

PA STATE CONTRACT 4400034062
Professional Broadcast, A/V, & Multimedia Equipment

Manufacturer	Brief Product Offering	"Minimum" Discount off List Price
AMX (Harman)	Control Systems for A/V, Projection, Screens, and Lighting	10%
AtlasIED	Loudspeakers, Microphone, Equipment Stands, and Enclosure Systems	5%
Barco	Projection, Imaging Processing, Displays and Video Walls	5%
Biamp	Audio Amplifiers & Mixers, Digital Signal Processors, Room Combining	10%
Bose	Loudspeakers and Sound systems for Music and Speech	5%
C2G (Legrand)	Computer, HDMI, VGA, USB, Ethernet, Audio, Video, and Coax Cables and more	5%
Chief (Legrand)	Professional Mounting Solutions for TV, Projectors, Plasma & LCD Displays	5%
Crestron	Control Systems for A/V, Projection, Screens, and Lighting	10%
Da-Lite (Legrand)	Audio Visual & Video Projection Screens and more...	5%
DBX (Harman)	Digital Processors, Noise Reduction, and EQ Equipment	5%
Draper	Audio Visual & Video Projection Screens and more...	5%
Epson	Multimedia and Interactive LCD Projectors	5%
Extron	Interfacing, Switching, and Distribution Products	10%
HP Poly	Video and Audio-Conferencing Solutions	5%
JBL (Harman)	Commercial Audio Products including Speakers and Accessories	5%
Kramer	Distribution Amps, Switchers, Processors, and Interfaces	5%
LG Electronics	Commercial LCD & OLED Displays, Digital Signage, Blu-Ray Players,	5%
Logi	Audio Visual Products and Accessories	1%
Luxul (Legrand)	Professional Grade Routers, Switchers, and Accessories	5%
Marshall Electronics	Rack Mountable LCD Panels for Video and Data	5%
Middle Atlantic (Legrand)	Equipment Racks & Enclosures, Electronic Protection Products, & AV Furniture	10%
Panasonic	Televisions & Monitors, Pro HD PTZ, Studio Camera Systems, Projectors	5%
QSC / Q-SYS	High-Performance Professional Sound Amplifiers	10%
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%
Vaddio (Legrand)	Camera Control Systems and Accessories	5%
Viewsonic	Professional Monitors, Interactive Touch Screens, and Projectors	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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Baltimore Office
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Phone 800-638-0410 or 410-737-0130
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The Source for Audio Visual Solutions!®

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.
- **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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