



"FedBid has definitely opened up the market a lot. Companies, such as RTZ Audio-Visual Associates, can see more bids and more solicitations."

— **Bob Tomlinson**
Government Sales Manager
RTZ Audio-Visual Associates



Seller Success Spotlight: RTZ Audio-Visual Associates

Bob Tomlinson, Government Sales Manager at RTZ Audio-Visual Associates, has 44 years of government contracting experience and has been using FedBid since the marketplace was created in 2000. Although the federal sector is nothing new for RTZ Audio-Visual Associates, FedBid is opening new horizons for them by providing increased opportunity access with no out-of-pocket costs. Situated on the East Coast, opportunities from farther distances, such as the West Coast, are easy to miss. RTZ Audio-Visual Associates was able to broaden the scope of potential customers and win new contracts from federal agencies situated on the West Coast. In fiscal year 2013 alone, RTZ Audio-Visual Associates received over \$200,000 in sales on the FedBid marketplace.

Opportunities on FedBid are not limited to the federal sector. Contracts with state and local governments, educational institutions, and commercial companies are also available. Outside of the federal sector, RTZ Audio-Visual Associates has been awarded contracts from colleges, such as MIT and Fresno State, on FedBid.

Based in the Mid-Atlantic region, RTZ Audio-Visual Associates provides sales and rental solutions for audio-visual products, as well as installation and repairs. Their customers include government agencies, churches, corporations, and individuals. RTZ Audio-Visual Associates seeks to earn and keep your business by giving their customers exactly what they want, in a format that is functional, easy to use and reliable.

RTZ Audio-Visual Associates is selling items and services such as:

- Audio related Accessories and Integration
- Cables and Connectors
- Flat Panel Displays
- Furniture
- Presentation Tools and Equipment
- Projectors and Screens

