

COUNTY OF ROCKLAND  
Department of General Services  
Purchasing Division



## CONTRACT AWARD

Title: **Audio Video, Photography, Projection, Screens/Displays, Optics Equipment  
Peripherals and Supplies- Web Based Catalog**

Contract Period: October 28, 2024-October 27, 2027 with two (2) one-year options

Original Date of Issue: 10/22/24

Date of Revision:

**BID No:** RCO-RC-2024-003

**Ordering Method:** Special Requisition

Authorized Users: County Agencies, all political subdivisions throughout NY State

Address Inquiries To:

Name: Michele Phillips  
Title: Purchaser I, CPPB  
Phone: 845-364-2984  
Fax: 845-364-3809  
E-mail: phillipm@co.rockland.ny.us

### Description

This is a percent discount from Manufacturers List Prices on B&H Photo Web for Equipment as specified.

Contract #	Vendor Number	Contractor & Address	Telephone No.
RCO 24-003	000005247	B&H Foto & Electronics Corp. 420 9 <sup>th</sup> Avenue New York, NY 10001 Contact: Lauren Bunte Government & ED Accs <a href="mailto:b2bcontracts@bhphoto.com">b2bcontracts@bhphoto.com</a> <a href="mailto:newyork@bhphoto.com">newyork@bhphoto.com</a> <a href="https://www.bhphotovideo.com">https://www.bhphotovideo.com</a>	800-947-9962 x7741

### **EXCLUSIONS:**

Bid Exclusions includes configurable items such as desktop computers and laptops, Gift Cards, Kits/bundles, or manufacturer's unilaterally price locked items which will be 0%. All prices are FOB Destination except products weighing over 50lbs, or requiring truck delivery due to size/shape, which will be charged reasonable shipping.

Discounts awarded are minimum Discounts. Higher Discounts may be offered.

Software may only be included if it is associated with equipment ordered.

The following Brands are not awarded as part of this contract: Front Row, Draper, Boxlight, Kano, Kinderlab Robotics

### **HOW TO USE THIS CONTRACT:**

1. End Users are required to contact B&H at [newyork@bhphoto.com](mailto:newyork@bhphoto.com) to request quotes referencing Bid RCO-RC-2024-003.
2. Quote number and Contract number must be added to the special requisition.
3. Manufacturer names and Part numbers must be entered on the requisition
4. If you have any questions, please contact Michele Phillips at 845-364-2984 or [phillipm@co.rockland.ny.us](mailto:phillipm@co.rockland.ny.us)

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### **B&H PHOTO WILL BE CLOSED ON THE FOLLOWING DAYS IN 2025**

**New Years Day**- Wednesday, January 1<sup>st</sup>

**Purim**- Friday, March 1<sup>st</sup> (closes at 4:30pm on March 13<sup>th</sup>)

**Passover** - Friday, April 11<sup>th</sup> – Sunday, April 20<sup>th</sup>

**Memorial Day**- Monday, May 26<sup>th</sup>

**Shavuos** - Monday, June 2<sup>nd</sup>-Tuesday, June 3<sup>rd</sup>

**Independence Day** – Friday July 4<sup>th</sup>

**Tisha B'av** - Saturday, August 2<sup>nd</sup> -Sunday August 3<sup>rd</sup>

**Rosh Hashana** – Tuesday, September 23<sup>rd</sup>-Wednesday, September 24<sup>th</sup> (closes 1:00pm on September 22<sup>nd</sup>)

**Yum Kippur**- Wednesday, October 1- Thursday, October 2<sup>nd</sup>

**Sukkot** – Tuesday, October 7<sup>th</sup> – Wednesday, October 15<sup>th</sup> (closes 1:00pm on October 6<sup>th</sup>)

**Thanksgiving**- Thursday, November 28<sup>th</sup>

**Christmas Day**- Wednesday, December 25<sup>th</sup>

## Manufacturer % Discount List Category #1 Audio Equipment

**CATEGORY # 1: AUDIO EQUIPMENT**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
Adesso	23%
AKG-Harman	25%
Allen & Heath	22%
Anchor Audio	35%
Audinate	10%
Audio-Technica	17%
Axis Communications	1%
Azden	25%
Behringer	25%
Belden	4%
Black Magic Design	11%
Blonder Tongue	26%
Bose	14%
Bugera	25%
C2G	40%
Califone	33%
Casio	25%
Cetecea	8%
Chauvet DJ	24%
Chauvet Professional	20%
Countryman	25%
Crown Audio-Harman	25%
Cyber Acoustics	10%
Dell	27%
Denon	21%
DJI	11%
DPA Microphones	17%
Eartec	12%
Elation Professional	25%
Electro-Voice	25%
Focusrite	31%
Front Row	N/A
Genelec	9%
HP	13%
HamiltonBuhl	45%
IOGEAR	11%
JBL	25%
Kenwood	23%
Kramer Electronics	22%

## Manufacturer % Discount List Category #1 Audio Equipment

**CATEGORY # 1: AUDIO EQUIPMENT**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
Lab.gruppen	25%
Lectrosonics	25%
LightSpeed	16%
Listen Technologies	26%
Logitech	6%
Mackie	25%
Motorola	15%
NEC	12%
Neumann	9%
Neutrik	19%
Olympus	17%
Phoenix Audio	25%
Poly	13%
QSC	25%
RDL	25%
Rode	17%
Roland	11%
Samson	32%
Samsung	16%
San Disk	31%
Senal	21%
Sennheiser	6%
Shure	19%
Sonos	15%
Sony	6%
Sound Devices	0%
Tannoy	25%
Tascam	30%
Telex	22%
Yamaha	19%
Zoom	12%
Additional Authorized Manufacturers <u>not</u> specifically Listed within this Category (must provide minimum discount)	1%

## Manufacture % discount List Category #2 Video Equipment

**CATEGORY #2: VIDEO EQUIPMENT**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
Aja	17%
Atlona	25%
Axis Communications	1%
Belden	4%
Blackmagic Design	11%
Blonder Tongue	31%
Canon	9%
Datavideo	13%
DJI	11%
Focusrite	33%
Gefen AV	39%
GoPro	13%
HamiltonBUHL	42%
Hitachi	25%
Hoya	25%
HP	1%
HuddleCamHD	24%
Insta360	12%
JVC	8%
Kino Flo	22%
Kramer	30%
LG	3%
Logitech	1%
Marshall Electronics	17%
Microsoft	15%
Middle Atlantic	25%
Neutrik	14%
NewTek	11%
Owl Labs	7%
Panasonic	1%
Pearstone	23%
Peerless-AV	26%
Prompter People	6%
PTZOptics	24%
QSC	36%
Revolabs	21%
Ruggard	34%
Samsung	3%
Sanus	25%

## Manufacture % discount List Category #2 Video Equipment

**CATEGORY #2: VIDEO EQUIPMENT**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
Sharp	<b>25%</b>
SKB	<b>29%</b>
SmallHD	<b>11%</b>
Sony	<b>6%</b>
Tascam	<b>54%</b>
Vaddio	<b>17%</b>
Vizio	<b>3%</b>
Wacom	<b>6%</b>
Watson	<b>25%</b>
Whirlwind	<b>22%</b>
Yamaha	<b>21%</b>
Zhiyun-Tech	<b>22%</b>
Additional Authorized Manufacturers <b>not</b> specifically Listed within this Category (must provide minimum discount)	<b>1%</b>

## Manufacturer % Discount List Category #3 Photography Equipment

**CATEGORY #3: PHOTOGRAPHIC EQUIPMENT**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
ARRI	6%
Axis Communications	1%
Canon	1%
Core SWX	11%
DJI	11%
Dracast	11%
Elation Professional	22%
FUJIFILM	7%
Genaray	25%
GoPro	22%
HamiltonBuhl	56%
Hasselblad	2%
Hitachi	8%
Hoya	25%
Ilford	22%
Joby	22%
Kodak	15%
Leica	5%
Lexar	6%
Litepanels	28%
Lowel	24%
Lumens	25%
Mole-Richardson	22%
Nikon	4%
Olympus	11%
Panasonic	9%
Pearstone	24%
Profoto	13%
Red Digital Cinema	6%
Ricoh	22%
Ruggard	25%
Sandisk	6%
Savage	33%
Sigma	12%
SKB	25%
Sony	6%
Tamron	15%
Tiffen	16%
Vello	20%

## Manufacturer % Discount List Category #3 Photography Equipment

**CATEGORY #3: PHOTOGRAPHIC EQUIPMENT**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
Transcend	<b>23%</b>
Watson	<b>25%</b>
Yongnuo	<b>5%</b>
Additional Authorized Manufacturers <b>not</b> specifically Listed within this Category (must provide minimum discount)	<b>1%</b>

## Manufacturer % Discount List Category #4 Projection Equipment

**CATEGORY #4: PROJECTION EQUIPMENT**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
AAXA Technologies	1%
AVer	13%
Barco	22%
BenQ	2%
Boxlight	N/A
Canon	21%
Casio	25%
Chauvet DJ	25%
Chauvet Professional	20%
Christie	7%
Dell	1%
Elmo	17%
Epson	8%
Hitachi	7%
HoverCam	33%
HP	16%
Infocus	42%
Kodak	9%
Lenovo	1%
LG	6%
Lumens	23%
NEC	31%
Optoma Technology	34%
Panasonic	25%
Promethean	25%
Ricoh	21%
Samsung	25%
Sharp	18%
Sony	40%
Viewsonic	25%
Additional Authorized Manufacturers <b>not</b> specifically Listed within this Category (must provide minimum discount)	1%

## Manufacturer % Discount List Category #5 Screens/Displays

**CATEGORY #5: SCREENS/DISPLAYS**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
ASUS	1%
BenQ	9%
Boxlight	N/A
Chief Manufacturing	25%
Dell	23%
Da-Lite	25%
Draper	N/A
Elmo	38%
Epson	6%
HamiltonBuhl	42%
Hitachi	17%
HP	1%
InFocus	45%
Lenovo	2%
LG	8%
Marshall Electronics	19%
NEC	12%
Newline Interactive	25%
Optoma Technology	40%
Panasonic	11%
Peerless	11%
Planar Systems	5%
Promethean	25%
Qomo	40%
Ricoh	10%
Samsung	3%
Sharp	15%
Smart Technologies	19%
Small HD	11%
Sony	10%
Viewsonic	18%
Vizio	1%
Additional Authorized Manufacturers <b>not</b> specifically Listed within this Category (must provide minimum discount)	1%

## Manufacturer % Discount List Category #6 OPTICS EQUIPMENT

**CATEGORY #6: OPTICS EQUIPMENT**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
AGM	<b>3%</b>
Apexel	<b>11%</b>
BRESSER	<b>15%</b>
Bushnell	<b>24%</b>
Canon	<b>1%</b>
Carson	<b>18%</b>
Fujinon	<b>11%</b>
Hawke Sport Optics	<b>25%</b>
Konus	<b>7%</b>
Kowa	<b>21%</b>
LaScala Optics	<b>9%</b>
Leica	<b>10%</b>
Nikon	<b>1%</b>
Olympus	<b>11%</b>
Opticron	<b>18%</b>
Pentax	<b>3%</b>
Vanguard	<b>13%</b>
Vortex	<b>43%</b>
ZEISS	<b>1%</b>
Additional Authorized Manufacturers <b>not</b> specifically Listed within this Category (must provide minimum discount)	<b>1%</b>

## Manufacturer % Discount List Category #7 Peripherals and Accessories

**CATEGORY #7: PERIPHERALS/ACCESSORIES**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
Advanced Network Devices	14%
Airtame	3%
AJA	17%
AKG-Harman	25%
Allen & Health	22%
Anchor Audio	29%
APC	12%
Aputure	2%
ARRI	1%
Asus	1%
Atlona	25%
Atomos	11%
Audio-Technica	11%
Auray	25%
Azden	25%
Balt	29%
Barco	11%
Behringer	25%
Belden	4%
Belkin	2%
BenQ	11%
Benro	33%
Beseler	33%
Blackmagic Design	11%
Blonder Tongue	26%
Bose	11%
Boxlite	N/A
Bugera	33%
Cables2Go (C2G)	25%
Canare	7%
Canon	1%
Cartoni	11%
Case Logic	25%
Casio	26%
Chauvet DJ	24%
Chauvet Professional	20%
Chief Manufacturing	25%
Christie	9%
Comprehensive	21%

## Manufacturer % Discount List Category #7 Peripherals and Accessories

**CATEGORY #7: PERIPHERALS/ACCESSORIES**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
Core SWX	9%
Countryman	25%
Creality	1%
Crown Audio-Harman	25%
Crucial	1%
Da-Lite	25%
Datavideo	9%
Dell	3%
Denon	22%
DJI	1%
DPA Microphones	16%
Dracast	12%
Draper	32%
Dymo	25%
Eartec	9%
Elation Professional	25%
Electro-Voice	25%
Elmo	7%
Epson	1%
Ergotron	14%
Fiilex	11%
Front Row	N/A
Fujifilm	1%
Gabor	11%
Gator Cases	53%
Gefen AV	38%
Genaray	25%
Genelec	12%
GoPro	17%
G-Technology	9%
HamiltonBuhl	41%
Hasselblad	1%
Hitachi	12%
HoverCam	20%
Hoya	25%
HP	1%
IDX System Technology	7%
Ikan	11%
Ilford	23%
Incipio	25%

## Manufacturer % Discount List Category #7 Peripherals and Accessories

**CATEGORY #7: PERIPHERALS/ACCESSORIES**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
Intelix	25%
IOGEAR	11%
JBL	25%
JVC	15%
Kano	N/A
Kanto	25%
Kinderlab Robotics	N/A
Kino Flo	22%
Kodak	15%
Kopul	25%
Kramer	30%
Lab.gruppen	25%
Lacie	1%
Lectrosonics	15%
Leica	6%
Lenovo	1%
LG	3%
Libec	15%
Listen Technologies	25%
Litepanels	22%
Logitech	2%
Lowel	20%
Lumens	15%
Luxor	25%
Mackie	25%
Magnus	25%
MakerBot	3%
Manfrotto	11%
Marshall Electronics	19%
Matthews	18%
Metabones	5%
Microsoft	3%
Middle Atlantic	41%
Miller	20%
Mole-Richardson	22%
NEC	36%
Neumann	5%
Neutrik	3%
NewTek	11%
Nikon	3%

## Manufacturer % Discount List Category #7 Peripherals and Accessories

**CATEGORY #7: PERIPHERALS/ACCESSORIES**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
Olympus	2%
Optoma Technology	16%
OWC	2%
Owl Labs	17%
Panasonic	2%
Pearstone	21%
Peerless-AV	25%
Pelican	22%
Phoenix Audio	24%
PNY	3%
Porta Brace	11%
Profoto	3%
Promethean	1%
ProTapes	13%
QSC	30%
RDL	41%
RED DIGITAL CINEMA	6%
Redrock Micro	22%
Ricoh	13%
Rode	18%
Rokinon	10%
Roland	13%
Ruggard	25%
Sachtler	22%
Samson	29%
Samsung	3%
SanDisk	3%
Sanus	25%
Savage	33%
Seagate	1%
Senal	25%
Sennheiser	6%
Sharp	15%
Shure	15%
Sigma	1%
Siig	8%
SKB	7%
SmallHD	5%
Sonos	17%
Sony	1%

## Manufacturer % Discount List Category #7 Peripherals and Accessories

**CATEGORY #7: PERIPHERALS/ACCESSORIES**

<b>MANUFACTURER -Supplier must enter minimum % Discount for each Manufacturer.</b>	<b>B&amp;H Photo MINIMUM % DISCOUNTS OFF MANUFACTURER PUBLISHED PRICES</b>
Sound Devices	<b>24%</b>
SquareTrade	<b>20%</b>
StarTech	<b>16%</b>
Synology	<b>1%</b>
Tamron	<b>20%</b>
Tannoy	<b>17%</b>
Tascam	<b>31%</b>
Telex	<b>22%</b>
Teradek	<b>11%</b>
Tessan	<b>25%</b>
Tiffen	<b>11%</b>
Tilta	<b>17%</b>
Transcend	<b>25%</b>
Tripp Lite	<b>6%</b>
Vaddio	<b>11%</b>
VariZoom	<b>11%</b>
Vello	<b>20%</b>
Verbatim	<b>13%</b>
ViewSonic	<b>18%</b>
Vinten	<b>5%</b>
Vizio	<b>1%</b>
Watson	<b>25%</b>
Western Digital	<b>1%</b>
Whirlwind	<b>18%</b>
Wooden Camera	<b>9%</b>
Xcellon	<b>14%</b>
Xerox	<b>1%</b>
Yamaha	<b>20%</b>
Zacuto	<b>13%</b>
Zeiss	<b>1%</b>
Zhiyun-Tech	<b>15%</b>
Zoom	<b>13%</b>
Additional Authorized Manufacturers <b>not</b> specifically Listed within this Category (must provide minimum discount)	<b>1%</b>

**COUNTY OF ROCKLAND - DGS-PURCHASING**  
 BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970  
 TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

**TITLE: Audio, Video, Photography, Projection,  
 Screens/Displays, Optics Equipment, Peripherals and  
 Supplies- Web Based Catalog Contract**

**RFCO #: RCO-RC-2024-003**

## PURCHASES BY OTHER

### LOCAL GOVERNMENTS, SCHOOL DISTRICTS, AND NON-PROFIT AGENCIES

As per the New York State General Municipal Law, all political subdivisions of New York State are allowed to make purchases through the resulting contract(s). As per Rockland County Procurement Policy, Non-Profit Agencies approved to participate in New York State's Contract Extension Program are authorized to make purchases through the resulting contract(s).

1. The County of Rockland shall make all contract award information available to other political subdivisions and non-profit agencies through our website: [www.rcpurchasing.com](http://www.rcpurchasing.com)
2. Any other political subdivision or Rockland County non-profit agency will issue purchase orders directly to vendors within the specified contract period referencing the County's contract and shall be liable for any payments due on such purchase orders; and shall accept sole responsibility for any payment due.
3. All purchases shall be subject to audit and inspection by the other political subdivisions and Rockland County non-profit agencies for which the purchase was made.
4. No officer, board or agency of a county, town, village, or school district shall make any purchase through the County when bids have been received for such purchase by such officer, board or agency, unless such purchase may be made upon the same terms, conditions and specifications at a lower price through the County.
5. All Bidders shall be on notice that as a condition of the award of a County contract, the successful bidder shall accept the award of a similar contract with any other political subdivision in New York State and Rockland County non-profit agencies authorized to use New York State's contracts, if called upon to do so. A listing of approved Rockland County non-profit agencies is available on the Purchasing Division's website at [www.rcpurchasing.com](http://www.rcpurchasing.com). The County, however, will not be responsible for any debts incurred by the participants pursuant to this or any other agreement.
6. Necessary deviations from the County's specifications in the award of a participant contract, whether such deviations relate to quantities, or delivery points shall be resolved between the successful bidder and the other political subdivisions and Rockland County non-profit agencies.

COUNTY OF ROCKLAND - DGS-PURCHASING  
BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970  
TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

**TITLE: Audio, Video, Photography, Projection, Screens/Displays, Optics Equipment, Peripherals and Supplies- Web Based Catalog Contract**

**RFCO #: RCO-RC-2024-003**

**Pre- Bid Meeting**

A non-mandatory pre-bid meeting will be held virtually. Attending the meeting is highly recommended. This will provide suppliers the opportunity to ask questions to the representatives of the County of Rockland Purchasing Department. Answers to the questions asked during the pre-bid meeting will be posted as an Addendum on Bidnet and Bonfire.

A Virtual Pre-Bid via Microsoft Teams will be hosted on **September 5<sup>th</sup>, 2024, at 11:00am** - To Participate select the link below.

Microsoft Teams Meeting Link:

**REQUEST FOR COMPETITIVE OFFERS – BEST VALUE AWARD PROCEDURES**

All purchase contracts of the County of Rockland to be awarded by Best Value shall be awarded by a Request for Competitive Offers. For this purpose, the term "purchase contract" includes contracts for commodities, materials, supplies, equipment and service work, but excludes contracts necessary for the completion of a public works contract covered by the prevailing wage provisions of article 8 of the Labor Law, such as for building construction.

If Minority and Women-owned Business Enterprise ("MWBE"), Small Business or Non-Profit status requirements are of a concern to the County regarding procurement; or if the funding source (Federal or State) prefers the Best Value Award methodology; the Best Value award methodology may be used.

Where the basis for award is the best-value offer, the Purchasing Division and Department Head shall document, in the procurement record and in advance of initial receipt of offers, the determination of the evaluation criteria, which, shall be objective and quantifiable, and the process to be used in the determination of best-value and the manner in which the evaluation process and selection shall be conducted. This shall include identifying the relative importance or weighting of price and non-price factors.

**EVALUATION CRITERIA FOR THIS SOLICITATION**

<b>Criteria</b>	<b>Points</b>
COST	600
Experience	150
Ability to meet the Scope of Work	150
Customer Service/References	100
Cooperative Contract Experience	50
<b>Total available points</b>	<b>1050</b>

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**AWARD**

The submission of a Bid implies the Bidder's acceptance of the evaluation criteria and Bidder's acknowledgment that subjective judgments must be made by the evaluation committee. Award of any contract shall be made to the responsible Bidder, whose Bid is determined to provide the Best Value to the County.

Award(s) may be made to the highest scoring Bidder resulting from the evaluation procedure described above.

The County reserves the right to: accept other than the lowest priced offer, waive any informality, or reject any or all bids, with or without advertising for new bids, if in the best interest of the County.

The county reserves a right to issue a separate solicitation for any needs that arise that exceed the normal use of this contract.

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**Narrative Response Requirements**

**SUBMITTING YOUR OFFER**

NOTICE: By submitting an Offer in response to this Request for Competitive Offer, offeror is acknowledging that the requirements, scope of work, and the evaluation process, outlined in the RCO are fair, equitable, not unduly restrictive, understood and agreed to. Any exceptions to the content of the RCO must be protested to the Director of Purchasing prior to the closing date and time for submission of the proposal.

Offers must be received by the posted due date and time. Offers received after the deadline will be late and ineligible for consideration.

Offers are encouraged be submitted electronically through the County’s Bonfire Portal. Please refer to the instructions titled: Proposal Submittal Procedures for instructions on submitting your Offer electronically.

When submitting (uploading) a Offer electronically through the County’s Bonfire Portal, please allow sufficient time to complete the online forms and upload documents. The solicitation will end at the closing time listed in the RCO. If you are in the middle of uploading your Offer at the closing time, the system will stop the process and your Offer will not be received by the system.

**PROPOSAL RESPONSE FORMAT**

All proposals must include:

- Section I: Executive Summary
- Section II: Detailed Response
- Section III: Value-Added Considerations
- Section IV: Protected Information (if any)
- Section V: Cost Proposal (Upload as separate attachment)
- Section VI: Exceptions to the RCO or Terms and Conditions
  - Upload Exceptions as a separate attachment
  - The County of Rockland Appendix A – Standard Terms and Conditions must be downloaded and reviewed prior to submitting your proposal
- Section VII: Redacted Proposal if applicable (Upload as a separate attachment)
- Required Forms: Uploaded Separately on BonFire.

1. Executive Summary. The one or two-page executive summary is to briefly describe the bidder’s Offer. This summary should highlight the major features of the Offer. It must indicate any requirements that cannot be met by the offeror. The reader should be able to determine the essence of the Offer by reading the executive summary.

2. Detailed Response. This section should constitute the major portion of the Offer and must contain at least the following information:

**COUNTY OF ROCKLAND - DGS-PURCHASING**  
BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970  
TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

**TITLE: Audio, Video, Photography, Projection, Screens/Displays, Optics Equipment, Peripherals and Supplies- Web Based Catalog Contract**

**RFCO #: RCO-RC-2024-003**

A. A complete narrative of the offeror's assessment of the work to be performed, the offeror's ability and approach, and the resources necessary to fulfill the requirements. This should demonstrate the offeror's understanding of the desired overall performance expectations. Clearly indicate any options or alternatives proposed.

B. A specific point-by-point response, in the order listed to each requirement below:

- Number of years in business and specifically in providing audio, video, photography, and peripheral equipment.
- A minimum of three case studies demonstrating successful similar projects.
- Relevant industry certifications or awards that validate expertise and quality
- Breadth and depth of the web-based catalog, including major brands and the latest models in audio, video, photography, and peripheral equipment. Quality of product descriptions, specifications, images, and availability. How often is the catalog updated with new products, changes in inventory and changes in prices.
- Discuss the Web-based catalog user experience. Ease of navigation, search functionality, and user interface design. Ability to tailor the web-based catalog to meet specific organizational needs (e.g. custom pricing, product recommendations). Compatibility with existing systems (e.g. ERP, procurement systems).
- Discuss customer service approach. Availability of product consultants or support during the selection process. Quality of post-order customer service, including technical support, hours of operation, troubleshooting, and warranty services. Availability of training materials or sessions for using the catalog effectively.
- Discuss technical and security aspects of the online catalog including compatibility with different devices and browsers, measures in place to protect sensitive information and ensure secure transactions and load times, uptime guarantees, and overall reliability of the web-based catalog. Provide expected timeline for catalog implementation and integration. Discuss level of support provided during the implementation of the web-based catalog as well as the catalog's ability to integrate with existing systems and workflows. Adherence to relevant industry standards and regulations (e.g., accessibility standards, data protection laws).
- Discuss the Offeror's commitment to incorporating new technologies and staying current with industry trends as well as the Offeror's ability to accommodate future growth and changing needs.

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3. Value Added Considerations. Offeror may include any relevant services or products that will be provided to the County which are not specifically priced in their proposal; but which enhance the bidder's Offer.
4. Protected Information. All protected information must be included in this section of proposal response. Do not incorporate protected information throughout the proposal. Rather, provide a reference in the proposal response directing reader to the specific area of this Protected Information section.

If applicable, a redacted version of your proposal eliminating trade secrets/confidential information is to be uploaded with your submission. The redacted response will be the one given for any Freedom of Information requests. If you do not provide a redacted response, the response you provided will be sent for any FOIL requests.

5. Cost Proposal. Cost will be evaluated independently from the technical proposal. Please enumerate all costs on the attached Cost Proposal Forms. Cost Proposals are to be uploaded as a separate attachment to your RCO response. Please refer to the separate attachment titled: Proposal Submittal Procedures for instructions on submitting your proposal electronically. Inclusion of any cost or pricing data within the technical proposal may result in your proposal being judged as non- responsive.
6. Exceptions to Terms and Conditions. Exceptions to the RCO Terms and Conditions, and/or the Appendix A Standard Terms and Conditions for Purchase Contracts must be submitted with the RCO response. Exceptions, additions, service level agreements, etc. submitted after the date and time for receipt of Offers will not be considered.
7. Required Forms. The Statement of Required Disclosures, Representations and Certifications shall be completed and uploaded as separate pdf. file on the Bonfire Portal and includes:
  - a. Affidavit of Non-Collusion
  - b. Affidavit of Disclosure of Political Contributions
  - c. Certification Regarding Affirmative Action Plan
  - d. Business Dealings in Northern Ireland
  - e. Past and Present Performance Information Form for a minimum of three references
  - f. Disclosure of Supplier Responsibility Statement
  - g. Supplier Information Page
  - h. Certification Regarding Boycott, Divest and Sanctions (BDS) activities

Responsible Offeror: Award will be made only to "responsible" offerors possessing the ability, experience, willingness, and integrity to perform successfully under the terms and conditions of the contract. Responsibility is a procurement issue that is determined by the recipient after receiving bids or offers and before making contract award in ascertaining whether or not a bidder is responsible. Information may be requested from bidder to discuss and assist in determining responsibility.

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**RFCO #: RCO-RC-2024-003**

**SPECIFICATIONS**

**1. SCOPE**

The main purpose of this solicitation is to select a qualified supplier of Audio, Video, Photography, Projection, Screens/Displays, Optics Equipment, Peripherals and Accessories that has the depth, breadth and quality of resources necessary to complete the requirements of this contract. The scope of this bid will specifically EXCLUDE configurable items such as desktop computers, laptops. Software may only be included if it is associated with equipment ordered. Our goal is to provide efficient service and quality performance while reducing costs.

**2. TERM OF CONTRACT**

The initial term of this contract is for three (3) years. The contract may be extended beyond the original contract period for two (2) additional one-year terms upon mutual agreement and upon review of requirements of participating entities, current market conditions, and contractor performance.

**3. PRICING/DISCOUNTS**

- 3.1. Bidders must submit discounts offered for each Manufacturer listed under each Category on the Cost Proposal Manufacturer % Discount List By Category. This will be used as part of the Cost Evaluation. There are multiple tabs, one for each category, as listed below.
- 3.2. If bidder is NOT an authorized distributor, or cannot provide equipment, for any reason, for any of the manufacturers listed within a category, they must leave the field blank for that manufacturer.
- 3.3. If Bidder is an authorized distributor for a Manufacturer, but no discount is being offered, the supplier must enter zero as (0%).
- 3.4. Bidders are not limited to the Manufacturers listed. Minimum Discounts for Manufacturers not listed, can be listed on the last line for each category on the Manufacturer % Discount List by Category.
- 3.5. Higher discounts will be accepted when available. However, at no time, can the discount be lower than the awarded discount.
- 3.6. Discount must be off Manufacturer Published Price Lists.

**4. CATEGORIES**

There are seven (7) categories that will be awarded on this contract. Suppliers must be able to provide, at a minimum, all products, as listed, in ALL categories.

**4.1. AUDIO EQUIPMENT**-Includes but not limited to: Audio Mixers, Speaker Systems, Stereo Receivers/Equalizers, Compact Disc Players, MP3 Players, AM/FM Radio, Public Address Systems (including Portable), Portable Sound Systems, Microphone Systems (including wireless), Amplifiers, Sound Bars Audio Cassette Recorder/Players

**4.2. PHOTOGRAPHIC EQUIPMENT**-Includes but not limited to: Cameras, Digital Cameras, Digital Imaging, Stand Alone Printers for Digital Camera Printing only, SLR (small, medium & large format), Hidden Cameras, Wireless Cameras, Digital Imaging, Camera Lenses, Film Holders, Slide Printers, Lens Accessories, Digital Memory Cards

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**4.3. VIDEO EQUIPMENT-** Includes but not limited to: Equipment for Videoconferencing, Studio Production, Video Recording, Digital Video Disc Players, **Televisions**, Plasma Screen Televisions, Television Monitors/Monitor Receivers, TV/VCR Combo Units, Camcorders, Digital Video Recorders, High-Definition Cameras (Non-Security Related), Digital Video Editing Systems, Tele Prompters, Blu Ray Players/Recorders, High-Definition Camera (Non-security related), Surveillance Equipment, Drones.

**4.4. PROJECTION EQUIPMENT-** Includes but not limited to: Video Projection Systems, Video Presentation Boards, Projectors: LCD, DLP (Digital Light Processing), Overhead, Slide

**4.5. SCREENS/DISPLAYS-**Includes but not limited to: Projection Screens, Rear Projection, Motorized, Tripod, Portable & Wall, Video Plasma Displays, Monitors, LCD Panels, Interactive Whiteboards

**4.6. OPTICS EQUIPMENT-** Includes but not limited to: Binoculars, Monocular, Scopes, Night & Thermal Vision and Field Accessories

**4.7. PERIPHERALS/ACCESSORIES-Includes but not limited to:** Products in this category will include those used in relation with Categories 1-6, such as: Audio Visual Carts, Projector Mounting Systems, Podiums, Lecterns, Stands, Equipment Cases, Racks and Rack Mounting Equipment, Test Equipment, Batteries, Chargers, Cables, Connectors, Adapters, Multimedia Consoles and Control Systems, Switchers, Routers, Camera Accessories: Various Lenses, Tripods, Fluid Heads, Camera Support Equipment, Scanners, Photo and Barcode Type Printers, Keyboards, External Hard Drives, Flash Drives, Lighting

**5. PERFORMANCE REQUIREMENTS**

- 5.1. The awarded supplier must deliver goods within fifteen (15) calendar days from receipt of order, unless otherwise mutually agreed upon by the ordering entity with exceptions being made for holidays, special orders and back orders. Contractor must contact the ordering entity to notify them of any deliveries that will not be made within fifteen(15) days, along with an actual delivery date and reason for the delay.
- 5.2. The Contractor will be required to assign a statewide contract manager to act as a liaison and contact person between the ordering entities and the contractor for purpose of resolving issues or problems related to any part of this contract.
- 5.3. The contractor must also provide a day-to-day account inside salesperson(s) and email address, to provide quotes as needed within 48 hours of request.
- 5.4. Salesperson must be able to provide details for larger volume requests, special / promotional pricing, product recommendation, etc.
- 5.5. Contractor’s quoting system must be able to provide Web Price, less discount(s) offered, and net price for each item on every quote.
- 5.6. Punchout software shall be capable of showing manufacturer price and contract discounted price, for validation of discount.
- 5.7. Firms offering an electronic quoting system and also the Peoplesoft Punchout System, shall be able to punch out to the specially priced quoted items.

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5.8. Contractor must be an Authorized Distributor for all Manufacturers listed on the website and awarded on this contract. Proof of Authorization must be provided upon request.

**6. SHIPPING AND DELIVERY**

- 6.1. All deliveries will be FOB Destination (throughout New York State), freight prepaid and included with all transportation and handling charges paid by the contractor. Responsibility and liability for loss or damage shall remain the contractors until final inspection and acceptance when responsibility will pass to the purchasing entity except as to latent defects, fraud and contractor’s warranty obligations. Any portion of an order to be shipped without transportation charges that is back ordered will be shipped without charge.
- 6.2. A request for exceptions to the FOB Destination delivery must be submitted with the bid. The County of Rockland must pre-approve any exceptions before the award of the bid and identified on individual product quotes as requested. The County of Rockland will have the final approval on what exceptions are acceptable.
- 6.3. All deliveries will be “Inside Deliveries” as designated by a representative of the Purchasing Entity placing the Order. Inside delivery refers to a delivery other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or purchase order.
- 6.4. All products delivered must be delivered in Manufacturer’s standard package. Costs shall include all packing and/or crating charges. Cases must be of durable construction, good condition, suitable in every aspect for storage and handling of contents. Each carton must be properly labeled with the commodity, brand, quantity, item code number and the purchasing entity’s Purchase Order number.
- 6.5. Products returned because of quality problems, duplicated shipments, etc., will be sent back to the contractor within 10 calendar days at the contractor’s expense, with no restocking charges and shall be replaced with specified products r the ordering entity will be credited/refunded for the full price purchase.

**7. ORDERING/INVOICING**

- 7.1. There are no guaranteed minimum or maximum amounts of orders. Each ordering entity will order products on an as need basis.
- 7.2. The contractor must be able to accept verbal orders via telephone with use of a State P-card. A printable receipt must be offered.
- 7.3. The contractor must be able of Providing a Punchout through Empire Procure Connect Marketplace to an Entity’s ERP or Procurement System.
- 7.4. The contractor must be able to accept purchase orders via the internet and email.
- 7.5. They must be able to provide a printable order confirmation upon receipt of a purchase order.
- 7.6. Contractor must be able to accept payments by check, electronic fund transfer, or State P-card. The contractor will be solely responsible for the credit card user-handling fee associated with credit card purchases.
- 7.7. Contractor must have the ability to accept purchase orders via Peoplesoft Punchout System (preferred) or other equivalent electronic portals.
- 7.8. The awarded contractor shall pass on all rebates and special promotions offered by the manufacturers during the term of this contract to the County of Rockland. It shall be the responsibility of the vendor to notify the Rockland County Purchasing Division of such rebates and/or special promotions during the contract period. The awardee(s) shall offer special promotions provided that the new price charged is for

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the item(s) is/are lower than what would otherwise be available through the contract. It is understood that these special promotions may be of limited duration by the vendor(s). At the end of such promotion, the standard contract price shall prevail.

**8. GUARANTEE OF EQUIPMENT**

- 8.1. Contractors must guarantee that the equipment offered is standard new equipment and that no attachment or part has been substituted or applied contrary to manufacturer’s recommendations and standard practice. Products furnished under the terms of this contract will be guaranteed against any defect due to faulty material and/or workmanship. Products must meet all federal, state and local standards for quality and safety requirements and must be UL approved. All equipment delivered must be first quality manufacture, workmanship and finish. No remanufactured or refurbished equipment will be provided under this contract.
- 8.2. Contractor must be able to provide ordering entities written warranties for all items covered by a warranty.
- 8.3. With delivery of equipment, contractor shall furnish the ordering entity, a complete instruction manual for the equipment with full instructions on operation of the equipment and preventative and corrective Procedures.

**9. EXPERIENCE**

- 9.1. Firms must be in the business of providing professional, industrial and/or consumer grade audio, video and photographic equipment and accessories for a minimum of three (3) years.
- 9.2. At least two of the five required references, must be references where your firm set-up/ implemented an eRP System Punchout (ie Peoplesoft 9.2). The County of Rockland currently uses Peoplesoft 9.2.

**10. EVALUATION CRITERIA**

Bidders must include a Narrative Description of ability to meet the each of the specified criteria as listed below. By submitting an offer in response to this request for Competitive Offer, offeror is acknowledging that the requirements, scope of work, and the evaluation process, outlined in the RCO are fair, equitable, not unduly restrictive, understood and agreed to. Any exceptions to the content of the RCO must be protested to the Director of Purchasing prior to the closing date and time for submissions of the RCO.

- 10.1. **COST (600 points)- Cost will be evaluated independently. All discounts must be enumerated on the Cost Schedules Manufacturers % Discount List by Category. Cost Proposals are to be uploaded as a separate attachment with bid submission copied onto a USB flash drive and included with your bid submission. The distribution of points based on cost will be determined as follows:**
  - 10.1.1. The lowest cost proposal will receive the maximum number of points allocated to this cost section (300) The points allocated for cost on the other proposals will be determined using the following formula: *(Price of the lowest cost proposal) X (maximum points for cost) ÷ Cost of each higher priced Proposal)*

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**10.1.2. Capabilities (300 points)-** Authorized manufacturers confirmed on the **Cost Schedules for Manufacturer % Discount List by Category**

- 100% of manufacturers listed = 300 points
- 76.0%-99.9% of manufacturers listed = 150 points
- UP to 75.99%= of manufacturers listed=50 points

**10.1.3. Cost Schedules Manufacturer % Discount List by Category (300 points)-** Bidders must enter the minimum discount offered for Manufacturers listed for each category. There are seven (7) categories that will be evaluated. If the supplier is not an authorized Distributor for a manufacturer listed for each category, they should leave that line blank. If the Manufacturer is offered, but with no discount, the supplier must enter zero as (0%).

**10.1.4. There is an additional line for bidders to include a minimum discount for Manufacturers offered, but not listed.** The discount entered must be the minimum discount, but larger discounts will be accepted at time of order.

**10.2. EXPERIENCE (150 points)**

**10.2.1. Experience (150 points)-Bidders must submit the Certificate of Experience Form as part of the evaluation criteria for experience**

10.2.1.1. Minimum Experience: Bidder must have been in business for a minimum of three (3) years selling the amount of product equal to the complexity of the requirements of this solicitation, such as web-based catalog retail on a statewide basis. Bidder must include details for two agencies who currently use a punchout ordering system.

10.2.2. Bidder must provide the following profile information specific to their company for evaluation:

- 10.2.2.1. Company’s full legal name and primary business address;
- 10.2.2.2. Describe your company ownership structure;
- 10.2.2.3. Employees size (number of employees);
- 10.2.2.4. Website;
- 10.2.2.5. Sales Contact Information;
- 10.2.2.6. Your client retention rate during the last 3 years;
- 10.2.2.7. A brief history of your company and the year it was founded;
- 10.2.2.8. Describe your company’s growth during the past 3 years

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**10.3. ABILITY TO MEET THE SCOPE OF WORK (150 points)**

- 10.3.1. Bidder must Confirm ability to meet the requirements of all of the Empire State Cooperative Procurement Alliance’s Terms and Conditions as specified, including quarterly sales reporting and required Convenience Fees as specified.
- 10.3.2. Offerors must clearly describe if there are any geographical limits (e.g. by County(s) name) if proposing a geographical area less than that of all of New York State.
- 10.3.3. Bid response must specify all catalog items not to be discounted and/or will be excluded from this contract.
- 10.3.4. Describe how e-commerce, internet / website identifies non-discounted or excluded items in your on-line catalog database
- 10.3.5. Bid must specify which items may be excluded from FOB destination prepaid and included
- 10.3.6. Bidder must include any Brands/Manufacturers or products that will be excluded from this contract.
- 10.3.7. Bidder must provide details and capabilities of Peoplesoft (or other software) punchout system offered, at no additional cost to the County. A timeline for completion must be included.
- 10.3.8. Describe quoting process and timeline, if no punchout system is in place.
- 10.3.9. Describe ability to provide a Dedicated Website?

**10.4. CUSTOMER SERVICE/REFERENCES (100 points)**

- 10.4.1. Will you have 24-hour (7) days a week customer service available for all participating entities. If not, please include the hours for customer service.
- 10.4.2. Other than the National Holidays, please include all holidays that the business will be closed for business.
- 10.4.3. How will you service our account? Describe the system you will use to manage our account?
- 10.4.4. What are your quality assurance measures and how are they handled in your organization?

**10.5. COOPERATIVE CONTRACT EXPERIENCE (50 points)**

- 10.5.1. Bidder has been awarded and successfully managed a National Cooperative Contract of similar size and scope. (e.g. Omnia, Sourcewell, NASPO, etc.)
- 10.5.2. Bidder must provide Contract Details with Bid submission.

**DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION**

Dr. Robert L. Yeager Health Center  
50 Sanatorium Rd, Building A  
Pomona, New York 10970  
Phone: (845) 364-3820 Fax: (845) 364-3809  
Email: purchasing@co.rockland.ny.us

**Paul Brennan, FNIGP, NIGP-CPP, CPPO**  
*Director of Purchasing*

**ADDENDUM # 2**  
**RFCO #: RCO-RC-2024-003**

The information in this addendum supersedes any contradictory information set forth in the contract documents. Acknowledge receipt of this addendum in the space provided on the signature page of the bid proposal. Failure to do so, may subject the bidder to disqualification. This addendum forms a part of the contract documents.

**The Cost Schedule Manufacturer % Discount List by Category was unable to be removed from Bidnet Direct. ALL Bidnet users must submit the “Protected Cost Schedule” when submitting your bid.**

**SIGNED:**

*Paul J. Brennan*

**PAUL J. BRENNAN, FNIGP, NIGP-CPP, CPPO**  
**DIRECTOR OF PURCHASING**

ADDENDUM

9/6/24

**DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION**

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**Paul Brennan, FNIGP, NIGP-CPP, CPPO**  
*Director of Purchasing*

**ADDENDUM # 1**  
**RFCO #: RCO-RC-2024-003**

The information in this addendum supersedes any contradictory information set forth in the contract documents. Acknowledge receipt of this addendum in the space provided on the signature page of the bid proposal. Failure to do so, may subject the bidder to disqualification. This addendum forms a part of the contract documents.

1. An **Empire Procure Connect Supplier Program Overview (2024) Flyer**, with information on the Online Marketplace- Empire Procure Connect, has been uploaded to the Bid File. Suppliers are encouraged to review this flyer.
2. The original Cost Schedule Manufacturer % Discount List by Category has been removed and replaced with the **“Protected Cost Schedule Manufacturer % Discount List by Category”**. There have been no changes to this document other than it is now protected so that only changes to the Minimum Discount % column can be changed. All other rows and columns have been locked.
3. Delivery Locations: Various locations in Rockland County and throughout the State of New York
4. Pricing/Discounts: Bidders are encouraged to review Specifications-Section 3- Pricing/Discounts (page 23) regarding how to complete the Cost Schedule worksheet.
5. Evaluation Criteria” Section 10, page 26. The Total Cost Evaluation is worth 600 points. The 600 points is split in the following manner:
  - a. 300 Points- Cost Schedule Worksheet for Manufacturer % Discount by Category
  - b. 300 Points- Capabilities- Percentage of Manufacturers that are bid on in bid submission.
6. Suppliers are encouraged to submit their Bids electronically on Bonfire. Suppliers who intend to submit their bid directly to the county, must send their bid submissions and USB drive to the purchasing department at:

**PAUL J. BRENNAN, FNIGP, NIGP-CPP, CPPO**  
**Director of Purchasing, Department of General Services**  
**County of Rockland**  
**Sanatorium Road, Bldg. A, Pomona, NY 10970**  
**ALL BIDS MUST BE RECEIVED PRIOR TO 3:00PM on SEPTEMBER 26, 2024**

**SIGNED:**

*Paul J. Brennan*

**PAUL J. BRENNAN, FNIGP, NIGP-CPP, CPPO**  
**DIRECTOR OF PURCHASING**  
ADDENDUM  
9/6/24

COUNTY OF ROCKLAND - DGS-PURCHASING  
BLDG. A. 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970  
TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

TITLE: **Audio Visual**

BID NUMBER: **RCO-RC-2024-003**

**REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY  
CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR PART 200**

**Instructions:**

1. All clauses must be initialed.
2. A notary is only required for one page.

Vendor agrees to comply with all federal, state, and local laws, rules, regulations and ordinances, as applicable. It is further acknowledged that vendor certifies compliance with all provisions, laws, acts, regulations, etc. as specifically noted and agreed to on the following pages.

Vendor's Name / Company Name: B&H Foto & Electronics Corp

Address, City, State, and Zip Code: 420 9th Avenue, New York, NY 10001

Phone Number: 212-239-7500 Fax Number: 212-239-7509

Printed Name and Title of Authorized Representative:  
Elizabeth Mejia / Compliance Specialist

Email Address: Registrations@bhphoto.com

Signature of Authorized Representative: *Elizabeth Mejia*

Date: 9/23/2024

Federal Tax ID #: 13-2768071

SWORN to before me this 23rd day of

September, 2024

*Harry K. Waldner*

**HARRY K. WALDNER  
NOTARY PUBLIC - STATE OF NEW YORK  
NO. 01WA4631810  
QUALIFIED IN KINGS COUNTY  
MY COMMISSION EXPIRES JUNE 02, 2027**

**\*Note: ALL Sections on the following pages must be initialed and this Statement must be signed before a Notary**



**COUNTY OF ROCKLAND - DGS-PURCHASING**  
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**TITLE:** Audio Visual

**BID NUMBER:** RCO-RC-2024-003

**REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY**  
**CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR PART 200**

of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Pursuant to Federal Rule (D) above, when federal funds are expended by COUNTY OF ROCKLAND, during the term of an award for all contracts and subgrants for construction or repair, the vendor will be in compliance with all applicable Davis-Bacon Act provisions.

**Does vendor agree? YES**

EM Initials of Authorized Representative of vendor

(E) Contract Work Hours and Safety Standards Act (40 U.S.C. 3701-3708). Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Pursuant to Federal Rule (E) above, when federal funds are expended by COUNTY OF ROCKLAND, the vendor certifies that during the term of an award for all contracts by COUNTY OF ROCKLAND resulting from this procurement process, the vendor will be in compliance with all applicable provisions of the Contract Work Hours and Safety Standards Act.

**Does vendor agree? YES**

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(F) Rights to Inventions Made Under a Contract or Agreement. If the Federal award meets the definition of "funding agreement" under 37 CFR §401.2 (a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

**COUNTY OF ROCKLAND - DGS-PURCHASING**  
 BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970  
 TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

**TITLE:** Audio Visual

**BID NUMBER:** RCO-RC-2024-003

**REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY**  
**CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR PART 200**

Pursuant to Federal Rule (F) above, when federal funds are expended by COUNTY OF ROCKLAND, the vendor certifies that during the term of an award for all contracts by COUNTY OF ROCKLAND resulting from this procurement process, the vendor agrees to comply with all applicable requirements as referenced in Federal Rule (F) above.

**Does vendor agree? YES**                      EM    **Initials of Authorized Representative of vendor**

(G) Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended—Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

Pursuant to Federal Rule (G) above, when federal funds are expended by COUNTY OF ROCKLAND, the vendor certifies that during the term of an award for all contracts by COUNTY OF ROCKLAND resulting from this procurement process, the vendor agrees to comply with all applicable requirements as referenced in Federal Rule (G) above.

**Does vendor agree? YES**                      EM    **Initials of Authorized Representative of vendor**

Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2 CFR 180.220) must not be made to parties listed on the governmentwide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR part 1986 Comp., p. 189) and 12689 (3 CFR part 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Pursuant to Federal Rule (H) above, when federal funds are expended by COUNTY OF ROCKLAND, the vendor certifies that during the term of an award for all contracts by COUNTY OF ROCKLAND resulting from this procurement process, the vendor certifies that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency or by the State of New York. Vendor shall immediately provide written notice to COUNTY OF ROCKLAND if at any time the vendor learns that this certification was erroneous when submitted or has become erroneous by reason of changed circumstances. COUNTY OF ROCKLAND may rely upon a certification of a vendor that the vendor is not debarred, suspended, ineligible, or voluntarily excluded from the covered contract, unless COUNTY OF ROCKLAND knows the certification is erroneous.

**Does vendor agree? YES**                      EM    **Initials of Authorized Representative of vendor**

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

## COUNTY OF ROCKLAND - DGS-PURCHASING

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TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

TITLE: Audio Visual

BID NUMBER: RCO-RC-2024-003

**REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY  
CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR PART 200**

Pursuant to Federal Rule (I) above, when federal funds are expended by COUNTY OF ROCKLAND, the vendor certifies that during the term and after the awarded term of an award for all contracts by COUNTY OF ROCKLAND resulting from this procurement process, the vendor certifies that it is in compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

- (1) No Federal appropriated funds have been paid or will be paid by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certificate is a prerequisite for making or entering into this transaction imposed by Section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Does vendor agree? YES

EM Initials of Authorized Representative of vendor

(J) Procurement of Recovered Materials – When federal funds are expended by COUNTY OF ROCKLAND, COUNTY OF ROCKLAND and its contractors must comply with section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include: (1) procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; (2) procuring solid waste management services in a manner that maximizes energy and resource recovery; and (3) establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Pursuant to Federal Rule (J) above, when federal funds are expended COUNTY OF ROCKLAND, as required by the Resource Conservation and Recovery Act of 1976 (42 U.S.C. § 6962(c)(3)(A)(i)), the vendor certifies, by signing this document, that the percentage of recovered materials content for EPA-designated items to be delivered or used in the performance of the contract will be at least the amount required by the applicable contract specifications or other contractual requirements.

Does vendor agree? YES

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**REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY  
 CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR PART 200**

**(K) Required Affirmative Steps for Small, Minority, And Women-Owned Firms for Contracts Paid for with Federal Funds – 2 CFR § 200.321 –** When federal funds are expended by COUNTY OF ROCKLAND, Vendor is required to take all affirmative steps set forth in 2 CFR 200.321 to solicit and reach out to small, minority and women owned firms for any subcontracting opportunities on the project, including: 1) Placing qualified small and minority businesses and women's business enterprises on solicitation lists; 2) Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources; 3) Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises; 4) Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises; and 5) Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce.

Does vendor agree? YES

EM Initials of Authorized Representative of vendor

**RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL  
 FUNDS – 2 CFR § 200.334**

When federal funds are expended by COUNTY OF ROCKLAND for any contract resulting from this procurement process, the vendor certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.334. The vendor further certifies that vendor will retain all records as required by 2 CFR § 200.334 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

Does vendor agree? YES

EM Initials of Authorized Representative of vendor

**CERTIFICATION OF COMPLIANCE WITH EPA REGULATIONS  
 APPLICABLE TO GRANTS, SUBGRANTS, COOPERATIVE AGREEMENTS, AND  
 CONTRACTS IN EXCESS OF \$100,000 OF FEDERAL FUNDS**

When federal funds are expended by COUNTY OF ROCKLAND for any contract resulting from this procurement process in excess of \$100,000, the vendor certifies that the vendor is in compliance with all applicable standards, orders, regulations, and/or requirements issued pursuant to the Clean Air Act of 1970, as amended (42 U.S.C. 1857(h)), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15.

Does vendor agree? YES

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**CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND  
CONSERVATION ACT**

When federal funds are expended by COUNTY OF ROCKLAND for any contract resulting from this procurement process, the vendor certifies that the vendor will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (Pub. L. 94-163, 89 Stat. 871).

Does vendor agree? YES

EM Initials of Authorized Representative of vendor

**CERTIFICATION OF COMPLIANCE WITH BUY AMERICA PROVISIONS**

Vendor certifies that vendor is in compliance with all applicable provisions of the Buy America Act. Purchases made in accordance with the Buy America Act must still follow the applicable procurement rules calling for free and open competition.

Does vendor agree? YES

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**CERTIFICATION OF NON-COLLUSION STATEMENT**

Vendor certifies under penalty of perjury that its response to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Does vendor agree? YES

EM Initials of Authorized Representative of vendor