00
Training Provide at least and hourly rate for training and resource development. If a standard class catalog exists, include any discounts from list.	\$98.00	\$98.00	\$98.00	\$98.00

- The maximum allowable markup for materials incidental to a project/service is 8%.
- The maximum allowable markup for subcontractor services incidental to a project or service is 10%.
- If low voltage permits are required for AV installation in any county in Maryland, the awarded contractor will be responsible for all costs associated with obtaining the permits and for inspection process with county government inspector.
- The quoted rates will be used to develop price quotes and represent the maximum rate that can be charged for the applicable service.

Broomall Corporate Office
485 Park Way, Broomall, PA 19008
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Baltimore Regional Office
1642 Sulphur Spring Road, Baltimore, MD 21227
Phone 410-737-0130 Fax 410-737-0188

Harrisburg Regional Office
4700 Westport Drive, Suite 1500
Mechanicsburg, PA 17055
Phone 717-620-5400 Fax 717-620-5401



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MEEC Contract# TU-1451 Services Offered

With Visual Sound's System Solutions and Support Services Groups, you will enjoy the benefits that come from partnering with highly trained, industry-certified professionals who offer much more than just technical "know how". We will evaluate your space and create a plan that brings the audio visual components together into one unified system. Emphasizing prompt, professional service, customized solutions, and the highest quality work, we ensure that your installation is perfect for your space, your needs, and your budget.

Engineering - Applying technical and scientific knowledge to design and implement systems, materials, structures, machines, devices, and process objectives to meet customer application criterias.

Project Management - To assure that each and every installation is properly installed based on the scope of work, delivery timeframe, and within budget, Visual Sound assigns a Project Manager (PM). The PM will control the conditions and outcome of a project from its inception to its conclusion.

Installation – Highly trained and skilled professionals who follow design and product specifications, best practices, and safety protocols for the integration of quality audio visual systems.

Fabrication – Process of installation, equipment mounting, cabling, and testing of audio video componets in the building of racks.

Commissioning – Configuration and testing of audio video systems upon installation completion to ensure all equipment and functions are working properly.

Programming - Plan, organize, design and manage software programs. Implementation of remote asset management software to control specific audio visual systems.

Training & Professional Development - Visual Sound Professional Development strives to foster collective responsibility and increase capabilities to improve performance through emerging technology, resources, and more. Visual Sound professional learning is on-going, collaborative and customizable.

Service Technician - Professionally trained and certified technicians available to troubleshoot repair and maintain Audio/Visual equipment or Integrated Systems. Both on-site or depot services are available.

System / Equipment Diagnostics - Troubleshoot and repair systems and equipment not under the manufacturer's warranty.

Product & System Warranties - Extended Warranty Programs are available for purchased equipment and Integrated Audio/Visual Systems. Options include (but are not limited to): Labor, Parts, Priority Response Level (NMC, SMC, and MC), Solution Time, Telephone Support, Preventive Maintenance Programs, Loaner and Critical Spare Equipment.