



Statement of Professional Services

of

Maryland Sound and Image, Inc.

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Baltimore, Maryland 21207

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## **Mission Statement**

Maryland Sound and Image, Inc. (MS&I) is a minority owned and operated company comprised of Audio, Video and Control Systems Designers, Consultants and Installers who are professionally committed to the specialized industry of professional audio, video and control systems. MS&I will be that critical and strategic link between our manufacturers and customers. MS&I will serve today's need for professional audio, video and control systems and services---and tomorrow's needs for Technology. Our vision is to become the leading regional designers and installers of pro-audio, video and control systems. MS&I will provide our customers with extraordinary service and our employees with an equal opportunity for personal and professional growth. Maryland Sound and Image, Inc takes pride in our profession, dedicated to integrity, flexibility, growth, quality and success in all we do. MS&I is committed to doing what we say we will do.

## Executive Overview

Maryland Sound and Image, Inc. (MS&I) has long been regarded as one of the world's leading audio and video systems (A/V) integrators. MS&I was created from a concert sound entertainment company rooted with 20 years experience in that industry. We are recognized nationally and internationally, and are certainly the leading A/V contractor in Baltimore, Maryland for designing advanced custom solutions and for engineering state of the art audio, video and control systems with exceptional high performance. **We can take you where your imagination soars.** MS&I is located minutes from Baltimore's Inner Harbor area and our facility is uniquely equipped to provide both personnel and equipment support for Video and Imagery Solutions.

Maryland Sound and Image, Inc. designs advanced technological audio and imagery solutions for a remarkable range of Corporate, Houses of Worship, Entertainment, Government, and other non-profit clients. We offer state-of-the-art solutions for:

- Airports
- Casinos
- Convention Centers
- Corporate Boardrooms
- Cruise Ships
- Government
- Hotels
- Houses of Worship
- Industrial Spaces
- Museums and Exhibit Spaces
- Performing Arts Centers
- Recording Studios
- Sports Facilities including Arenas and Stadiums
- Symphony Halls
- Theme Parks
- Training and Educational Facilities

MS&I has earned and maintained our outstanding reputation by continuously exceeding our clients' expectations. Our experience and knowledge of creating systems allows us to evaluate each project's individual needs and provide you with unique solutions to meet your project's criteria. MS&I's project services include: system analysis and consultation, acoustic modeling, engineering and design, project management, fabrication, installation and service support.

MS&I maintain a full inventory of scaffolding, ladders, vermette lifts, structural steel, unistrut, and other installation tools. A full wood and metal fabrication facility allows us

to design and build custom video projection doghouses and whales and allows us to design and fabricate our rigging, to hoist and test product before we arrive at the job site.

Consult with the experts. Ours is a business of physics and math. Through MS&I's expert engineering and superior craftsmanship, the science of sound becomes art. Using a wide range of sophisticated techniques from calculating sound processing levels, to studying specifications and limitations of speakers, amplifiers and projection systems, we transform our clients' specifications into finished projects that create a positive, lasting impression.

## **Company Qualifications and Background**

### **Engineering**

MS&I's Engineering Department runs AutoCAD V.14, AcoustaCADD, EASE v.2.13, Axxess, PC Touch and MLSSA on a network. We maintain an extensive library of product and technical literature. A full size blue print Xerox copier and Plotter support the distribution and dissemination of our documentation.

### **Fabrication/Service**

Fabrication is not just manufacturing. It is an art. At MS&I we pride ourselves on the craftsmanship of our staff that allows us to stand out from our competition. The workmanship of MS&I is unsurpassed and meticulous. TLC goes into each rack fabricated at our facility and this is evident when inspecting our racks.

### **Installation Services**

Quality **Installation is our specialty**. MS&I have a well-proven track record of projects completed on time and within budget. MS&I will concentrate its staff, logistics and materials to ensure a timely completion of all projects. Dedicated and experienced quality control staff will insure best value for money spent. MS&I work closely with manufacturers to insure that the latest and most advanced products are received at the lowest possible price. MS&I commit the project staff to concentrate its energies on the timely and successful completion of all projects according to customer's specifications.

### **Warranty/Maintenance Service**

MS&I provide a limited one-year warranty on all products and workmanship and upon request will supply pricing for an extended warranty program. Within the first 90 days, if repairs are required, defective units will be repaired or replaced by MS&I in accordance with the manufacturers' warranties so as not to void any warranties. Regardless of warranty status, Emergency Service Response procedures are available.

## **Representative Listing of Projects**

### **Commercial Facilities**

Lockheed-Martin Corp.  
Northrop-Grumman Corp.  
Westinghouse Corp.  
General Dynamics Corp.  
American Personal Communications  
Fila Sport, USA  
Gray Kirk Vansant Advertising Agency  
W.B. Doner & Company  
Sallie Mae Foundation

### **Concert Facilities**

Newark Symphony Hall  
New York Philharmonic (Carlos Mosely Pavilion)  
Powell Hall - St. Louis Symphony  
Nissan Pavilion at Stone Ridge  
Merriweather Post Pavilion  
Virginia Beach Amphitheater  
Hartford Meadow Music Fair  
Milwaukee Music Pavilion

### **Government Facilities**

National Defense University  
Central Intelligence Agency  
National Security Agency  
The White House  
Department of Agriculture  
Nuclear Regulatory Commission  
Ft. Detrick  
Ft. Myers  
Ft. Belvoir  
NASA  
JHU Applied Physics Laboratory  
Andrews Air Force Base  
Ft. Bragg

### **Museums and Exhibit Spaces**

Maryland Science Center  
Northrop Gruman Historical Electronic Systems Sector Museum  
The White House Visitor's Center and Historical Society  
Brooklyn Museum of Art

**Sports Facilities:**

Oriole Park at Camden Yards  
Baltimore Memorial Stadium  
Anaheim Stadium  
San Jose Sharks Arena  
The Baltimore Arena  
West Virginia University  
South High School (Guam)  
Johns Hopkins University Lacrosse  
American University  
Morgan University

**Theme Parks**

Walt Disney World  
Universal Studios  
Paramount Parks  
San Rio Puroland (Japan)  
SeaWorld  
Harrah's Cherokee Casino

**Schools and Universities**

Bucks County Community College  
York College  
University of Maryland, College Park  
University of Maryland, Eastern Shore  
Johns Hopkins University  
University of Miami  
Brooklyn Museum of Art  
Shenandoah Conservatory  
Susquehanna University  
American University

**Houses of Worship**

Jericho Baptist Church and Spiritual Ministries Educational Complex  
New Psalmist Baptist Church  
American Baptist Church of the South  
Riva Trace Baptist  
First Church of God  
Mt. Calvary AME  
Mt. Zion  
Beth Am Synagogue  
Immaculate Heart of March Catholic Church  
Holy Family Catholic Community  
Jesus Christ, Church of Latter Day Saints

## **Company References:**

Banking: Bank of America Credit Inquires  
Security Woodlawn Banking Center  
6400 Security Blvd.  
Baltimore, Md. 21207  
410-944-5512

Insurance: Bruce Grau & Associates, Inc.  
117 Church Lane  
Hunt Valley, Md. 21030  
410-666-5911

Bonding: Bonds, Inc.  
10944 Beaver Dam Road  
Hunt Valley, Md. 21030  
410-527-9887