



# Office of General Services Procurement Services

Corning Tower, Empire State Plaza, Albany, NY 12242 | <https://ogs.ny.gov/procurement> | [customer.services@ogs.ny.gov](mailto: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 - 9 <sup>th</sup> 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	Sandra Mondesir-Wyche Sr. Contract Manager Specialist 201-271-3226	Two Riverfront Plaza 9 <sup>th</sup> Floor Newark, NJ 07102	<a href="mailto:contracts@us.panasonic.com">contracts@us.panasonic.com</a>
	Tina Moran Associate Director, Bids and Contracts 973-985-7872		<a href="mailto:tina.moran@us.panasonic.com">tina.moran@us.panasonic.com</a>
Account Manager	Eric Guinazzo National Sales Manager – Public Sector 978-804-7625	Two Riverfront Plaza 9 <sup>th</sup> Floor Newark, NJ 07102	<a href="mailto:Eric.Guinazzo@us.panasonic.com">Eric.Guinazzo@us.panasonic.com</a>
	Tina Moran Associate Director, Bids and Contracts 973-985-7872		<a href="mailto:tina.moran@us.panasonic.com">tina.moran@us.panasonic.com</a>

Sales Manager	Doug Howell Sales Manager - Mobility Solutions, Northeast 717-648-7943	Two Riverfront Plaza 9 <sup>th</sup> Floor Newark, NJ 07102	<a href="mailto:Doug.Howell@us.panasonic.com">Doug.Howell@us.panasonic.com</a>
Billing Manager	Tina Moran Associate Director, Bids and Contracts 973-985-7872	Two Riverfront Plaza 9 <sup>th</sup> Floor Newark, NJ 07102	<a href="mailto:Solomon.SurlesIII@us.panasonic.com">Solomon.SurlesIII@us.panasonic.com</a>
RFQs			<a href="mailto:Doug.Howell@us.panasonic.com">Doug.Howell@us.panasonic.com</a>
<b>Emergency Contact</b>	(775) 895-2401/ Toll-Free Telephone (888) 245-6344 E-Mail <a href="mailto:Contracts@us.panasonic.com">Contracts@us.panasonic.com</a>		

## 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., dba CCS Presentation Systems 132 Northeastern Blvd. Nashua, NH 03062 <a href="https://ccsnewengland.com/">https://ccsnewengland.com/</a>  <i>MBE/WBE</i>	04-3428899 1100033130	Cheryl Gamst President (978) 256-2001	<a href="mailto:cheryl@ccsprojects.com">cheryl@ccsprojects.com</a>	Lot 2 Hardware
Audio-Video Corporation 213 Broadway Albany, NY 12204 <a href="https://audiovideocorp.com/">https://audiovideocorp.com/</a>  <i>SBE</i>	14-1426006 1000001596	Scott VanRoy Director of Business Development (518) 449-7213	<a href="mailto:vanroy@audiovideocorp.com">vanroy@audiovideocorp.com</a>	Lot 2 Hardware
A-V Services, Inc. 99 Fairfield Rd. Fairfield, NJ 07004 <a href="https://www.avservices.net/">https://www.avservices.net/</a>	13-2556151 1100014283	Vincent Bruno VP Sales (973) 575-5222	<a href="mailto:Vbruno@avservices.net">Vbruno@avservices.net</a>	Lot 2 Hardware
Baycom 2040 Radisson Street Green Bay, WI 54301 <a href="https://www.baycominc.com/">https://www.baycominc.com/</a>	39-1080685 1100273225	Eric Urben Business Development Manager (920) 544-4275	<a href="mailto:eurben@baycominc.com">eurben@baycominc.com</a>	Lot 2 Hardware
B&H Photo & Video Corp. 420 9 <sup>th</sup> Ave. New York, NY 10001 <a href="https://www.bhphotovideo.com/">https://www.bhphotovideo.com/</a>	13-2768071 1000006215	Rebecca Buchman NY Inside Sales Team Lead (212) 239-7503	<a href="mailto:NY@bhphoto.com">NY@bhphoto.com</a>	Lot 2 Hardware

Reseller Name	Federal ID # / SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
CDW Government LLC 625 West Adams Street Chicago, IL 60661 <a href="https://www.cdw.com">https://www.cdw.com</a>	36-4230110 1000009217	Ty Robles Supervisor Program Manager (203) 218-3859	<a href="mailto:taisrob@cdw.com">taisrob@cdw.com</a>	Lot 2 Hardware
Communications Audio Visual 55 W. 45 <sup>th</sup> St., 7 <sup>th</sup> FL New York, NY 10036 <a href="http://www.commav.net">http://www.commav.net</a>  SBE	23-3096738 1000040371	Peter Gordon President (800) 769-2740	<a href="mailto:pete@CommAV.net">pete@CommAV.net</a>	Lot 2 Hardware
Compulink Technologies Inc 260 West 39th St., Suite 302 New York, NY 10018 <a href="https://www.compu-link.com/">https://www.compu-link.com/</a>  SBE/MBE	11-2967448 1000000634	Denise Arboleda VP of Sales (212) 695-5465	<a href="mailto:Denise@compu-link.com">Denise@compu-link.com</a>	Lot 2 Hardware
EduTek LTD 99 Fulton St. Fl 2 Ste 2 White Plains, NY 10606 <a href="https://edutek.com">https://edutek.com</a>	13-3853668 1100013810	Matthew Orifici President (914) 686-7777	<a href="mailto:matthew.orifici@edutek.com">matthew.orifici@edutek.com</a>	Lot 2 Hardware
ePlus Technology Inc 13595 Dulles Technology Dr. Herndon, VA 20171 <a href="https://www.eplus.com">https://www.eplus.com</a>	54-1904151 1000032149	Chris Fox Sales Director (585) 324-0853	<a href="mailto:Chris.Fox@eplus.com">Chris.Fox@eplus.com</a>	Lot 2 Hardware
Foertsch Holdings, Inc. DBA Telrepc 101 North Plains Industrial Rd Wallingford, CT 06492 <a href="http://www.telrepc.com/">http://www.telrepc.com/</a>	84-3110328 1100258066	Robin Manginelli Comptroller (203) 284-5247	<a href="mailto:rmanginelli@telrepc.com">rmanginelli@telrepc.com</a>	Lot 2 Hardware
Island Tech Services LLC 980 S. 2nd Street Ronkonkoma, NY 11779 <a href="http://www.itsg.us.com/">http://www.itsg.us.com/</a>	20-0819689 1000052688	Robert Gronenthal Partner/Owner (888) 215-2770	<a href="mailto:robert@islandtechservices.com">robert@islandtechservices.com</a>	Lot 2 Hardware
Law and Order Technology LLC 2500 Quantum Lakes Drive, Suite 203 Boynton Beach, FL 33426 <a href="https://lawandordertechnology.com/">https://lawandordertechnology.com/</a>	87-3887269 1100316540	Alison Moss Chief Operations Officer (954) 281-5050	<a href="mailto:alison@lawandordertechnology.com">alison@lawandordertechnology.com</a>	Lot 2 Hardware
Mason Technologies Inc. 517 Commack Rd. Deer Park, NY 11729 <a href="https://www.mason247.com/">https://www.mason247.com/</a>  SBE/WBE	38-3665918 1000044821	Lisa Scavone Contract Manager (631) 234-6565	<a href="mailto:lscavone@mason247.com">lscavone@mason247.com</a>	Lot 2 Hardware

Reseller Name	Federal ID # / SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Mvation Worldwide Inc. 70 Glen St., STE. 260 Glen Cove, NY 11542 <a href="https://www.mvation.com/">https://www.mvation.com/</a>	81-3800107 1100247200	Gunjan (Guy) Gupta CEO (408) 688-5060	<a href="mailto:Guy@Mvation.com">Guy@Mvation.com</a>	Lot 2 Hardware
One Diversified LLC 10 Vantage Point Dr., Ste. 3 Rochester, NY 14624 <a href="https://onediversified.com/">https://onediversified.com/</a>	42-1617340 1100186865	Mickey Ames Account Executive (585) 738-7849	<a href="mailto:mames@diversifiedus.com">mames@diversifiedus.com</a>	Lot 2 Hardware
Panavid, Inc. 210 W. Parkway, Unit 5 Pompton Plains, NJ 07444 <a href="https://www.panavid.com/">https://www.panavid.com/</a>	22-2277836 1100270994	Robert Loehr CEO (973) 831-5655	<a href="mailto:rloehr@panavid.com">rloehr@panavid.com</a>	Lot 2 Hardware
Presentation Concept Corporation 6517 Basile Rowe East Syracuse, NY 13057 <a href="https://pccav.com/">https://pccav.com/</a>  <i>SBE</i>	16-1535373 1000029419	Jillian Kellar Sales Assistant (315) 437-1314	<a href="mailto:jkellar@pccav.com">jkellar@pccav.com</a>	Lot 2 Hardware
Presentation Products Inc. 171 Madison Ave., 12th Floor New York, NY 10016 <a href="https://presentationproducts.com">https://presentationproducts.com</a>	22-3348910 1000017114	Zach Baxter VP of Sales & Design (212) 584-4758	<a href="mailto:zbaxter@presentationproducts.com">zbaxter@presentationproducts.com</a>	Lot 2 Hardware
RTS Solutionz Inc., d/b/a Solutionz Inc 85 Schmitt Blvd. Farmingdale, NY 11753 <a href="https://www.solutionzinc.com/">https://www.solutionzinc.com/</a>	47-3765043 1100150986	Jill Armand Director (585) 381-3070	<a href="mailto:Jarmand@solutionzinc.com">Jarmand@solutionzinc.com</a>	Lot 2 Hardware
SHI International Corp 290 Davidson Avenue Somerset, NJ 08873 <a href="https://www.shi.com/nys">https://www.shi.com/nys</a>	22-3009648 1000008811	Jim Kegelmeyer NYS Government Account Manager (585) 728-6326	<a href="mailto:jim_kegelmeyer@shi.com">jim_kegelmeyer@shi.com</a>	Lot 2 Hardware
Signal Perfection Ltd. (AVISPL) 205A ChubbAda Ave. Lyndhurst, NJ 07071 <a href="https://avispl.com/">https://avispl.com/</a>	52-1760942 1000033462	Miguel Vasquez Sales Manager (718) 806-4040	<a href="mailto:Miguel.Vasquez@avispl.com">Miguel.Vasquez@avispl.com</a>	Lot 2 Hardware
Southtown Electronics, Inc d/b/a Southtown Audio Video 75 Lake Street Hamburg, NY 14075 <a href="https://www.southtownav.com/">https://www.southtownav.com/</a>	16-1233040 1100065329	Heather Sidorowicz President (716) 648-6565	<a href="mailto:heather@southtownav.com">heather@southtownav.com</a>	Lot 2 Hardware

Reseller Name	Federal ID # / SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Tele-Measurements Inc. 600 W. End Ave., 3F New York, NY 10024 <a href="https://www.tele-measurements.com/">https://www.tele-measurements.com/</a>	22-1694543 1000016841	James Solly Sales (571) 276-0770	<a href="mailto:JSolly@Tele-Measurements.NYC">JSolly@Tele-Measurements.NYC</a>	Lot 2 Hardware
Tony Baird Electronics Inc 461 E. Brighton Ave. Syracuse, NY 13210 <a href="https://www.tonybairdelectronics.com/">https://www.tonybairdelectronics.com/</a>  <i>SBE/SDVOB</i>	20-2548047 1100022038	Jerry Galluzzo Vice President 315-422-4430, Ext. 105	<a href="mailto:jgalluzzo@tonybairdelectronics.com">jgalluzzo@tonybairdelectronics.com</a>	Lot 2 Hardware
Tower Products Incorporated DBA Markertek 1 Tower Dr. Saugerties, NY 12477 <a href="https://www.markertek.com/">https://www.markertek.com/</a>	14-1659003 1000006964	Byron Frayne Educational Sales Representative 800-522-2025, Ext.7365	<a href="mailto:edusales@markertek.com">edusales@markertek.com</a>	Lot 2 Hardware
Troxell Communications Inc 4675 E. Cotton Ctr. Blvd., Ste. 155 Phoenix, AZ 85040 <a href="https://www.trox.com/">https://www.trox.com/</a>	86-0716114 1000009741	Joel Ryan Account Executive (800) 352-7912	<a href="mailto:joel.ryan@trox.com">joel.ryan@trox.com</a>	Lot 2 Hardware
Veraview LLC 610 Main St., Ste. 400 Buffalo, NY 14202 <a href="https://veraview.com/">https://veraview.com/</a>  <i>SBE</i>	16-1598572 1000029579	Jim Warrington Controller (718) 856-1182	<a href="mailto:jimw@veraview.com">jimw@veraview.com</a>	Lot 2 Hardware
Video Hi-Tech Corp. d/b/a Adwar Video 125 Gazza Blvd. Farmingdale, NY 11735 <a href="https://www.adwarvideo.com/">https://www.adwarvideo.com/</a>  <i>SBE</i>	11-2765013 1000005772	Michael Adwar President (631) 777-7070	<a href="mailto:mike@adwarvideo.com">mike@adwarvideo.com</a>	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.**