



Contractor and Reseller Information

Appendix D – Contractor and Reseller Information
Group 73600 – Award 22802
Information Technology Umbrella Contract – Manufacturer Based (Statewide)

Section 1. Contractor Information

Contract #	Lot Number	Contractor & Address	FED. ID.# & NYS Vendor #
PM68162	Lot 2 Hardware	Panasonic Corporation of North America d/b/a Panasonic Connect North America Two Riverfront Plaza - 9th Floor Newark, NJ 07102	36-2786846 1000009189

Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card? No

Prompt payment discount percentage for payment within 15 days of delivery and/or receipt of voucher: 0%

Prompt payment discount percentage for payment within 30 days of delivery and/or receipt of voucher: 0%

Section 3. Contact Information

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Account Manager	Eric Guinazzo National Sales Manager - Public Sector - 9788047625	Panasonic Corporation of North America d/b/a Panasonic Connect North America Two Riverfront Plaza - 9th Floor Newark, NJ 07102	eric.guinazzo@us.panasonic.com
Contract Administrator	Amanda Beauchamp Government Contracts Manager -	Panasonic Corporation of North America d/b/a Panasonic Connect North America Two Riverfront Plaza, 9th Floor Newark, NJ 07102	contracts@us.panasonic.com
Contract Administrator, Account Manager, Billing Manager	Tina Moran Associate Director, Bids and Contracts - 9739857872	Panasonic Corporation of North America d/b/a Panasonic Connect North America Two Riverfront Plaza, 9th Floor Newark, NJ 07102	tina.moran@us.panasonic.com

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Sales Manager	Gerard Kane Sr. Account Manager - Mobility Solutions, Northeast - 3472712667	Panasonic Corporation of North America d/b/a Panasonic Connect North America Two Riverfront Plaza, 9th Floor Newark, NJ 07102	gerard.kane@us.panasonic.com
Sales Manager, RFQs	Doug Howell Sales Manager - Mobility Solutions, Northeast - 717-648-7943	Panasonic Corporation of North America d/b/a Panasonic Connect North America Two Riverfront Plaza, 6th Floor Newark, NJ 07102	doug.howell@us.panasonic.com

Section 4. Reseller Information

A Reseller is a company or individual (merchant) that purchases goods or services with the intention of selling them rather than consuming or using them. Also known as Value Added Reseller (VAR) or channel partner. Resellers must be eligible to quote statewide, independently and lower than Manufacturer (Contract) pricing for procurements under this Contract. Reseller must also be able to accept orders, invoice and receive payment for Products.

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Advanced Presentation Systems Inc d/b/a CCS Presentation System 132 Northeastern Blvd. Nashua, NH https://ccsnewengland.com/ <i>MBE / WBE</i>	04-3428899 1100033130	Cheryl Gamst President - (978) 256-2001	cheryl@ccsprojects.com	Lot 2 Hardware
Audio-Video Corporation <i>SBE</i>	14-1426006 1000001596	Scott VanRoy Director of Business Development - (518) 449-7213	vanroy@audiovideocorp.com	Lot 2 Hardware
A-V Services, Inc. 99 Fairfield Rd. Fairfield, NJ	13-2556151 1100014283	Vincent Bruno VP Sales - (973) 575-5222	vbruno@avservices.net	Lot 2 Hardware
B&H Photo & Electronics Corp	13-2768071 1000006215	Rebecca Buchman NY Inside Sales Team Lead - (212) 239-7503	ny@bhphoto.com	Lot 2 Hardware

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Baycom Inc 2040 Radisson Street Green Bay, WI	39-1080685 1100273225	Eric Urben Business Development Manager - (920) 544- 4275	eurben@baycominc.com	Lot 2 Hardware
CDW Government LLC	36-4230110 1000009217	Ty Robles Program Manager - 203-851-7239	taisrob@cdw.com	Lot 2 Hardware
Communications Audio Visual 55 W. 45th St., 7th Fl. New York, NY http://www.commav.net <i>SBE</i>	23-3096738 1000040371	Pete Gordon President - (800) 769- 2740	pete@commav.net	Lot 2 Hardware
Compulink Technologies Inc <i>MBE / SBE</i>	11-2967448 1000000634	Denise Arboleda (212) 695-5465	denise@compu-link.com	Lot 2 Hardware
EduTek Ltd 99 Fulton St. White Plains, NY https://edutek.com/	13-3853668 1100013810	Matthew Orifici President - 9146867777	matthew.orifici@edutek.com	Lot 2 Hardware
ePlus Technology Inc 13595 Dulles Technology Dr. Herndon, VA	54-1904151 1000032149	Chris Fox Sales Director - (585) 324-0853	chris.fox@eplus.com	Lot 2 Hardware
Foertsch Holdings, Inc. DBA Telrepro	84-3110328 1100258066	Robin Manginelli (203) 284-5247	rmanginelli@telrepro.com	Lot 2 Hardware
Haywood Associates Incorporated d/b/a TransCOR Information Technologies 124 Jewett Street Georgetown, MA https://transcor-it.com/	04-3223372 1100347973	Derek Biersteker President - 978-352- 3100	derekb@transcor-it.com	Lot 2 Hardware

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Island Tech Services LLC	20-0819689 1000052688	Robert Gronenthal Partner/Owner - (888) 215-2770	robert@islandtechservices.com	Lot 2 Hardware
Law and Order Technology LLC 2500 Quantum Lakes Drive, Suite 203 Boynton Beach, Florida https://lawandordertechnology.com/	87-3887269 1100316540	Alison Moss Chief Operations Officer - (954) 281- 5050	alison@lawandordertechnology.com	Lot 2 Hardware
Mason Technologies Inc 517 Commack Rd. Deer Park, NY https://www.mason247.com/ <i>MBE / WBE / SBE</i>	38-3665918 1000044821	Lisa Scavone Contract Manager - (631) 234-6565	lscavone@mason247.com	Lot 2 Hardware
Mvation Worldwide Inc. 70 Glen St., STE. 260 Glen Cove, NY	81-3800107 1100247200	Guy Gupta CEO - (408) 688-5060	guy@mvation.com	Lot 2 Hardware
One Diversified LLC 10 Vantage Point Dr., Ste. 3 Rochester, NY https://onediversified.com/	42-1617340 1100186865	Mickey Ames Account Executive - (585) 738-7849	mames@diversifiedus.com	Lot 2 Hardware
Panavid, Inc. 210 W. Parkway, Unit 5 Pompton Plains, NJ	22-2277836 1100270994	Robert Loehr CEO - (973) 831-5655	rloehr@panavid.com	Lot 2 Hardware
Presentation Concepts Corporation East Syracuse, NY https://pccav.com/ <i>WBE / SBE</i>	16-1535373 1000029419	J Kellar Sales Assistant -	jkellar@pccav.com	Lot 2 Hardware
Presentation Products Inc 171 Madison Ave., 12th Floor New York, NY https://presentationproducts.com <i>SBE</i>	22-3348910 1000017114	Zach Baxter VP of Sales & Design - (212) 584-4758	zbaxter@presentationproducts.com	Lot 2 Hardware

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
RTS Solutionz Inc d/b/a Solutionz Inc 85 Schmitt Blvd. Farmindale, NY https://www.solutionzinc.com/ <i>SBE</i>	47-3765043 1100150986	Jill Armand Director - (585) 381- 3070	jarmand@solutionzinc.com	Lot 2 Hardware
SHI International Corp 290 Davidson Avenue Somerset, NJ	22-3009648 1000008811	Patrick Mahoney Account Executive - 315-525-5724	nyogs@shi.com	Lot 2 Hardware
Signal Perfection Ltd. (AVISPL) 205A ChubbAda Ave. Lyndhurst, NJ https://avispl.com/	52-1760942 1000033462	Miguel Vasquez Sales Manager - (718) 806-4040	miguel.vasquez@avispl.com	Lot 2 Hardware
Southtown Electronics, Inc d/b/a Southtown Audio Video <i>WBE / SBE</i>	16-1233040 1100065329	Heather Sidorowicz 716-648-6565	heather@southtownav.com	Lot 2 Hardware
Tele-Measurements Inc. 600 W. End Ave., 3F New York, NY https://www.tele-measurements.com/	22-1694543 1000016841	James Solly Sales - (571) 276-0770	jsolly@tele-measurements.nyc	Lot 2 Hardware
Tony Baird Electronics Inc 461 E Brighton Ave Syracuse, NY https://www.tonybairdelectronics.com <i>MBE / SDVOB / SBE</i>	20-2548047 1100022038	Jerry Galluzzo COO - 315-460-6007	ygalluzzo@tonybairdelectronics.com	Lot 2 Hardware
Tower Products Incorporated DBA Markertek 1 Tower Dr. Saugerties, NY https://www.markertek.com/	14-1659003 1000006964	Byron Frayne Educational Sales Representative - 800- 522-2025, Ext.7365	edusales@markertek.com	Lot 2 Hardware

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Bluum USA Inc (formerly known as Troxell Communications Inc) 4675 Cotton Ctr Blvd Ste 155 Phoenix, AZ https://www.Bluum.com	86-0716114 1000009741	Joel Ryan Account Executive - (800) 352-7912	joel.ryan@trox.com	Lot 2 Hardware
Veraview LLC	16-1598572 1000029579	Jim Warrington Controller - (718) 856-1182	jimw@veraview.com	Lot 2 Hardware
Video Hi-Tech Corp d/b/a Adwar Video 125 Gazza Blvd. Farmingdale, NY https://www.adwarvideo.com/ <i>MBE / SBE</i>	11-2765013 1000005772	Brian Adwar (631) 777-7070	brian@adwarvideo.com	Lot 2 Hardware

Section 5. Sales Agent Information

A Sales Agent may assist the Manufacturer with sales, but Sales Agents are not authorized to accept orders, invoice or receive payment.

This Contract does not contain Sales Agents.