



The Source for Audio Visual Solutions!®



**pennsylvania**  
DEPARTMENT OF GENERAL SERVICES

**PA STATE CONTRACT 4400020822**  
**Professional Broadcast, A/V, & Multimedia Equipment**

Manufacturer	Brief Product Offering	"Minimum" Discount off List Price
Absen	LED Display Solutions Covering Indoor and Outdoor Solutions	10%
AJA Video	Digital Video Interface, Conversion, and Desktop Solutions f/ Pro Broadcast	5%
AKG	Studio Microphones, Broadcast & Live Sound Equipment	10%
Allen & Heath	Mixing Consoles, DJ Mixers, Sound Management for Industrial Installations	5%
AMX	Control Systems for A/V, Projection, Screens, and Lighting	10%
Anchor Audio	Portable Sound Systems for Small-Large Audience Size	5%
AtlasIED	Loudspeakers, Microphone, Equipment Stands, and Enclosure Systems	5%
AVF (Audio Visual Furniture)	Display Carts, Video Conference and Huddle Room Tables & Accessories	5%
Barco	Projection, Imaging Processing, Displays and Video Walls	5%
Biamp	Audio Amplifiers & Mixers, Digital Signal Processors, Room Combining	10%
Blackmagic Design	Broadcast and Cinema Hardware and Video Editing Software	5%
Bosch	Conference and Video Systems, Public Address, Loudspeakers, Wireless Audio	5%
Bose	Loudspeakers and Sound systems for Music and Speech	5%
Bretford	Technology Furniture, Store & Charge Carts, Tables, Desks, Mobile Carts	10%
BrightSign	State-Of-The-Art Digital Signage Media Players	5%
BSS Audio	High Quality Audio Signal Processing and Network Audio	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%
ClearOne	Audio Conferencing, Camera and Microphone Products	10%
ClearTouch	Interactive Flat Panel Technology Solutions	5%
CleverTouch	Interactive Flat Panel Technology Solutions	5%
Community	Professional Loudspeaker and Loudspeaker Systems	5%
Comprehensive	Audio/Video Lights, Cables, Connectors, Batteries, Switchers & more	5%
Contemporary Research	Purpose-Built HD Media, Digital Signage, and HD-SDI HDTV Modulators	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%
Data-Video	Switchers, Mobile Studios, Cameras, Encoders, Recorders	5%
DBX	Digital Processors, Noise Reduction, and EQ Equipment	5%
Denon	Professional Audio Products CD/Cassette/Digital Recording and more	5%
Draper	Audio Visual & Video Projection Screens and more...	5%
Electro-Voice	Sound Reinforcement, Powered Speakers, Live Sound Array Speakers	5%
Elmo	Digital/Analog Visual Presenters, Video, Conferencing Cameras	5%
Epson	Multimedia and Interactive LCD Projectors	5%
Exact	Podiums, Lecterns, Multi-Media Carts, Instructor Stations, AV Racks	5%
Extron	Interfacing, Switching, and Distribution Products	10%
FSR	Scalers, Switchers, Floor-Wall-Table Boxes, Cat-5 Solutions	5%
Hitachi	Projectors and Interactive Flat Panels	5%

**Headquarters - 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  
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Infocus	LCD and DLP Projection, MondoPad Products, and Accessories	5%
JBL	Commercial Audio Products including Speakers and Accessories	5%
JVC	Professional, Broadcast, and Presentation Audio/Video Equipment	5%
Kramer	Distribution Amps, Switchers, Processors, and Interfaces	5%
LG Electronics	Commercial LCD & OLED Displays, Digital Signage, Blu-Ray Players,	5%
Liberty AV	Bulk Wire, Connectors, Wall Plates, Panels, and More...	5%
Listen Technologies	Assistive Listening Systems, Classroom Audio, and Conferencing Products	5%
Luxor	TV Carts, Utility Furniture, TV/Projector Mounts, Screens and more...	5%
Mackie	Mixers, Studio Monitors, Speakers, Amplifiers and Software	5%
Marshall Electronics	Rack Mountable LCD Panels for Video and Data	5%
Marshall Furniture	Custom Lecterns and Presentation Furniture	5%
MediaVision (Taiden)	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%
Mitsubishi	Video Walls, Screen Rooms, and Visual Display Solutions	5%
NEC	LCD & DLP Data Video Projectors, Plasma & LCD Displays and Accessories	5%
Panasonic	Televisions & Monitors, Pro HD PTZ, Studio Camera Systems, Projectors	5%
Peerless	TV and Projection Mounts, Digital Signage, Wireless Audio Systems, & Kiosks	5%
Planar	Digital Displays for Professional Applications & Video Walls	5%
Polycom	Video and Audio Conferencing Solutions	5%
QSC	High Performance Professional Sound Amplifiers	10%
Roland	Digital Announcement Recorders, Digital Audio Mixing, and Distribution	5%
Ross Video	Equipment and Switchers for Live Event and Video Production	5%
RTS	Intercom Systems, Digital Matrix, Wireless, & Headsets	5%
RWH	Podiums, Technology Furniture, Rack Cabinets, and More...	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%
Tascam	Pro Audio Mixers, Recorders, CD, Cassette, MiniDisc and Accessories	5%
TecNec	Cables, Connectors, Lights, Batteries, Switchers, & More...	5%
Telex	Professional Audio and Communication Solutions	5%
TOA	Amplifiers, Speakers, Microphones and Digital Processors	5%
Total Channel	Digital Signage Solutions	10%
Ultimate Support	Studio Furniture, Studio Bundles, Stands for Equipment, Speakers, & Lighting	5%
Vaddio	Camera Control Systems and Accessories	5%
Vinten	Professional Tripods and Accessories	5%
Visix	Digital Signage Products and Software Solutions	5%

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Manufacturer	Brief Product Offering	"Minimum" Discount off List Price
Visual Sound	Audio-Visual Rental & Event Staging	30%
Visual Sound	Video Wall Processor	25%
Williams Sound	Assistive Listening, Large Area Listening Systems, and Accessories	10%
Winsted	Command & Control Room Consoles, Technical Furniture, Modular Workstations	5%
Wiremold	End to End Wire and Cable Management and Pathways	5%
Yamaha	Mixers, Processors, Power Amplifiers, Speakers, and More...	5%

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.
- **Engineering** - Design and implement systems, materials, structures, devices, and process objectives to meet customer application criterias. Support engineering research, resolve technical problems, build/set-up equipment, and perform quality control by implementing manufacturer product specification tests and report collect data.
- **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.
- **Product & System Warranties** - Extended Warranty Programs 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.
- **Programming** - Plan, organize, design and manage software programs. Implementation of remote asset management software to control specific audiovisual systems.
- **Rental & Event Staging** – AudioVisual equipment rentals and a full array of production services from small meetings to large scale events including presentation, audio, lighting, staging, and creative services.
- **Service Technician** – Professionally trained and certified technicians available to troubleshoot, repair, and maintain Audio/Visual equipment or Integrated Systems. Both on-site o.r 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.

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