



	BP Partner	Description	Applications	Value-Add
Video, Control & UI		Video Distribution, Automated Control, & User Interfaces built on open standards, modern control languages & processes	Commercial   Education   HOW Gov't   Retail   Large Venue	Modern Control Languages Open Standard Technology 3 <sup>rd</sup> Party Agnostic
		Camera Integration Kits   USB Extension Power, Data, AV, Control & USB over Cat	Conference Room   Live Event USB Environments Cisco/Poly Environments	USB Extension Expertise Full Line Support for Cisco/Poly On-Board FW Updates
		Multi-Format Window Processing AVoIP   KVM/Control Room Management	Large Format   Digital Signage Security   Command & Control	Digital/IP Hybrid Capabilities Mission-Critical Products
		Enterprise RF & IP Video Distribution IP-Based Visual Alert HW	Commercial   Education   HOW Bars/Restaurants	RF, IP & Hybrid Distribution Simple Control
Audio		Mass Communication HW/SW Sound Masking, DSP & Commercial Audio	Commercial   Education   Retail Industrial/Manufacturing Large Venue   HOW	Full Line of Audio Offerings Security, Safety, Performance, Functionality
		Architectural Speakers   iPad Case/Mounts Custom   Outdoor   Soundbars	Commercial   Large Venue Retail   Bar & Restaurant Architecture   Outdoor	Design to Disappear Products Complete Customization
		Amplifiers   Loudspeakers   Controllers	Commercial   Large Venue Retail   Bar & Restaurant Architecture   Outdoor	Full Line of Amplifier Solutions Full Audio Range Solutions
		Wired/Wireless Commercial Audio Ceiling Mic Array, Dante Audio	Commercial   Education   HOW Large Venue/Live Event	Industry Leader Product Design & Support
Display Technology		1-Chip, 3-Chip Laser Projection Modular Projection   Custom DVLED	Commercial   Education   HOW Large Venue   Digital Signage	Full Projection Product Suite Custom LED White Glove Services
		Single Source DVLED Solutions Fixed, Curved, Custom   Indoor/Outdoor	Commercial   Education   HOW Live Event   Digital Signage	Single Source LED Partner Local Support/Commissioning Local Stock
		Interactive Flat Panel Products Whole Room Solutions	Commercial   Education	Cost-Effective Solutions SW-Agnostic
Mount, Power & Cable		Cabling Assemblies   Bulk Cables Custom Wall Plates   HDBaseT Solutions	Commercial   Education Large Venue   Mission-Critical	US-Based Partner with Quick Lead Times & Competitive Pricing
		Mounting, Charging, Network Connection & Protection for iPad	Commercial   Large Venue Retail   Bar & Restaurant	Hold. Charge. Protect. Connect.
		Cost-effective Commercial Mounting LCD, Digital Signage, DVLED Solutions	Commercial   Education Digital Signage	Cost-Effective Solutions Custom Signage/LED Solutions
		UPS Systems   Power Distribution Lithium Ion, Controllable Solutions	Commercial   Education Large Venue   Mission-Critical	US-Based Partner for AV/IT Lithium-Based Product Line