VISUAL SOUND® Since 1967

The Source for Audio Visual Solutions!®

We are TEAM BCPS

Baltimore County Public Schools Contract# MWE-810-12

Multimedia Communication Equipment

Manufacturer	Brief Product Offering	"Minimum" Discount off List Price
A-V MOUNTS	High Quality Mounting Solutions for Flat Screen TVs, Projectors, and More	10%
AKG	Studio Microphones, Broadcast, and Live Sound Equipment	10%
AMX	Control Systems for A/V, Projection, Screens, and Lighting	10%
ANCHOR AUDIO	Portable Sound Systems for Small-Large Audience Size	10%
ANTON-BAUER	Video Camera Batteries and Equipment f/ Professional Film & Video Industry	5%
ATLASIED	Loudspeakers, Microphone, Equipment Stands, and Enclosure Systems	5%
AUDIO-TECHNICA	Wired & Wireless Microphone Systems, Headphones, and Accessories	5%
AVF	Display Carts, Video Conference and Huddle Room Tables & Accessories	5%
BARCO	Projection, Imaging Processing, Displays and Video Walls	5%
BIAMP	DSP Processing, Signal Processing, Paging Systems, & Mixer Amps	10%
BOSE	Loudspeakers and Sound systems for Music and Speech	10%
BRETFORD	Technology Furniture, Store & Charge Carts, Tables, Desks, Mobile Carts	5%
C2G	Computer, HDMI, VGA, USB, Ethernet, Audio, Video, and Coax Cables and more	5%
CASIO	Laser and LED Hybrid Super Slim Line and Mercury Free Projectors	5%
CHAUVET	Professional Lighting Products and Accessories	5%
CHIEF	Professional Mounting Solutions for TV, Projectors, Plasma & LCD Displays	5%
CISCO	Videoconferencing Products and Accessories	5%
CLEARONE	Audio and Video Conferencing, Unified Communications, & Digital Signage	5%
CLEAR TOUCH	Interactive Flat Panel Technology Solutions	5%
CLEVER TOUCH	Interactive Flat Panel Technology Solutions	5%
COMMUNITY	Professional Loudspeaker and Loudspeaker Systems	10%
COMPREHENSIVE	Audio/Video Lights, Cables, Connectors, Batteries, Switchers & more	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	10%
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	5%
DENON MARANTZ	Professional Audio Products CD/Cassette/Digital Recording and more	5%
DIGITAL PROJECTION	Ultra-High Performance DLP Projection Systems	5%
DRAPER	Audio Visual & Video Projection Screens and more…	5%
DUKANE	LCD & DLP Data Video Projectors, Plasma/LCD Displays	10%
EIKI	LCD & DLP Data Video Projectors	5%
ELECTROBOARD	Audio Visual Presentation Technology Solutions and Video Conferencing	5%
ELMO	Digital/Analog Visual Presenters, Video, Conferencing Cameras	5%
EPSON	Multimedia and Interactive LCD Projectors	5%
EXHIBIO	Digital Signage Content Management Software	5%

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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Fax 410-737-0188

WWW.VISUALSOUND.COM

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EXTERITY	Broadcast Quality Digital TV and Video Streaming	5%
EYEVIS	Video Walls, Screen Rooms, and Visual Display Solutions	20%
FSR	Scalers, Switchers, Floor-Wall-Table Boxes, Cat-5 Solutions	5%
FURMAN	Professional Audio and Video Signal Processing	5%
GATOR CASES	Professional Audio/Video, Microphone, Rack, and Mixer Cases	5%
GEFEN	DVI, DVI-D, DVI-I, fiber optic, ADC, USB, VGA converters, and switchers	5%
HALL RESEARCH	Audio/Video and Automation Products, Video & Matrix Switchers, and more…	5%
HITACHI	LCD & DLP Data Video Projectors	5%
INFOCUS	LCD and DLP Projection, MondoPad Products, and Accessories	5%
JBL	Commercial Audio Products including Speakers and Accessories	10%
JVC	Professional, Broadcast, and Consumer Presentation Audio/Video Equipment	5%
KRAMER	Distribution Amps, Switchers, Processors, and Interfaces	5%
KSI	Professional Loudspeakers, Lecterns, and Presentation Accessories	5%
LG ELECTRONICS	Commercial Plasma and LCD Displays, Blu-Ray Players, DVD and DVD-R	5%
LIBERTY AV SOLUTIONS	Bulk Wire, Connectors, Wall Plates, Panels, and More…	5%
LISTEN TECHNOLOGIES	Assistive Listening Systems, Classroom Audio, and Conferencing Products	5%
LITE PANELS	Professional Lighting Equipment and Accessories	5%
LOWELL	AV Electronic Racks, AC Power, Audio Products, and More…	5%
LUXOR / H. WILSON	Mobile Audio Visual & Plastic Carts, Presentation Stations, Tablet Charging Carts	5%
MACKIE	Mixing Consoles, Loudspeakers, Studio Monitors, and DAW Control Surfaces	5%
MARSHALL ELECTRONICS	Rack Mountable LCD Panels for Video and Data	5%
MERSIVE	Display and Collaboration Software for Wireless Connections to Any Screen	5%
MIDDLE ATLANTIC	Equipment Racks & Enclosures, Electronic Protection Products, & AV Furniture	10%
MILLER	Camera Support Fluid Heads, Tripods, and Accessories	5%
MITSUBISHI	Video Walls, Screen Rooms, and Visual Display Solutions	10%
NCAST	Video Streaming, Lecture Capture, and Asset Management Systems	5%
NEC	LCD & DLP Data Video Projectors, Plasma & LCD Displays and Accessories	5%
NEWTEK	Live and Post Production Video Tools and Visual Imaging Software	5%
PAKEDGE	Turnkey Network, WAP & Cloud Based Solutions for AV-Centric Networks	5%
PANASONIC	Televisions, Projectors, Camcorders, and Portable Audio & Video Products	5%
PDR MOUNTS	American Made Plasma, LCD, & Projector Mounts	5%
PEERLES-AV	TV and Projection Mounts, Digital Signage, Wireless Audio Systems, & Kiosks	5%
POLYCOM	Video and Audio Conferencing Solutions	5%
QSC	Power Amplifiers, Loudspeakers, Signal Processing, Digital Mixers	10%
REVOLABS	Wireless Conference Phones and Microphones	5%
RGB SPECTRUM	Video Windowing, Scaling, Scan Conversion, Video Wall Controllers	5%
ROLAND	Digital Announcement Recorders, Digital Audio Mixing and Distribution	5%
ROLLS	Interface Accessories, Mixers, Amplifiers, Signal Processors, and Signal Sources	10%
SAMSUNG	Televisions, Digital Signage, and Accessories	5%
SENNHEISER	Wired & Wireless Audio, Microphones, Mixers, and Headphones	10%

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SHARP	Professional LCD Displays and Accessories	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%
SUNBRITE TV	Commercial Grade, Weather Proof Displays for Outdoor Applications	5%
TASCAM	Pro Audio Mixers, Recorders, CD, Cassette, MiniDisc and Accessories	5%
TEC NEC	Audio/Video Lights, Cables, Connectors, Batteries, Switchers, and More…	5%
TIGHTROPE	Digital Signage and Digital Broadcast Technology	5%
TOA	Amplifiers, Speakers, Microphones and Digital Processors	10%
TOUCHSOURCE	Digital Electronic Touchscreen Directory and Wayfinding Systems	5%
VADDIO	Camera Control Systems and Accessories	5%
V-BRICK	On-Line Networked Video Solutions	5%
VINTEN	Camera Support Systems, Robotic Heads, Pedestals, and Controllers	5%
VISIX	Digital Signage Products and Software Solutions	5%
VISUAL SOUND	Video Wall Processor	25%
VIVITEK	3D, Large Venue, and Portable DLP Projection Solutions	5%
WILLIAMS SOUND	Assistive Listening, Large Area Listening Systems, and Accessories	10%
WINSTED	Command & Control Room Consoles, Technical Furniture, Modular Workstations	5%
XANTECH	Audio Visual Distribution and Systems Control	10%
YAMAHA	Mixers, Processors, Powers Amplifiers, Speakers, and More…	5%
ZEEVEE	Distribution of High Definition Video	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.

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.

Digital Signage Content Support: Create, deploy, and manage content for Digital Signage systems.

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.