



The Source for Audio Visual Solutions!®



PA STATE CONTRACT 4400014664 Professional Broadcast, A/V, & Multimedia Equipment

Manufacturer	Brief Product Offering	"Minimum" Discount off List Price
AJA VIDEO	Digital Video Interface, Conversion, and Desktop Solutions f/ Pro Broadcast	5%
AKG	Studio Microphones, Broadcast & Live Sound Equipment	10%
AMX	Control Systems for A/V, Projection, Screens, and Lighting	12%
ANCHOR AUDIO	Portable Sound Systems for Small-Large Audience Size	10%
ANTON-BAUER	Video Camera Batteries and Equipment f/ Professional Film & Video Industry	5%
APC	Professional Power Protection, Conditioning, and Surge Protection	10%
AUDIO-TECHNICA	Wired & Wireless Microphone Systems, Headphones, and Accessories	10%
AURORA MULTIMEDIA	IP Control Systems, Multi-Page Video Processing, DVI and HDMI Distribution	6%
BARCO	Projection, Imaging Processing, Displays and Video Walls	5%
BEYERDYNAMIC	Microphones, Headphones, Wireless and Conference Systems	10%
BIAMP	Audio Amplifiers & Mixers, Digital Signal Processors, Room Combining	10%
BOSE CORPORATION	Loudspeakers and Sound systems for Music and Speech	10%
BRETFORD	TV Carts, Utility Furniture, TV/Projection Mounts, Screens, and more...	5%
CANON	EOS (SLR) Camera Systems and Digital Cameras	5%
CHIEF	Professional Mounting Solutions for TV, Projectors, Plasma & LCD Displays	5%
CLEARCOM	Intercom and Voice Communication Systems	5%
CLEAR ONE	Audio Conferencing, Camera and Microphone Products	10%
CLEAR TOUCH	Interactive Flat Panel Technology Solutions	5%
COMPREHENSIVE	Audio/Video Lights, Cables, Connectors, Batteries, Switchers & more	10%
CONTEMPORARY RESEARCH	Purpose-Built HD Media, Digital Signage, and HD-SDI HDTV Modulators	5%
CRESTRON	Control Systems for A/V, Projection, Screens, and Lighting	12%
CROWN	Amplifiers, Microphones and System Solutions	10%
DA-LITE	Audio Visual & Video Projection Screens and more...	5%
DBX	Digital Processors, Noise Reduction, and EQ Equipment	10%
DENON MARANTZ	Professional Audio Products CD/Cassette/Digital Recording and more	10%
DRAPER	Audio Visual & Video Projection Screens and more...	5%
ELMO	Digital/Analog Visual Presenters, Video, Conferencing Cameras	5%
EPSON	Multimedia and Interactive LCD Projectors	10%
EXTRON	Interfacing, Switching, and Distribution Products	6%
FSR	Scalers, Switchers, Floor-Wall-Table Boxes, Cat-5 Solutions	6%
JBL	Commercial Audio Products including Speakers and Accessories	10%
JVC	Professional, Broadcast, and Presentation Audio/Video Equipment	5%
LG ELECTRONICS	Commercial Plasma and LCD Displays, Blu-Ray Players, DVD and DVD-R	5%
LOWELL	Professional Audio Equipment Racks & AC Distribution Products	5%
LUXOR	TV Carts, Utility Furniture, TV/Projector Mounts, Screens and more...	5%
MACKIE	Mixers, Studio Monitors, Speakers, Amplifiers and Software	10%
MAGNAVOX	Televisions and Portable Audio Products	5%
MARSHALL ELECTRONICS	Rack Mountable LCD Panels for Video and Data	5%

**Headquarters – Lawrence Park Industrial Center, 485 Park Way, Broomall, PA 19008
Phone 800-523-7525 or 610-544-8700 Fax 610-544-3385 SAP# 480172**

Harrisburg Regional Office
4700 Westport Drive Suite 1500
Phone 800-439-4572 or 717-620-5400
Fax 717-620-5401 SAP# 480172-001

Baltimore Office
1642 Sulphur Spring Road
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
MARSHALL FURNITURE	Custom Lecterns and Presentation Furniture	5%
MIRANDA	Hardware & Software Solutions for Television Broadcast, Cable, Sat, and IPTV	6%
NEC	LCD & DLP Data Video Projectors, Plasma & LCD Displays and Accessories	5%
PANASONIC (CONSUMER)	Plasma Televisions, Digital Cameras, Camcorders, Blu-Ray Players, DVD-R	5%
PANASONIC (PROFESSIONAL)	Professional Plasma Monitors and Accessories	5%
PIONEER	Televisions, Personal and Portable Audio Products	5%
POLYCOM	Video and Audio Conferencing Solutions	5%
QSC	High Performance Professional Sound Amplifiers	10%
REVOLABS	Wireless Conference Phones and Microphones	5%
SACHTLER	Camera Tripods, Lighting, Suspension Systems and Accessories	5%
SAMSUNG	Professional Displays, Presentation Products, and Document Cameras	5%
SENNHEISER	Wired and Wireless Microphone, Headphones, Assistive Listening	10%
SHARP	LCD & DLP Projectors, LCD Displays and Accessories	5%
SHURE	Wireless Audio, Microphones, Mixers, Audio Processors	10%
SMART TECHNOLOGIES	Interactive Whiteboards and Group Collaboration Tools	5%
SONY	Broadcast/Industrial Cameras, Monitors, and Displays	5%
SOUNDCRAFT	Professional Audio Mixing Consoles for Live Sound/Theater/Broadcast Events	5%
SOUND-CRAFT SYSTEMS	Sound-Reinforcement and Presentation Equipment and Accessories	5%
TASCAM	Pro Audio Mixers, Recorders, CD, Cassette, MiniDisc and Accessories	10%
TICKERPLAY	Centralized Display Systems and Custom LED Solutions	5%
TIFFEN	Photographic Filters and Lens Accessories	5%
TOA	Amplifiers, Speakers, Microphones and Digital Processors	10%
TOTAL CHANNEL	Digital Signage Solutions	10%
VADDIO	Camera Control Systems and Accessories	6%
VINTEN	Professional Tripods and Accessories	5%
VISUAL SOUND	Video Wall Processor	25%
WINSTED	Command & Control Room Consoles, Technical Furniture, Modular Workstations	5%

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In conjunction with the equipment Visual Sound is providing on the Broadcast, AV, and Multimedia Contract, we also offer additional services. For such services, Visual Sound and the using Agency will negotiate the applicable services and prices at the time of order. Visual Sound will submit to the using Agency a quotation that will include the equipment and additional services being offered. These additional services are over and above the services already built into the equipment bid prices.

CAD Labor – Technicians using computer technology to create, design, and draft technical/engineering drawings for Audio/Visual Systems.

Design/Build - Project delivery method in which the Agency or owner contracts for a separate design phase and construction phase of a project. These are for specific projects on an as needed basis.

Digital Signage Content Management – Create, deploy, and manage content for Digital Signage systems.

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

Engineering - Apply technical and scientific knowledge to design and implement systems, materials, structures, machines, devices, and process objectives to meet customer application criterias. Engineering technicians support engineering research, resolve technical problems, and build/set-up equipment. Technicians also perform quality control by implementing random manufacturer product specification tests and report collect data.

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.

Installation – Perform in-house system and equipment install set-up for customer acceptance and system proof of performance prior to implementation and installation on-site.

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

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.

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.

Training – Industry qualified professionals will conduct formal or informative training classes on equipment or system utilization.

Videoconferencing Service – Sales Consultation, System Design Engineering, and Support Services are provided for videoconferencing products offered under this solicitation.

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