

Message from Dexter King, Director Strategic Procurement Services
Audio Visual Systems Solutions
April 2022

This bulletin is to advise the community of updated Vendors of Record (“VORs”) for **Audio Visual System Solutions**.

Background

Audio Visual (“AV”) System Solutions are facilitated and ordered through York’s UIT Audio Visual Support Services. UIT utilizes York’s Vendors of Record (“VORs”) established through the Ontario Education Collaborative Marketplace (OECM). However, departments and faculties that have in-house technical resources and capability may also choose to utilize the VORs directly.

The OECM contracts offer access to:

- Qualified suppliers possessing standard industry certifications (i.e. AVIXA- certified with CTS, CTS-D, and CTS-I).
- Suppliers that work with leading AV manufacturers and adhere to industry best practices.
- Seamless integration of AV needs including custom designs, conferencing solutions, classroom and auditorium solutions, display solutions, smart boards, design and project management services, and more.

For values under \$50,000, one (1) or more quotes may be obtained from the VORs.

For values over \$50,000, at least three (3) competitive quotes from the VORs are required.

UIT’s Audio Visual Support Services remains the preferred facilitator for Audio Visual requirements. Therefore, community members are encouraged to first contact UIT at askit@yorku.ca. UIT facilitates the required quotes and coordinates the process on behalf of York’s community.

When UIT’s services are not required, in cases where faculties or departments possess in-house technical expertise, then the VORs may be contacted directly:

Vendor	Contact
One Diversified	Andrew Hykoski at 416-677-8846 or ahykoski@diversifiedus.com
Applied Electronics	Chris Randles at 905-601-1254 or crandles@appliedelectronics.com
Genesis Integration	Chris Lajeunesse at 519-240-2688 or clajeunesse@genint.com
Global Unified Solution	Ram Rasa at 905-363-3600 x275 or ram.rasa@globaluss.com

Community members are strongly encouraged to procure goods and services from approved Vendors of Record ("VORs"). Benefits of working with approved VORs include:

- Maximizing overall value to York – VORs deliver best overall value based on price, discounts, technical capabilities including industry standard certifications, past performance, access to leading manufacturers, seamless solution integration, and more.
- Savings achieved through consolidation of volume and purchasing power – consolidation of usage increases institutional volumes, providing incentive to VORs to offer best pricing.

Should you have any questions, please contact Daniela Velizarova, Senior Buyer, via e-mail at vdaniela@yorku.ca.