

Our vision and strategy

HOWARDedu | We do IT

THE ONE-STOP-SHOP



- A. COMPUTING SOLUTIONS
- B. AUDIO VISUAL & INSTRUCTIONAL SOLUTIONS
- C.1 NETWORKING INFRASTRUCTURE SOLUTIONS
- C.2 NETWORK VIDEO SOLUTIONS
- C.3 VIRTUALIZATION
- D. SOFTWARE
- E. AUDIO VISUAL & PROFESSIONAL SERVICES
- F. ACCESSORIES AVAILABLE VIA OUR WEBSITE

A | COMPUTING SOLUTIONS

1. **DESKTOPS:** Acer, Dell, Howard, HP, Lenovo & NComputing Multi-user Technologies
2. **NOTEBOOKS, CHROMEBOOKS & TABLETS:** Acer, Asus, Dell, Fujitsu, Howard, HP, Lenovo, Microsoft, Samsung & Toshiba
3. **MANAGEMENT SOLUTIONS:** Altiris, Faronics & Kaspersky
4. **ANTIVIRUS:** See (D | SOFTWARE)
5. **MOBILE PRESENTATION & CHARGING STATIONS:** Anthro, Aver, Balt, Blackbox, Bretford, Copernicus, Datamation, Earthwalk, Ergotron, Howard, Kwikboost, PowerGistics & Spectrum
6. **REFURBS:** School Tech Supply: Charge Carts, Computers, Doc. Cameras, Monitors, Notebooks, Servers, Storage & Tablets
7. **BELKIN:** Accessories
8. **2D PRINTERS & 3D PRINTERS:** 3D Systems, Brother, Dell, HP, Kyocera, Lexmark, Makerbot, OKI & Xerox
9. **NEW KIOSK SOLUTIONS:** Howard

B | AUDIO VISUAL & INSTRUCTIONAL SOLUTIONS

1. **INTERACTIVE CLASSROOM SOLUTIONS:** BenQ, Epson, Interactive Projectors & Mimio
2. **INTERACTIVE TOUCHSCREEN LCDS:** Cleartouch, MimioDisplay, Qomo, Sharp, Viewsonic & Wacom
3. **WIRELESS INTERACTIVE PADS:** Elmo, Mimio & Qomo
4. **PROJECTORS:** BenQ, Casio, Christie, Epson, Hitachi, InFocus, NEC, Panasonic, Sanyo, Sony, Toshiba & Viewsonic
5. **PROJECTOR SCREENS:** Da-Lite & Draper
6. **DOCUMENT CAMERAS:** Aver, Elmo, Epson, Lumens, Mimio & Qomo
7. **STUDENT RESPONSE SYSTEMS:** Mimio
8. **AUDIO SOLUTIONS:** Cetacea, Frontrow, Howard Custom Solutions & Panasonic
9. **CONTROL SYSTEMS:** Crestron, Extron, FrontRow, Kramer & SP Controls
10. **LECTURE CAPTURE:** Crestron, Extron, FrontRow & VBrick
11. **MOUNTS:** Chief & Premier Mounts
12. **CABLES:** C2G, Comprehensive, Liberty Cable, MonoPrice & West Penn

TN OUTSIDE SALES **MIKE MIZER** | TN Education Sales Manager
931.472.8740 (cell)
mmizer@howard.com

TN INSIDE SALES **MIKE SCHERER** | TN Education Sales Manager
601.399.5055 (office)
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13. **FURNITURE:** CEF, Middle Atlantic, Spectrum, VFI & Worthington Direct
14. **MONITORS & TVs:** LG, NEC, Panasonic, Planar, Samsung, Sharp, Sony & Viewsonic
15. **INTERCOMS, BELLS, & PAGING SYSTEMS:** Extron & FrontRow
16. **BROADCASTING:** Panasonic & Sony
17. **INSTALLATION & DESIGN SERVICES:** Howard

C.1 | NETWORKING INFRASTRUCTURE SOLUTIONS

1. ***VOIP:** Cisco, Digium, Vertical & Zultys
2. **CONTINUITY SOLUTIONS:** Cisco
3. ***NETWORK INFRASTRUCTURE:** Brocade, Cisco, Extreme & HPE
4. ***WIRELESS:** Aerohive, AirTight, Aruba, Cisco, Extreme, HPE, Meraki, NetGear, Ubiquiti & Xirrus
5. **MDM:** AirWatch, Filewave, LanSchool & MobileMind
6. ***COOLING, POWER PROTECTION & LAN STORAGE PRODUCTS:** APC & Tripp Lite
7. **BACKUP SOLUTIONS:** Bakbone, CommVault, Cybernetics, Exagrid, HPE, SpectraLogic, Unitrends & VMware
8. ***SERVERS:** Fujitsu, Howard, HPE, IBM & Lenovo
9. **STORAGE SOLUTIONS:** Buffalo, Compellent, Overland & Tegile
10. **EMAIL ARCHIVING SOLUTIONS:** Arcmail & Barracuda
11. ***SECURITY SOLUTIONS:** Astaro, Barracuda, Fortinet, McAfee, Panda, Sophos & Symantec
12. **DISASTER RECOVERY PRODUCTS:** EMC2, Howard & VMware
13. **BANDWIDTH MANAGEMENT SOLUTIONS:** Allot
14. **NETWORK SECURITY:** Fortinet, iBoss, Lightspeed & Palo Alto
15. **NETWORK ACCESS CONTROL:** Impulse Point

C.2 | NETWORK VIDEO SOLUTIONS

1. **PHYSICAL SECURITY**
2. **ACCESS CONTROLS:** Salto
3. **VIDEO SURVEILLANCE:** Axis, Cisco, Milestone & Video Insight
4. **VIDEO STREAMING:** Extron & Vbrick
5. **VIDEO CONFERENCING:** Aver, BlueJeans, Lifesize, Lumens & Polycom
6. **DIGITAL SIGNAGE:** Viewsonic & Visix
7. **DIGITAL OUTDOOR SIGNS & SCOREBOARDS:** Daktronics

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C.3 | VIRTUALIZATION

1. **DESKTOP VIRTUALIZATION:** Citrix, HVE, NComputing, Viewsonic & VMware
2. ***SERVER VIRTUALIZATION:** Citrix, HVE & VMware

D | SOFTWARE (Request a Software Linecard to shop all brands)

1. **FEATURED BRANDS:** Adobe, Antivirus, Autodesk, Kaspersky, Microsoft, Panda Security, Quark & VmWare
2. **ANIMATION & 3D:** Autodesk, Smith Micro & ToolFarm
3. **ANTIVIRUS:** AVG, BitDefender, Kaspersky, McAfee, Panda Security, Norton, Sophos, Symantec, Total Defense & Trend Micro
4. **BIBLIOGRAPHY & REFERENCE:** Thomson Reuters
5. **DESIGN, CREATIVITY & PAGE LAYOUT:** Adobe, Corel, Nuance, (+)
6. **HIGHER EDUCATION:** Access Data, Design Science, Maplesoft, (+)
7. **K-12 EDUCATION:** Alive Studios, Fishtree, Inspiration, Widgit, (+)
8. **MUSIC & VIDEO:** Adobe, Avid, Roxio, Sony Creative, TechSmith, (+)
9. **NETWORK & IT MANAGEMENT:** CA, Heat, Juniper, Netmotion, (+)
10. **PRODUCTIVITY & COLLABORATION:** Carbonite, Corel, Nuance, (+)
11. **PROGRAMMING & WEB DEVELOPMENT:** Adobe, Microsoft, (+)
12. **SECURITY:** Absolute, CA, Data Motion, Go Guardian, Palo Alto, (+)
13. **TRAINING & COURSEWARE :** Absolute, CA, Data Motion,
14. **UTILITY, BACKUP & RECOVERY:** Acronis, Retrospect, Symantec, (+)
15. **VIRTUALIZATION:** Devolutions, Nexenta, Parallels, VmWare, (+)

E | AUDIO VISUAL AND PROFESSIONAL SERVICES

1. *** MANAGED SERVICES:** E-Rate Eligibility & Network Consulting
2. ***INSTALLATION SERVICES:** Audio Visual & Computing, Cabling, Distance Learning & Video Conferencing, Network and Data Centers & Wireless Access
3. **ONSITE TECHNICIANS & IT OUTSOURCING**

4. **PROGRAMMING SERVICES:** Control Systems & Video Conferencing
5. **SUPPORT SERVICES:** Custom Imaging, HTTP, OnCall & Technology Management
6. **TRAINING/PROFESSIONAL DEVELOPMENT:** Curriculum Training, Instructional Technologies & 21st Century Classrooms
7. **PHYSICAL SECURITY & VIDEO SURVEILLANCE SERVICES:** Aver, Axis, Cisco, Lumens, Milestone & Video Insight
8. **CONSULTING:** Network Assessments, Outsourced Labor & Wireless Surveys

F | E-COMMERCE & ACCESSORIES (howardedu.com)

1. **APP:** Approved Products Pages & Premiere Website Customization
2. **CONTRACTS:** Contract availability varies per state. Contact a sales representative for more information regarding your needs.
3. **SOLUTIONS:** Disaster Recovery, Interactive Classrooms, Networking & Security
4. **SYSTEMS:** Desktops, Notebooks, Presentation Carts, Servers & Tablets
5. **HARDWARE:** Cameras & Camcorders, Ink, Keyboards, Mice & Pointing Devices, Monitors, Power Devices, Printers, Projectors, Scanners, Toner & other accessories
6. **SOFTWARE:** Networking, Office Productivity, Operating Systems, Security & Utilities
7. ***NETWORKING:** Adapters, Bridges, Cables, Cards, Hubs, IP Telephony, Modems, Routers, Security Devices, Switches, Video Conferencing Products, WAPs & other accessories
8. **STORAGE:** Adapters, Cables, CD/DVD Removable Media, Enclosures, Flash Drives, RAID Arrays & other accessories
9. **CARRYING CASES & BAGS:** Brenthaven, CaseLogic, Greensmart, Higher Ground, Incase, Marware, Mobile Edge, STM & Tucano
10. **OFFICE SUPPLIES**



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