

**Technology Solutions, Products, and Services Contract# 240101**

<b>Manufacturer</b>	<b>Brief Product Offering</b>	<b>Minimum Percentage% Discount</b>
Absen	Video Wall Displays	2%
Allen & Heath	Pro audio products	2%
AMX	Control Systems for A/V, Projection, Screens, and Lighting	4%
Anchor Audio	Portable Sound Systems for Small-Large Audience Size	5%
AtlasIED	Speakers, Microphones, Equipment Stands, & Enclosure Systems	4%
Audio Enhancement	Audio Solutions, Intercom, Paging, Bells, and SAFE Alerts	5%
Audio-Technica	Wired & Wireless Microphone Systems, Headphones, & Accessories	4%
Aver	Visual Collaboration Solutions USB, PTZ, and Document Cameras	3%
AVF	Carts, Video and Huddle Room Tables, & Accessories	15%
Barco	Video Wall Displays and Processing	2%
Behringer	Installed Sound, Live Portable Sound, Recording, and Broadcast	2%
Biamp	Audio Amps & Mixers, Digital Signal Processors, Room Combining	15%
Bose (Commercial)	Loudspeakers and Sound Systems for Music and Speech	4%
Boxlight	Portable STEM Lab Includes Library of Lessons	5%
Bretford	TV & Utility Carts, Technology Furniture, Tables, Mounts, & Lecterns	4%
BrightSign	State-Of-The-Art Digital Signage Media Players	2%
BSS Audio	High Quality Audio Signal Processing and Network Audio	10%
C2G	Computer, HDMI, VGA, USB, Ethernet, and Audio/Video Cables	10%
Chauvet	Professional Lighting Products and Accessories	15%
Chief	Professional Mounting Solutions for Projectors	10%
Christie Digital	Projection, Video Walls, Digital Cinema, Image Processors, LCD Panels	2%
ClassVR	Engaging VR and AR educational content for students of all ages	2%
Clear-Com	Wired and Wireless Intercom systems	2%
ClearOne	Media Collaboration, Professional Audio, UC Voice, Media Streaming	5%
ClearTouch	Digital signage and Interactive Panels	3%
Comprehensive	Audio/Video Lights, Cables, Connectors, Batteries, Switchers & more	3%
Conen Mounts	Professional Monitor Stands and TV & Display Wall Mounts	2%
Connectrac	Versatile Flex Raceway Systems	2%
Contemporary Research	HD and TV Tuners, Closed Caption Devices, and More...	3%
Copernicus	Storage Solutions, iRovers and Easels	3%
Crestron	Control Systems for A/V, Projection, Screens, and Lighting	3%
Crown	Amplifiers, Microphones and System Solutions	3%
Da-Lite	Professional Projector Screens and AV Furniture	5%
Daktronics	Signage / Indoor and Outdoor scoreboards	2%
DBX	Digital Processors, Noise Reduction, and EQ Equipment	10%
Denon-Marantz	Professional Audio Products CD/Cassette/Digital Recording	2%
Diversitrack	Track Mounting System for Media Devices	3%
Draper	Motorized, Manual, Fixed, and Portable Front and Rear Screens	10%

**Headquarters | 485 Park Way, Broomall, PA 19008**

Phone: (800) 523-7525 | (610) 544-8700 | [www.visualsound.com](http://www.visualsound.com)

**Baltimore Regional Office**

1642 Sulphur Spring Road, Baltimore, MD 21227  
Phone: (410) 737-0130

**Harrisburg Regional Office**

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

**California Regional Office**

5726 Corporate Avenue, Cypress, CA 90630  
Phone: (562) 735-5100



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Dukane	Projectors and Display Technology	5%
Eiki	Multimedia Projectors & Accessories for Display Solutions	5%
Elmo	Digital/Analog Visual Presenters, Video, Conferencing Cameras	3%
Epson	Multimedia and Interactive Projectors and Displays	3%
Ergotron	Monitor Mounting, Desk Mounts, Wall Mounts, Carts	2%
ETC	Lighting	2%
Exact Furniture	Podiums, Lecterns, Credenzas/Enclosures, Touch Screen Furniture, etc.	5%
Exterity	IPTV Technology and Digital Signage Solutions	5%
Extron	Interfacing, Switching, and Distribution Products	10%
Frontrow	Classroom Audio Systems and School AV Solutions	3%
FSR	Distribution Amps, Switchers, Processors, and Interfaces	2%
Furman	Power conditioning, protection and distribution	2%
Hall Technologies	Huddle Hub Multi-Room Wireless Presentation System	5%
Hamilton-Buhl	Electronics and Presentation Equipment for Education Industry	5%
Hovercam	Document Cameras	3%
iCloth	Screen and Lens Cleaning Wipes	2%
Immersive Reality	Virtual Reality without the Goggles.	2%
Impero	Classroom management software	2%
Jabra	Audio and Video Conferencing Equipment	3%
JBL	Commercial Audio Products including Speakers and Accessories	2%
JVC Professional	Professional and Broadcast Presentation Audio/Video Equipment	2%
KanexPro	Audio/Visual Connectivity Products and Solutions	5%
KOH	Rail and Bracket Kits for Sliding, Fixed, Height Adjustable Boards	5%
Kramer	Distribution Amps, Switchers, Processors, and Interfaces	3%
Layered Solutions	Security and Mass communications software	2%
LG Electronics	Digital Signage	2%
Liberty AV Solutions	Audio & Video Solutions, Wire & Cable Products	3%
Lightspeed	Classroom Management Products and Solutions	2%
Listen Technologies	Assistive Listening Systems, Classroom & Conference Products	10%
Logitech	Audio, Video, Products, and Accessories	2%
Lowell Manufacturing	Audio, Power, Racks, and Enclosures	10%
Lumens	Portable, Desktop, and Ceiling Document Cameras	5%
Luxor	TV Carts, Utility Furniture, Projector Mounts, Screens and More...	5%
Mackie	Compact Pro Audio Mixers, Loudspeakers, and Studio Monitors	3%
Marshall Electronics	Rack Mountable LCD Panels for Video and Data	10%
Marshall Furniture	Custom Lecterns and Presentation Furniture	5%
Mersive	Collaboration Software for Wireless Connections to Any Screen	5%
Middle Atlantic	Racks, Enclosures, Support, and Protection Products	5%

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Mooreco	PreK-Furniture	2%
Nano Lumens	Digital LED Displays	2%
NB Carts	Flat Panel Mobile Carts	3%
Netgear	Networking products	2%
NewTek (TriCaster)	Live and Post Production Video Tools and Visual Imaging Software	5%
Nigel B Design	Seismic & Anti Vibration Mounting Devices for Projectors and Cameras	2%
OneScreen	Interactive Displays and OneScreen Collaboration	3%
Optoma	Large Format Projection and Flat Panel Display Solutions	5%
Panasonic	Multimedia Projectors & Displays, Live Production Cameras	3%
Peerless AV	Mounts and Mounting Accessories, Outdoor Displays, Kiosks	3%
Philips	Professional Digital Display Solutions	2%
Planar	Professional Digital Display Solutions	2%
Poly	Video and Audio-Conferencing Solutions	3%
Pro Video Instruments	Signal Distribution	2%
Qomo	Interactive Collaboration Display and Camera Technology	5%
QSC	Power Amplifiers, Loudspeakers, Signal Processing, Digital Mixers	3%
RDL (Radio Design Labs)	Audio interface solutions	2%
Renkus-Heinz	Professional Audio Loudspeakers	2%
Roland	Professional Audio Digital Mixing Systems, Consoles, and Recorders	2%
RP Visual Solutions	Mounting Solutions for Video Wall Displays	2%
Samsung	Professional Digital Display Solutions	2%
Sennheiser	Wired and Wireless Audio, Microphones, Mixers, and Headphones,	2%
Sharp	High Performance Industrial TFT-LCD Displays	2%
Sharp/NEC	Multimedia Projectors, Digital Displays, and Signage Solutions	2%
Shure	Wireless Audio, Microphones, Mixers, Audio Processors	2%
SMART Technologies	Interactive Flat Panels	2%
Sony	Projection, Monitors, DVD	2%
Soundcraft	Professional Audio Mixing Consoles for Live Sound Events	2%
Spectrum Industries	Conference & Training Room, Collaboration & Educational Furniture	2%
Tascam	Audio recording solutions	2%
Televic (Taiden)	Conferencing systems for board rooms	2%
TOA	Amplifiers, Speakers, Microphones, and Digital Processors	2%
UCView	Digital Signage and IPTV Products and Solutions	2%
Vaddio	Cameras, Camera Extension Systems, Controllers, & Switchers	2%
Viewsonic	Professional Monitors, Interactive Touch Screens, and Projectors	2%
Visual Sound	Products, and Accessories	2%
VuWall	Video Wall Processing	2%
Whirlwind	Broadcast and AV Production Product and Solutions	2%

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Williams AV	Assistive Listening, Large Area Listening Systems, and Accessories	2%
Winsted	Technical Furniture and Modular Workstations	2%
Wolfvision	Visualizers, Camera	2%
Watchfire	LED Signage	2%
Yamaha	Mixers, Processors, Powers Amplifiers, Speakers, and More...	2%
zSpace	Virtual and Augmented Reality for Education and Training	2%

**Services**

Service Name	Service Description	Unit Type	TIPS Price (Not to Exceed)
Installation	Installation Services	Hourly	\$128.25
Commissioning	Commissioning Services	Hourly	\$174.80
Engineering	Engineering Services	Hourly	\$198.55
Project Management	Project Management Services	Hourly	\$166.25
Programming	Programming Services	Hourly	\$198.55
Training	Advanced System Training	Hourly	\$174.80
Field Service	Service Technician 9am-5pm	Hourly	\$174.80
Travel	Travel Time to Site	Hourly	50% of TIPS Price
Mileage	Mileage to Site	Per Mile Per Vehicle	GSA Allowable Rate
Direct Costs	Hotels, Flights, Rental Car	Per Person Per Day	Actual Costs + 12%
Per Diem	Per Diem	Per Person Per Day	GSA Allowable Rate
General & Admin	Freight In/Out, G&A	Per Quote	Varies

Visual Sound TIPS Vendor Profile: [Click Here](#)

All Purchase Orders and Visual Sound quote must be emailed to [tipspo@tips-usa.com](mailto:tipspo@tips-usa.com)

PO must reference Visual Sound TIPS Contract# 240101

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