



Press Release

VSGi Awarded Video Integration Services Contract from MiCTA as Endorsed Vendor

Endorsed vendor status is highest recognition awarded by MiCTA

MCLEAN, VA and SAGINAW, MI — Tuesday, March 17, 2009 — Visual Systems Group, Inc. (VSGi), a leading integrator of video conferencing equipment, business voice service and IP network solutions, and MiCTA, a national non-profit technology consortium, today announced that VSGi has again been awarded a Video Integration Services contract. The contract allows VSGi to provide video conferencing equipment and services at the lowest available cost to MiCTA members, relieving the costly and arduous go-to-bid or RFP process.

VSGi demonstrated a wide variety of capabilities, required by MiCTA's strict contract-award policies, including fiscal reporting, customer references, broad geographical coverage, service offerings, product line breadth, and overall customer value. This new contract also earns VSGi the status of an Endorsed MiCTA vendor—the highest recognition awarded—so that MiCTA members can trust that VSGi can provide a complete comprehensive solution to meet their requirements.

“Today's organizations can become both more productive and more cost effective at the same time,” said Donald K. Jones, Chief Executive Officer at VSGi. “MiCTA's contract lets schools, governments and non-profits have easy access to VSGi's video conferencing equipment and AV integration services. VSGi's solutions save time and money wasted on travel and help organizations go green and improve productivity.”

VSGi offers members a complete selection of videoconferencing equipment, professional services as well as network and bridging services. VSGi has not only maintained Platinum Partner levels with POLYCOM® and TANDBERG, but was also the first nationwide MiCTA partner to attain Polycom's distinguished Certified Service Provider (CSP) status. VSGi has also proven its value demonstrating both veteran experience as a conference room integrator and network solutions provider.

MiCTA President, John Sundstrom, CIO-Emeritus of Grand Valley State University, says of the RFP, . “We're proud of the results, especially of the quality and how replete the vendors' offerings are—not to mention the pricing we're going to provide.”

Continuing its effectiveness at creating solutions to meet the needs of MiCTA members, VSGi continues to lead in service and support with an in-house 24/7/365 help desk which has maintained at least a 96% overall customer satisfaction rating, conducted by third party market research firm Boston Research Group.

* Education, Non-profits and State & Local Government Customers: [Learn More About VSGi's MiCTA Contract](#)

About Visual Systems Group, Inc.

Visual Systems Group, Inc. (VSGi) is a nationally recognized premier integrator of video, voice, web, data collaboration, and communication solutions with over twenty (20) years of experience. VSGi has helped over 5,000 unique clients implement successful visual communications strategies in over 10,000 locations by offering the most comprehensive equipment, network and services portfolio in the industry. VSGi's extensive portfolio of managed services—including, project design, implementation, proactive monitoring, ongoing maintenance and technical support services—provides its customers a customizable solution to meet mission critical visual communications needs. VSGi's cross-functional team of sales, engineering, project management and technical support personnel are the most tenured and trained in the industry. The company's unmatched experience in visual communications can provide a fully integrated turnkey solution including design, configuration, project management and implementation, installation, testing, training and ongoing support.

For more information, email micta@vsgi.com, call 1.877.402.VSGi (1.877.402.8744) or visit VSGi's website at <http://www.vsgi.com> or <http://www.vsgi.com/micta>.

About MiCTA

MiCTA is an association of educational, governmental and nonprofit entities and serves as an aggregator of demand for essential products and services. The purpose of MiCTA is to identify and resolve common voice, data and video issues and problems; to provide a clearinghouse of information relative to these technologies; to gain information on new products and services; to improve the level of competency and enhance the professional status of the member administrators; to influence the development of voice, data and video services to members at reduced costs and improved quality and to participate in governmental and regulatory proceedings affecting technology issues.

MiCTA's diverse program offerings include voice, video and data services, and much more. To learn more visit: www.mictatech.org

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