



The Source for Audio Visual Solutions!®



COSTARS 034-E22-167

Theater (Auditorium) Furniture, Fixtures, Audio/Visual Equipment and Musical Instruments

Manufacturer	Brief Product Offering	"Minimum" Discount off List Price
AIRTAME	Wireless Presentation and Digital Signage Platform	5%
AKG	Studio Microphones, Broadcast, and Live Sound Equipment	5%
ALLEN & HEATH	Mixing for Live Sound, Permanent Installation, Broadcast, and Recording Studios	5%
AMX	Control Systems for A/V, Projection, Screens, and Lighting	5%
ANCHOR AUDIO	Portable Sound Systems for Small-Large Audience Size	10%
ATLASIED	Loudspeakers, Microphone, Equipment Stands, and Enclosure Systems	5%
AUDIO ENHANCEMENT	Audio Solutions, Intercom, Paging, Bells, and SAFE Alerts	5%
AUDIO-TECHNICA	Wired & Wireless Microphone Systems, Headphones, and Accessories	5%
AVANTIS (ClassVR)	Virtual Reality for Classroom and Training Room	1%
AVER	Visual Collaboration Solutions USB, PTZ, and Document Cameras	3%
AVFI (Audio Visual Furniture)	Display Carts, Video Conference and Huddle Room Tables & Accessories	5%
BALANCE BOX	High Quality Mounting Solutions for Flat Screen TVs, Projectors, and More	10%
BARCO	Projection, Imaging Processing, Displays and Video Walls	5%
BIAMP	DSP Processing, Signal Processing, Paging Systems, & Mixer Amps	5%
BLUESTREAM	Video of IP, HDMI and USB Distribution, Audio Integration	5%
BOSE	Loudspeakers and Sound systems for Music and Speech	5%
BRETFORD	Technology Furniture, Store & Charge Carts, Tables, Desks, Mobile Carts	5%
BRIGHTSIGN	State-of-the-Art Digital Signage Media Players	3%
BSS AUDIO	High Quality Audio Signal Processing and Network Audio	5%
BTX	A/V Equipment, Wireless Collaboration, AV over IP, Streaming, PTZ Cameras	5%
C2G	Computer, HDMI, VGA, USB, Ethernet, Audio, Video, and Coax Cables and more	5%
CHAUVET	Professional Lighting Products and Accessories	5%
CHIEF	Professional Mounting Solutions for TV, Projectors, Plasma & LCD Displays	5%
CHRISTIE	Projectors, Digital Cinema Devices, Line Array Audio	5%
CISCO	Videoconferencing Products and Accessories	5%
CLEARONE	Audio and Video Conferencing, Unified Communications, & Digital Signage	5%
CLEARTOUCH	Interactive Flat Panel Technology Solutions	5%
COMPREHENSIVE	Audio/Video Lights, Cables, Connectors, Batteries, Switchers & more	5%
CONEN	Electric Height Adjustable Wall Mounts and Mobile Carts	5%
CONTEMPORARY RESEARCH	HD and TV Tuners, Closed-Captioning Devices, and More...	5%
COPERNICUS	Teaching Easels, Storage Solutions, Interactive Whiteboard & Flat Panel Carts	5%
CRESTRON	Control Systems for A/V, Projection, Screens, and Lighting	5%
CROWN	Amplifiers, Microphones and System Solutions	5%
DA-LITE	Audio Visual & Video Projection Screens and more...	5%
DBX	Digital Processors, Noise Reduction, and EQ Equipment	5%
DENON PROFESSIONAL	Professional Audio Products CD/Cassette/Digital Recording	5%
DIVERSITRACK	Whiteboard and Flat Panel Mounting Solutions	3%
DRAPER	Audio Visual & Video Projection Screens and more...	5%
DUKANE	LCD & DLP Data Video Projectors, Plasma/LCD Displays	10%

Headquarters – 485 Park Way, Broomall, PA 19008

Phone: (800) 523-7525 or (610) 544-8700 | Fax: (610) 544-3385

Harrisburg Regional Office

4700 Westport Drive, Suite 1500 Mechanicsburg, PA 17055
Phone: (717) 620-5400 | Fax: (717) 620-5401

Baltimore Regional Office

1642 Sulphur Spring Road, Baltimore, MD 21227
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ELMO	Digital/Analog Visual Presenters, Video, Conferencing Cameras	5%
EPSON	Multimedia and Interactive LCD Projectors	5%
EXACT FURNITURE	Podiums, Lecterns, Multi-Media Carts, Instructor Stations, A/V Racks	10%
EXTERITY	Broadcast Quality Digital TV and Video Streaming	5%
FRONTROW	Intercom, Paging, Bells, Mass Notifications, Classroom Sound Projects	1%
FSR	Scalers, Switchers, Floor-Wall-Table Boxes, Cat-5 Solutions	5%
FURMAN	Professional Audio and Video Signal Processing	5%
HALL TECHNOLOGIES	Audio/Video and Automation Products, Video & Matrix Switchers, and more...	5%
HOVERCAM	Document Cameras, Digital Podiums, and Interactive Displays	3%
ICLOTH	Cleaning Accessory for Monitors	1%
IMPERO	Classroom Management	1%
IPEVO	Document Cameras, Visualizers, and Communication Tools	1%
JABRA	Video Conferencing, Panacast Camera, Audio Solutions	3%
JBL	Commercial Audio Products including Speakers and Accessories	5%
JUPITER	Active Matrix Mini-LED for Video Walls	5%
KANEX PRO	Audio/Video Connectivity Products and Accessories	5%
KRAMER	Distribution Amps, Switchers, Processors, and Interfaces	5%
LAYERED SOLUTIONS	Mass Notification	2%
LEIGHTRONIX	Digital Video Solutions, Web Streaming, IPTV	1%
LG	Commercial Displays, Blu-Ray Players, DVD and DVD-R	5%
LIBERTY AV SOLUTIONS	Bulk Wire, Connectors, Wall Plates, Panels, and More...	5%
LIGHTSPEED	Classroom Audio Systems and Accessories	5%
LISTEN TECHNOLOGIES	Assistive Listening Systems, Classroom Audio, and Conferencing Products	5%
LOGITECH	Audio Visual Products and Accessories	2%
LUMENS	Portable and Ceiling Document Cameras and HD PTZ Cameras	5%
LUXOR	Mobile Audio Visual & Plastic Carts, Presentation Stations, Tablet Charging Carts	5%
MACKIE	Mixing Consoles, Loudspeakers, Studio Monitors, and DAW Control Surfaces	5%
MARANTZ PROFESSIONAL	Professional Playback and Recording Products and Accessories	5%
MARSHALL ELECTRONICS	Rack Mountable LCD Panels for Video and Data	5%
MARSHALL FURNITURE	Custom Lecterns and Presentation Furniture	5%
MEDIAVISION	Wired, Wireless, and Multimedia Conferencing Solutions	5%
MERSIVE	Display and Collaboration Software for Wireless Connections to Any Screen	5%
MIDDLE ATLANTIC	Equipment Racks & Enclosures, Electronic Protection Products, & AV Furniture	10%
NBCART	Fixed Height, Adjustable, and Electric Display Carts	2%
NEWTEK	Live and Post Production Video Tools and Visual Imaging Software	5%
PANASONIC	Televisions, Projectors, Camcorders, and Portable Audio & Video Products	5%
PEERLESS AV	TV and Projection Mounts, Digital Signage, Wireless Audio Systems, & Kiosks	5%
PHILIPS	Professional Displays and Digital Signage Solutions	3%
PLANAR	Digital Displays for Professional Applications and Video Walls	5%
POLY	Video and Audio Conferencing Solutions	5%
RDL	Precision Audio and AV Interface Products	10%
ROBOTIS	STEM Robotics Technology and Engineering Education	1%

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ROLAND	Digital Announcement Recorders, Digital Audio Mixing and Distribution	5%
ROLLS CORP	Interface Accessories, Mixers, Amplifiers, Signal Processors, and Signal Sources	5%
RP VISUAL SOLUTIONS	Creative Visual Structures for Display Technology	10%
SAMSUNG	Televisions, Digital Signage, and Accessories	5%
SENNHEISER	Wired & Wireless Audio, Microphones, Mixers, and Headphones	5%
SHARP	Professional LCD Displays and Accessories	5%
SHARP/NEC DISPLAY	Multimedia, Display, and Projection Technology	5%
SHURE	Wired and Wireless Audio, Microphones, Mixers, Audio Processors	5%
SMART TECHNOLOGIES	Interactive Whiteboards and Group Collaboration Tools	5%
SONY	TV, Camcorders, VCR, DVD, LCD, Audio, Digital Cameras, and More...	5%
SOUNDCRAFT	Professional Audio Mixing Consoles for Live Sound/Theater/Broadcast Events	5%
SPECTRUM FURNITURE	Computer Lab, Videoconferencing, Corporate, and Presentation Furniture	10%
TASCAM	Pro Audio Mixers, Recorders, CD, Cassette, MiniDisc and Accessories	5%
TEC NEC	Audio/Video Lights, Cables, Connectors, Batteries, Switchers, and More...	5%
TOA	Amplifiers, Speakers, Microphones and Digital Processors	5%
UCVIEW	Digital Signage and Menus, Kiosks, Video Walls, and IPTV Solutions	3%
VADDIO	Camera Control Systems and Accessories	5%
VIEWSONIC	Professional Monitors, Interactive Touch Screens, and Projectors	5%
VISIX	Digital Signage Products and Software Solutions	5%
VISUAL SOUND	Video Wall Processor	10%
WHIRLWIND	Audio Interface Products and Accessories	5%
WILLIAMS AV	Assistive Listening, Large Area Listening Systems, and Accessories	5%
WINSTED	Command & Control Room Consoles, Technical Furniture, Modular Workstations	5%
WOLFVISION	Visualizers, Cameras, and Wireless Presentation Solutions	5%
YAMAHA	Mixers, Processors, Powers Amplifiers, Speakers, and More...	5%
ZSPACE	Virtual and Augmented Reality for Education and Training	5%

Technical Support

In conjunction with the products Visual Sound is providing on the COSTARS-34 Contract, we also offer Technical Support. Visual Sound, along with the using COSTARS member, will negotiate the applicable support and prices at the time of order. Visual Sound will submit to the using COSTARS member a quotation that will include the equipment and technical support being offered.

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.

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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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