



**Northshore  
School District**

3330 Monte Villa Pkwy  
Bothell, WA 98021  
425-408-7755

Instructional Technology and Library Services

Shelby Reynolds, Manager

To Whom It May Concern:

9/14/10

I am pleased to recommend Advanced Classroom Technologies as a vendor for the Digital Edge contract. I my experience as a purchaser of various types of Instructional (and non-instructional) technologies, I have found ACT's service and support to be outstanding. They are responsive and honest and we are lucky to do business with a vendor that so clearly wants to provide the best educational products at the best price.

ACT has provided Northshore with the installations of almost all of our 1100 mounted projectors and over 800 interactive whiteboards over the last 6 years. We have a long history with ACT and their services and over time, they've become part of the Northshore "family" with their dedication to supporting our teaching and learning tools. It is their responsiveness, honesty, and integrity that keep us loyal to them in our evolving technology implementations.

ACT provides us with more than product – they have excellent support structures in place and channels of communication to the manufacturers that help us to have a voice in product development and update cycles. We have had no major issues with product returns or purchasing "red tape" that can bog down educational purchasing.

The Digital Edge contract is important to our district, and ACT is an important reseller to us and many other districts in Washington State. Their excellent service and expertise are a valuable addition to the Digital Edge contract and I appreciate your continued consideration in their bidding and awards. I would be happy to discuss our experiences to help in your evaluation process.

Shelby Reynolds

Manager for Instructional  
Technology and Library Services  
Northshore School District