

P to P

Prepare to Procure

May 1, 2011

RIT Procurement Services

475-2107

[http://finweb.rit.edu/purchasing/
purchase@rit.edu](http://finweb.rit.edu/purchasing/purchase@rit.edu)

Procuring Audio-Visual (“AV”) Services

When procuring AV services/equipment, we want to assist you in finding the best supplier to meet your needs. While the Procurement Services Office does not formally recommend a specific AV supplier, we have compiled a list of three (3) qualified firms you may want to consider for your project. Based on previous experience with each supplier, James Bober, Assistant Director/Chief Engineer, ETC Production Services at The Wallace Center, has graciously provided the following information to assist you in the selection process.

Audio-Video Corporation (AV Corp) – AV Corp is a full service company headquartered in Albany, NY with a branch office in Syracuse and a local sales rep in the Rochester area. AV Corp provides direct sales, installation, and after sales support along with a full in-house repair center. Along with providing full AV technology, they are one of the few television broadcast dealers in the upstate NY region. Their integration team is equipped to supply consultation through completion, from a classroom to a full broadcast television facility. While AV Corp is the largest of the three vendors listed, it is sometimes difficult for them to be competitive on small installations since their integration staff is not Rochester based.

Contact Information: <http://www.audiovideocorp.com>
Dave Cizenski; dcizenski@audiovideocorp.com; 315-403-1946, ext. 22

Langie Audio Visual Systems – Langie AV, a local company based in East Rochester, specializes in the industrial and educational AV market. Their local focus allows them to provide quick efficient support and installation. The company was purchased several years ago by an RIT graduate and prides themselves on hiring RIT co-ops and engineers. Langie AV offers sales, installation services and some after sales support.

Contact Information: <http://www.langieav.com/>
Ed Ali; eali@langieav.com; 585-385-4880

Toshiba Business Services – AV Solutions, a subsidiary of Toshiba Business Methods, is a Rochester based provider with offices in Buffalo and Syracuse. AV Solutions’ specialty is audio and visual integration in the educational, religious, and business community. They offer in-house integration and a full service department to provide after sales support. AV Solutions is a good fit for sound systems, classroom, auditorium, and video conferencing systems.

Contact Information: <http://www.avolutionsny.com/>
David Lindley; David.Lindley@tbs.toshiba.com; 585-427-2222

The suppliers above are provided for your consideration only. Prior to making a buying decision, please be sure to follow standard procurement procedures including the requirement to obtain three (3) competitive bids for any purchase over \$5,000. You may add additional suppliers to your bid list; you are not required to obtain quotes from the suppliers listed above.

If you have any questions about procuring AV services, contact Elliott Simpson, Buyer, at elspur@rit.edu or 475-2109. Visit the Procurement Services web site for more information about policies and procedures: <http://finweb.rit.edu/purchasing/policies/> .

