NEW YORK STATE | Office of General Services
Procurement Services

Corning Tower, Empire State Plaza, Albany, NY 12242 | https://ogs.ny.gov/procurement | customer.services@ogs.ny.gov | 518-474-6717

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	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 ☐ Yes-Up to

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
Contract Administrator	Solomon Surles, III Government Contracts Manager (775) 895-2401	Two Riverfront Plaza - 9th Floor Newark, NJ 07102	Solomon.SurlesIII@us.panasonic.com
Account Manager	Kyle Kaiser National Sales Manager – Public Sector (443) 800-5181	Two Riverfront Plaza – 9th Floor Newark, NJ 07102	Kyle.Kaiser@us.panasonic.com
Sales Manager	Doug Howell Sales Manager - Mobility Solutions, Northeast (717) 433-5515	Two Riverfront Plaza - 9th Floor Newark, NJ 07102	Doug.Howell@us.panasonic.com
Billing Manager	Solomon Surles, III Government Contracts Manager (775) 895-2401	Two Riverfront Plaza - 9th Floor Newark, NJ 07102	Solomon.SurlesIII@us.panasonic.com
RFQs			Contracts@us.panasonic.com

Emergency Contact	(775) 895-2401/ Toll-Free Telephone (888) 245-6344 / E-Mail Contracts@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 Systems 132 Northeastern Blvd. Nashua, NH 03062 https://ccsnewengland.com/ *MBE/WBE*	04-3428899 1100033130	Cheryl Gamst President (978) 256-2001	cheryl@ccsprojects.com	Lot 2 Hardware
Audio-Video Corporation 213 Broadway Albany, NY 12204 https://audiovideocorp.com/ *SBE*	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 07004 https://www.avservices.net/	13-2556151 1100014283	Vincent Bruno VP Sales (973) 575-5222	Vbruno@avservices.net	Lot 2 Hardware
Baycom 2040 Radisson Street Green Bay, WI 54301 https://www.baycominc.com/	39-1080685 1100273225	Eric Urben Business Development Manager (920) 544-4275	eurben@baycominc.com	Lot 2 Hardware
B&H Photo & Video Corp. 420 9th Ave. New York, NY 10001 https://www.bhphotovideo.com/	13-2768071 1000006215	Rebecca Buchman NY Inside Sales Team Lead (212) 239-7503	NY@bhphoto.com	Lot 2 Hardware
CDW Government LLC 625 West Adams Street Chicago, IL 60661 https://www.cdw.com	36-4230110 1000009217	Ty Robles Supervisor Program Manager (203) 218-3859	taisrob@cdw.com	Lot 2 Hardware
Communications Audio Visual 55 W. 45th St., 7th FL New York, NY 10036 http://www.commav.net *SBE*	23-3096738 1000040371	Peter Gordon President (800) 769-2740	pete@CommAV.net	Lot 2 Hardware
Compulink Technologies Inc 260 West 39th St., Suite 302 New York, NY 10018 https://www.compu-link.com/ *SBE/MBE*	11-2967448 1000000634	Denise Arboleda VP of Sales (212) 695-5465	Denise@compu-link.com	Lot 2 Hardware

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
ePlus Technology Inc 13595 Dulles Technology Dr. Herndon, VA 20171 https://www.eplus.com	54-1904151 1000032149	Chris Fox Sales Director (585) 324-0853	Chris.Fox@eplus.com	Lot 2 Hardware
Foertsch Holdings, Inc. DBA Telrepco 101 North Plains Industrial Rd Wallingford, CT 06492 http://www.telrepco.com/	84-3110328 1100258066	Robin Manginelli Comptroller (203) 284-5247	rmanginelli@telrepco.com	Lot 2 Hardware
Island Tech Services LLC 980 S. 2nd Street Ronkonkoma, NY 11779 http://www.itsg.us.com/	20-0819689 1000052688	Robert Gronenthal Partner/Owner (888) 215-2770	robert@islandtechservices.com	Lot 2 Hardware
Mason Technologies Inc. 517 Commack Rd. Deer Park, NY 11729 https://www.mason247.com/ *SBE/WBE*	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 11542 https://www.mvation.com/	81-3800107 1100247200	Gunjan (Guy) Gupta CEO (408) 688-5060	Guy@Mvation.com	Lot 2 Hardware
One Diversified LLC 10 Vantage Point Dr., Ste. 3 Rochester, NY 14624 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 07444 https://www.panavid.com/	22-2277836 1100270994	Robert Loehr CEO (973) 831-5655	rloehr@panavid.com	Lot 2 Hardware
Presentation Concept Corporation 6517 Basile Rowe East Syracuse, NY 13057 https://pccav.com/ *SBE*	16-1535373 1000029419	Jillian Kellar Sales Assistant (315) 437-1314	jkellar@pccav.com	Lot 2 Hardware
Presentation Products Inc. 171 Madison Ave., 12th Floor New York, NY 10016 https://presentationproducts.com	22-3348910 1000017114	Zach Baxter VP of Sales & Design (212) 584-4758	zbaxter@presentationproducts.com	Lot 2 Hardware
RTS Solutionz Inc. d/b/a Solutionz Inc 85 Schmitt Blvd. Farmingdale, NY 11753 https://www.solutionzinc.com/	47-3765043 1100150986	Jill Armand Director (585) 381-3070	Jarmand@solutionzinc.com	Lot 2 Hardware

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
SHI International Corp 290 Davidson Avenue Somerset, NJ 08873 https://www.shi.com/nys	22-3009648 1000008811	Jim Kegelmeyer NYS Government Account Manager (585) 728-6326	jim_kegelmeyer@shi.com	Lot 2 Hardware
Signal Perfection Ltd. (AVISPL) 205A ChubbAda Ave. Lyndhurst, NJ 07071 https://avispl.com/	52-1760942 1000033462	Miguel Vasquez Sales Manager (718) 806-4040	Miguel.Vasquez@avispl.com	Lot 2 Hardware
Tele-Measurements Inc. 600 W. End Ave., 3F New York, NY 10024 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 13210 https://www.tonybairdelectronics.com/ *SBE/SDVOB*	20-2548047 1100022038	Jerry Galluzzo Vice President 315-422-4430, Ext. 105	jgalluzzo@tonybairdelectronics.com	Lot 2 Hardware
Tower Products Incorporated DBA Markertek 1 Tower Dr. Saugerties, NY 12477 https://www.markertek.com/	14-1659003 1000006964	Byron Frayne Educational Sales Representative 800-522-2025, Ext.7365	edusales@markertek.com	Lot 2 Hardware
Troxell Communications Inc 4675 E. Cotton Ctr. Blvd., Ste. 155 Phoenix, AZ 85040 https://www.trox.com/	86-0716114 1000009741	Joel Ryan Account Executive (800) 352-7912	joel.ryan@trox.com	Lot 2 Hardware
Veraview LLC 610 Main St., Ste. 400 Buffalo, NY 14202 https://veraview.com/ *SBE*	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 11735 https://www.adwarvideo.com/ *SBE*	11-2765013 1000005772	Michael Adwar President (631) 777-7070	mike@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.