

Our vision and strategy

HOWARD | We do IT

THE ONE-STOP-SHOP



COMPUTING SOLUTIONS
AUDIO VISUAL & INSTRUCTIONAL SOLUTIONS
NETWORKING INFRASTRUCTURE SOLUTIONS
NETWORK VIDEO SOLUTIONS
VIRTUALIZATION

COMMUNICATIONS SOLUTIONS
SOFTWARE
INSTALLATION & INTEGRATION SERVICES
ITEMS AVAILABLE ON OUR WEBSITE
PURCHASING VEHICLES/CONTRACTS

A | COMPUTING SOLUTIONS

- 1. DESKTOPS:** Howard, Dell, Lenovo, HP, Acer & NComputing Multi-user Technologies
- 2. NOTEBOOKS, NETBOOKS, & TABLETS:** Howard, Dell, Lenovo, HP, Fujitsu, Toshiba, Acer, Microsoft Tablets, Asus & Samsung
- 3. MANAGEMENT SOLUTIONS:** Altiris, Kaspersky & Faronics
- 4. ANTIVIRUS:** Symantec, McAfee, Sophos & Kaspersky
- 5. MOBILE PRESENTATION / CHARGING STATIONS:** Howard, Datamation, Spectrum, Earthwalk, Bretford, Avermedia, Anthro, Ergotron, iRover, Blackbox, Balt & PowerGistics
- 6. REFURBS:** Computers, Tablets, Notebooks, Servers, Storage, Charge Carts, Monitors & Document Cameras
- 7. BELKIN:** Accessories
- 8. PRINTERS:** HP, OKI, Lexmark, Dell, Kyocera, Brother & Xerox
- 9. NEW 3D PRINTERS:** MakerBot & 3D Systems

B | AUDIO VISUAL & INSTRUCTIONAL SOLUTIONS

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

- 14. MONITORS & TVS:** Sony, Viewsonic, Panasonic, NEC, Sharp, Samsung, Planar & LG
- 15. INTERCOMS, BELLS, & PAGING SYSTEMS:** Extron & FrontRow
- 16. BROADCASTING:** Sony & Panasonic
- 17. INSTALLATION & DESIGN SERVICES:** Howard

C.1 | NETWORKING INFRASTRUCTURE SOLUTIONS

- 1. *VOIP:** Cisco, Digium & Vertical
- 2. CONTINUITY SOLUTIONS:** Cisco
- 3. *NETWORK INFRASTRUCTURE:** Brocade, Cisco, HP, Extreme & Avaya
- 4. *WIRELESS:** Xirrus, Aruba, Aerohive, Extreme, HP, Meraki, AirTight, Ubiquiti & Avaya
- 5. MOBILE DEVICE MANAGEMENT:** AirWatch & Filewave
- 6. *COOLING, POWER PROTECTION:** Tripp Lite & APC
- 7. BACKUP SOLUTIONS:** CommVault, Bakbone, Exagrid, SpectraLogic, HP, Unitrends, Cybernetics & Veeam
- 8. *SERVERS:** Howard, Lenovo, Fujitsu, HP & IBM
- 9. STORAGE SOLUTIONS:** Tegile, Buffalo, Overland, Compellent & EMC2
- 10. EMAIL ARCHIVING SOLUTIONS:** Barracuda & Arcmail
- 11. DISASTER RECOVERY PRODUCTS:** EMC2, VMware & Howard
- 12. BANDWIDTH MANAGEMENT SOLUTIONS:** Allot
- 13. NETWORK SECURITY:** Palo Alto, Lightspeed, Fortinet, iboss, Sophos, Barracuda & Sonicwall
- 14. NETWORK ACCESS CONTROL:** Impulse Point

C.2 | NETWORK VIDEO SOLUTIONS

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

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C.3 | VIRTUALIZATION

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

D | COMMUNICATIONS SOLUTIONS

1. **IN-VEHICLE:** Cradlepoint, Aerohive
2. **POINT-TO-POINT/MULTI-POINT:** Ubiquity

E | SOFTWARE

1. **MICROSOFT, ADOBE, QUARK, AUTODESK, VMWARE & ANTIVIRUS**
2. **AUDIO MUSIC CREATION:** Ableton, Cakewalk, Grass Valley, M-Audio, MakeMusic, Native Instruments, Roxio, Sibelius, Sony Creative & Nero
3. **VIDEO CREATION:** Avid, Adobe, Sony Creative, Autodesk Media & Entertainment, Nero, Pinnacle & Roxio
4. **ACCESSORIES:** Anoto, Belkin, Centon, DLO, iskin, Livescribe, Micro Innovation, Philips, PNY, SanDisk, Tribeca, Vistablenet & Wacom
5. **TRAINING:** Lynda.com, Total Training & Certiport

F | INSTALLATION, CONSULTING, & DESIGN SERVICES

1. *** MANAGED SERVICES:** Network Consulting & E-Rate Eligibility
2. ***INSTALLATION SERVICES:** Audio Visual & Computing, Distance Learning & Video Conferencing, plus Wireless Access, Network and Data Center & Cabling
3. **ONSITE TECHNICIANS / IT OUTSOURCING**
4. **PROGRAMMING SERVICES:** Control Systems & Video Conferencing
5. **SUPPORT SERVICES:** OnCall, HTTP, Technology Management & Custom Imaging
6. **TRAINING/PROFESSIONAL DEVELOPMENT:** Instructional Technologies, 21st Century Classrooms & Curriculum Training
7. **PHYSICAL SECURITY & VIDEO SURVEILLANCE SERVICES:** Video Insight, Milestone, Lumens, Aver, Axis & Cisco
8. **CONSULTING:** Wireless Surveys, Network Assessments & Outsourced Labor

G | ITEMS AVAILABLE ON WWW.HOWARD.COM

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

H | PURCHASING VEHICLES/CONTRACTS

1. TIPS/TAPS Computer Peripherals #1062812
2. TIPS/TAPS Networking #2072612
3. TIPS/TAPS Audio Visual #1121914
4. NCPA #01-14
5. WSCA B27165

We are also on many individual state purchasing contracts. Please contact your Howard sales representative for your specific needs.



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