



USAV Expands National Network with Addition of Seven Integrators in 2014

Denver, Colo.—Aug. 27, 2014—USAV, an association of leading professional audio-visual (ProAV) integrators, added seven new members in the first half of 2014. Of the seven, Cibola Systems and Bridges Systems Integration will be participating as part of the USAV integration services group. The remaining five companies will be part of the USAV buying group.

USAV supports two levels of membership. The USAV buying group provides preferred pricing and rebates for members buying product from USAV Preferred Manufacturer Partners. The integration services group provides the same purchasing power, and also gives members the opportunity to participate in conferences and meetings where USAV integration companies collaborate on business strategy, best practices, and market dominance.

Cibola Systems (www.cibolasystems.com), headquartered in Orange, CA, provides AV consulting and systems integration services for high-performance teams in corporate, nonprofit, and government organizations. With thousands of successful projects since 1971, the firm is widely recognized for their ability to solve complex communication challenges. Cibola has developed a unique, people-centered approach that fuses human factors and organizational science with digital technology. Cibola's clients benefit from the firm's deep experience and ability to provide a single point of project accountability.

Bridges System Integration (www.bridges-si.com), headquartered just outside of the Washington, DC metropolitan area, is a veteran-owned small business launched in 2010. They focus on leveraging collaborative technologies in new ways to deliver exceptional results for their clients. All of their designs are client-specific. Rather than starting with the technology, their process is shaped by the organization, the space, and the objectives of specific requirements.

"Lisa Perrine [Cibola CEO] and Brent Berger [Bridges Partner] are strong leaders who run notable integration firms in their respective geographical areas and I am confident they will bring valuable insight to our group," said USAV CEO K.C. Schwarz. "They are exactly the type of companies we like to attract to USAV."

"It is exciting to see USAV continue to expand," said Jay Myers, President of Interactive Solutions and Chairman of the USAV Dealer Advisory Council. "The depth of knowledge and experience in this group is phenomenal and one of the most beneficial parts of being involved with USAV. Each new integrator comes from a different background and brings new perspectives to the table, which helps make collaboration within the group even more valuable."

In addition to the two above mentioned companies who joined the USAV integration services group, the five new companies to join the USAV buying group include: Hoppman Audio Visual in Chantilly, VA; SybaTek in Irving, CA; ParallelTek in Santa Fe Springs, CA; Onsite AV Service Partners in Austin, TX; and SVT in Brighton, MI.

About USAV

USAV is the definitive alliance of ProAV integrators delivering ProAV solutions across the United States. The company, headquartered in Denver, has dealers throughout the country. Each dealer is dedicated to designing, sourcing, implementing, and supporting commercial ProAV projects. Founded in 2001, USAV has attracted leading dealers and manufactures in forming the nation's premier ProAV team. For more information, visit www.USAVGroup.net.

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USAV EVENTS

"USAV provides me a platform to engage in candid discussions on sensitive topics with a peer group of dealer principals."

—Craig Helphingstine, President
Mission Electronics, Inc.