



The Source for Audio Visual Solutions!®



Howard County Public School System Bid# 066.18.BS Audio Visual Supplies and Equipment

Manufacturer	Brief Product Offering	"Minimum" Discount off List Price
AKG	Studio Microphones, Broadcast, and Live Sound Equipment	5%-30%
AMX	Control Systems for A/V, Projection, Screens, and Lighting	10%-30%
ANCHOR AUDIO	Portable Sound Systems for Small-Large Audience Size	10%-30%
ATLASIED	Loudspeakers, Microphone, Equipment Stands, and Enclosure Systems	5%-20%
AUDIO-TECHNICA	Wired & Wireless Microphone Systems, Headphones, and Accessories	10%-25%
AUDIO VISUAL FURNITURE	Display Carts, Video Conference and Huddle Room Tables & Accessories	10%-35%
BLONDER TONGUE	Television Broadcast Equipment	5%-15%
BIAMP	DSP Processing, Signal Processing, Paging Systems, & Mixer Amps	10%-45%
BOSE (Commercial)	Loudspeakers and Sound systems for Music and Speech	5%-30%
BRETFORD	Technology Furniture, Store & Charge Carts, Tables, Desks, Mobile Carts	10%-45%
C2G	Computer, HDMI, VGA, USB, Ethernet, Audio, Video, and Coax Cables and more	5%-40%
CHIEF	Professional Mounting Solutions for TV, Projectors, Plasma & LCD Displays	5%-40%
CLEARONE	Audio and Video Conferencing, Unified Communications, & Digital Signage	5%-15%
CLEAR TOUCH	Interactive Flat Panel Technology Solutions	5%-15%
CLEVERTOUCH	Interactive Flat Panel Technology Solutions	5%-20%
COMMUNITY	Professional Loudspeaker and Loudspeaker Systems	10%-40%
COMPREHENSIVE	Audio/Video Lights, Cables, Connectors, Batteries, Switchers & more	5%-40%
COPERNICUS	Teaching Easels, Storage Solutions, Interactive Whiteboard & Flat Panel Carts	5%-15%
CRESTRON	Control Systems for A/V, Projection, Screens, and Lighting	10%-30%
CROWN	Amplifiers, Microphones and System Solutions	10%-25%
DA-LITE	Audio Visual & Video Projection Screens and more...	5%-30%
DBX	Digital Processors, Noise Reduction, and EQ Equipment	5%-35%
DENON MARANTZ	Professional Audio Products CD/Cassette/Digital Recording and more	5%-15%
DRAPER	Audio Visual & Video Projection Screens and more...	5%-25%
ELMO	Digital/Analog Visual Presenters, Video, Conferencing Cameras	10%-30%
EPSON	Multimedia and Interactive LCD Projectors	5%-35%
EXACT FURNITURE	Podiums, Lecterns, Credenzas/Enclosures, Touch Screen Furniture, etc.	10%-40%
EXTRON	Interfacing, Switching, and Distribution Products	5%-30%
GEFEN	DVI, DVI-D, DVI-I, fiber optic, ADC, USB, VGA converters, and switchers	5%-25%
HITACHI	LCD & DLP Data Video Projectors	5%-45%
HOVERCAM	Document Cameras and Digital Podiums with Flat Panel Displays	5%-20%
INFOCUS	LCD and DLP Projection, MondoPad Products, and Accessories	5%-15%
JBL (Commercial)	Commercial Audio Products including Speakers and Accessories	10%-40%
JVC (Professional)	Professional, Broadcast, and Consumer Presentation Audio/Video Equipment	5%-20%
LG ELECTRONICS	Commercial Plasma and LCD Displays, Blu-Ray Players, DVD and DVD-R	5%-15%
LIBERTY AV SOLUTIONS	Bulk Wire, Connectors, Wall Plates, Panels, and More...	5%-45%
LUXOR / H. WILSON	Mobile Audio Visual & Plastic Carts, Presentation Stations, Tablet Charging Carts	5%-45%

**Headquarters – Lawrence Park Industrial Center, 485 Park Way, Broomall, PA 19008
Phone 800-523-7525 or 610-544-8700 Fax 610-544-3385**

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1642 Sulphur Spring Road Baltimore, MD 21227
Phone 800-638-0410 or 410-737-0130
Fax 410-737-0188

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Manufacturer	Brief Product Offering	"Minimum" Discount off List Price
MACKIE	Mixers, Studio Monitors, Speakers, Amplifiers, and Software	5%-20%
MERSIVE	Display and Collaboration Software for Wireless Connections to Any Screen	5%-15%
MIDDLE ATLANTIC	Equipment Racks & Enclosures, Electronic Protection Products, & AV Furniture	10%-40%
MILLER	Camera Support Fluid Heads, Tripods, and Accessories	5%-15%
MITSUBISHI	Video Walls, Screen Rooms, and Visual Display Solutions	5%-35%
NEC DISPLAY SOLUTIONS	LCD & DLP Data Video Projectors, Plasma & LCD Displays and Accessories	5%-45%
NEWTEK	Live and Post Production Video Tools and Visual Imaging Software	5%-15%
PANASONIC (Professional)	Televisions, Projectors, Camcorders, and Portable Audio & Video Products	5%-15%
PEERLESS	TV and Projection Mounts, Digital Signage, Wireless Audio Systems, & Kiosks	10%-45%
POLYCOM	Video and Audio Conferencing Solutions	5%-40%
PROMPTER PEOPLE	Television Teleprompters and Accessories	5%-15%
QSC	Power Amplifiers, Loudspeakers, Signal Processing, Digital Mixers	10%-25%
ROLAND	Digital Announcement Recorders, Digital Audio Mixing and Distribution	5%-15%
SACHTLER	Camera Tripods, Lighting, Suspension Systems, and Accessories	5%-15%
SAMSUNG	Televisions, Digital Signage, and Accessories	5%-15%
SHARP	Professional LCD Displays and Accessories	5%-40%
SHURE	Wired and Wireless Audio, Microphones, Mixers, Audio Processors	5%-40%
SMART TECHNOLOGIES	Interactive Whiteboards and Group Collaboration Tools	5%-20%
SONY	TV, Camcorders, VCR, DVD, LCD, Audio, Digital Cameras, and More...	5%-15%
SOUNDCRAFT	Professional Audio Mixing Consoles for Live Sound/Theater/Broadcast Events	5%-20%
SPECTRUM FURNITURE	Computer Lab, Videoconferencing, Corporate, and Presentation Furniture	10%-20%
TEC NEC	Audio/Video Lights, Cables, Connectors, Batteries, Switchers, and More...	5%-25%
TRIPP LITE	Power Protection and Connectivity Solutions	5%-15%
VADDIO	Camera Control Systems and Accessories	5%-45%
YAMAHA (Pro Audio)	Mixers, Processors, Powers Amplifiers, Speakers, and More...	5%-15%

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Technical Support (Not on Contract)

Installation: Assembly, building, and integration of audiovisual equipment in the most efficient, effective, and highest quality of workmanship in order to meet and exceed specifications set by the Manufacturer and Statement of Work.

Project Support: Project Manager works with the Customer and all involved members of the Visual Sound team to assure the project meets and exceeds the Statement of Work agreed to from beginning to final completion and sign-off.

Engineering: - Our industry certified Engineers provide pre sales and post sales services. We design and build custom Audio Visual systems that encompass the functionality our customer has envisioned.

Programming: Control system design, software development, configuration, and integration for custom audio and video systems. Visual Sound's programmers will custom design Control Panels to operate multi- faceted systems with the touch of a button.

Fabrication: Perform in-house system equipment building, set-up, and system testing for proof of performance prior to implementation and installation on-site at Customer's location.

Commissioning: Verification of system performance after installation has been completed at Customer site to ensure the system is functioning according to Manufacturer, Industry, and Statement of Work standards.

Training: On-Line and On-Site Professional Development custom programs to improve Customer understanding of equipment, software, and system utilization.

Product & System Support: Extended Support Plans are available for purchased equipment and integrated audiovisual systems to include (but are not limited to): priority response, labor and parts, corrective maintenance, telephone support, loaner equipment (if available), travel and freight costs.

System & Equipment Support: Professionally trained and certified technicians available to troubleshoot, repair, and maintain audiovisual equipment and/or integrated systems. Both on-site or depot services are available.

Special Delivery: Shipping options are available to supplement ground shipment when expedite services are needed. Options include same day, next day, 2-day, and 3-day air at an addition charge.

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