

Technology Solutions, Products, and Services Contract# 260105

Manufacturer	Brief Product Offering	Minimum Percentage% Discount
Absen	Video Wall Displays	2%
AKG	Studio Microphones, Broadcast, and Live Sound Equipment	3%
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%
Airtame	Wireless Presentation and Digital Signage Platform	2%
Artome	Installation Free AV Mobile Cart All-In-One Solution	2%
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%
AVFI	Carts, Video and Huddle Room Tables, & Accessories	10%
AV Pro Edge	Audio Video Distribution and Testing Equipment	2%
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	10%
Blackmagic Design	Broadcast and Cinema Hardware and Video Editing Software	2%
Blustream	HDMI Distribution Products	2%
Bose (Commercial)	Loudspeakers and Sound Systems for Music and Speech	4%
Bosch	Conference and Video Systems, Public Address, Loudspeakers, Audio	2%
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	5%
C2G	Computer, HDMI, VGA, USB, Ethernet, and Audio/Video Cables	10%
Chauvet	Professional Lighting Products and Accessories	10%
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%

Headquarters | 485 Park Way, Broomall, PA 19008

Phone: (800) 523-7525 | (610) 544-8700 | 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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Crown	Amplifiers, Microphones and System Solutions	3%
Da-Lite	Professional Projector Screens and AV Furniture	5%
Daktronics	Signage / Indoor and Outdoor scoreboards	2%
Datapath	Video Wall and Control Room Solutions	2%
DBX	Digital Processors, Noise Reduction, and EQ Equipment	5%
Denon Professional	Professional Audio Products and Digital Recording	2%
DigitalLinx	Digital Audio and Video Solutions	2%
Diversitrack	Track Mounting System for Media Devices	3%
Draper	Motorized, Manual, Fixed, and Portable Front and Rear Screens	5%
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%
FOHHN	Innovative Audio Systems for Professional Applications	2%
Frontrow	Classroom Audio Systems and School AV Solutions	3%
FSR	Distribution Amps, Switchers, Processors, and Interfaces	2%
Furman	Power conditioning, protection, and distribution	2%
GPO Display	Visual Display Solutions for Digital Signage, PoE Monitors, CCTV Screens	2%
Haivision	Real-Time Video Networking & Video Walls	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%
Ipevo	Document Cameras, Visualizers, and Communication Tools	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%

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Manufacturer	Brief Product Offering	Minimum Percentage% Discount
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	5%
Logitech	Audio, Video, Products, and Accessories	2%
Lowell Manufacturing	Audio, Power, Racks, and Enclosures	5%
Lumens	Portable, Desktop, and Ceiling Document Cameras	5%
Lutron	Smart Dimmers, Controls, Shades, and Lighting	2%
Luxor	TV Carts, Utility Furniture, Projector Mounts, Screens and More...	5%
Luxul	Professional Grade AV Networking Products and Solutions	2%
LuxVision	Direct-View LED Displays	2%
Mackie	Compact Pro Audio Mixers, Loudspeakers, and Studio Monitors	3%
Marshall Electronics	Rack Mountable LCD Panels for Video and Data	5%
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%
Nano Lumens	Digital LED Displays	2%
NB Carts	Flat Panel Mobile Carts	3%
NetgearAV	Networking products for AV Solutions	2%
NewTek (TriCaster)	Live and Post Production Video Tools and Visual Imaging Software	5%
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 (HP)	Video and Audio-Conferencing Solutions	3%
Previzion	AI-Driven AV Monitoring Enhancing Awareness & Rapid Response	2%
Pro Video Instruments	Signal Distribution	2%
Qomo	Interactive Collaboration Display and Camera Technology	5%
QSC / Q-SYS	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	Multimedia Projectors, Digital Displays, and Signage Solutions	2%

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Shure	Wireless Audio, Microphones, Mixers, Audio Processors	2%
SMART Technologies	4K UHD Interactive Displays and Collaboration Technology	2%
Sony	Projection, Monitors, DVD	2%
Soundcraft	Professional Audio Mixing Consoles for Live Sound Events	2%
Sound-Craft	Podiums, Lecterns, and Credenzas/Enclosures	2%
Spectrum Industries	Conference & Training Room, Collaboration & Educational Furniture	2%
Tascam	Audio recording solutions	2%
Technical Necessities	Cables, Connectors, Lights, Batteries, Switchers, AV Accessories	2%
Televic (Taiden)	Conferencing systems for board rooms	2%
TOA	Amplifiers, Speakers, Microphones, and Digital Processors	2%
Total Channel	Digital Signage Solutions	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%
Visix	Digital Signage Products and Software Solutions	2%
Visual Sound	Audio Visual Products and Accessories	2%
VuWall	Video Wall Processing	2%
Watchfire	LED Signage, Digital Scoreboards, and Indoor/Outdoor Video Displays	5%
Whirlwind	Broadcast and AV Production Product and Solutions	2%
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%
Yealink	UC, Video Collaboration and Conferencing Solutions	2%

Services

Service Name	Service Description	Unit Type	TIPS Price (Not to Exceed)
CAD & Drafting	CAD & Drafting Services	Hourly	\$209.00
Commissioning – In House	Commissioning Services In House	Hourly	\$184.00
Commissioning – On Site	Commissioning Services On Site	Hourly	\$184.00
Control Programming	Control Programming Services	Hourly	\$209.00
DSP Programming	DSP Programming Services	Hourly	\$209.00
Engineering	Engineering Services	Hourly	\$209.00
Installation – In House	Installation Services In House	Hourly	\$135.00
Installation – On Site	Installation Services On Site	Hourly	\$135.00
Project Management	Project Management Services	Hourly	\$175.00

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Services (continued)

Service Name	Service Description	Unit Type	TIPS Price (Not to Exceed)
Training - Extended	Advanced System Training	Hourly	\$194.00
Training - Orientation	Orientation System Training	Hourly	\$194.00
Travel Labor	Travel Labor	Hourly	\$75.00
General & Admin	Operating Expenses to Complete Install	Per Quote	Varies
Direct Costs	Hotels, Flights, Rental Car	Per Person Per Day	Actual Costs + 12%
Installation Materials	Misc Items Needed to Complete Install	Not to Exceed 42% of Equipment Total	Discount Varies Based on Requirements of Solution
Lift Rental	Lift Rental	Per Quote	\$1,550 per Day
Mileage	Mileage to Site	Per Mile Per Vehicle	GSA Allowable Rate
Per Diem	Per Diem	Per Person Per Day	GSA Allowable Rate
Service	1-Year Enhanced Service Plan	Per Quote	22% Total w/ Standard Warranty
Service	2-Year Enhanced Service Plan	Per Quote	37% Total w/ Standard Warranty
Service	3-Year Enhanced Service Plan	Per Quote	42% Total w/ Standard Warranty
Service	4-Year Enhanced Service Plan	Per Quote	47% Total w/ Standard Warranty
Service	5-Year Enhanced Service Plan	Per Quote	52% Total w/ Standard Warranty

The Interlocal Purchasing System (TIPS)

- TIPS Website: www.tips-usa.com
- Visual Sound TIPS Vendor Profile: <https://tips-usa.com/vendorProfile.cfm?RecordID=6DFEC4679CD32D6467469F23CAD0518C>
- Become a TIPS Member: www.tips-usa.com/newmember
- All Purchase Orders with Visual Sound quote must be sent to: tipspo@tips-usa.com
 - PO must reference “Visual Sound TIPS Contract# 260105”

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