

# TOP 50 2011

SYSTEMS CONTRACTOR NEWS

# SCN

The year 2011 will be remembered for many things—extreme weather, extreme politics, some guy named Bieber—but one thing it won't be remembered for is the barely attended film *Arthur*. In this forgettable remake of the Dudley Moore classic, our hero is suddenly forced to get a job. Browsing the classifieds, he lands on a familiar employment opportunity.

"Professional systems integrator?" Arthur exclaims. "Who would want to do systems integration as a hobby?"

Our guess is that many on the annual SCN Top 50 Systems Integrators list would be happy to answer that question. While "hobbyist" is hardly the right word to describe those on this benchmark-setting list, it's no small coincidence that many who made the cut actually began as hobbyists.

When your profession is also your passion, it shines through in your work. The dedication and enthusiasm of all involved in this industry is unrivaled. That's why, even during challenging economic times, the AV industry continues to thrive. It is comprised of passionate, inventive, dedicated, resourceful individuals. And while systems integration may not sound sexy to a Hollywood screenwriter, hey, that movie was really, really lame.

So, with that, SCN presents the 2011 Top 50 Systems Integrators in the U.S. and Canada, ranked here by projected systems integration revenue for 2011. As some companies are also involved in other segments of AV business, we ask entrants to separate their commercial AV systems installation revenue from total revenue.

As always, Top 50 submissions are voluntary. The chart ranks those willing to share their internal numbers to establish an industry snapshot. While the bottom line is important, the Top 50 chart is only one way to view an industry where success is determined by more than mere numbers. There is much to learn from how every company operates, and we look forward to continuing to provide the commercial AV business with an in-depth look at the inner workings of its finest companies in 2012.

—Chuck Ansbacher

2010 TOTAL REVENUE/  
2010 REVENUE FROM  
COMMERCIAL AV SYSTEMS  
INSTALLATIONS

PROJECTED 2011 TOTAL  
REVENUE/PROJECTED  
2011 REVENUE FROM  
COMMERCIAL AV SYSTEMS  
INSTALLATIONS

NUMBER OF 2011  
INSTALLATIONS/  
FULL-TIME EMPLOYEES/  
COMPANY LOCATIONS/  
YEARS IN BUSINESS

PRIMARY SERVICES OFFERED/  
PRIMARY PRODUCT LINES OFFERED

1	2	3	4	5	6	7	8	9	10
<b>1 AVI-SPL</b> Tampa, FL   866-559-8197   <a href="http://avispl.com">avispl.com</a>									
\$506M/\$314M	\$550M/\$360M	5,180/1,500/32/32	Professional AV integration services, telepresence and video conferencing, digital media systems, control rooms and network operations centers, hotel rental services, event staging and production./Over 700 different product lines.						
<b>2 MICROTECH</b> Vienna, VA   703-891-1073   <a href="http://microtech.net">microtech.net</a>									
\$331.1M/\$276.6M	\$420M/\$330M	More than 200/450/6/7	Provides technology services, systems integration, product solutions, unified communications and collaboration, cloud computing, and innovation and integration to commercial enterprises and the public sector./Draper, Da-Lite, BIAMP, Christi Digital, Logitech/LifeSize, Adtran, Extron, Jupiter, Planar, AMX, Crestron, Renkus-Heinz, Lutron, BIAMP, Samsung, Panasonic, etc.						
<b>3 WHITLOCK</b> Richmond, VA   800-726-9843   <a href="http://whitlock.com">whitlock.com</a>									
\$148M/\$148M	\$200M/\$200M	2,000/500/25/55	Global AV solutions provider offering AV integration, enterprise standards, unified communications, telepresence/videoconferencing, digital media and signage networks, visualization/simulation, and a full array of managed services./Cisco, Polycom, LifeSize, Vido (for unified communications, telepresence, videoconferencing), Crestron, AMX, Extron, SMART, Christie, NEC, Haivision, Panasonic, and many more.						
<b>4 AVI SYSTEMS</b> Minneapolis, MN   <a href="http://avisystems.com">avisystems.com</a>									
\$90.1M/\$90.1M	\$100M/\$100M	1,600/250/14/37	AV and conferencing systems integration and support./Cisco, Polycom, Crestron, Extron, Hitachi.						
<b>5 DIVERSIFIED SYSTEMS</b> Kenilworth, NJ   <a href="http://divsystems.com">divsystems.com</a>									
\$105M/\$93M	\$115M/\$98M	600/155/7/18	Multi disciplined AV integrator with extensive experience in multiple markets, including AV presentation systems, translation systems, broadcast TV systems, MAM solutions, IPTV, RF systems, digital signage, and remote monitoring solutions./Crestron, Harris, Sony, Evertz, Christie Digital, NEC, AMX, Epson, Barco, Digital Projection Inc.						
<b>6 ELECTROSONIC</b> Burbank, CA   1-888-343-3604   <a href="http://electrosonic.com">electrosonic.com</a>									
\$113M/\$90M	\$123M/\$95M	675/400/15/47	Integrated AV systems, including technical design, maintenance, and operational support./Hundreds of manufacturers represented.						
<b>7 TECHNICAL INNOVATION</b> Atlanta, GA   770-441-5102   <a href="http://technical-innovation.com">technical-innovation.com</a>									
\$81.6M/\$75.5M	\$94M/\$87M	1,500/236/2/74	Design and build AV integration, enterprise video and audio conferencing, managed and customer support services, broadcast equipment procurement, broadcast system design and integration, control room design and integration, houses of worship./All major AV industry manufacturers.						
<b>8 HB COMMUNICATIONS</b> North Haven, CT   800.243.4414   <a href="http://hbcommunications.com">hbcommunications.com</a>									
\$95M/\$80M	\$100M/\$85M	950/300/4/65	Unified communications, AV system integration, broadcast video, video conferencing, and hosting digital signage./Cisco, Polycom, Crestron, Avid, Extron, VBrick, Christie Digital, Sony, Panasonic, Sonic Foundry, Avid, AMX, Barco.						
<b>9 XEROX AUDIO VISUAL SOLUTIONS</b> Norcross, GA   <a href="http://xeroxaudiovisual.com">xeroxaudiovisual.com</a>									
\$85M/\$76M	\$80M/\$72M	1,500/150/11/30	Design, engineering, installation, service, and training of audio visual, videoconferencing, and digital signage systems./NEC, Epson, Mitsubishi, Hitachi, Tandberg, Polycom, Lifesize, AMX, Crestron, Chief, Extron, Smart.						
<b>10 VIDEO CORPORATION OF AMERICA</b> Somerset, NJ   732-545-8000   <a href="http://vca.com">vca.com</a>									
\$61.5M/\$58M	\$66M/\$64M	1,700/115/3/40	Sales, installations, engineering, project management, and services of AV, broadcast, post-production, and studio projects./Polycom, Avid, Sony, Autodesk, Harris, Ross, NEC, Panasonic, Crestron, VBrick, Extron, Cisco, Christie, Sharp, Tecom.						

## Profiles

### Tierney Brothers

Tierney Brothers is a leading provider of audio and visual communication solutions, including SMART Board interactive whiteboards, digital signage, and video conferencing. Tierney Brothers differentiates itself by offering not only professional integration services, but also



industry certified training, professional development, and factory authorized, local support. Customers include public and private businesses, K-12 schools, higher education institutions, government agencies, and houses of worship.

### Advanced AV

Since its establishment in 1985, Advanced AV has demonstrated a commitment to long-term customer relationships, and constant training and growth opportunities for its industry-leading personnel. Advanced AV has long proven its dedication to transforming clients' technology objectives into reality. Today its engineered systems can be found in boardrooms, conference centers, classrooms, auditoriums, and many other venues that have benefited from the company's sound, video, and networking expertise. Headquartered in West Chester, PA, Advanced AV has evolved with the advancement of technology into a specialized integrator of professional AV systems for business, education, and government in the mid-Atlantic region of the U.S., as well as servicing clients globally.

### Sensory Technologies

Take telepresence specialization, thorough AV expertise, and information technology integration knowledge, and you get Sensory Technologies, a leading, innovative system solutions provider. Based in Indianapolis IN, the firm



has three branch offices throughout the Midwest. The firm handles AV design, engineering, integration, telepresence, distance learning, telemedicine, digital signage, streaming, and managed services solutions for markets ranging from enterprise and healthcare to government and education to retail and specialized venues. The firm's objective is to help organizations bridge gaps, exchange ideas, and grow their businesses.

**Profiles**

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2010 REVENUE FROM  
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PROJECTED 2011 TOTAL  
REVENUE/PROJECTED  
2011 REVENUE FROM  
COMMERCIAL AV SYSTEMS  
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NUMBER OF 2011  
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COMPANY LOCATIONS/  
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PRIMARY SERVICES OFFERED/  
PRIMARY PRODUCT LINES OFFERED

**11 FORD AUDIO-VIDEO** Oklahoma City, OK | 405-946-9966

\$55.6M/\$55.6M	\$63.4M/\$63.4M	490/275/8/38	Design, engineering, project management, installation, and service of professional/commercial sound, video, videoconferencing, and lighting systems./All major professional audio, video, and lighting product manufacturers.
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**12 CCS PRESENTATION SYSTEMS** Scottsdale, AZ | 480-348-0100 | ccspresentationsystems.com

\$181M/\$90.5M	\$126M/\$63M	5,000/250/25/21	Design, integrate, install, service, and train on AV equipment, videoconferencing, and control systems./NEC, Mitsubishi, Epson, Panasonic, SMART Technologies, AMX, Crestron, Altinex, Polycom, Tandberg.
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**13 IVCI** Hauppauge, NY | 631-224-7083 | ivci.com

\$75M/\$55M	\$82M/\$60M	500/175/6/16	Video conferencing design and installation, AV integration, and managed conferencing services./Cisco, Polycom, Crestron.
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**14 AUDIO VIDEO SYSTEMS** Chantilly, VA | 703-263-1002 | avsinc.net

\$36M/\$36M	\$60M/\$60M	300/135/3/20	Design, integration, and service of AV systems for command centers, conference rooms, classrooms, and more, with extensive experience with video conferencing, large screen display, and complex control systems in conventional and classified environments./AMX, Crestron, Extron, Panasonic, Tandberg, Christie, Planar, Draper, Middle Atlantic, Sony, Polycom, SMART, RGB, NEC.
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**MicroTech**

Named the 2010 Public Sector Integrator of the Year by the government contractors' magazine *Washington Professional*, MicroTech provides unified communications and collaboration (UCC), systems integration, and innovation and integration primarily to the public sector, as well as global commercial enterprises—managing half-a-million tech users daily. Based in Vienna, VA, MicroTech employs almost 450 professionals in 28 states. MicroTech partners with industry vendors like Cisco/Tandberg, Microsoft, and Vidyo to offer the latest technology in UCC solutions. Unified communications capabilities span from desktop conferencing solutions to enterprise-wide communications infrastructure.



Based in Vienna, Va, MicroTech employs 450 people in 28 states, providing unified communications and collaboration, systems integration, and innovation and integration primarily to the public sector.

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**\* Profiles**





**Washington Professional Systems**

Washington Professional Systems is a full service contractor and supplier of audio and video systems to major corporate, government, industrial, and construction clientele throughout the Mid-Atlantic States. Corporate headquarters are located in Wheaton, MD, with additional sales, engineering, and technical operations located in Mount Laurel,



*Washington Professional Systems integrated this command and control center for the Washington Metropolitan Area Transit Authority's rail operations.*



## Systems Integration

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- Sound and Audio
- Automation and Media IT
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SAN FRANCISCO  
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WASHINGTON D.C.  
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SEATTLE  
206.274.7560

www.divsystems.com

NJ. Washington Professional Systems is founded on the principle of providing the utmost in customer satisfaction to its wide range of audio, audio for video, and video systems clients. In its 26 years of successive growth, Washington Professional Systems has emerged as an undisputed leader in the supply and installation of AV systems.

**HB Communications**

HB Communications has 65 years of experience providing innovative communication solutions, exceptional service, and seamless equipment integration into



any environment. HB's experienced staff is comprised of manufacturer certified programmers, licensed technicians, and many InfoComm CTS-I and CTS-D certified people. HB focuses on unified communications, systems integration, distance learning, broadcast video, IP visual communications, streaming, and digital signage. HB's mission is to use these technologies to connect people and ideas.

**Lee Hartman and Sons**

Lee Hartman and Sons, headquartered in Roanoke, VA with offices throughout the Mid Atlantic, Ohio Valley, and Southeastern United States, is widely recognized as an industry leader in the audiovisual industry. Throughout its 75-year history, Lee Hartman and Sons has strived to be an



innovator in the design, installation, rental, and sales of AV products. Partnering with hundreds of the industry's top manufactures gives Lee Hartman and Sons the ability to design and implement AV systems to specifically meet the widely ranging needs of today's corporate, education, government, house of worship, and Fortune 500 companies. The sales associates and technicians are industry certified by the manufactures they partner with, and they continue their education and expertise with associations such as InfoComm, NSCA, PLASA, and others. They have worked with hundreds of architects, designers, and end users to supply tailored systems.

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YEARS IN BUSINESS

PRIMARY SERVICES OFFERED/  
PRIMARY PRODUCT LINES OFFERED

## 15 COMMUNICATIONS ENGINEERING **Newington, VA | 703-550-5800 | commeng.com**

\$60M/\$55M

\$65M/\$60M

200/107/2/26

Consulting, systems design, integration, service, support, training, and product sales for AV, broadcast, and multi-media./All major suppliers for broadcast, AV, and multi-media.

## 16 UNIFIED AV SYSTEMS **Atlanta, GA | 704-527-9494**

\$46.3M/\$46M

\$51M/\$51M

1,000+/116/5/33

System design, integration and service./NEC, Mitsubishi, Crestron, Extron, ClearOne, Polycom, Cisco/Tandberg, LifeSize, Da-Lite, Draper, Chief, Kramer, Sanyo, Panasonic.

## 17 SUMMIT INTEGRATION SYSTEMS **Houston, TX | 713-468-8699 | summit-sys.com**

\$56.5M/\$56.5M

\$46M/\$46M

3,100/130/7/15

AV design and installation./Mitsubishi, Epson, NEC, Samsung, Kramer, AMX, Crestron, Smart Technologies, Polycom, Cisco, LG, Draper, Da-Lite, Visix, Panasonic.

## 18 VERREX CORPORATION **Mountainside, NJ | 800-883-7739 | verrex.com**

\$35M/\$31.2M

\$51M/\$43.9M

210/180/12/65

Global design, integration, managed services, and onsite support staffing of integrated communication technologies, including conferencing, collaboration and AV systems./Cisco, Polycom, Lifesize, Crestron, Extron, AMX, NEC, Christie, Barco, Biamp, ClearOne, Revolabs, VBrick, Middle Atlantic, Liberty AV, Chief.

## 19 AVIDEX **Bellevue, WA | 425-643-0330 | avidexav.com**

\$44M/\$39M

\$47.5M/\$42.5M

650/130/4/7

AV system design, installation, programming, product sales, and service, full service AV rentals and staging, full-time AV staffing and on-site service personnel, video teleconferencing./Crestron, Christie, Polycom, NEC, Cisco, Extron, AMX, Da-Lite, Shure.

## 20 COMPVIEW **Beaverton, OR | 800-448-8439 | compview.com**

\$48.5M/\$34M

\$57M/\$40.5M

1,535/125/7/25

Design, integration, maintenance, and support of AV systems, collaboration rooms, digital signage, and videoconferencing./All major brands.

## 21 BLUEWATER TECHNOLOGIES **Southfield, MI | 1.248.356.4399 | bluewatertech.com**

\$45M/30M

\$62M/\$40M

510/143/4/27

Commercial AV systems integration, live-event staging, and national, in-store solutions and service./Crestron, Christie, Barco, Sharp, JBL, Samsung, Epson, Extron, Biamp, AMX.

## 22 ANDERSON AUDIO VISUAL **San Diego, CA | 858 503 0900 | andersonav.com**

\$36.4M/\$36.4M

\$37M/\$37M

1,850/100/5/14

Design, engineering, systems integration, and support of commercial AV applications./Crestron, AMX, Extron, Polycom, Cisco, Milestone, Premier, Da-Lite, Draper, Tannoy, JBL, Shure, NEC, Epson, Mitsubishi, LG, Samsung, ClearOne, Crown, Biamp.

## 23 DATA PROJECTIONS **Houston, TX | dataprojections.com**

\$44.7M/\$29.2M

\$51.8M/\$36.3M

1,180/153/7/24

System design and installation, product training, maintenance, and service support programs./video/audio conferencing systems, control systems, video streaming, interactive technology, projectors, document cameras, displays, and accessories.

## 24 CORBETT TECHNOLOGY SOLUTIONS **Chantilly, VA | 703-631-3377 | ctsi-usa.com**

\$27.5M/\$27.5M

\$33.5M/\$33.5M

275/115/1/41

AV and professional sound systems, healthcare, and education communication systems./Rauland-Borg, Cisco/Tandberg, Extron, Crestron, Sanyo, AMX, Shure, Daktronics, DP.



## Profiles

### Whitlock

Whitlock is a global leader in AV integration, videoconferencing solutions, and managed services. Since 1956, the company has helped clients maximize, standardize, and protect the value of their AV technology investments. Whitlock helps clients create engaging, interactive environments, including telepresence/videoconferencing rooms, digital signage networks, audi-



*Whitlock partnered with BP to implement a secure digital signage communications network, involving IPTV/video distribution and streaming to locations across the enterprise.*

toriums, collaborative classrooms and training facilities, visualization rooms, courtrooms, control rooms, and network operations centers. Whitlock also offers expansive AV managed services, including AVNOC and remote support, field services, on-site managed services, videoconferencing warranty/maintenance, and virtual and hosted video services. The company currently has 25 U.S. locations, plus a worldwide delivery partner network through the Global Presence Alliance.

### Communications Engineering Inc.

Communications Engineering Inc. (CEI) is an award-winning consulting, design, and systems integration company focused on the broadcast, AV, and multimedia industries. CEI also



offers support and training services, as well as complete field and depot maintenance services. Customers include a wide range of public and private, small, medium, and large commercial businesses, non-profits, and government agencies, both domestic and abroad. CEI has an energetic, highly motivated team focused on the success of customers' projects and welcoming the most challenging technical and programmatic issues of today's exploding broadcast, AV, and multimedia landscape.

2010 TOTAL REVENUE/ 2010 REVENUE FROM COMMERCIAL AV SYSTEMS INSTALLATIONS	PROJECTED 2011 TOTAL REVENUE/PROJECTED 2011 REVENUE FROM COMMERCIAL AV SYSTEMS INSTALLATIONS	NUMBER OF 2011 INSTALLATIONS/ FULL-TIME EMPLOYEES/ COMPANY LOCATIONS/ YEARS IN BUSINESS	PRIMARY SERVICES OFFERED/ PRIMARY PRODUCT LINES OFFERED
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## 25 THE SYSTEMS GROUP Hoboken, NJ | 201-795-4672 | tsg-hoboken.com

\$31M/\$31M	\$33M/\$33M	52/47/2/18	Media systems design engineering and systems integration for broadcast, production, post, and corporate AV environments./All major broadcast and AV product lines available through dealership, systems integrator, or VAR manufacturer agreements.
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## 26 WASHINGTON PROFESSIONAL SYSTEMS Wheaton, MD | 301-942-6800

\$48M/\$29M	\$59M/\$33M	47/44/2/24	Sales, design, consultation, installation, and service of AV systems./Crestron, AMX, Polycom, Sony, Panasonic, NEC, JVC, JBL, Meyer, Reinkus-Heinz, Community, Martin, Tannoy, EAW, Crown, Lap Gruppen, Crest, Soundcraft, Midas, Digidesign.
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## 27 SOUNDCOM SYSTEMS Cleveland, OH | 440-234-2604 | soundcom.net

\$25M/\$25M	\$31M/\$31M	680/92/4/41	Design, installation, and integration of professional sound, video, security, and control systems, as well as specialty nurse/patient hospital communication systems./All major and numerous specialty product lines.
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## 28 ADTECH SYSTEMS Sudbury, MA | 9782611077 | adtechsystems.com

\$34M/\$28M	\$36M/\$30M	500/100/3/21	AV systems integration./Mitsubishi, Epson, Sanyo, Hitachi, Christie, Crestron, Extron, Cisco, Polycom, Da-Lite, Bose, JBL, Atlas, Biamp, Samsung, Polyvision.
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## 29 ALPHA VIDEO & AUDIO Edina, MN | 952-896-9898 | alphavideo.com

\$27M/\$27M	\$30M/\$30M	400/80/1/41	Sales, design, integration, and service of AV/IT systems and digital signage solutions./CastNET Digital Signage, AJA Video, Belden, Canon, Chief, Christie Digital, Evertz Microsystems, Extron, Fujinon, Harris, JVC, Kramer, LG Electronic, Middle Atlantic, NEC, Panasonic, Polycom, Ross Video, Samsung, Sony, Telecast-Fiber, Vaddio, VBrick, ViewSonic.
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## 30 DIGITAL NETWORKS GROUP Aliso Viejo, CA | 949-428-6333 | digitalnetworksgroup.com

\$24.9M/\$24.9M	\$29.5M/\$29.5M	617/114/1/10	Full service AV design, engineering, AMX/Crestron/Extron programming, project management, installation, and support services with emphasis on IP enabled systems integration solutions./All major manufacturers.
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## Profiles

### Digital Networks Group

Along with its strategic partners, and with an emphasis on state and local government, corporate, and educational clients, Digital Networks Group



Digital Networks Group is headquartered in Aliso Viejo, CA with a full time training center where over 60 full time technicians are trained and tested.

recommends, implements, and services a broad range of integrated technology solutions for the commercial sector. Those solutions include presentation AV, interactive virtual learning, lecture capture, digital signage, streaming video, video teleconferencing, wireless networks, surveillance, and structured cabling systems. And for over 24 years, Digital Networks Group has been synonymous with completing quality installations. This is achieved by a constant emphasis on internal training and quality control. With a full time training center, over 60 full time technicians are continually trained and tested to ensure the highest level of customer care and quality possible. This intense focus on perfection and ongoing reluctance to utilize sub-contractors provides Digital Networks Group with a 94 percent customer retention rate.

### SIGNET

Founded in 1974, SIGNET is the largest privately held systems integrator in New England. SIGNET supports clients' projects by providing complete integration solutions, including design-



build, installation, training, technical support, and service. SIGNET is New England's premier integrator of mission-critical technologies with offices located in Massachusetts, Maine, and Rhode Island. SIGNET has strategic partnerships with industry leading manufacturers and suppliers, giving the company the unmatched capability to provide solutions that are innovative, flexible, scalable, and state-of-the-art. SIGNET's areas of expertise include life safety, integrated security, communications, and AV systems.

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## 31 AVITECTURE Sterling, VA | 703-404-8900 | avitecture.com

\$27.6M/\$25.3M

\$30M/\$28M

325/86/1/40

Budget analysis, system design, installation, commissioning, documentation, training, after sale service, and on-site AV staffing./Crestron, Cisco, AMX, Christie, Mitsubishi, Sharp, NEC, Polycom, Lutron, Shure, Biamp, Crown Audio, ClearOne, Draper, Da-Lite, Stewart Filmscreen, Middle Atlantic, JBL.

## 32 SPINITAR La Mirada, CA | 714 367-2900

\$34.4M/\$28.8M

\$30M/\$26M

240/115/3/25

AV and unified communication technology sales, integration, and service./Christie, Mitsubishi, AMX, Biamp, Chief, Liberty, Draper, Tannoy, Varitronics/Brady, Crestron, Extron, Sharp, NEC, Da-Lite, Middle Atlantic.

## 33 STREET AND COMPANY Richmond, VA | 804-747-7780

\$24.2M/\$21.8M

\$27M/\$24M

2,243/55/6/12

AV integration./Crestron, AMX, Extron, NEC, Epson, Sanyo, Sharp, JBL, Crown, Clearone, Tandberg, Polycom, Lifesize.

## 34 LEE HARTMAN AND SONS Roanoke, VA | 800-344-1832 | leehartman.com

\$24M/\$19M

\$28M/\$21M

35/70/4/75

AV system design integration./AMX, Christie, Crestron, Polycom, Extron, Chief, Cisco.

## 35 SENSORY TECHNOLOGIES Indianapolis, IN | 317-347-5252 | sensorytechnologies.com

\$19.9M/\$19.9M

\$20.5M/\$20.5M

570/55/4/6

AV integration, telepresence, telemedicine, distance learning, digital signage, command and control, managed services, PC telepresence service, bridging, and unified communications./Cisco, Polycom, Crestron, AMX, NEC, Hitachi, Haivision, Extron, Biamp.

## 36 ADVANCED AV West Chester, PA | 610-696-7700 | advancedav.com

\$25M/\$18.5M

\$26M/\$20M

250/85/1/26

Systems integration, unified communication, videoconferencing and Telepresence, digital signage, service and maintenance staffing, and managed services./AMX, Christie Digital, Cisco, ClearOne, Crestron, Extron, Panasonic, Polycom.

## Profiles

### Technical Innovation

Technical Innovation specializes in video-centric communication solutions delivered primarily through four business divisions: TI Presentation Technology Solutions—Empowering organizations with innovative video-centric solutions in their conference rooms, training rooms, classrooms, and across their enterprises through digital signage; TI Enterprise Visual



Headquartered in Norcross, Georgia, Technical Innovation focuses on video-centric communication solutions in four business divisions.

Communications—Providing collaborative communication applications, including TelePresence, video conferencing, and streaming across their entire enterprise; Critical Space Solutions—Delivering digital video display and content management technology that organizations use to manage their mission-critical operations in 24/7 control room environments; TI Broadcast Solutions Group—Providing digital media solutions to broadcast networks, television station groups, satellite operators, and houses of worship.

### SoundCom Systems

SoundCom Systems is a full-service integrator of sound, video, communication, and security systems for professional settings. Based in Northeast Ohio, SoundCom has more than 35 years of experience providing top-quality technical solutions, is an expert in the industry, and delivers superior customer service with ongoing technical support. SoundCom creates customized



systems for presentations, entertainment, and interpersonal communication for a variety of industries. Projects range in size from a full stadium sound system to an audio system designed for classroom lectures. They have experience with nurse/patient communication systems and paging systems for hospitals and schools. SoundCom has offices in Cleveland, Columbus, and Cincinnati, to serve the state of Ohio and the surrounding markets.

## Digital Networks Group California's # 1 AV/IT Integrator in Education

Digital Networks Group, California's # 1 AV/IT system integration for education, offers design, installation and service for network infrastructures, audio-visual systems, multimedia distribution, video surveillance, digital signage and distance learning.

Digital Networks Group - your partner for AV/IT system integration!



Digital Networks Group  
Irvine, CA



Video Surveillance



Classroom AV



Structured Cabling



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11 Goddard Irvine, CA 92618  
Phone (949) 428-6333  
Fax (949) 428-6334  
www.digitalnetworksgroup.com



Spinitar integrates higher education boardrooms like this, as well as other classrooms, conference rooms, training rooms, command and control centers, houses of worship, and more.

### Spinitar

Founded in 1986, Spinitar has been successfully designing and integrating AV and communications technology solutions into many business, government, and education applications, including classrooms, conference rooms, training rooms, command and control centers, houses of worship, and more. With strategic office locations throughout California and supporting clients nationally, Spinitar's solutions have helped customers more effectively and efficiently share and disseminate information through the use of AV and communication technology, driving better business results, improving communication with clients and employees, and saving resources and time spent within the organization.

**Profiles**

2010 TOTAL REVENUE/  
2010 REVENUE FROM  
COMMERCIAL AV SYSTEMS  
INSTALLATIONS

PROJECTED 2011 TOTAL  
REVENUE/PROJECTED  
2011 REVENUE FROM  
COMMERCIAL AV SYSTEMS  
INSTALLATIONS

NUMBER OF 2011  
INSTALLATIONS/  
FULL-TIME EMPLOYEES/  
COMPANY LOCATIONS/  
YEARS IN BUSINESS

PRIMARY SERVICES OFFERED/  
PRIMARY PRODUCT LINES OFFERED

**37 ALL PRO SOUND** Pensacola, FL | 800-925-9822 | allprosound.net

\$25M/\$15M	\$28M/\$16M	700/89/1/31	Audio and video systems integration, audio systems installation, video systems installation, theatrical lighting design and installation, and broadcast system design and installation./All major lines.
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**38 VISTACOM** Allentown, PA | 800-747-0459 | vistacominc.com

\$17M/\$17M	\$19.5M/\$19.5M	215/62/1/57	Design engineering, integration, and service./AMX, Crestron, Cisco, Polycom, NEC, SMART, Extron.
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**39 COMPREHENSIVE TECHNICAL GROUP** Atlanta, GA | 404-352-3000 | ctgatlanta.com

\$18M/\$17M	\$19.5M/\$18.2M	122/54/1/26	Design, installation, maintenance, and service of broadcast, production, and AV systems for the broadcast, post production, large venue sports, and corporate markets./ Sony, Avid Technologies, Harris, Harmonic, Ross Video, Spectra Logic.
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**40 SVT - SPORT VIEW TECHNOLOGIES** Brighton, MI | 800.521.4188

\$19M/\$19M	\$18.1M/\$18.1M	500+/70/1/56	Design, installation, operation, monitoring and service of turn-key commercial audio systems, video distribution systems, control systems, digital signage networks, conferencing, and multimedia systems, video security, and video production systems. / Video solutions, broadcast systems, audio solutions, security solutions, technical services and solutions, concert and convention centers, gaming facilities, etc.
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*Avidex provides AV integration and design in boardrooms, control rooms, call centers, distance learning rooms, and lecture halls.*

**Avidex**

Avidex specializes in the design, installation, integration, and technical support of AV equipment in boardrooms, briefing centers, worship spaces, and any other facility requiring presentation and communication media. As information technologies continue to rapidly change the AV landscape offering new and powerful capabilities for presentation needs, Avidex provides knowledgeable, reliable, and cost effective solutions that incorporate the latest in presentation and communication options. Avidex's strict focus has allowed it to refine a process of design and implementation that results in the delivery of high-quality, easy-to-use, reliable systems. The management team of Avidex represents more than 20 years of uninterrupted ownership and involvement in the AV industry.

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2010 TOTAL REVENUE/  
2010 REVENUE FROM  
COMMERCIAL AV SYSTEMS  
INSTALLATIONS

PROJECTED 2011 TOTAL  
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COMPANY LOCATIONS/  
YEARS IN BUSINESS

PRIMARY SERVICES OFFERED/  
PRIMARY PRODUCT LINES OFFERED

## 41 SNADER AND ASSOCIATES San Rafael, CA | 415-257-8480 | snader.com

\$33.5M/\$18M

\$34M/\$17.5M

175/62/4/36

AV and broadcast systems integrator and reseller performing design, integration, programming, service, and training./Sony, Panasonic, Harris, Christie Digital, Crestron, AMX, Extron, GVG, Polycom, Cisco, Autodesk, Miranda, and more.

## 42 UNITED VISUAL Itasca, IL | 1-800-780-1907 | unitedvisual.com

\$22.5M/\$17.5M

\$20M/\$17M

380/72/3/62

Design, procurement, consulting, engineering, installation, programming, and service of Pro AV, videoconferencing, digital signage, smart classrooms, and related collaborative technologies./ Over 250 manufacturer product lines, including AMX, Biamp, Christie, Cisco, Crestron, Crown, Epson, Extron, Kramer, JBL, LifeSize, Polycom, NEC, Sharp, SMART Technologies, Vidyo.

## 43 COMMUNICATIONS ENGINEERING COMPANY Hiawatha, IA | 800-377-0271 | cecinfo.com

\$26.9M/\$14

\$28M/\$16M

450/185/8/65

AV, fire/security, healthcare communications, IT, two-way communications./AMX, Atlas Sound, Berk-Tek, Biamp, Bosch, Bose, Brocade, Cisco, EMC, Emerson Network Power, EST, Extron, GE Healthcare, HID, JBL, Lenel, Meru Networks, Microsoft, Milestone, Motorola, Optoma, Polycom, Rauland, React Systems, Secure Care, ShoreTel, Shure, Sony, TE Connectivity, VMware.

## 44 SIGNET ELECTRONIC SYSTEMS Norwell, MA | 781.871.5888 | signetgroup.net

\$26.9M/\$14M

\$28M/\$15M

850/130/3/38

Full system integration, IP integration, communications, healthcare communications, life safety, integrated security, and service./Rauland, Bosch, Hirsch, EST, Genetech, NEC, Biamp, Crestron.

## 45 TELE-MEASUREMENTS Clifton, NJ | 973-473-8822 | tele-measurements.com

\$13.5M/\$13.5M

\$15M/\$15M

250/45/1/40

AV system design and integration; equipment sales, service, and rentals/Sony, Panasonic, Sharp, Smart.

## 46 TOTAL VIDEO PRODUCTS Mickleton, NJ | 800 447 0920 | totalvideoproducts.com

\$18M/\$12.5M

\$19M/\$13.5M

289/35/1/22

AV systems installation and design, support and preventative maintenance, integration of telecommunications, digital signage, and professional video systems./Epson, Extron, Crestron, AMX, NEC, Panasonic, Sony, Harman Pro Audio, Smart Technologies, Polycom Cisco/Tandberg.

## 47 TIERNEY BROTHERS Minneapolis, MN | 800-933-7337 | TierneyBrothers.com

\$53M/\$13.2M

\$51M/\$12.5M

800/105/2/34

AV integration, professional development, and systems support./SMART, Epson, Polycom, Cisco, SAFARI Montage, HP, Crestron, Extron, InFocus, Panasonic, Mitsubishi, Sanyo, Chief, Samsung.

## 48 NOR-COM Hebron Kentucky | 859-689-7451 | nor-com.com

\$13.1M/\$13.1M

\$13.5M/\$12M

356/44/1/40

Digital signage, telephony performance, sound RF distribution, and video teleconferencing./Cisco, Polycom, Scala, Tightrope Media Systems, NEC, LG.

## 49 STRATEGIC CONNECTIONS Raleigh, NC | 800-255-5664 | Strategicconnections.net

18.5M/\$10M

\$20M/\$12M

75/90/4/13

AV, sound, lighting, cabling, and security./Biamp, Crown Martin Audio, JBL, Yamaha, Extron, Eiki, Orrion, EV, ClearCom, Digico, A&H, Strand, Applied, Lowell, AMP, Pelco, Cisco.

## 50 AVDB GROUP Phoenix, Arizona | 480.219.0080 | avdb-group.com

\$8.7M/\$8.7M

\$12M/\$12M

150/30/4/5

AV control, lighting, and design./L-Acoustics, Christie, Sanyo, Extron, Yamaha, JBL, Crown, Shure, Crestron, Panasonic, Bosch.

## Profiles

### Alpha Video and Audio

With more than 40 years of experience, Alpha Video and Audio has established itself as a worldwide leader in the design, integration, and support of custom visual communications solutions for a variety of



markets, including broadcast, corporate, sports, gaming, government, and education. The same spirit of innovation that led Alpha Video and Audio to develop CastNET digital signage software, enables the company to design unique solutions for presentation systems, video conferencing, HD production, digital signage, IP video, and digital surveillance. As AV and IT technologies converge, Alpha Video will continue to push the boundaries of what a visual communications integrator can provide.

### SVT

SVT provides the design, installation, management, and service of turnkey technology solutions. These services include commercial audio systems, video distribution systems, control systems, digital signage networks, conferencing and multimedia systems, and video security



and video production systems. Our team consists of industry certified engineers with years of experience in the design and commissioning of the products we specify. SVT employs over 100 technicians, with operations in dozens of locations throughout North America.

### Video Corporation of America

Video Corporation of America (VCA) is a premium systems integrator of end-to-end communications systems. From acquisition and content creation systems to post-production, broadcast, and display, VCA provides integrated custom and pre-configured solutions that scale to meet the needs of each client and project. VCA designs, engineers, builds,



deploys, and services systems that allow clients to communicate globally, faster, more affordably, and with greater impact. VCA has a long, proud history as one of the first AV, IT, and broadcast integrators of many systems types—video conferencing, audio conferencing, telepresence, streaming, digital signage, TV studios, non-linear editing, special effect systems, 3D modeling, and animation.