



BP Partner	Territory	Description	Value-Add
Video, Control, UI & AI 	IA NE Rockies	Camera Integration Kits USB Extension Power, Data, AV, Control & USB over Cat	USB Extension Expertise Full Line Support for Cisco/Poly On-Board FW Updates
	IA NE	Multi-Format Window Processing AVoIP KVM/Control Room Management	Digital/IP Hybrid Capabilities Mission-Critical Products
	IA NE	Enterprise RF & IP Video Distribution IP-Based Visual Alert HW	RF, IP & Hybrid Distribution Simple Control
	IA NE	Hall Research Product Family Atrona Hall Technologies	Complete Suite of Signal Extension Solutions
	IA NE	AI & IoT Camera Solutions Conference Rooms Live Event AI	Commercial-Grade Camera Solutions with Intelligent AI
Commercial Audio 	IA NE	Architectural Speakers iPad Case/Mounts Custom Outdoor Soundbars	Design to Disappear Products Complete Customization
	IA NE	Amplifiers Loudspeakers Controllers	Full Line of Amplifier Solutions Full Audio Range Solutions
Display Technology 	IA NE	1-Chip, 3-Chip Laser Projection Modular Projection Custom DVLED	Full Projection Product Suite Custom LED White Glove Services
	IA NE Rockies	Single Source DVLED Solutions Fixed, Curved, Custom Indoor/Outdoor	Single Source LED Partner Local Support/Commissioning Local Stock
	IA NE	Interactive LCD Commercial LCD Panels Commercial LED Solutions 4K Projection	Full Technology Suite of Visual Display Solutions
	IA NE	LCD, Digital Signage, DVLED Solutions	Digital Kiosks DVLED Bundles
Mount, Power & Cable 	IA NE	Cabling Assemblies Bulk Cables Custom Wall Plates HDBaseT Solutions	US-Based Partner with Quick Lead Times & Competitive Pricing
	IA NE	Mounting, Charging, Network Connection & Protection for iPad	Hold. Charge. Protect. Connect.
	IA NE	Cost-effective Commercial Mounting LCD, Digital Signage, DVLED Solutions	Cost-Effective Solutions Custom Signage/LED Solutions
	IA NE	UPS Systems Power Distribution Lithium Ion, Controllable Solutions	US-Based Partner for AV/IT Lithium-Based Product Line

