



Alabama Community College System & Alabama Higher Education Joint Purchasing Agreement

**MANUFACTURER SUPPLIED TECHNOLOGY EQUIPMENT WITH PERIPHERALS,
SOFTWARE, NETWORKING, EQUIPMENT, MAINTENANCE AND PROFESSIONAL SUPPORT
SERVICES BID**

Submission by

Academic Technologies, Inc.

209-A Industrial Drive

Ridgeland, MS 39157

601-427-3587

www.academictechinc.com

Bid Due: February 11th, 2022

Bid #: ACCS-2022-01



RFB# ACCS-2022-01

TAB A



RFB# ACCS-2022-01

LETTER OF TRANSMITTAL

To: Alabama Community College System
Attn: ITS

From: Academic Technologies, Inc.
209A Industrial Drive
Ridgeland, MS 39157

Date: February 11, 2022

Subject: ACCS-2022-01

This letter is to confirm that Academic Technologies, Inc. officially submitted a response to RFB # ACCS-2022-01, due on February 11, at 4:00 pm.

Philip Boyd, President, is authorized to contractually obligate and to negotiate the contract on behalf of Academic Technologies, Inc. He can be reached at 601-427-3587 or 601-624-8181, or at philip@academictechinc.com.

Christy Rogers, Account Manager, is authorized to contractually obligate and to negotiate the contract on behalf of Academic Technologies, Inc. She can be reached at 703-501-9893, or at christy@academictechinc.com.

Either Philip Boyd or Christy Rogers may be contacted for clarification.

Academic Technologies, Inc. accepts the Conditions Governing the Procurement, unless noted within the response.

Academic Technologies, Inc. has received all information and amendments to this RFB.

Respectfully,

Philip Boyd

Christy Rogers



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TAB B



RFB# ACCS-2022-01

EVALUATION SUBMISSION FORM

Vendor Name: Academic Technologies Inc.

Last Updated: 2/4/2022

JPA Website Address:

<https://www.academictechinc.com/contracts.html>

Primary Contract Executives:

Philip Boyd, President

601-427-3587 / 601-624-8181

philip@academictechinc.com

Christy Rogers, Account Manager

703-501-9893

christy@academictechinc.com

Sr. Account / Sales Manager:

Joe Dixon, Sales Manager

601-427-3587 / 601-540-5812

joe@academictechinc.com

Technical Support:

April Duncan

601-427-3587

Support@academictechinc.com

Administrative Support:

Donna Dove

601-427-3587

Accounting@academictechinc.com

**BID INFORMATION INDEX**

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TAB C



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- F. Letters of Authorization & ISO 9001's (where applicable)—Please refer to USB for ESS Pricing or <https://www.academictechinc.com/contracts.html> “ACCS Joint Purchasing Price Lists”
 - Audio Enhancement
 - Audix
 - Barco
 - Biamp
 - Crestron
 - Epson
 - Harmon (AKG, Crown, JBL)
 - Kramer
 - LG
 - LeGrand (Da-Lite, Chief, C2G, Luxul, MAP, Sanus, Wiremold, Vaddio)
 - Lumens
 - NECSharp
 - Panasonic
 - Planar
 - QSC
 - Samsung
 - Shure
 - SMART
 - Visix



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TAB D

RESPONSE TO GENERAL REQUIREMENTS AND SPECIFICATIONS:

- 1.1 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 1.2 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 1.3 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 2.1 Academic Technologies, Inc. acknowledges, agrees, and will comply.
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- 2.1.5 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 2.1.6 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 2.1.7 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 2.1.8 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 2.1.9 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 3.1 Academic Technologies, Inc., does not manufacture any products and therefore does not hold the ISO 9001 certification. We are responding to this bid with products from manufacturers with whom we hold an authorized partner and reseller position. Each manufacturer's authorization letter and ISO 9001 certification(s) (if applicable) is contained within the response.
- 3.2 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 3.3 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 3.4 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 3.5 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 3.6 Academic Technologies, Inc. acknowledges, agrees, and will comply.
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- 3.18 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 3.19 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 3.20 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 3.21 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 3.22 Academic Technologies, Inc. acknowledges, agrees, and will comply.

PRODUCT AND SERVICES DELIVERY OVERVIEW (3.22)

Academic Technologies, Inc., based in Ridgeland, Mississippi, was formed and incorporated in 2008 and has been serving the K-12 and Higher Education markets in Mississippi successfully since that time. Academic opened their first office in Alabama in 2015 and expanded to Birmingham in 2019.

Academic Technologies Inc. is a professional audio-visual integrator with proven success in the design, installation and maintenance of the latest technology that the AV industry has to offer. Our team is proud of the proven success we have employed over the last 14 years.

With the addition of sales & service offices in Alabama and Florida, the company has successfully expanded to include these geographical markets.

Academic Technologies Technical and Sales Representatives hold numerous industry and manufacturer certifications, including CTS, CTS-I, CTS-D, RCDD, SMART Certified Training Specialist and the prestigious InfoComm APEX certification.

Corporate Officer is Philip Boyd, President. All corporate offices are in the Jackson, MS area. Sales and technical reps are also located in the Jackson area, along with Administrative and Technical Support representatives, the company warehouse, and shop facility.

The Alabama sales office is located in Birmingham, and technical service and installations in Alabama are performed by our in-house Technical Team plus three different subcontracting firms – Duke AV Services, Wainwright Electronics, Inc. and Thompson Communications, Inc. With the vast industry expertise of these three firms along with our years of experience in-house, we are able to provide the highest level of service and installation.



Academic Technologies maintains a Technical Service Team of nine employees based in the Jackson, MS area. This team is comprised of Field Engineers, Design Engineers, Programmers, Service Technicians, and Installation Experts.

All service calls are placed with April Duncan (601-427-3587) or with Christy Rogers (703-501-9893). Service calls received will be assigned to the appropriate service technician for the most expedient response and problem resolution possible. Upon award notification of this contract, we will implement a toll-free telephone number for service calls to be placed.

System Service Contracts are available and can be configured to meet the needs of the clients. Service contracts include, at a minimum, on-site service response, telephone support, system training, lamp replacement services, preventive maintenance visits, firmware/software updates, and defective parts replacement.

Optional Service Contract options may include - according to the clients' needs - guaranteed response times, emergency support, meeting and event support, remote monitoring and control system issue resolution, hot-shot equipment replacement, 24/7 phone and email support, and other situations deemed necessary by the client.

Installation scheduling is managed by Donna Dove (601-427-3587), who, along with April Duncan, is also responsible for receiving and tracking inventory required for the completion of each project. This ensures that all projects are completed within the allotted timeframe, and with a successful outcome that is a turn-key solution for our clients.

Academic Technologies, Inc. represents all of the major Professional Audio Visual manufacturers in the industry, and as authorized resellers, we are able to provide the required level of expertise in both service response and installation services. All technical team members hold numerous industry and manufacturer certifications.

As a business practice, Academic Technologies Inc. does not request satisfaction surveys from clients. Rather, we depend on immediate and long-term feedback from existing and potential clients. Here are some examples



of feedback received from existing clients for which we have performed multiple installations:

“I have thoroughly enjoyed working with Christy Rogers. Her personability and experience with technology makes her a great resource for us at Southern Union. Christy is always quick to respond to any calls or emails, which is much appreciated. Whenever needs arise at Southern Union, my confidence in Christy's ability to understand situations and provide solutions quickly and efficiently is one of the reasons that she is the first person I reach out to!”

Will Crenshaw, Southern Union State Community College, MIS Dept

“I am the Technical Director of Theatre at the University of West Alabama, in Livingston, Alabama, and I manage all the venues on campus. I met Christy Rogers during an update of our conference center on campus. Christy and the ATI team were wonderful to work with, gave us great ideas for updating and improving the conference center and two auditoriums. Since updating the sound system, we have requested a new video projector and screen in the same facility and Christy provided us with several options for new equipment. Every time I call for tech support or to request more information about technology, Christy is always friendly, helpful and ready with recommendations. The ATI team is great to work with, courteous and always helpful. Both installs went as planned and were well managed. The IT Director and I plan to use Christy and ATI for many more projects at UWA in the future.”

Dustin L. Prine, University of West Alabama, Technical Director

“Academic Technologies is a trusted partner of Pearl River Community College. We work closely with the Academic Technologies team to successfully integrate our audio visual and networking solutions across four campuses. There are always challenges with large projects, but the Academic Technologies team is responsive, timely and communicates effectively and honestly. On more than one occasion, they have dropped everything to deal with immediate issues. We trust Academic Technologies for their integrity, knowledge and service.”

Kevin Lomax, Director, Technical Services, Pearl River Community College

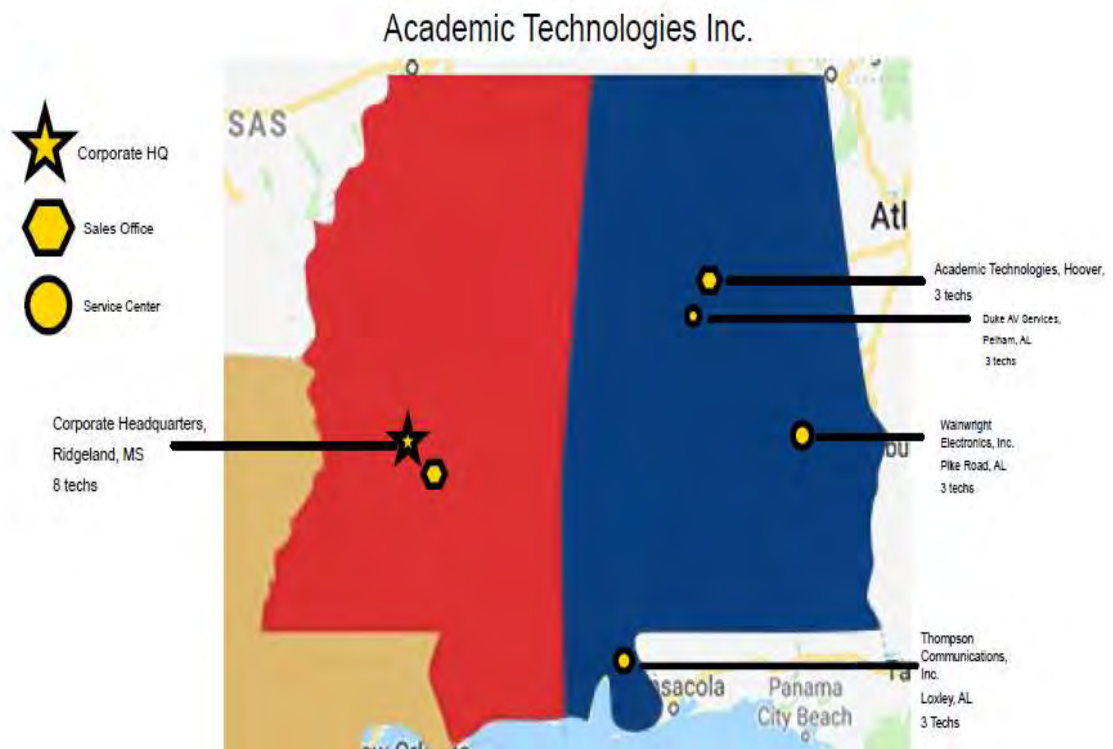


Academic Technologies Inc., provides all design, support and ongoing service solutions to all of our customers with highly trained and certified technical staff. In addition to our commitment to these highest standards technically, we also provide many value-added services. Many of these services have been described above.

We support custom installations and training for all of our products. We can provide flexible service options like hourly rates and service contracts, as well. Training—for both technical and instructional use—is a huge part of what we do. Initial training is ALWAYS included at no additional expense to the customer. Extensive and ongoing training options and packages that are customized for specific use-cases are available, as well.

For example, we have a SMART Certified Training Professional on staff. This team member consistently receives rave reviews and has extended their repertoire to include Microsoft Office, Teams, Zoom, Distance Learning, Google and many more. Overall, Academic Technologies Inc. is well equipped and positioned to provide products and value-added services through this contract for the ACCS-2022-JPA.

Academic Technologies maintains a Technical Service Team of nine full-time employees based in the Jackson, MS area and one in the Birmingham AL area. This team is comprised of Field Engineers, Design Engineers, Programmers, Service Technicians, and Installation Experts. These employees support and service all regional Academic Technologies Inc. offices and the entire client base.





3.23 Academic Technologies, Inc. acknowledges, agrees, and will comply. Academic Technologies, Inc. is committed to meeting the requirement of quarterly reporting and will provide reports electronically.

Academic Technologies, Inc. is a Value-Added Reseller on the Mississippi Express Products List (EPL) and can demonstrate a history of providing electronic reports to that statewide system.

A fictitious sample report appears as follows:

**Academic Technologies, Inc.
Quarterly Utilization Report
First Quarter 2019 – ACCS 2019-01**

Bayside University		\$192,000
Large Format Displays, Interactive Systems	\$150,000	
Custom Control Systems	\$ 18,000	
Installation & Programming Services	\$ 24,000	
Riverfront State Technical College		\$147,000
Multimedia Systems, including mounting		
Hardware and infrastructure	\$ 98,000	
Custom Control Systems	\$ 29,000	
Installation & Programming Services	\$ 20,000	
Total		\$339,000



3.24 Academic Technologies, Inc. acknowledges, agrees, and will comply.

Currently, Academic Technologies, Inc. has an internet website that contains the complete ESS as well as product specifications and options. Additionally, we participate in the online Mississippi EPL, which is similar in approach to the ACCS JPA.

We currently have the ability and preference to accept and process purchase orders and invoices electronically.

3.25 Academic Technologies, Inc. acknowledges, agrees, and will comply.

Monitors: Academic Technologies, Inc. will provide the complete product listing of LG, NECSharp, Panasonic, Planar, Samsung, and SMART desktop and large format displays.

Audio and Video Conferencing Equipment: Academic Technologies, Inc. will provide the complete listing of Audio and Video Conferencing products from Biamp, Crestron, LeGrand, Lumens, Panasonic, QSC and Shure.

Multimedia Hardware: Academic Technologies, Inc. will provide the complete listing of Pro AV products from Audio Enhancement, Audix, Barco, Biamp, Crestron, Epson, Harmon, Kramer, LeGrand, LG, Lumens, NECSharp, Panasonic, Planar, QSC, Samsung, Shure, and SMART.

Software: No operating systems are required with any of the offerings, and any proprietary software required for a system to function will be provided. SMART and Visix are examples of this software.

Technical Services: Academic Technologies, Inc. will provide the complete listing of installation, training and technical support for above referenced manufacturers in each category.



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3.26 Academic Technologies, Inc. acknowledges, agrees, and will comply.

Primary Account Representative:
Christy Rogers, Birmingham, AL
Account Manager
703-501-9893
christy@academictechinc.com

Marketing Supervisor:
Joe Dixon, Jackson, MS
Sales Manager
601-540-5812
joe@academictechinc.com

Management:
Philip Boyd, Jackson, MS
President
601-427-3587
philip@academictechinc.com

Administrative Management:
Donna Dove, Ridgeland, MS
Office Manager
601-427-3587
accounting@academictechinc.com



3.27 Academic Technologies, Inc. acknowledges, agrees, and will comply.

References:

1. Contact Name: Johnny Price

Company Name: The University of Mississippi

Address: PO Box 1848, University MS 38677

Phone #: 662-915-5686

Email: price@olemiss.edu

Multiple classroom, auditoriums & stadiums installations including displays, custom controls, audio, conferencing, & interactive whiteboards. Projects include design, integration, installation services, system training, & ongoing maintenance of all equipment.

2. Contact Name: Kevin Lomax

Company Name: Pearl River Community College

Address: 101 Hwy 11 N, Poplarville, MS 39470-5060

Phone #: 877-772-2338

Email: klomax@prcc.edu

Multiple classroom & auditoriums installations including displays, custom controls, audio, conferencing, & interactive whiteboards. Projects include design, integration, installation services, system training, & ongoing maintenance of all equipment.

3. Contact Name: Robert Hedgepeth

Company Name: University of Southern Mississippi / MS ITS

Address: 118 College Drive #5104, Hattiesburg, MS 39406-0001

Phone #: 601-266-6320

Email: robert.hedgepeth@usm.edu

Multiple classroom & auditoriums installations including displays, audio, custom controls, conferencing, & interactive whiteboards. Projects include design, integration, installation services, system training, & ongoing maintenance of all equipment.

4. Contact Name: Adam Pickering

Company Name: MS Gulf Coast Community College

Address: 51 Main Street, Perkinston, MS 39573

Phone #: 228-897-3912

Email: adam.pickering@mgccc.edu

Multiple classrooms, conference rooms, board rooms, training centers, and auditoriums installed over a period of several years. Systems include displays, audio systems, video conferencing and collaboration solutions, and custom control systems. Services include project management, programming, design, and ongoing maintenance of all systems.

5. Contact Name: Michael Pratt

Company Name: University of West Alabama

Address: Livingston, AL 35470

Phone #: 205-652-3565

Email: mpratt@uwa.edu

Integrated Audio-Visual systems throughout a large convention space. Incorporated projectors, displays, audio systems, and custom control systems. Services include project management, programming, design, and ongoing maintenance of all systems.



3.28 Academic Technologies, Inc. acknowledges, agrees, and will comply.

Pricing: Academic Technologies, Inc. proposes the following manufacturers' product listings, and will provide the discounts from the MSRP as shown below. Some discounts may be adjusted according to items and quantities purchased by an ACCS entity. Baseline MSRP pricing can be found in the ESS portion of this response, as well as on our website at this link: <https://www.academictechinc.com/contracts.html> "ACCS Joint Purchasing Price Lists".

Audio Enhancement – up to 20% discount off list pricing, depending on the scope of the project.

Audix – up to 20% discount off list pricing, depending on the scope of the project.

Barco – up to 20% discount off list pricing, depending on the scope of the project.

Biamp – up to 20% discount off list pricing, depending on the scope of the project.

Creston – up to 20% discount off list pricing, depending on the scope of the project.

Epson – up to 20% discount off list pricing, depending on the scope of the project.

Harmon – up to 20% discount off list pricing, depending on the scope of the project.

Kramer – up to 20% discount off list pricing, depending on the scope of the project.

LeGrand – up to 20% discount off list pricing, depending on the scope of the project.

LG – up to 20% discount off list pricing, depending on the scope of the project.

Lumens – up to 20% discount off list pricing, depending on the scope of the project.

NECSharp – Education discounts are normally 10-25% and Academic Technologies, Inc. will honor these prices.

Panasonic – up to 20% discount off list pricing, depending on the scope of the project.



Planar – up to 15-20% discount off list pricing, depending on the scope of the project.

QSC – up to 20% discount off list pricing, depending on the scope of the project.

Samsung – up to 20% discount off list pricing, depending on the scope of the project.

Shure – up to 20% discount off list pricing, depending on the scope of the project.

SMART – Suggested net school pricing is included in the ESS and Academic Technologies Inc., will honor those prices. Additional discounts may be provided depending on the scope of the project.

Visix – up to 20% discount off list pricing, depending on the scope of the project.

All included manufacturers' baseline pricing or MSRP is included in the ESS, and all proposals to ACCS entities will be provided at discounts ranging from 5-20%, at a minimum.

Academic Technologies, Inc. Services Offerings:

Basic Installation Services	\$ 85 per hour
Advanced Installation Services	\$115 per hour
Project Management	\$115 per hour
Programming	\$115 per hour
Training	\$100 per hour

3.29 Academic Technologies, Inc. acknowledges, agrees, and will comply.

3.30 Academic Technologies, Inc. acknowledges, agrees, and will comply.

The complete ESS may be found in the submitted USB and online at

<https://www.academictechinc.com/contracts.html> "ACCS Joint Purchasing

Price Lists"

3.31 Academic Technologies, Inc. acknowledges, agrees, and will comply.

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- 3.39 Academic Technologies, Inc. acknowledges, agrees, and will comply.
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- 3.51 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 3.52 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 3.53 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 4.1 Academic Technologies, Inc. acknowledges, agrees, and will comply.
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- 4.1.2 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 4.1.3 Academic Technologies, Inc. acknowledges, agrees, and will comply.
- 5.1 Academic Technologies, Inc. acknowledges, agrees, and will comply.



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TAB E



APPENDICES:

6.1 (Appendix A) Academic Technologies, Inc. acknowledges, agrees, and will comply with the list of participating ACCS institutions and other participants.

Community Colleges

Bevill State Community College, Sumiton, AL
Bishop State Community College, Mobile, AL
John C. Calhoun Community College, Decatur, AL
Central Alabama Community College, Alexander City, AL
Chattahoochee Valley Community College, Phenix City, AL
Coastal Alabama Community College, Alexander City, AL
Enterprise-Ozark Community College, Enterprise, AL
Gadsden State Community College, Gadsden, AL
Jefferson State Community College, Birmingham, AL
J.F. Drake State Community College and Technical College, Huntsville, AL
T.A. Lawson State Community College, Birmingham, AL
Lurleen B. Wallace Community College, Andalusia, AL
Northeast Alabama Community College, Rainsville, AL
Northwest-Shoals Community College, Muscle Shoals, AL
Shelton State Community College, Tuscaloosa, AL
Snead State Community College, Boaz, AL
Southern Union State Community College, Wadley, AL
H Council Trenholm State Community College, Montgomery, AL
George C. Wallace Community College, Dothan, AL
Wallace State Community College, Hanceville, AL
George Corley Wallace State Community College, Selma, AL

Technical Colleges

J.F. Ingram State Technical College, Deatsville, AL
Reid State Technical College, Evergreen, AL

Military Academy

Marion Military Institute, Marion, AL

Statewide Development Training

Alabama Technology Network (ATN), Birmingham, AL



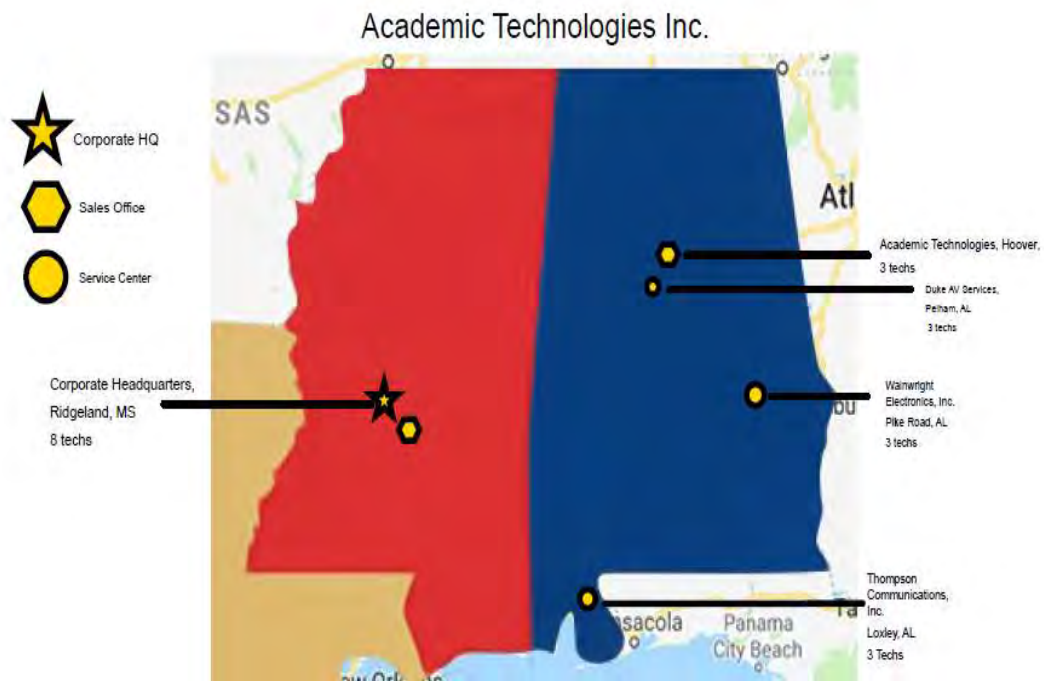
Other Participating Public Institutions of Higher Education

Alabama Fire College, Tuscaloosa, AL
Alabama State University, Montgomery, AL
Athens State University, Athens, AL
Auburn University-Montgomery, Montgomery, AL
Jacksonville State University, Jacksonville, AL
Troy University, Troy, AL
University of Alabama, Tuscaloosa, AL
University of Alabama, Birmingham-Birmingham, AL
University of Alabama Huntsville-Huntsville, AL
University of North Alabama, Florence, AL
University of West Alabama, Livingston, AL

Other Participating Public Institutions K-12

Pike County Board of Education
Tuscaloosa County School System

6.2 (Appendix B) Academic Technologies, Inc. acknowledges, agrees, and will comply.



Locations:

Ridgeland, MS: Warehouse, Technical Shop, Administrative Management and Service Dispatch Offices.

Jackson, MS: Sales and Sales Management Office

Birmingham, AL: Sales Office

Pelham, AL: Subcontractor Location

Pike Road, AL: Subcontractor Location

Loxley, AL: Subcontractor



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6.3 (Appendix C) Academic Technologies, Inc. acknowledges, agrees, and will comply. A fictitious sample report appears as follows:

**Academic Technologies, Inc.
Quarterly Utilization Report
First Quarter 2019 – ACCS 2019-01**

Bayside University		\$192,000
Large Format Displays, Interactive Systems	\$150,000	
Custom Control Systems	\$ 18,000	
Installation & Programming Services	\$ 24,000	
Riverfront State Technical College		\$147,000
Multimedia Systems, including mounting		
Hardware and infrastructure	\$ 98,000	
Custom Control Systems	\$ 29,000	
Installation & Programming Services	\$ 20,000	
Total		\$339,000



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6.4 (Appendix D) Academic Technologies, Inc. acknowledges, agrees, and will comply.

6.5 Appendix E - Evaluation Submission Form

The purpose of this form is to provide a single summary document per submitting vendor that references required materials. This document is intended to assist the Evaluation Committee easily find specific items of information during the evaluation process and to assist participating agency personnel in locating specific vendor information after the award of the bid.

Vendor Contact Information

This will be published for participating agencies to streamline the vendor contact process. Vendors may not have all of these departments/positions/titles. Please complete this information as accurately as possible. If the information below changes, please send a revised version of this page to jpa-notification@accs.edu

Vendor Name: Academic Technologies Inc Date: 2/11/2022

Website Address: www.academictechinc.com

	Name(s)	Phone Number(s)	E-Mail Address(s)
Primary Contract Executive(s)	Philip Boyd	601-427-3587	philip@academictechinc.com
Senior Account/Sales Manager(s) (by region if necessary)	Joe Dixon	601-427-3587	joe@academictechinc.com
Account/Sales Manager(s) (by region if necessary)	Christy Rogers	703-501-9893	Christy@academictechinc.com
Technical Support	April Duncan	601-427-3587	support@academictechinc.com

BID INFORMATION INDEX

Please complete the following form to assist the Evaluation Committee in finding specific information as related to your bid response.

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TAB F



1/26/22

Re: Academic Technologies Reseller Status

This letter serves to confirm Academic Technologies as an authorized solutions reseller for the Audio Enhancement product line. This reseller status applies to the following territory.

- Mississippi
- Alabama

As an authorized solutions reseller for Audio Enhancement, Academic Technologies is approved to sell, all Audio Enhancement product lines; Classroom Audio Solutions, SAFE System, EPIC System, and the VIEWpath Solution. This authorization excludes the right to install or commission the EPIC System, SAFE System, or VIEWpath Solution.

This authorization is valid through December 31, 2022.

For more information on becoming an authorized integrated solutions reseller, please contact your Regional Sales Director.

For questions regarding the partnership between Audio Enhancement and Academic Technologies, please feel free to contact me.

Respectfully,

A handwritten signature in black ink, appearing to read "Tim Beekman Jr.", written in a cursive style.

Tim Beekman Jr.
National Sales Director



January 19, 2022

Academic Technologies
209-B Industrial Drive
Ridgeland, MS 39157

To Whom It May Concern:

SUBJECT: DEALER AUTHORIZATION LETTER

This letter will certify that Academic Technologies Inc is an authorized Dealer for the Audix product line in good standings since 2014.

As an authorized Dealer, Academic Technologies Inc may represent themselves as such and is entitled to supply, install and service our products and have full warranty privileges.
If you have any questions, please contact us at our corporate office.

Sincerely,

A handwritten signature in blue ink that reads "Cindy Bigelh, CFO".

Audix Corporation

A handwritten signature in blue ink that reads "CINDY BIGELH".

Monday, January 10, 2022

To Whom It May Concern:

Please be advised that Academic Technologies has authorization to sell our products below:

Clickshare Present
Clickshare Conference
ProAv which includes F, G, UDM and UDX Projectors
UniSee
LCD Display
LED Display

This letter is to serve as notice that ACADEMIC TECHNOLOGIES located in, Ridgeland, MS is a reputable and duly authorized reseller of Barco's projection product line. As a reseller, ACADEMIC TECHNOLOGIES can fulfill orders to all customers under the terms and conditions therein specified. Please use the contact info below from ACADEMIC TECHNOLOGIES when looking for quotes or service:

Philip Boyd
Academic Technologies
209A Industrial Drive
Ridgeland, MS 39157
P: 601.427.3587
E-Mail: philip@academictechinc.com
www.academictechinc.com

Very truly yours,
Barco, Inc.



By:

Name: George Taylor, III

Title: VP, Commercial Operations

P 1 / 1



Thursday, January 20, 2022

Academic Technologies
209-B Industrial Drive
Ridgeland, MS 39157

To Whom It May Concern:

SUBJECT: DEALER AUTHORIZATION LETTER for ACCS-2022-JPA

This letter will certify that Academic Technologies Inc is an authorized Biamp Dealer for the Tesira, Devio, Parle, Modena, Community, Desono, Vocia, Cambridge, CrowdMics, SageVue, Commercial Audio, Commercial Loudspeakers, Apprimo, Impera, and Vidi product lines in good standings.

As an authorized Biamp Dealer, Academic Technologies Inc may represent themselves as such and is entitled to supply, install and service our products and have full warranty privileges.

If you have any questions, please contact us at our corporate office.

Sincerely,

Michael Hooper, CTS • Education Solutions Manager

Biamp Systems • 9300 SW Gemini Drive, Beaverton, OR 97008

Cell 817.896.4308 • www.biamp.com

Technical support +1.877 BIAMP XO (877.242.6796)

AUDIO. VIDEO. CONTROL.



January 25, 2022

To Whom It May Concern:

SUBJECT: DEALER AUTHORIZATION LETTER

This letter will certify that ACADEMIC TECHNOLOGIES INC is an authorized CRESTRON Dealer for the CRESTRON product line, in good standings, since March 26, 2009.

As an authorized CRESTRON Dealer, ACADEMIC TECHNOLOGIES INC may represent themselves as such and is entitled to supply, install and service our products and have full warranty privileges. All of our Products for resell are new.

If you have any questions, please contact us at our corporate office.

Sincerely,

A handwritten signature in cursive script that reads "Elizabeth Malleo".

Elizabeth Malleo
Sr Manager, Client Relations
Crestron Electronics Inc.

Cc: Mike Charbit
Dustin Trainer

**Epson America, Inc.
MANUFACTURER'S CERTIFICATION**

**Alabama Community College System
Alabama Community College System & Alabama Higher Education Joint
Purchasing Agreement
RFP# ACCS-2019-11**

Epson America, Inc. ("Epson") hereby certifies that the named reseller below ("Reseller") is authorized to sell the Epson products set forth in Exhibit A, attached hereto ("Products"). The Products must be purchased directly from Epson.

Epson provides this certification knowing and intending that the Alabama Community College System, will rely upon it when deciding whether to purchase the Products from the Reseller. The individual signing this certification represents and warrants that he/she is duly authorized to sign this certification on behalf of Epson.

Name of Manufacturer:

Epson America, Inc.
3131 Katella Ave
Los Alamitos, CA 90720

Name of Reseller:

Academic Technologies
209A Industrial Drive
Ridgeland, MS 39157

Authorized Signature:



Printed Name: Alisa Herr

Title: Sales Program Administrator – Sales Operations

DATE SIGNED: January 14, 2022

EXHIBIT A TO EPSON AMERICA, INC. MANUFACTURER'S CERTIFICATION

PRODUCTS

Eligible Products as offered by Epson's Authorized Programs

HARMAN400 Atlantic Street, 15th Floor

Stamford, CT 06901 USA

☎ +1.203.328.3501

📠 +1.203.328.3951



1/18/2022

To Whom It May Concern:

This letter shall certify that **Academic Technologies Inc.** (Account #0000130443) is, as of the date of this letter, authorized by Harman Professional, Inc. ("Harman Professional") to purchase from Harman Professional and resell those products under the following Harman Professional brands: AKG, AMX, BSS, CROWN, dbx, JBL PROFESSIONAL, LEXICON, MARTIN, and SOUNDCRAFT.

Nothing herein shall be construed as any grant of authorization to **Academic Technologies Inc.** to make any representations, warranties and/or covenants (or otherwise enter into any obligations or incur any liabilities) on behalf of Harman Professional.

This certification is conditioned upon **Academic Technologies Inc.** maintenance of its status as a dealer in good standing with Harman Professional, and may be revoked at any time.

Should you have questions or need anything further, please do not hesitate to contact me at any time.

Sincerely,

A handwritten signature in black ink that reads "Jeffrey Veatch". The script is fluid and cursive, with the first letters of each word being capitalized and prominent.

Jeffrey Veatch
Regional Sales Manager- Southeast
Harman Professional Solutions

469.450.0505
Jeff.veatch@harman.com



Kramer Electronics USA, Inc.

6 Route 173W, Clinton, NJ 08809

Tel: (908) 735-0018, (888) 275-6311

Fax: (908) 735-0515

E-mail: us_info@kramerav.com

Web: www.kramerav.com/us/

January 12, 2022

Academic Technologies, Inc.

209 Industrial Dr

Ridgeland, MS 39157

RE: Authorized Dealer

Kramer Electronics USA Inc., hereby certifies that *Academic Technologies, Inc.*, is an authorized dealer for Kramer Electronics and Sierra Video Brand Products and their account is in good standing.

As an authorized Kramer Electronics USA Inc. dealer, *Academic Technologies, Inc.*, may represent itself as such, and is entitled to supply, install and service our products with full warranty privileges in the United States.

Sincerely,

A handwritten signature in black ink, appearing to read 'Clint Hoffman', with a long horizontal flourish extending to the right.

Clint Hoffman

Kramer NA President

732-995-6732

choffman@kramerav.com

6436 City West Parkway
Eden Prairie, MN 55344

866.977.3901

legrandav.com

January 12, 2022

Academic Technologies Inc
209-A Industrial Drive
Ridgeland, MS 39157
Account #131958

Re: Authorized Dealer Verification

To Whom It May Concern:

This letter serves as confirmation that **ACADEMIC TECHNOLOGIES INC.** is an authorized dealer buying Chief, Middle Atlantic, Vaddio, Luxul, C2G & Dalite. We are committed to providing **ACADEMIC TECHNOLOGIES INC.** with commercially available products in sufficient quantities to meet the requirements of your organization.

For further information on our products and their features and applications, please visit our website at <http://www.legrandav.com> or contact our Customer Care teams.

If you have any questions, please contact our Sales Operations team at av.sales.operations@legrand.com.

Sincerely,

Oshiana Lindsley
Signature

01/13/2022
Date

Oshiana Lindsley
Sales Operations & Training Manager
Legrand AVD Inc.



LG Business Solutions

Thursday, January 20, 2022

Subject: **LG Electronics Letter of Authorization**

To Whom It May Concern,

This letter is to confirm that **Academic Technologies, Inc.** is an authorized Reseller for LG Electronics ID B2B Division in Signage and IT Products. Signage products include Signage TV and Signage Monitor. IT products include small format display, thin client, zero client and data storage. A complete list of authorized signage and IT products can be found on the LG website:

<http://www.lg.com/us/business/commercial-display>.

If you have additional questions, please do not hesitate to contact me.

Sincerely,

Scott Andrews

Sr National Account Manager – Public Sector
HE B2B Division, LG Business Solutions USA, Inc.
2000 Millbrook Drive | Lincolnshire, IL 60069
E-Mail: scott.andrews@lge.com



510-252-0200 ph
510-252-1389 fx
www.mylumens.com

Lumens Integration, Inc.
4116 Clipper Court
Fremont, CA 94538

Date: Jan. 19, 2022

RE: Manufacturer's Letter of Authorization

To Whom It May Concern,

This is to confirm that Academic Technologies Inc. is an authorized reseller of all of Lumens Integration Inc. products. Lumens agrees to support For Academic Technologies Inc. duration of United States by supplying their customers with installation of all of Lumens products.

Lumens is pleased to warranty all Lumens Document Cameras and all PTZ Video cameras and Capture Vision System to Academic's customers as 5 year warranty.

If you have any questions, please contact us if you have any questions, please contact us.

Regards,

Rita Liu
VP of Operations
Lumens Integration, Inc.
510-252-0200



3250 Lacey Road, Suite 500
Downers Grove, IL 60515
www.sharpnecdisplays.us

Tuesday, January 18, 2022

Academic Technologies
209-B Industrial Drive
Ridgeland, MS 39157

To whom it may concern:

This letter is to serve as notification that Academic Technologies Incorporated, with offices in Ridgeland, MS., can purchase Sharp NEC Display products through our authorized distributors and resell the Sharp NEC Display Solutions product line. All equipment sold through our authorized distribution channels is backed up with factory warranty and support.

The product line encompasses LCD Monitors, Large Format LCD Monitors for Public Display, dvLED and Projectors and accessories.

Sincerely,

A handwritten signature in black ink, appearing to read "J. Hauser".

John Hauser
Capture Manager
Sharp NEC Display Solutions of America, Inc.

January 20, 2022

Alabama Community College System
Tokrica Mack, Admin. Asst.
135 South Union Street
Montgomery, AL 36104-4340
Tokrica.moore@accs.edu
334-293-4507

Ref: Panasonic Notation Letter of Authorization – Academic Technologies Inc.
PANID: P901182

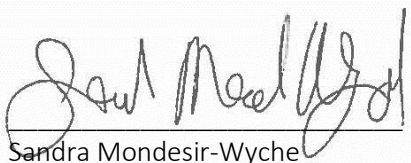
Academic Technologies Inc.
Christy Rogers, Sales
209B Industrial Drive
Ridgeland, MS 39157
christy@academictechinc.com
703-501-9893

Ms. Mack

Panasonic System Solutions Company of North America (Panasonic) notates that Academic Technologies Inc. is authorized sell and deploy the Panasonic Projectors, Flat Panel Displays, and Audio products as associated with the ACCS-2022-JPA.

Should you have any further questions, please contact us directly at contracts@us.panasonic.com.

Sincerely,



Sandra Mondesir-Wyche
Sr. Planning Administrator, Business Operations
Panasonic System Solutions Company of North America,
Division of Panasonic Corporation of North America



1195 NE Compton Drive, Hillsboro, OR 97006 

+1 866-475-2627 

www.planar.com 

January 25, 2022

To Whom It may Concern:

This document is to confirm that the reseller located at the address listed below is an authorized dealer / reseller for Planar Systems, Inc., an Oregon corporation.

Academic Technologies
209-B Industrial Drive
Ridgeland, MS 39157

Planar Systems, Inc. provides its product warranties direct to the end customer. The applicable limited product warranties for Planar Systems, Inc. products are available at www.planar.com/support.

Sincerely,

A handwritten signature in black ink that reads "Mark Aultman".

Mark Aultman
Regional Sales Manager
Planar Systems, Inc.



January 14, 2022

Re: Authorized Dealer

To Whom It May Concern,

This is to certify that Academic Technologies, Inc account number 138431 ("Dealer"), headquarters located at 209 B Industrial Drive, 39157, in the state of Mississippi, is currently an authorized dealer for QSC, LLC ("QSC")

Dealer is authorized to sell QSC products. QSC retains the right to revoke this authorization at any time. QSC is the sole owner of QSC product trademarks, patents, copyrights, QSC branded domain names, and other intellectual property.

Dealer is authorized to sell and program all Q-SYS products, our flagship offering. Q-SYS is a high technology product offering that requires training certifications for authorization.

QSC will supply the Dealer with all technical information, service diagrams, and spare parts to ensure a high standard of after sale service of the QSC Dealer line. For any further information or assistance regarding QSC products, please contact the Dealer.

This letter is valid for six (6) months from the date of this letter. If you have any questions or concerns, please contact QSC at 714-754-6175.

Best Regards,

Frank West

Frank West
Vice President System Americas





SAMSUNG ELECTRONICS AMERICA, INC.
85 Challenger Road
Ridgefield Park, NJ 07660
201-229-4000

January 27, 2022

Alabama Community College System (ACCS)
IT Division
Attn: Ms. Tokrica Mack, IT Division - JPA Administrator
135 South Union Street Suite#135
Montgomery, Alabama 36104

RE: Bid# ACCS-2022-01 (January 2022)

Dear Ms.Mack:

This letter serves as confirmation from the Samsung Business Division of Samsung Electronics America, Inc. ("Samsung") that Academic Technologies Inc. is an authorized reseller of the Samsung Information Technology products listed below to Alabama Community College System (ACCS).

Product Lines

Displays/LFD's Accessories Extended Warranties

This confirmation is provided in connection with Bid# ACCS-2022-01(January 2022).

Please note that Samsung shall supply Academic Technologies Inc. with these products in support of the referenced Bid opportunity. Academic Technologies Inc. purchases Samsung IT products through our authorized distribution network and, if awarded an Alabama Community College System (ACCS) contract, shall be responsible for satisfying all applicable requirements under the contract.

If you have any questions about this letter of authorization, please feel free to contact Dierdre Curran at 201-229-4782 or via email at d.curran@sea.samsung.com.

Sincerely,

A handwritten signature in blue ink, appearing to read "Scott Sherrick", is written over a faint, larger signature.

Scott Sherrick
Director, Contracts and Proposals
Samsung Business Division
Samsung Electronics America, Inc.

Tuesday, January 18, 2022

Visix, Inc.
230 Scientific Drive, Suite 800
Peachtree Corners, GA 30092

To Whom It May Concern:

SUBJECT: DEALER AUTHORIZATION LETTER

This letter will certify that Academic Technologies Inc located in 209-B Industrial Drive, Ridgeland, MS is an authorized Visix, Inc Dealer for all the Visix, Inc product lines and in good standings since 2010.

As an authorized Visix, Inc Dealer, Academic Technologies Inc may represent themselves as such and is entitled to supply, install and service our products and have full warranty privileges.

If you have any questions, please contact us at our corporate office.

Sincerely,

Matthew Parker
Visix, Inc.
mparker@visix.com
678-392-1759