

scn top 50

PROJECTED 2016 REVENUE FROM COMMERCIAL AV SYSTEMS INSTALLATIONS/ PROJECTED 2016 TOTAL REVENUE IN MILLIONS 2015 REVENUE FROM COMMERCIAL AV SYSTEMS/2015 TOTAL REVENUE IN MILLIONS NUMBER OF 2016 INSTALLATIONS/ FULL-TIME EMPLOYEES/ COMPANY LOCATIONS/ YEARS IN BUSINESS PRIMARY SERVICES OFFERED

1	AVI-SPL	Tampa, FL 866.708.5034 www.avi-spl.com	
\$605/\$605	\$577/\$577	5,200/1,547/36/37	AVI-SPL designs, builds, integrates, manages, and supports solutions like video collaboration and UCC, digital media, advanced visualization, control room technology, AV integration, and systems management. AVI-SPL provides remote, onsite, and hybrid managed services, to monitor and manage today's collaboration technology solutions.
2	DIVERSIFIED	Kenilworth, NJ 415.451.3251 www.diversifiedus.com	
\$410/\$440	\$209/\$215	2,800/925/23/23	Diversified provides a broad spectrum of best-practice services in media delivery solutions for audiovisual, broadcast media, information technology, and other related fields that use AV technology.
3	WHITLOCK	Richmond, VA 800.726.9843 www.whitlock.com	
\$290/\$290	\$271/\$272	2,000+/800/22/60	Whitlock is a video collaboration company that provides strategy, management, technologies, and support to the world's largest and most innovative businesses. It offers solutions for technology roadmaps, enterprise management, interactive environments, cloud strategies, and global managed support.
4	AVI SYSTEMS	Minneapolis, MN www.avisystems.com	
\$205/\$205	\$185/\$185	2,200/505/16/42	AVI Systems specializes in audiovisual systems integration and support.
5	CCS PRESENTATION SYSTEMS	Scottsdale, AZ 480.348.0100 www.ccsprojects.com	
\$113/\$125	\$94.5/\$105	1,985/350/27/25	CCS Presentation Systems provides design, installation, training, and maintenance of AV equipment including digital projectors, large-format flat panel displays, room control systems, interactive technology, videoconferencing, and more to corporate, education, and government customers.
6	HB COMMUNICATIONS	North Haven, CT 800.243.4414 www.hbcommunications.com	
\$107/\$130	\$103.6/\$127	1,700/425/6/70	HB's deep experience across six key areas of specialization—advanced AV integration, video collaboration, digital media, broadcast, managed services, and event production—gives the company the insight and ability to create communication environments that drive innovation and growth.
7	AVIDEX INDUSTRIES	Bellevue, WA 800.798.0330 www.avidex.com	
\$105/\$115	\$92/\$102	1,352/312/5/12	Avidex aims to create an unparalleled customer experience in the use of collaborative communication solutions as a national technology integrator providing design, build, and support services. Avidex serves the corporate market with a focus on high-tech companies, the national healthcare market (through TeleHealth Services) and the education and public markets (through Digital Networks Group).
8	FORD AUDIO-VIDEO	Oklahoma City, OK 405.946.9966 www.fordav.com	
\$102/\$102	\$97/\$97	600/425/10/43	Ford AV designs, installs, and services professional and commercial sound, audio-video, and lighting systems for organizations including businesses, educational facilities, churches, entertainment, government, performing arts centers, and sporting venues. Specializing in enterprise-level solutions, Ford installs systems across the U.S. with offices from New Jersey to Honolulu, HI.
9	SOLUTIONZ CONFERENCING	Los Angeles, CA 310.571.1207 www.solutionzinc.com	
\$100/\$115	\$85/\$100	1,500/150/30/16	Solutionz Conferencing specializes in a wide range of services, including videoconferencing, cloud video, AV integration, information technology, building environments, infrastructure cabling, premise security, telecommunications, security installations, managed onsite services, maintenance services, audio conferencing, and video walls/digital signage.
10	ELECTROSONIC	Burbank, CA 888.343.3604 www.electrosonic.com	
\$86/\$112	\$85/\$109	526/470/14/52	Electrosonic specializes in integrated AV systems, including technical design, maintenance, and operational support.

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11 YORKTEL Eatontown, NJ | www.yorktel.com

\$85/\$125	\$76.5/\$107	1,925/383/9/31	Yorktel's expertise in professional services, integration, support, staff augmentation, digital media, and video managed services enables it to design, deploy, and manage world-class video communications environments. From hosted video collaboration and telehealth, to ensuring video network integrity, streaming webcasts, content management, event and post-production services, Yorktel helps clients align visual communication strategies with goals and objectives to maximize efficiency and performance.
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12 IVCI Hauppauge, NY | 800.224.7083 | www.ivci.com

\$80/\$80	\$70/\$70	3,000/190/7/21	IVCI is a full-service collaboration solutions provider with expertise in design, implementation, maintenance, and lifecycle services related to audiovisual, visual collaboration, and unified communication solutions. These services include best-in-class cloud and managed video offerings.
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13 VIDEO CORPORATION OF AMERICA Somerset, NJ | www.vcaglobal.com

\$75/\$75	\$73/\$73	1,200/125/5/45	VCA designs, engineers, integrates, services, and manages communication technology systems, with expertise in audiovisual, telepresence, unified communications, IT, post, and broadcast. VCA aims to make complex AV/IT systems simple to operate, helping clients get the full benefit of their investment. It also offers a host of managed services for video bridging, support agreements, and staffing services.
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14 TRITECH COMMUNICATIONS Garden City, NY | 631.254.4500 | www.tritechcomm.com

\$75/\$80	\$65/\$75	550/300/6/14	Tritech provides professional installation, maintenance, staffing, remote room monitoring, and video network management.
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Avidex Project: Video Wall for Jabril Experience Center

Better Together

The Award-winning Avidex Team Just Got a New Member: **DNG** | Digital Networks Group
AV and IT Systems Integration

The teams at Avidex and DNG are filled with AV innovators of our industry. The combination of the organizations will allow for wider deployment of video collaboration solutions and an increased knowledge base to serve the corporate, healthcare, and education verticals. Our commitment to superior technology solutions and outstanding customer service will not only benefit the combined companies' customer base but will also enhance opportunities for employees.



We are looking for innovative AV professionals.

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www.avidex.com www.digitalnetworksgroup.com

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PROJECTED 2016 REVENUE FROM COMMERCIAL AV SYSTEMS INSTALLATIONS/ PROJECTED 2016 TOTAL REVENUE IN MILLIONS

2015 REVENUE FROM COMMERCIAL AV SYSTEMS/2015 TOTAL REVENUE IN MILLIONS

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PRIMARY SERVICES OFFERED

15 COMPVIEW Beaverton, OR | 800.448.8439 | www.compview.com

\$70/\$80

\$62/\$70

2,600/175/8/29

CompView delivers solutions in AV sales, system design, installation, programming, and managed services. It supports organizations in leveraging audio-video assets to enhance their level of communication and collaboration.

16 COMMUNICATIONS ENGINEERING (CEI) Newington, VA | 703.550.5800 | www.commeng.com

\$69/\$78

\$68/\$75

210/85/1/30

Communications Engineering (CEI) is an AV, broadcast, and media IT systems integration company, providing consulting, design, installation, training, equipment sales, and service on projects including auditoriums, command and control centers, AV-NOCs, corporate studios and conference rooms, distance education, financial institutions, houses of worship, museums, performing arts venues, radio/television stations, research centers, sports stadiums, theaters, university classrooms, and VTC boardrooms.

17 ANDERSON AUDIO VISUAL San Diego, CA | 858.503.0900 | www.andersonav.com

\$65/\$65

\$54/\$54

1,050/185/6/19

Anderson AV specializes in the design, installation, monitoring, and support of audiovisual systems.

18 SOLOTECH Montréal, QB, Canada | 514.526.7721 | www.solotech.com

\$63.8/\$75

\$56.3/\$63.8

800+/250/5/40

Solotech is a full-service AV integrator that offers design, installation, programming, project management, and start-up services. It also provides post-installation support through service contracts.

19 WASHINGTON PROFESSIONAL SYSTEMS Wheaton, MD | www.washprosys.com

\$60/\$75

\$50/\$66

32/49/2/30

WPS is a full-service AV systems integrator, offering AV design, integration, and support services, with expertise in UC, command and control, and professional audio systems.

IVCi
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AV Integration **Conference Rooms** **Maintenance & Support**

Install

Top Projects: Noteworthy Installs From Top 50 Integrators

Airbus Experience Center, Washington, DC Avidex Industries

Airbus was looking to craft a unique and engaging experience center for its clients. This was to be accomplished by cutting edge deployments of technology to demonstrate the Airbus story throughout every part of the facility.

Avidex was tasked with taking a multitude of concepts and making them a reality. This ranged from a simple conference room with local presentation, a divisible conference room, digital signage, interactive systems, complex video walls, and experience elements in the ceiling. These unique solutions needed to be visually interesting, yet easy for the local team to operate.

The most challenging systems were the displays housed in the ceiling. Special considerations for cooling and supporting the glass on large flat panel displays needed to be accounted for. Custom enclosures were fabricated and the first deployment was the Oculus in the entrance to the facility. The Oculus is an array of six 55-inch flat panel displays grouped together in a 2x3 formation, with a round custom enclosure to give the experience of looking at a moving globe.



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NUMBER OF 2016 INSTALLATIONS/ FULL-TIME EMPLOYEES/ COMPANY LOCATIONS/ YEARS IN BUSINESS

PRIMARY SERVICES OFFERED

20 ALPHA VIDEO & AUDIO, INC. Eden Prairie, MN | 952.896.9898 | www.alphavideo.com

\$57/\$57

\$45/\$45

430/115/2/46

Alpha Video is a national integrator of audio, video, broadcast, IPTV, and digital signage technologies that empower organizations to better communicate with their target audience.

21 CORBETT TECHNOLOGY SOLUTIONS Chantilly, VA | www.ctsi-usa.com

\$54/\$54

\$43/\$43

430/145/1/47

Corbett Technology Solutions is a provider of audiovisual, pro sound, security, healthcare, and education communication systems.

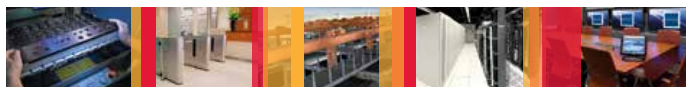
22 SOUNDCOM SYSTEMS Cleveland, OH | 440.234.2604 | www.soundcom.net

\$62.5/\$62.5

\$37/\$37

1,000/195/8/46

SoundCom Systems provides design, installation, and integration of professional sound, video, and control systems as well as specialty nurse/patient hospital communication systems.



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COMMUNICATIONS
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 ENGINEERING
 INSTALLATION
 SERVICE
 STAFFING



Top Projects: Noteworthy Installs From Top 50 Integrators



Westgate SuperBook, Las Vegas, NV HB Communications

As a developer of themed destination resorts, the Westgate Las Vegas set out to make the Westgate SuperBook a renowned and technologically advanced sports book.

HB Communications and partners RP Visuals and Christie Digital created an enormous curved array display, measuring 20 feet tall and 220 feet wide. This video wall spans the length of the world's largest sports book, creating a stadium-like experience. Available 24/7, the wall delivers extremely high-resolution video across wide viewing angles, critical elements for a display that is capable of showing dozens of video feeds, in an almost endless variety of configurations.

Foot traffic and revenues at the Westgate Las Vegas Resort and Casino have increased significantly since the opening of the SuperBook. The patrons are drawn in by the enormous LED wall that delivers bright, color-saturated HD images from around the sports world.

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23 ADTECH SYSTEMS Sudury, MA | www.adtechsystems.com

\$52/\$52	\$53/\$54	1,200/165/4/28	Adtech Systems specializes in audiovisual system design, installation, and service, as well as digital signage management and video teleconferencing.
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24 UNIFIED AV SYSTEMS Atlanta, GA | 866.980.8287 | www.unifiedav.com

\$49/\$49	\$47.3/\$47.3	1,960/141/8/45	Unified AV Systems provides design, engineering, installation, and maintenance services for audiovisual and video communication systems. With the goal of unifying diverse technologies and making advanced technology simple, Unified AV delivers solutions and services designed to satisfy and exceed clients' communication goals.
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25 CAROUSEL INDUSTRIES Exeter, RI | www.carouselindustries.com

\$46/\$415	\$42/\$384	620/1,150/31/24	Carousel Industries specializes in systems design, implementation, training, break-fix, preventative maintenance, video cloud, monitoring and management, reporting, AV consulting/assessments, and on-site staffing.
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26 SPINITAR La Mirada, CA | 714.367.2900 | www.spinitar.com

\$44/\$47	\$35/\$35	265/116/4/30	Spinitar designs, integrates, and services audiovisual and communication technology, creating high-performance presentation, work, and learning spaces and places for commercial and institutional customers.
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27 PARSONS TECHNOLOGIES Minneapolis, MN | 763.571.8000 | www.parsonscorp.com

\$44/\$74.5	\$28/\$48	1000+/275/8/31	Parsons Technologies provides integrated technology solutions from conception through design, installation, and commissioning. It specializes in commercial audiovisual, pro audio, broadcast, network infrastructure, and security systems.
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Q&A

What vertical markets and/or technologies exhibited the most growth for you in 2016?

Jeff Irvin, principal, Spinitar

We began to really focus on our federal government practice in 2015, and that investment has paid dividends in 2016, helping facilitate extraordinary growth in revenues this past year. Through our federal government practice, our reach has extended worldwide, as we build and support government facilities in the far reaches of the globe.

Jim Scalise, general manager, Avidex Industries

During 2016, we have seen a huge growth in sales of ceiling microphone technology in the conference space.

Dale Bottcher, senior VP of sales, AVI-SPL

Our largest growing vertical markets in 2016 have been the professional services and financial verticals in the enterprise space, as well as state and local government, education, and federal.

Jim Ford, president, Ford AV

Ford had good growth across all verticals. Although sales in the energy sector were lower, there were several good opportunities we were able to secure. The corporate market continued to be strong and healthcare, entertainment, houses of worship, and sporting venues had moderate growth.

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28 RED THREAD SPACES Boston, MA | www.red-thread.com

\$42/\$250

\$40/\$250

1200 (125 in AV)/500 (80 in AV)/14/40

Red Thread Spaces provides interior integration solutions that feature design, installation, and service of audiovisual systems that enhance collaboration across the enterprise.

29 VERREX Mountainside, NJ | 800.303.8170 | www.verrex.com

\$41/\$41

\$37/\$37

190/145/9/70

Founded in 1947, Verrex helps empower companies to thrive at the speed of workplace transformation—global, mobile, virtual, and collaborative—through adoption of conferencing, collaboration, and digital media technologies. Verrex provides clients with AV system integration and managed service solutions for the full lifecycle of their audiovisual investments.

30 SENSORY TECHNOLOGIES Indianapolis, IN | 317.407.2835 | www.sensorytechnologies.com

\$37.5/\$37.5

\$27.2/\$27.2

875/128/7/11

Sensory Technologies provides design, integration, managed services support, and cloud-based solutions for virtual collaboration, telepresence, and videoconferencing, audiovisual, digital signage (FOCUS), video bridging (RALLY), unified communications, and on-site embedded personnel services (ADOPT).

31 SHARP'S AUDIO VISUAL Calgary, AB, Canada | 403.301.4702 | www.sharpav.com

\$36.9/\$42.6

\$36/\$41

1,000/140/8/93

Sharp's Audio Visual is focused on audiovisual and unified communications systems design and integration with a national Canadian footprint. Additionally, Sharp's is focused on growing a managed services portfolio, which includes onsite embedded audiovisual support and concierge services, a consulting practice, its trademark Rapid Care after-sales service-level agreement, and hosted digital signage.

32 ADVANCED AV West Chester, PA | 877.696.7700 | www.advancedav.com

\$36.4/\$46.2

\$24.3/\$32.3

527/125/2/31

Advanced AV provides global system integration of UC, videoconferencing, collaboration solutions, infrastructure solutions, enterprise AV, cloud conferencing solutions, and control system standardization. AAV also offers a 24/7 network operations center supporting its offerings of professional managed services including onsite staffing, technology support, and monitoring.

33 DATA PROJECTIONS Houston, TX | 866.225.5374 | www.dataprojections.com

\$36/\$38

\$32/\$36

950/91/4/29

Data Projections is an audiovisual systems design and integration firm providing advanced collaborative technology solutions and support services. Solutions include AV systems integration, AV conferencing/collaboration, unified communications, content management/streaming, interactive technology, digital signage, and managed services/maintenance.

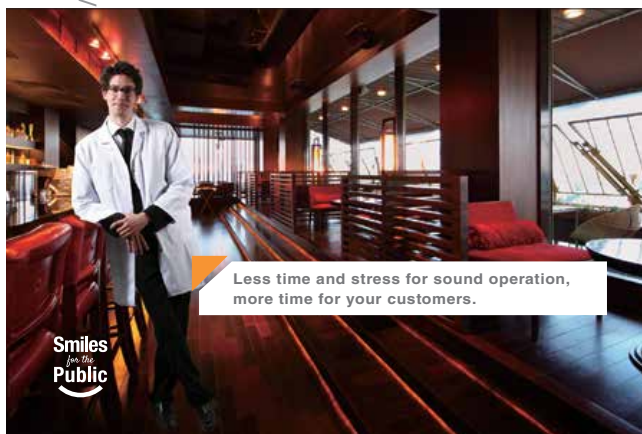
34 SPECTRA AUDIO VIDEO DESIGN GROUP New York, NY | www.spectra-ny.com

\$32/\$36

\$31/\$32

397/72/2/26

Spectra provides audiovisual integration, auditorium implementations, theater integration, AV project management, acoustics, AV programming, AV budgeting, and videoconferencing solutions.



Less time and stress for sound operation, more time for your customers.

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MA-725F-AM

Matrix Mixer/Amplifier

The new TOA MA-725F-AM Matrix Mixer/Amplifier is a high-quality 6-input digital matrix mixer (with 4 inputs for BGM or line sources and two balanced inputs for priority sources, like paging mics or message players) paired with a 4 x 250W (@70V or 100V) Class D amplifier and a simple "analog-like" user-interface. This Matrix Mixer/Amplifier is one of the most cost-effective, efficient & flexible workhorse products TOA has ever offered for BGM applications. The unit also operates on power from 110-240VAC, so it will work virtually anywhere in the world.

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TOA

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PRIMARY SERVICES OFFERED

35 TIERNEY BROTHERS St. Paul, MN | 800.933.7337 | www.tierneybrothers.com

\$30/\$82

\$25/\$75

1,450/139/2/39

Tierney Brothers specializes in custom systems design, AV9000 integration, professional development, IT systems design and integration, digital signage design and integration, and technical support.

36 LEVEL 3 AUDIO VISUAL Mesa, AZ | 480.892.1071 | www.level3av.com

\$28/\$28

\$9.6/\$9.6

235/58/1/20

Level 3 Audio Visual is a full-service audiovisual provider, specializing in the design, sale, service, and installation of professional audiovisual and videoconferencing systems. Its goal is to assess clients' business needs, introduce cutting-edge technology into their existing systems, and produce results that increase efficiency, revenues, communication, awareness, and savings.

37 COMMUNICATIONS ENGINEERING COMPANY (CEC) Hiawatha, IA | 800.377.0271 | www.cecinfo.com

\$27/\$42

\$27/\$42

1,150/270/8/70

With offices in the Midwest serving both local and national customers, CEC offers solution design, integration, and technical services specializing in audio-video, safety and security, IT, structured cabling, and two-way communications. Focused on the customer experience, its teams partner with clients to understand their business, tailor solutions, and plan for their future technology needs.

38 IES COMMERCIAL Tempe, AZ | www.iescomm.com

\$27/\$229

\$20/\$142

260/1,016/12/32

IES offers professional AV design and integration services, with a focus on enterprise solutions for room automation, video collaboration, digital media, background music/paging systems, and distributed AV infrastructure. Other core offerings include structured cabling, data center integration services, CCTV, access control, life safety, and Wi-Fi/DAS.

39 USIS AUDIOVISUAL SYSTEMS Pearl River, NY | 845.353.9226 | www.usisav.net

\$26/\$130

\$25.5/\$125

310/580 (59 in AV)/12/28

USIS AudioVisual Systems provides design, integration, support, and managed services for specialty spaces, video walls, custom boardrooms, collaborative and interactive environments, and enterprise-level systems (room standardization, audio-video transport, and ROI reporting). USIS utilizes BIM modeling and rendering services for its audiovisual, communications, security, and electrical disciplines. USIS provides services nationally and globally to customers ranging from start-ups through Fortune 100 companies.

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- National A/V Integrator
- Custom Integration Services
- Video as a Service (VaaS)
- Video Conferencing
- Webcasting and Streaming
- Media Management



Q&A

What kind of challenges and successes have you experienced with selling managed services?

Jeff Irvin, principal, Spinitar

I believe that identifying the right buyer profile for a potential managed services customer continues to be a bit of a challenge while also making the economics of the relationship right for the customer and for us as the integrator. It's sometimes tough to get the math to work for both parties to support the decision to invest in this type of relationship.

Aaron Miller, executive VP of operations, Avidex Industries

Although Avidex has been quite successful in selling and deploying maintenance agreements as a managed service, we are actively looking at other solutions such as remote monitoring to add to our portfolio. We have also joined TSIA to help us in developing new offerings and creating new business models.

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40 PROMOTION TECHNOLOGY GROUP Wixom, MI | 248.668.3100 | www.promotion.tech

\$25/\$28	\$23.5/\$27.5	1,300/54/3/30	ProMotion Technology Group (PTG) offers interactive solutions by creating and engineering commercial solutions that aim to engage and inspire. A supplier of integrated technology for some of the world's largest and most prestigious companies, PTG provides a full spectrum of system design, product procurement, logistics planning, installation, and technical service.
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41 SOUND IMAGE Escondido, CA | 760.737.3900 | www.sound-image.com

\$25/\$40	\$20/\$35	77/200+/3/33	Sound Image is a full-service AV integrator capable of providing a variety of audio-video systems to nearly any scale and scope. It also provides systems design and engineering, acoustical analysis and treatment, custom fabrication, and more.
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42 VISTACOM INC. Allentown, PA | 800.747.0459 | www.vistacominc.com

\$24/\$24	\$21.6/\$21.6	265/69/1/62	Vistacom offers complete system integration with full collaboration and network capability in mind. It assists its partners from the design concept to staging the system in its demonstration area, to final installation. It offers a full unified communications suite to fit any size business, and also specializes in the control room environment.
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Install

Top Projects: Noteworthy Installs From Top 50 Integrators



Long Beach City College, Long Beach, CA Spinitar

Long Beach City College (LBCC) recently built a new state-of-the-art culinary facility featuring seven skills kitchens, a full production kitchen, a student-run restaurant and bakery with indoor/outdoor dining area, a large lecture-style kitchen demonstration room, one traditional style classroom, and a centralized AV equipment room.

Their primary goals in implementing AV Systems were to provide a premier culinary arts facility where students can master the skills required for a successful career in the restaurant and hospitality industry. They also wanted to create unique collaborative learning environments that enhance the culinary instructor's and student's ability to demonstrate skills and share information.

The AV systems and infrastructure had to be flexible enough to adapt to curriculum, instructor styles, and workflow that would naturally evolve as the culinary program transitioned into a new facility, and provide user friendly standardized systems for the purpose of empowering instructors and students regardless of the space being used.

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43 AUDIO VISUAL DESIGN GROUP San Rafael, CA | 877.554.2834 | www.avdg.com

\$23/\$27

\$22/\$22

125/85/2/6

Audio Visual Design Group offers audiovisual design-build services for commercial and residential spaces worldwide.

44 VISION TECHNOLOGIES, INC. Glen Burnie, MD | 866.746.1122 | www.visiontech.biz

\$21/\$100

\$15/\$89

200+/435/4/16

Vision Technologies is a network information systems provider offering a full range of presentation and interactive visual communication solutions from collaborative huddle solutions to board rooms, video walls, and UC. Its team of engineers work with clients to conceptualize and deliver the right technologies while providing for future growth and changing requirements.

45 PRESENTATION PRODUCTS, INC. New York, NY | 212.736.6350 | www.presentationproducts.com

\$20/\$20

\$20/\$20

200/60/1/26

PPI is an audiovisual design and integration company headquartered in New York City, serving clients around the country.



Top Projects: Noteworthy Installs From Top 50 Integrators



James Madison University, Harrisonburg, VA IVCi

James Madison University (JMU) strives to be an innovator in higher education. As such, it endeavored to create a "classroom of the future" known as the X-Lab. To engage students in active learning, the lab was intended to be a catalyst for creativity, rather than a traditional, instructor-led environment.

To start, JMU reached out to Cisco, which then contacted IVCi. IVCi began the project with a needs assessment to determine requirements. To bring the proposed vision to life, IVCi presented its solution using 3D visualization technology. This enabled the JMU team to experience a simulated walkthrough of the space, which helped them make design decisions before construction.

The final solution included telepresence, optimal audio and visual capabilities, virtual collaboration, and in-room collaboration between individuals and groups. The X-Lab has succeeded in garnering favorable reviews.

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Diagram Key:

- HDMI
- CAT5e/6/6a
- Serial (RS-232 Control)
- IR

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