~SCN~
TOP 50 2019
SYSTEMS INTEGRATORS

BY MEGAN A. DUTTA

This year was not, unfortunately, the year an AV integration firm hit $1 billion—but we're getting closer. AVI-SPL once again took the top spot on *SCN*'s annual Top 50 list. The firm has a projected revenue of $905 million from commercial AV systems installations this year—that's $85 million more than its 2018 revenue.

The top four firms this year are the same as in the past several years: AVI-SPL holds the top spot, followed by Diversified and Whitlock, then AVI Systems. The number five spot in 2019 is occupied by Avidex, following the company's launch of a new portfolio of managed services in January. Ford Audio-Video dropped out of the top five and is number seven on the list.

New to the Top 50 for 2019 is AVMI, which landed at number 11; earlier this year, it expanded its U.S. presence with a larger office in the Tribeca district of Manhattan and added Craig Bonner as its executive vice president in the United States. Key Code Media, also new to the list, took the number 20 spot.

Mergers and acquisitions have impacted the list, which seems to be the norm these days. Interestingly, Level 3 Audio Visual, which acquired Audio Visual Resources in March, actually dropped three places, from 34 to 37.

You'll notice there are more than 50 companies on the list this year—55, to be exact. That's because there were several ties: Solotech and Electrosonic at number nine; Carousel Industries and Washington Professional Systems at number 17; USIS AudioVisual Systems, Tierney Brothers, and Spectra Audiovisual Design at number 29; and TSI Global Companies and SVT at number 39.

It's important to note that all of the *SCN* Top 50 submissions are voluntary. The information provided comes directly from the integration firms who are willing to publicly share their financials to allow our readers to get a better sense of the size of the industry.

PROJECTED 2019 REVENUE FROM COMMERCIAL AV SYSTEMS INSTALLATIONS/ PROJECTED 2019 TOTAL REVENUE IN MILLIONS	2018 REVENUE FROM COMMERCIAL AV SYSTEMS/2018 TOTAL REVENUE IN MILLIONS	NUMBER OF 2019 INSTALLATIONS/ FULL-TIME EMPLOYEES/ COMPANY LOCATIONS/ YEARS IN BUSINESS	PRIMARY SERVICES OFFERED

1 AVI-SPL   Tampa, FL | 8138857905 | http://avispl.com APEX

905/905	807/807	7,800/2,500/51/40	AVI-SPL is a digital workplace services provider that works with organizations globally to improve team collaboration and unlock new business value. They offer collaboration technology solutions and award-winning managed services and work hand-in-hand with organizations worldwide to strategize, design, deploy, manage, and support AV and UC solutions that are simple to use, scalable, serviceable, and measurable to ensure business objectives are achieved.

2 DIVERSIFIED   Kenilworth, NJ | 8447672738 | http://diversifiedus.com APEX

875/975	700/750	20,000/2,500/55/26	Diversified is enabling a digital future‚Äîconnecting people, technology, and experiences, where and when it matters most. Its global technology solutions are experienced by millions every day. Energizing crowds at the largest stadiums. Connecting global enterprise teams. Inspiring retail shoppers. Broadcasting the latest news. Supporting crises management. There isn‚Äôt a problem too big or too complicated for its teams to solve.

3 WHITLOCK   Richmond, VA | 8042739100 | http://www.whitlock.com APEX

360/360	325/325	2,500/850/21/63	Whitlock is a technology integrator with expertise in AV, video collaboration, and modern workplace solutions. Primary services include strategic planning, roadmap consulting, enterprise management, integration, and managed support. Additional expertise includes partnership in the Global Presence Alliance, workplace-as-a-service solutions, and integrated design and surroundings through a national partnership with Herman Miller.

4 AVI SYSTEMS   Minneapolis MN | 9524846036 | http://www.avisystems.com APEX

290/290	257/257	3,500/725/22/45	AVI Systems is a national leader in the design and integration of audiovisual, video conferencing, unified communications, and collaboration systems and infrastructure. In addition, the company offers a full suite of managed services including remote monitoring and management, on-site staffing, helpdesk, and on-site support.

5 AVIDEX   Bellevue, WA | 8009998590 | http://www.avidex.com APEX

167.8/190.4	148.3/171.9	3,230 /456/7/15	Backed by the industry‚Äôs most experienced and dedicated professionals, Avidex designs, builds, and supports custom audiovisual and unified communications solutions for organizations of all kinds.

6 SOLUTIONZ   Los Angeles, CA | 3105711207 | http://www.solutionzinc.com

150/150	140/140	2,152/440/18/19	Solutionz is a national AV integrator and services provider specializing in any-room design, implementation, and full coverage maintenance plans. Its services include IT, videoconferencing, cloud video, building environments, infrastructure cabling, premise security, telecommunications, security installations, managed on-site services, maintenance services, audio conferencing, and video walls/digital signage.

Q&A

What vertical markets and/ or technologies exhibited the most growth for you in 2019?

Ken Scaturro, President and COO, Yorktel
We have seen the most growth in our managed services business, particularly with our alarming and monitoring capabilities. We have also experienced tremendous growth of our Microsoft practice driven by the transition from Windows 7 to Windows 10 and the customer migrations to device as a service.

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7 FORD AUDIO-VIDEO Oklahoma City, OK | 4059469966 | http://www.fordav.com APEX

143.3/143.3	133/133	750/550/21/46	Ford AV is an engineering-based contractor/integrator that designs, installs, and services professional and commercial sound, audio-video, and lighting systems. Ford specializes in technically complex and time-sensitive projects. Ford is recognized for meeting milestones, delivering quality, and keeping our promises to the customer.

8 CCS PRESENTATION SYSTEMS Scottsdale, AZ | 4803480100 | http://ccsprojects.com

143.2/159.9	120.6/136.4	4,852/344/27/28	CCS Presentation Systems provides design, engineering, installation, training, and maintenance of audio-video equipment to businesses, schools, and government clients. Solutions include video walls, room control, interactive collaboration tools, digital projectors, LCD displays, digital signage, audio systems, and more.

9 (TIE) ELECTROSONIC Burbank, CA | 8183333600 | http://www.electrosonic.com APEX

129.3/161.1	114.2/144.9	780/460/14/55	Electrosonic is an international audiovisual and technology services company that designs, builds, and supports innovative solutions creating lasting experiences where people live, work, and play. Founded in 1964, Electrosonic has been recognized for its superior and unsurpassed technology master planning and system integration. With unique global capability, it delivers highly complex world-class projects, conference room technology, and executive briefing centers.

9 (TIE) SOLOTECH Montreal, QB | 5145267721 | http://www.solotech.com

115/270	250/101	300/1,400/13/42	Solotech provides turnkey solutions for the design, delivery, service, and maintenance of AV systems including drawing rendering, engineering, project management, installs, and programming. Solotech has recently created a business unit focusing on the sale of used high-quality AV gear.

10 SKC COMMUNICATIONS Kansas City, MO | 9135437178 | https://www.skccom.com/ APEX

115/166	105/152	1,100/305/11/33	SKC designs, builds, and manages technology for business collaboration using AV, video, voice, and wireless technologies to help organizations communicate smarter and faster.

11 AVMI GROUP London, UK | 6465996794 | http://www.avmi.com APEX

112/112	102/102	2,500/510/6/29	AVMI is a leading global integrator helping customers rethink and reshape their workspace environments with the latest communications and collaboration technologies to drive employee productivity and customer engagement.

Q&A

What vertical markets and/ or technologies exhibited the most growth for you in 2019?

Bill Chamberlin, Vice President of Global Sales, Verrex
Rather than a single vertical or application, Verrex has seen an increased emphasis on "choice" in workplaces, translating into multiple technologies and space/solution types to fit different workstyles and collaborative activity–based working. Our clients are taking their employees' preferred workstyle and building spaces and adopting technologies to accommodate.

What was the biggest business challenge of 2019, and how have you overcome it?

Jeff Davis, CEO, Avidex

As we continue to experience significant growth in our business, one of our greatest challenges is finding qualified talent to expand our workforce. To address this, we have developed relationships with many of the schools near our major branch operations, developing relationships with their placement offices. This has given us access to a new pool of talented individuals who might not otherwise consider our industry. Additionally, we have enhanced our overall compensation packages to ensure that we are competitive not only in wages but in the other components as well, including 401(k), healthcare, paid volunteer time off, and PTO.

Robby Turner, CTS, Executive Vice President Sales and Marketing, Data Projections

Finding experienced and qualified technical personnel to keep up with our growing needs continues to be a challenge. We recruit for the right attitude above all else; the rest we can teach as we continually update the training tracks offered to our staff and take advantage of manufacturers' training opportunities. We're in the process of updating our internship program to help in the development of talent and the future leaders of our industry. Both AVIXA and NSCA are doing a great job evangelizing our industry, but we like to take it a step further and be personally involved with developing the talent pool.

Rhonda Wingate, Vice President of Visual Collaboration Sales, Carousel Industries

The biggest challenges in 2019 were in keeping up with the pace and growth of the business. With a focus on enhancing customer experience, Carousel invested strategically, redesigning processes to anticipate the demand for faster turnaround times for quotes. Additionally, customers expect shorter lead time on project implementations, which may put a strain on internal resources.

Jeff Irvin, Principal, Spinitar

We needed to staff up this year—and I mean really staff up. We had an individual who played the role of full-time recruiter to help us fill the holes.

John Godbout, Founder and CEO, CCS Presentation Systems

A definite challenge this year was recruiting and training skilled AV techs and engineers. The strength of the U.S. economy and resulting low unemployment rate made it difficult to find good people.

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12 **CORBETT TECHNOLOGY SOLUTIONS INC. (CTSI)** Chantilly, VA | 7036313377 | https://www.ctsi-usa.com/			
95.5/95.5	81/81	790/300/3/50	CTSI is a leading communications solutions provider focused on identifying the specialized needs of its customers to deliver advanced technology solutions that produce positive business outcomes.
13 **HB COMMUNICATIONS** North Haven, CT | 8002344414 | http://www.hbcommunications.com			
92/113	92.1/111.8	1,400/350/6/73	HB's deep experience across six key areas of specialization—advanced AV integration, video collaboration, digital signage, broadcast, managed services, and event production—gives the company the insight and ability to create communication environments that drive innovation and growth.
14 **TRITECH COMMUNICATIONS** New York, NY | 6312544500 | http://www.tritechcomm.com			
90/110	80/100	250/300/6/16	Tritech provides audiovisual design, system integration, and managed services.

Q&A

What is the secret to collaborating with other members of the AV community like architects and content creators?

Jeff Irvin, Principal, Spinitar

I don't believe that offering AIA CEU lunch & learns with architects is the answer. While it is an easier way to get in front of them, I don't think you get in front of the right people. AIA and IIDA chapters and associations have mixers on a regular basis, and getting to these and networking is the better approach. Regarding content creators, I believe there is a great opportunity if you team up. Leverage them on digital signage projects you're working on, and they will leverage you on projects they're working on. They don't do what we do, nor do we do what they do. Match up!

Moose Adams, General Manager — Pacific Northwest, Avidex

The most important part of the process is listening. We have more competition, continuously changing technology, and seemingly less time to do the most important thing we do, which is manage relationships. When we focus on absorbing and using the information we are given to guide and support the process, we all win. The process of guiding a client takes nuance and the willingness to be a partner with consultants and architects alike. What the architect wants to know is if you can execute a design that someone else has created. Building trust in the architectural community can be challenging as integrators are often seen as inflexible.

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15 IES COMMUNICATIONS Tempe, AZ | 4803796200 | http://www.iescomm.com

86/950	72/876.8	510/4,840/100/35	IES specializes in cutting-edge AV design and integration services, with a focus on enterprise solutions for room automation, video collaboration, digital media, background music/paging systems, and distributed AV infrastructure. IES offers AV design consulting, sound system commissioning and calibration, and digital signage content development. Other core offerings are structured cabling, data center integration, OSP, life safety, PoE lighting, security, and Wi-Fi/DAS.

16 IVCI Hauppauge, NY | 8002247083 | http://www.ivci.com [APEX]

85/85	83/83	2,100/190/3/24	IVCi creates, builds, supports, and integrates global collaboration environments and AV experiences using an unparalleled service model. Cutting-edge technology is combined with a unique suite of managed services and proprietary software that's designed to promote productivity, modernization, and bottom-line growth.

17 (TIE) CAROUSEL INDUSTRIES Exeter, RI | 8004010760 | http://www.carouselindustries.com [APEX]

80/540	75/510	750/1,300/27/27	Carousel is an IT services and system integration firm providing technology solutions in unified communications, video and AV integration, data, security, cloud, and managed services. Primary AV integration services include design, implementation, training, break-fix, preventative maintenance, video cloud, monitoring and analytics, network and room assessments, on-site staffing, and adoption services.

17 (TIE) WASHINGTON PROFESSIONAL SYSTEMS Wheaton, MD | 3019426800 | http://www.washprosys.com

80/90	70/86	62/49/2/34	WPS is a full-service AV systems integration firm offering AV design engineering, integration, and support services with expertise in UC, command and control, broadcast, and professional audio systems.

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18 VIDEO CORPORATION OF AMERICA Somerset, NJ | 7325458000 | http://vcaglobal.com				
	62/62	51/51	1,400/98/3/47	VCA creates integrated audiovisual experiences for organizations across a broad spectrum of markets. The company designs, engineers, integrates, services, and supports technology solutions for a workforce that is tech-savvy, mobile, collaborative, and driven by measurable outcomes. VCA delivers global solutions through its PSNI network.
19 CENERO Malvern, PA | 8884546863 | http://www.cenero.com				
	61/61	50.2/50.2	600/225/5/20	Cenero is a service-focused audiovisual, unified communications, and IT solutions provider.
20 KEY CODE MEDIA Los Angeles, CA | 8183033900 | http://www.keycodemedia.com				
	60/60	45/45	803/85/9/18	Key Code Media is a nationwide design and systems integrator supporting radio stations, post-production, house of worship, corporate, city government, sports venues, and education centers with custom or turnkey systems. The Key Code Media difference comes from our breadth and depth of engineering services, with experience in supporting projects large and small with the same level of exceptional service.
21 PARSONS TECHNOLOGIES Minneapolis, MN | 7635718000 | http://www.parsonscorp.com				
	58.5/114	56.6/103	3,000/350/8/34	Parsons Technologies and its affiliates provide integrated technology solutions from conception through design, installation, commissioning, and maintenance. The firm specializes in commercial audiovisual, broadcast, network infrastructure, mobile solutions, and security systems.

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22 ADVANCED SYSTEMS GROUP Emeryville, CA | 5106548300 | http://www.asgllc.com

57/79	52/70	24/220/5/22	Advanced Systems Group (ASG) is a single source for high-quality audio, voice/data/video, fire alarm, computer consulting, CCTV/security, and other systems that enable sophisticated, high-impact communications.

23 RED THREAD SPACES Boston, MA | 6174394900 | http://www.red-thread.com

52/295	48/280	1,400/530/10/60	Red Thread Spaces provides complete integrated interiors that leverage research, space planning, furniture, and technology that transform clients' workplaces to support their business goals.

24 VERREX Mountainside, NJ | 8003038170 | http://verrex.com APEX

50/50	46/46	270/160/10/72	Founded in 1947, Verrex is a systems integrator and managed services provider that brings together AV and IT technology infrastructure, devices, and software to create environments and experiences that foster innovation, engagement, and collaboration. Verrex designs, integrates, supports, manages, and deploys AV and UC solutions that help organizations thrive within evolving workforces, environments, and work styles.

25 ALPHA VIDEO & AUDIO Eden Prairie, MN | 9528969898 | http://www.alphavideo.com

49/49	46/46	920/92/1/49	Alpha Video & Audio provides broadcast, AV, IPTV, and digital signage solution design, project management, system integration, technical support, equipment rental, and creative motion graphic design.

26 SPINITAR La Mirada, CA | 7143672900 | http://www.spinitar.com APEX

46/50	41/45	400/165/5/33	Spinitar designs, builds, and supports high-performance work and learning spaces, creating better experiences that yield better outcomes.

27 SENSORY TECHNOLOGIES Indianapolis, IN | 3173475252 | http://www.sensorytechnologies.com APEX

44.5/44.5	41.8/41.8	825/161/7/14	Sensory Technologies provides design, integration, managed services support, and cloud-based solutions for audiovisual systems, virtual collaboration, digital media, video content management and streaming, unified communications, video production, and on-site client embedded support.

Q&A

What vertical markets and/ or technologies exhibited the most growth for you in 2019?

Rhonda Wingate, Vice President of Visual Collaboration Sales, Carousel Industries

We saw tremendous interest and growth in the all-in-one conferencing systems, such as Crestron Flex, Cisco Room Kits, and Poly Trio bundles. Customers are looking for solutions that are easy to use, install, and support, and that also integrate into their current UC environments.

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28 YORKTEL Eatontown, NJ | 8668368463 | http://www.yorktel.com			
43.6/115.2	60.2/116.2	820/374/8/35	For 35 years, Yorktel has helped customers plan, navigate, and successfully execute their digital workplace transformation initiatives. Its global team works with clients to ensure systems evaluations, network preparedness, technology assessments, change management planning, device and network management, and monitoring have been addressed. The company then designs, integrates, and manages the communication and collaboration solutions that enable clients to achieve more.
29 (TIE) SPECTRA AUDIOVISUAL DESIGN New York, NY | 2127442255 | http://www.spectra-ny.com			
42/45	39/41	452/98/3/29	Spectra provides audiovisual integration, audiovisual maintenance, auditorium AV, audio conferencing implementations, classroom AV, boardroom AV, video walls, LED pixel walls, theater integration, digital signage, AV project management, acoustics, AV programming, AV budgeting, and videoconferencing solutions.
29 (TIE) TIERNEY BROTHERS St. Paul, MN | 6124553682 | http://www.tierneybrothers.com APEX			
42/116	33.5/104.8	1,600/164/1/42	Tierney offers services in system design and integration, professional development, technical support, and digital signage.

Q&A

What vertical markets and/or technologies exhibited the most growth for you in 2019?

Robby Turner, CTS, Executive Vice President Sales and Marketing, Data Projections

The enterprise and corporate markets continue to be strong in our region. The market continues to push for simple, easy-to-use, and easy-to-support solutions to help deliver its message. We've seen significant growth and interest in subscription services. Our AVaaS program changes how our customers consume the technologies and solutions we deliver by enabling them to provide their own internal customers with the latest technology and ongoing support in an opex subscription model—saving their capex funds for other projects/investments to help them grow their businesses.

Dana Barron, CEO, HB Communications

Today it is difficult to identify individual technologies that grow independently of other technologies because they are all connected. For instance, our digital signage group may have high-level conversations regarding a global deployment and then, as a result of that, we close a large broadcast opportunity or a highly-customized AV solution. Technologies and services in our space make up what HB calls the "AV Ecosystem" that, in the end, addresses all the needs of our clients who want to communicate internally and externally at the highest level possible.

Jim Scalise, General Manager – Northern California, Avidex

To no one's surprise, direct view LED has been a growth area for us. Yes, it is nothing new this year and we have been quoting them for a long time, but the prices have come down enough and the technology has improved enough for it to be a viable solution for many of our customers. It is definitely meeting a need for many of our customers when traditional solutions like large-screen displays are not big enough, projection is not bright enough, or either of those does not provide a "wow" factor. We see dvLED to continue to be a growth area for us.

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29 (TIE) USIS AUDIOVISUAL SYSTEMS Pearl River, NY | 8453539226 | http://usisav.net			
42/180	32/154	360/900/12/31	USIS AudioVisual Systems provides design, integration, support, and managed services for specialty spaces, video walls, custom boardrooms, collaborative and interactive environments, and enterprise-level systems (room standardization, audio-video transport, ROI reporting). USIS utilizes in-house BIM modeling and rendering for its audiovisual, communications, security, and electrical disciplines. USIS provides its services nationally and globally to customers ranging from start-ups through Fortune 500 companies.
30 DATA PROJECTIONS Houston, TX | 7137811999 | http://www.dataprojections.com			
41/41	40/40	1,020/95/4/32	Data Projections is an audiovisual systems design and integration firm providing advanced collaborative technology solutions and support services. Solutions include AV systems integration, AV conferencing/collaboration, unified communications, digital signage, content management/delivery, interactive technology, AVaaS, and managed services.
31 GENESIS INTEGRATION Edmonton, AB | 7804553000 | http://www.genint.com			
40/50	43/52	775/120/9/29	Genesis provides services in AV integration, collaboration solutions, nursecall systems, school communication systems, and conferencing software.
32 CONSTANT TECHNOLOGIES North Kingstown, RI | 4012947171 | https://constanttech.com			
40/40	30/30	90/75/2/37	Constant Technologies specializes in mission-critical command and control environments such as cyber operations centers, NOCs, SOCs, EOCs, war rooms, briefing centers, and collaborative spaces around the world. CTI focuses on in the integration of 24/7 video wall systems meant to withstand rigorous, round-the-clock use. In addition to design and integration, Constant also offers comprehensive service and support.
33 TEKWORKS Poway, CA | 8586681705 | http://www.TekWorks.com			
35/70	31/58	300/220/2/21	TekWorks, a Paladin Company, crafts and installs technology solutions for companies requiring network cabling, data center, outside plant, fiber optics, audiovisual, physical security, and network services. Through the design-build process, the team is able to identify the latest AV solutions and build sustainable systems that achieve a combination of ultimate performance and value.
34 LINX MULTIMEDIA Denver, CO | 3035741552 | http://www.teamlinx.com			
34.5/34.5	32.5/32.5	1,800/141/5/17	LINX Multimedia works with its clients through intelligent designs, installation, and support of technology that enables a modern workplace. Some solutions LINX delivers includes: boardrooms, conference rooms, training rooms, digital signage, telemedicine, video walls, distance learning, hospitality, large venue, and performing arts integrations.

Q&A

Why is the AVIXA APEx designation important to your business?

Dana Barron, CEO, HB Communications

HB has been APEx certified from its inception. We believe in the value and discipline that the APEx designation requires. Making sure HB employees are trained and have their CTS/CTS-I/CTS-D, as well as HB having integration processes that ensure the highest level of delivery, is critical to our clients' success.

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35 MCA COMMUNICATIONS Houston, TX | 2815912434 | http://www.mcacom.com

30/50	25/45	1,000/350/3/36	MCA Communications is a communication technology integration company with a focus on design build projects for audiovisual, network cabling, wireless, and security solutions.

36 VISTACOM Allentown, PA | 6107919081 | http://www.vistacominc.com

27/27	26.5/26.5	230/78/1/65	Vistacom provides audiovisual integration, control room integration, unified communications, and collaboration managed services.

37 LEVEL 3 AUDIO VISUAL Mesa, AZ | 4808921071 | http://www.level3av.com

27/30	25/28	225/90/2/23	Level 3 AV specializes in the design, engineering, integration, and interoperability of AV technology.

38 VISION TECHNOLOGIES Glen Burnie, MD | 8667461122 | http://www.visiontechnologies.com

25/130	21/101	5,410/558/3/19	Vision Technologies offers a full range of presentation and interactive visual communication solutions, from collaborative huddle solutions to board rooms, video walls, and unified communications. Its Integrated Technology Delivery methodology (ITD) significantly reduces change orders and accelerates projects through effective collaboration and design, saving time and money.

39 (TIE) SVT Brighton, MI | 2485872115 | http://www.gosvt.com

22/30	16/19.8	409/100/2/64	SVT is a value-added distributor of technology solutions and services, and aims to provide a premier client experience.

39 (TIE) TSI GLOBAL COMPANIES St. Charles, MO | 6369498889 | https://www.tsi-global.com/

22/37	20/35	544/167/1/32	TSI is a full‚Äêservice electrical and low‚Äêvoltage systems integrator providing convergent audio and video, networked communications, and security system solutions to customers around the world.

40 INTERACTIVE DIGITAL SOLUTIONS Noblesville, IN | 8778800022 | http://www.e-idsolutions.com

20/20	19/19	325/83/10/19	IDS is a video communication enablement, integration, and support organization delivering end-to-end video collaboration solutions to hundreds of organizations nationwide. Its solutions are powered by the company's partnerships with best-of-breed video software and hardware providers, backed by expert AV engineers, enhanced by its experienced installers, and fully supported by its customer care center.

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41 JKL TECHNOLOGIES Thousand Oaks, CA | 8053755820 | http://www.cos-jkl.com			
19/28.2	20.4/29	449/54/5/15	JKL Technologies is an information technology solutions firm helping businesses manage, move, improve, and integrate their entire technology infrastructures. It provides a single source of expertise in technology relocations, infrastructure build-out, audiovisual design, installation/implementation, maintenance, and on-site support services.
42 TOTAL VIDEO PRODUCTS Mickleton, NJ | 8564237400 | http://www.totalvideoproducts.com			
18.6/20.6	18.1/20.4	233/44/1/30	Total Video Products is a full-service AV systems integrator offering AV design engineering, integration, and support service.
43 NEURILINK Boise, ID | 2084268238 | http://neurilink.com			
17.2/17.2	13.6/13.6	435/54/2/7	Neurilink is dedicated to providing AV design, installation, and support to organizations throughout the Northwest U.S. It offers professional AV solutions for meeting rooms, huddle spaces, boardrooms, classrooms, and unique environments.
44 LIGHTWERKS COMMUNICATION SYSTEMS Los Angeles, CA | 8885454489 | http://www.lightwerks.com			
17/21.5	20.5/20.5	350/60/5/23	LightWerks is a full-service system integrator offering design, installation, project management, programming, training, and support/maintenance services of audiovisual systems throughout the West Coast, and increasingly throughout the U.S. and Canada. The company specializes in cloud-based conferencing, interactive technologies, and adopting new applications.
45 TEL SYSTEMS Ann Arbor, MI | 7347614506 | http://www.thalner.com			
14/14	14.8/14.8	235/35/2/55	TEL Systems creates custom audio and video technology solutions with a focus on the design, installation, and maintenance of educational, industrial, government, and broadcast audio video systems. TEL's comprehensive product line, professional design engineering and installation personnel, and factory-trained technicians guarantee client satisfaction. Once the system integration is complete, the company‚Äôs employee owners provide a high level of ongoing support.
46 AV-TECH MEDIA SOLUTIONS Roswell, GA | 7706631277 | http://www.avtechmedia.com			
13.3/14.6	11.3/12.3	154/50/5/16	AV-Tech Media Solutions connects its customers with the right technology to bring life to their technology objectives; clients benefit from its single-source services for consultation, design, engineering, and integration of workspace technology solutions, memorable event production services, and custom support solutions.
47 SOUND IMAGE Escondido, CA | 7607373900 | http://www.sound-image.com			
13/13	10/11	60/44/2/27	Sound Image provides design, installation, and service of integrated audio, video, and lighting systems.
48 APPLIED VIDEO TECHNOLOGY Kimberton, PA | 6104070776 | http://www.appliedvideo.com			
12.7/14.1	12/12.5	267/31/1/24	AVT has been an audio video systems integrator in the Philadelphia area since 1996; the company assists its customers in design, installation, training, and support of custom digital media AV solutions.
49 INTERSTATE ELECTRONIC SYSTEMS Harahan, LA | 5047296111 | http://www.ies-llc.com			
10/9.9	9.1/9.1	418/31/1/16	IES is a provider of design, procurement, installation, programming, training, and after-sale service and support of audiovisual systems.
50 PIVIUM Phoenix, AZ | 6235870556 | http://www.pivium.com			
9.9/10	9.6/9.6	250/9/1/28	PIVIUM is a nationwide full-service design and integration partner for architects and facility owners who need expert support in integrating technology, content, and modern audiovisual products into their spaces.