

Customer Profile

K-12 Education

- Public
- Private
- Charter

Higher Education

- 4 Year Public
- 4 Year Private
- 2 Year Community College

School Name

Centralized Decentralized

Decision Maker

Title

Number of Students

x 100 or 160 = Potential IT \$

Office #

Cell #

Email Address

Note: Remember Who, Who, What and Where.

A | COMPUTING SOLUTIONS

Decision Maker Title Office # Cell #
 Email Address Opportunity + \$ Amount Timeline

- 1 **ACCESSORIES** Belkin C2G CaseLogic Kensington Targus
- 2 **ANTIVIRUS** AVG BitDefender McAfee Norton Palo Alto Panda Security Sophos Symantec Total Defense
Trend Micro
- 3 **DESKTOPS** **Howard** Acer Dell HP Lenovo NComputing
- 4 **MANAGEMENT SOLUTIONS** Faronics Hayes Symantec
- 5 **MOBILE PRESENTATION & CHARGING STATIONS** **Howard** Anywhere Cart Aver Balt Blackbox Bretford Copernicus
Datamation Earthwalk Ergotron Kwikboost LocknCharge Luxor PowerGistics Spectrum
- 6 **NOTEBOOKS & TABLETS** **Howard** Acer Asus Dell Fujitsu HP Lenovo Microsoft Samsung Toshiba
- 7 **PRINTERS (2D & 3D)** 3D Systems Brother Dell HP Kyocera Lexmark Makerbot OKI Xerox
- 8 **REFURBS** Charge Carts Computers Document Cameras Monitors Notebooks Servers Storage Tablets

B | AUDIOVISUAL & INSTRUCTIONAL SOLUTIONS

Decision Maker Title Office # Cell #
 Email Address Opportunity + \$ Amount Timeline

- 1 **AUDIO SOLUTIONS** AMX Audio Enhancement Crestron Elmo Frontrow Harman LightSpeed
- 2 **BROADCASTING** NewTek Panasonic Sony
- 3 **CABLES** C2G Comprehensive Liberty Cable MonoPrice West Penn
- 4 **CONTROL SYSTEMS** Crestron Extron FrontRow Kramer SP Controls
- 5 **DOCUMENT CAMERAS** Aver Boxlight Elmo Epson HoverCam Lumens Qomo
- 6 **FURNITURE** CEF Middle Atlantic Spectrum Industries VFI Worthington Direct
- 7 **INTERACTIVE CLASSROOM SOLUTIONS** BenQ Boxlight Epson Interactive Projectors Qomo
- 8 **INTERACTIVE TOUCHSCREEN LCDS** Aver Boxlight Cleartouch HoverCam Newline Promethean Qomo Sharp
Viewsonic Wacom
- 9 **INTERCOMS, BELLS & PAGING SYSTEMS** Audio Enhancement Extron FrontRow Harman
- 10 **LECTURE CAPTURE** Audio Enhancement Crestron Extron FrontRow Lumens VBrick
- 11 **MIXERS & MICROPHONES** AKG Allen & Heath Presonus Shure Soundcraft

Customer Profile

Contracts

BuyBoard
 NASPO ValuePoint
 NASPO ValuePoint
 Data Communitcations
 NCPA
 TIPS/TAPS

E-Commerce

E-Procurement System

Process To Get On

Punchout

Yes No

Director of Purchasing

Tech Buyers



B | AUDIOVISUAL & INSTRUCTIONAL SOLUTIONS (cont'd)

- 12 **MONITORS & DISPLAYS** LG NEC Panasonic Planar Samsung Sharp Sony Viewsonic
- 13 **MOUNTS** Chief Peerless Premier Mounts
- 14 **PROJECTORS** BenQ Boxlight Casio Christie Epson Hitachi InFocus NEC Panasonic Sony Toshiba Viewsonic
- 15 **PROJECTOR SCREENS** Da-Lite Draper
- 16 **SPEAKERS & AMPS** Audio Enhancement Crest Crestron Crown Danley Extron JBL Lab Gruppen Peavey Renkus Heinz Tannoy
- 17 **STUDENT RESPONSE SYSTEMS** Boxlight
- 18 **VIDEO ACCESSORIES** Chief Crestron Da-Lite Draper Extron Kramer
- 19 **VIDEO CAMERAS** Audio Enhancement Axis Hitachi Panasonic Sony Vaddio
- 20 **VIDEO CONFERENCING** Cisco Lifesize Polycom Zoom
- 21 **WIRELESS INTERACTIVE PADS** Elmo Qomo



C | NETWORKING INFRASTRUCTURE SOLUTIONS

Decision Maker Title Office # Cell #
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- 1 **BACKUP & REPLICATION** CommVault Cybernetics Exagrid HPE Quest Rubrik SpectraLogic Unitrends Veeam VmWare Zerto
- 2 **BANDWIDTH MANAGEMENT SOLUTIONS** Allot
- 3 **CONTINUITY SOLUTIONS** Cisco
- 4 **COOLING, LAN STORAGE & POWER PROTECTION PRODUCTS** APC Tripp Lite
- 5 **DISASTER RECOVERY PRODUCTS** **Howard** Dell EMC Veeam VMware
- 6 **EMAIL ARCHIVING SOLUTIONS** Arcmail Barracuda
- 7 **HYPERCONVERGED** Dell EMC HPE HVE NetApp Nutanix
- 8 **MOBILE DEVICE MANAGEMENT** AirWatch Filewave GoGuardian Lenovo Lightspeed MobileMind Securly
- 9 **NETWORK ACCESS CONTROL** Bradford Extreme Impulse Point
- 10 **NETWORK INFRASTRUCTURE** Broadcom Cisco Extreme HPE Ruckus
- 11 **NETWORK SECURITY** Fortinet iBoss Lightspeed Palo Alto Securly
- 12 **SECURITY SOLUTIONS** Barracuda BitDefender Fortinet Juniper McAfee Panda Security Radware Sophos Symantec
- 13 **SERVERS** **Howard** Fujitsu HPE HVE IBM Lenovo

Customer Profile

E-Commerce (cont'd)

Main Reseller of Choice

Premier Website

Yes No

APP Page

Yes No

Notes



C | NETWORKING INFRASTRUCTURE SOLUTIONS (cont'd)

- 14 **STORAGE** Buffalo Dell EMC HVE Overland Tegile
- 15 **VOIP** Cisco Digium Polycom Vertical Zultys
- 16 **WIRELESS** Aerohive Aruba Cisco Extreme Fortinet HP Mojo NetGear Riverbed Ruckus Ubiquiti



D | VIRTUALIZATION

Decision Maker Title Office # Cell #
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- 1 **BACKUP & DATA RECOVERY** Barracuda Nakivo Unitrends Veeam Zerto
- 2 **CLOUD** AWS Greencloud Microsoft
- 3 **DESKTOP VIRTUALIZATION** Citrix HVE NComputing VmWare
- 4 **SERVER VIRTUALIZATION** Citrix HVE Microsoft Overland VmWare
- 5 **SERVERS** **Howard** Dell HPE HVE Lenovo Nutanix
- 6 **SOFTWARE-DEFINED STORAGE** DataCore VmWare
- 7 **STORAGE** Dell EMC HPE HVE Lenovo Overland QNAP Synology
- 8 **VDI** Citrix Dell HVE Inuvika LG NComputing VmWare



E | PHYSICAL SECURITY

Decision Maker Title Office # Cell #
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- 1 **ACCESS CONTROL** AMT Assa Abloy Avue Technologies Axiad Axis Bosch Cisco Genetec GeoVision Ipulse ISONAS Kantech Keyscan Salto Seneca
- 2 **CLOUD** AMT Axiad Brivo Feenics Genetec IView Kantech Prodatakey
- 3 **CONTROL SYSTEMS** Crestron Extron FrontRow Kramer SP Controls
- 4 **DISPLAYS** Avue Technologies Bosch Hikvision LG NEC Panasonic Planar Samsung Sharp Sony ViewSonic
- 5 **ENCODERS** Axis Bosch Cisco Geovision Hikvision Panasonic Plustek Vivotek

Customer Profile

Notes



E | PHYSICAL SECURITY (cont'd)

- 6 **MOUNTING & ACCESSORIES** Avue Technologies Axis Bosch C2G Cisco Computer Security Products Control CP Technologies Dotworkz Geovision Hikvision Kensington Panasonic Q-See Ubiquiti Networks Vivotek
- 7 **STORAGE** Avue Technologies Axis Bosch Cisco CP Technologies Exacq Genetec Hikvision IPConfigure Lexmark Milestone Systems Panasonic Pivot-3 Plustek Q-See Seneca SoleraTec TRENDnet Ubiquiti Networks ViewZ Vivotek
- 8 **SUPPORTING INFRASTRUCTURE** Altronix Audio Enhancement Bosch Cisco ComNet Computer Security Products CP Technologies EnGenius FluidMesh Networks GeoVision Hikvision Key Digital MicroSerni Q-See Revo Seneca TRENDnet Ubiquiti Networks
- 9 **VIDEO MANAGEMENT SOFTWARE** Axis Bosch Cisco CP Technologies Dahua Exacq Genetec Geovision Hikvision IPConfigure Key Digital Milestone Systems OnSSI Panasonic SoleraTec TRENDnet Ubiquiti Networks Vivotek
- 10 **VIDEO STREAMING** Crestron Extron Vbrick
- 11 **VIDEO SURVEILLANCE** Assa Abloy Audio Enhancement Avue Technologies Axis Bosch Cisco CP Technologies Genetec Geovision Hikvision Milestone Panasonic Q-See Revo Salto TRENDnet Ubiquiti Networks
- 12 **WIRELESS** Aruba Avue Technologies Axis Cisco CP Technologies EnGenius Fluidmesh Hikvision Revo Riverbed Ruckus TRENDnet Ubiquiti Networks



F | KIOSKS & DIGITAL SIGNAGE

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- 1 **CONTENT MANAGEMENT SOFTWARE** Hiperwall Hypersign RevelTV Signage Live Visix
- 2 **DIGITAL OUTDOOR SIGNS & SCOREBOARDS** Daktronics
- 3 **INDOOR KIOSK** Howard
- 4 **LARGE FORMAT DISPLAYS** LG Panasonic Planar Samsung Sharp Sony Viewsonic
- 5 **MEDIA PLAYERS** BrightSign Viewsonic Vivitech
- 6 **MOUNTS & MOUNTING BRACKETS** Chief Peerless Premier Mounts
- 7 **OUTDOOR KIOSK** Howard
- 8 **THROUGH-THE-WALL KIOSK** Howard
- 9 **TABLETOP KIOSK** Howard

Customer Profile



G | SOFTWARE SOLUTIONS

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- FEATURED** Adobe Autodesk Microsoft MobileMind Norton Panda Security VmWare
- ANIMATION & 3D** Autodesk Smith Micro ToolFarm
- ANTIVIRUS** AVG BitDefender McAfee Norton Panda Security Sophos Symantec Total Defense Trend Micro
- BACKUP, RECOVERY & UTILITY** Acronis Nakivo Symantec
- CHROMEBOOK-ENABLING SOFTWARE** Neverware
- COLLABORATION & PRODUCTIVITY** Carbonite Corel Nuance
- COURSEWARE & TRAINING** Absolute CA Data Motion
- CREATIVITY, DESIGN & PAGE LAYOUT** Adobe Corel Nuance
- HIGHER EDUCATION** Access Data Design Science Maplesoft
- IT & NETWORK MANAGEMENT** CA Ivanti Juniper Netmotion
- K-12 EDUCATION** Alive Studios Fishtree Hapara Widgit
- MUSIC & VIDEO** Adobe Avid Roxio Sony Creative TechSmith
- PROGRAMMING & WEB DEVELOPMENT** Adobe Microsoft
- REPLICATION** Dell EMC Rubrik Veeam VmWare Zerto
- SECURITY** Absolute CA Data Motion GoGuardian Palo Alto
- VIRTUALIZATION** Devolutions Nexenta Parallels VmWare



H | PROFESSIONAL SERVICES

Decision Maker Title Office # Cell #
Email Address Opportunity + \$ Amount Timeline

- CONSULTING** Network Assessments Outsourced Labor Wireless Surveys
- INSTALLATION & DESIGN SERVICES** Audiovisual & Computing Cabling Distance Learning & Video Conferencing
Network & Data Centers Wireless Access
- MANAGED SERVICES** E-Rate Eligibility IT Outsourcing Network Consulting Onsite Technicians
- PHYSICAL SECURITY & VIDEO SURVEILLANCE SERVICES** Aver Axis Cisco Lumens Milestone Panasonic Salto
- PROFESSIONAL DEVELOPMENT/TRAINING** Curriculum Training Instructional Technologies 21st Century Classrooms - MobileMind
- PROGRAMMING SERVICES** Control Systems Video Conferencing
- SUPPORT SERVICES** Custom Imaging HTTP OnCall Technology Management

Customer Profile



I | ACCESSORIES & EVERYDAY ESSENTIALS

Decision Maker Title Office # Cell #
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- 1 **ADAPTERS** Acer Belkin Elmo HP Lexmark NEC Tripp Lite
- 2 **BATTERIES** Aluratek Belkin Canon Duracell Energizer
- 3 **BAGS & CASES** Belkin Brenthaven CaseLogic Greensmart Gumdrop Higher Ground Incase MaxCases
Mobile Edge Tucano
- 4 **CABLES** C2G Comprehensive Liberty Cable MonoPrice West Penn
- 5 **CAMERAS** Canon FujiFilm Olympus Panasonic Sony
- 6 **FLASH DRIVES** Centon Corsair Imation Lexar SanDisk Verbatim
- 7 **HARD DRIVES** Buffalo SeaGate Verbatim Western Digital ioSafe
- 8 **HARDWARE** Cameras Camcorders Ink Keyboards Mice & Pointing Devices Monitors Power Devices Printers
Projectors Scanners Toner Accessories
- 9 **KEYBOARDS & MICE** Belkin HP Logitech NEC Razer
- 10 **LIGHTING** **Howard**
- 11 **MEMORY** Acer AMD Axiom Cisco Christie Epson
- 12 **MONITORS** LG NEC Panasonic Planar Samsung Sharp Sony Viewsonic
- 13 **MOUNTS** Chief Peerless Premier Mounts
- 14 **NETWORKING** Adapter Bridges Cables Cards Hubs IP Telephony Modems Routers Security Devices
Switches Video Conferencing Products WAPs Accessories
- 15 **PRINTERS, TONER & INK** 3D Systems Brother Canon Dell HP Kyocera Lexmark Makerbot OKI PCI
Xerox
- 16 **SOFTWARE** Networking Office Productivity Operating Systems Security Utilities
- 17 **SOLUTIONS** Disaster Recovery Interactive Classrooms Networking Security
- 18 **STORAGE** Adapters Cables CD/DVD Removable Media Enclosures Flash Drives RAID Arrays Accessories
- 19 **SYSTEMS** Desktops Notebooks Presentation Carts Servers Tablets



J | PRO DEVELOPMENT | TEACHING & LEARNING

Decision Maker Title Office # Cell #
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- 1 **FUSION** **Howard** Audio Enhancement MobileMind StemFuse zSpace