







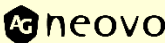






	BP Partner	Description	Applications	Value-Add
Video, Control & UI		Video Distribution, Automated Control, & User Interfaces built on open standards, modern control languages & processes	Commercial Education HOW Gov't Retail Large Venue	Modern Control Languages Open Standard Technology 3 rd Party Agnostic
		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
Display Technology		I-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