



The Source for Audio Visual Solutions!®



**Baltimore County Public Schools (BCPS)
#CWA-111-23-024
Audio Visual Hardware & Services (MEEC Consortium)**

Manufacturer	Brief Product Offering	Discount off List Price
AKG	Studio Microphones, Broadcast, and Live Sound Equipment	5%-30%
AMX	Control Systems for A/V, Projection, Screens, and Lighting	5%-25%
Anchor Audio	Portable Sound Systems for Small-Large Audience Size	5%-20%
AtlasIED	Speakers, Microphones, Equipment Stands, & Enclosure Systems	5%-20%
Audio Enhancement	Audio Solutions, Intercom, Paging, Bells, and SAFE Alerts	5%-10%
Avantis (CLASSVR)	Virtual and Augmented Reality for Education and Training	0%-5%
AVer	Visual Collaboration Solutions USB, PTZ, and Document Cameras	1%-10%
AVF	Display Carts, Video and Huddle Room Tables, & Accessories	5%-25%
Barco	Projection, Image Processing, Displays, and Video Walls	5%-10%
Biamp	Audio Amps & Mixers, Digital Signal Processors, Room Combining	5%-25%
Bose (Commercial)	Loudspeakers and Sound Systems for Music and Speech	5%-25%
Bretford	TV & Utility Carts, Technology Furniture, Tables, Mounts, & Lecterns	5%-40%
BrightSign	State-Of-The-Art Digital Signage Media Players	5%-10%
BSS Audio	High Quality Audio Signal Processing and Network Audio	5%-25%
BTX Technologies	Audio Visual Equipment, Wireless Collaboration, and Accessories	1%-20%
C2G (formerly Cables-To-Go)	Computer, HDMI, VGA, USB, Ethernet, and Audio/Video Cables	5%-45%
Chauvet	Professional Lighting Products and Accessories	5%-10%
Chief	Professional Mounting Solutions for TV, Projectors, & Displays	5%-20%
Cisco	Video and Audio Conferencing Solutions	5%-15%
ClearOne	Media Collaboration, Professional Audio, UC Voice, Media Streaming	5%-15%
ClearTouch	Interactive Flat Panel Technology Solutions	5%-15%
CleverTouch	Large Format Interactive Touchscreens	5%-15%
Community	Innovative Loudspeaker System for Installed Sound Applications	5%-30%
Comprehensive	Audio/Video Cables, Connectors, Lights, Batteries, Switchers & more	5%-25%
Conan Mounts	Electric Height Adjustable Wall Mounts, Mobile Carts, and Accessories	1%-10%
Connectrac	Floor-Based Cable Management Solutions	3%-10%
Contemporary Research	HD and TV Tuners, Closed Caption Devices, and More...	5%-20%
Copernicus	Interactive Whiteboard & Flat Panel Carts and Storage Solutions	5%-10%
Crestron	Control Systems for A/V, Projection, Screens, and Lighting	5%-30%
Crown	Amplifiers, Microphones and System Solutions	5%-35%
Da-Lite	Professional Projector Screens and AV Furniture	5%-35%
DBX	Digital Processors, Noise Reduction, and EQ Equipment	5%-30%
Denon Marantz	Professional Audio Products CD/Cassette/Digital Recording	5%-30%
Diversitrack	Whiteboard and Flat Panel Mounting Solutions	5%
Draper	Motorized, Manual, Fixed, and Portable Front and Rear Screens	5%-35%
Eiki	Multimedia Projectors & Accessories for Display Solutions	5%-40%
Elmo	Digital/Analog Visual Presenters, Video, Conferencing Cameras	5%-25%
Epson	Multimedia and Interactive Projectors and Displays	5%-20%
Exact Furniture	Podiums, Lecterns, Credenzas/Enclosures, Touch Screen Furniture	5%-35%

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www.VisualSound.com

Manufacturer	Brief Product Offering	Discount off List Price
FrontRow	Intercom, Paging, Bells, Mass Notification, Classroom Sound Products	1%-5%
FSR	Floor, Wall, Table, and Ceiling Connectivity Boxes, Signal Management	5%-15%
Hitachi	LCD & DLP Projectors and Interactive Flat Panel Solutions	5%-45%
Hovercam	Document Cameras, Digital Podiums, and Interactive Displays	2%-10%
Infocus	Projectors, Interactive Displays, Display Wall Processors	5%-40%
Jabra	Video Conferencing, Panacast Camera, Speakerphone Solutions	1%-5%
JBL	Commercial Audio Products including Speakers and Accessories	5%-25%
KOH	Rail and Bracket Kits for Sliding, Fixed, Height Adjustable Boards	5%-15%
Kramer	Distribution Amps, Switchers, Processors, and Interfaces	5%-40%
LG Electronics	Digital Signage and Commercial Displays for Video Walls	5%-25%
Leightronix	Digital Video Solutions, Web Streaming, IPTV, Remote Equip Control	1%-5%
Liberty AV Solutions	Bulk Wire, Connectors, Wall Plates, Panels, and More...	5%-45%
Lightspeed	Classroom Audio Systems and Accessories	3%-10%
Listen Technologies	Assistive Listening Systems, Classroom & Conference Products	5%-15%
Lumens	Portable & Ceiling Document Cameras and HD PTZ Cameras	5%-20%
Luxor	TV Carts, Utility Furniture, TV/Projector Mounts, Screens and More...	5%-45%
Mackie	Compact Pro Audio Mixers, Loudspeakers, and Studio Monitors	5%-20%
Marshall Electronics	Rack Mountable LCD Panels for Video and Data	5%-40%
Media Vision (Taiden)	Wired, Wireless, and Multimedia Conferencing Solutions	5%-15%
Mersive	Wireless Collaboration Software for Conference & Classrooms	5%-10%
Middle Atlantic	Racks, Enclosures, Support, and Protection Products	5%-25%
Mitsubishi	Video Walls, Screen Rooms, and Visual Display Solutions	5%
NB Carts	Fixed Height Mobile Carts for Flat Panels	1%-10%
NEC Display	Multimedia Projectors, Digital Displays, and Signage Solutions	5%-45%
Panasonic	Multimedia Projectors & Displays, Live Production Cameras	5%-25%
Peerless AV	Mounts and Mounting Accessories, Outdoor Displays, Kiosks	5%-45%
Philips	Professional Displays and Digital Signage Solutions	5%
Pi-Top	Computer Science and STEAM Learning Tools	0%-5%
Planar	Digital Displays for Professional Applications & Video Walls	5%-20%
Polycom	Video and Audio Conferencing Solutions	5%-35%
QSC	Power Amplifiers, Loudspeakers, Signal Processing, Digital Mixers	5%-25%
Robotis	STEM Robotics Technology and Engineering Education	5%
RWH Products	Podiums, Technology Furniture, Rack Cabinets, and More...	5%-40%
SAM Labs	STEM Coding and Computational Teaching Materials	2%-10%
Samsung	Digital Signage and Commercial Displays for Video Walls	5%-25%
Sharp	High Performance Industrial TFT-LCD Displays	5%-30%
Shure	Wireless Audio, Microphones, Mixers, Audio Processors	5%-35%
Smart Technologies	Collaboration Software, Interactive Displays and Whiteboards	5%-35%
Sonic Foundry (Mediasite)	Web & Content Management f/ Lecture & Video Capture	5%-15%
Sonic Shock	Anti-Theft Alarms to Secure Televisions, Projectors, & Computers	5%-20%
Spectrum Industries	Conference & Training Room, Collaboration & Educational Furniture	5%-15%
TASCAM	Pro Audio Mixers, Recorders, CD, Cassette, MiniDisc and Accessories	5%-20%
Tec Nec	Cables, Connectors, Lights, Batteries, Switchers, & More...	5%-25%



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V-Brick	Modern Enterprise Video Platform for Live Webcasting & On Demand	5%-15%
Vaddio	Cameras, Camera Extension Systems, Controllers, & Switchers	5%-40%
Viewsonic	Professional Monitors, Interactive Touch Screens, and Projectors	5%-25%
Visix	Digital Signage Products and Software Solutions	5%
Visual Sound	Video Wall Processor	5%-25%
Williams Sound	Assistive Listening, Large Area Listening Systems, and Accessories	5%-30%
Winsted	Technical Furniture and Modular Workstations	5%-15%
Wiremold	Raceway and Cable Management Systems	5%-10%
Wolfvision	Visualizers, Camera, and Wireless Presentation Solutions	5%-10%
Yamaha	Mixers, Processors, Power Amplifiers, Speakers, and More...	5%
ZSpace	Virtual and Augmented Reality for Education and Training	0%-5%

Services available under this contract include but are not limited to: Needs Assessment, System Solutions & Design, Engineering, Project Management, Installation, Cabling, Fabrication, Control System Configuration & Programming, System Commissioning, Product & System Training, System Warranty, Repairs, and Maintenance.