

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **Audio Video, Photography & Electronic Eqpt, Supplies & Replacement Parts, Percent from website, as needed**

Contract Period: July 21, 2021 through July 20, 2024

Original Date of Issue: July 21, 2021

Date of Revision: 03/02/23

BID No: RFB-RC-2021-054

Ordering method: Special request

Authorized Users: County Agencies, all political subdivisions

Address Inquiries To:

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

Description

This is a percent discount from Catalog/Web for Audio Visual Equipment & Supplies.

| Contract # | Vendor Number | Contractor & Address | Telephone No. |
|-----------------|---------------|--|--|
| RFB-RC-2021-054 | 000005247 | B&H Foto & Electronics Corp. 420 Ninth Avenue New York, NY 10001 Contact: Government & Ed-Accs newyork@bhphoto.com | 800-947-9962 x 7741 FAX: 212-239-7754 |
| RFB-RC-2021-054 | 000005317 | Adorama Inc. 42 West 18 th Street New York, NY 10011 Contact: Michael Glover michaelg@adorama.com | 212-741-0401 x 2135 |

How to use:

End users are required to get quotes from both companies before ordering to compare pricing. Also, check the web and Amazon Business for pricing to compare. Any questions please contact Kathy McSharar at 845-364-3821.

| AUDIO VISUAL, PHOTOGRAPHIC AND ELECTRONIC EQUIPMENT AND RELATED PERIPHERIALS & SUPPLIES, AND REPLACEMENT PARTS -PERCENT DISCOUNT FROM WEBSITE | | | | | | | A 0% Discount is not acceptable for Line #1. Indicate "0" if not Offering a different Percentage on lines 2-15. All spaces must be completely filled in. The use of SemiColon's to indicate "Same" will be rejected. | | ADORAMA | | | B&H PHOTO-VIDEO CORP | | |
|--|--|-------------|------------------|---|---|---|--|------------|---|---|--|---|---|---|
| COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT BLDG. A, 6TH FLOOR, 50 SANATORIUM ROAD POMONA, NY 10970 TELEPHONE NO.: 845-364-3820 / FAX NO.: 845-364-3809 | | | | | | | | | | | | | | |
| LINE # | SECTION 1 CATEGORY | ITEM NUMBER | UNIT | Estimated Quantity (For Evaluation Purposes Only) | NAME / DATE OF CURRENT BIDDER'S CATALOG (if applicable) | Section 1 Percent Discount from Bidder's Web-site Catalog | Extended Percent Discount multiplied by Estimated Dollar Value and then Subtracted for Discounted Total | EXCLUSIONS | Section 1 Percent Discount from Bidder's Web-site Catalog | Extended Percent Discount multiplied by Estimated Dollar Value and then Subtracted for Discounted Total | EXCLUSIONS | Section 1 Percent Discount from Bidder's Web-site Catalog | Extended Percent Discount multiplied by Estimated Dollar Value and then Subtracted for Discounted Total | EXCLUSIONS |
| <p><i>ENTER PERCENT DISCOUNT IN PERCENT DISCOUNT COLUMN. IF THERE IS NO PERCENT DISCOUNT OFFERED, INDICATE ""0"" (lines 2-15 DO NOT LEAVE BLANK. DO NOT LEAVE EXTENDED COLUMN BLANK. IF LEFT BLANK- BID RESPONSE MAY BE DETERMINED TO BE NON-RESPONSIVE. SUBTRACT PROPOSED PERCENT DISCOUNT TO ESTIMATED DOLLAR AMOUNT TO ARRIVE AT EXTENDED PRICE."</i></p> | | | | | | | | | | | | | | |
| 1 | General Catalog Percent Discount (No Chain or Multiple Discounts) | 840 | percent discount | \$50,000.00 | | | | | 0.05 | \$49,500.00 | discount excludes MAP items (manufacturer restricted items where no discount is allowed) | 0.02 | \$49,000.00 | Manufacturer unilaterally priced items. B&H kits, used items & gift cards will receive 0% discount. IF ALLOWED, a discount rang of 2-20% will be given. |
| | Percent Discount for Specific Categories as indicated below if higher than indicated in Line #1 | | | | | | | | | | | | | |
| 2 | Camera's, Lenses and Aerial | 840 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" |
| 3 | Camera Accessories, Supplies and Consumables | 840 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" |
| 4 | Comonents & Pheriperials, Computer (Memory, Graphic Cards, Controller Cards, etc.) | 204 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" |
| 5 | Components & Pheriperials, Camera, Memory cards, lights, tripods/stands, bags, etc. | 840 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" |
| 6 | Devices, Mice, Pointer, Keyboards, Wireless Accessories, Laser Pointers, Webcams, KVM (Switches, Consoles, Cables and Extenders) | 840 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" |

| AUDIO VISUAL, PHOTOGRAPHIC AND ELECTRONIC EQUIPMENT AND RELATED PERIPHERIALS & SUPPLIES, AND REPLACEMENT PARTS -PERCENT DISCOUNT FROM WEBSITE | | | | | | | A 0% Discount is not acceptable for Line #1. Indicate "0" if not Offering a different Percentage on lines 2-15. All spaces must be completely filled in. The use of SemiColon's to indicate "Same" will be rejected. | | ADORAMA | | | B&H PHOTO-VIDEO CORP | | | |
|--|---|-------------|------------------|---|---|---|--|------------|---|---|------------|---|---|------------|--|
| COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT BLDG. A, 6TH FLOOR, 50 SANATORIUM ROAD POMONA, NY 10970 TELEPHONE NO.: 845-364-3820 / FAX NO.: 845-364-3809 | | | | | | | | | | | | | | | |
| LINE # | SECTION 1 CATEGORY | ITEM NUMBER | UNIT | Estimated Quantity (For Evaluation Purposes Only) | NAME / DATE OF CURRENT BIDDER'S CATALOG (if applicable) | Section 1 Percent Discount from Bidder's Web-site Catalog | Extended Percent Discount multiplied by Estimated Dollar Value and then Subtracted for Discounted Total | EXCLUSIONS | Section 1 Percent Discount from Bidder's Web-site Catalog | Extended Percent Discount multiplied by Estimated Dollar Value and then Subtracted for Discounted Total | EXCLUSIONS | Section 1 Percent Discount from Bidder's Web-site Catalog | Extended Percent Discount multiplied by Estimated Dollar Value and then Subtracted for Discounted Total | EXCLUSIONS | |
| 7 | TV's, Monitors / Displays (Professional / Commercial) | 840 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" | |
| 8 | Video Equipment, Professional Camcorders and Camera's | 840 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" | |
| 9 | Video, Camcorder & Camera Accessories | 840 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" | |
| 10 | Audio, Professional Equipment | 840 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" | |
| 11 | Audio, Professional Accessories | 840 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" | |
| 12 | Mobile Devices (Excluding Tables and IPADS) | 840 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" | |
| 13 | Optics, Equipment including, but not limited to, Binoculars ,Scopes, Night & Thermal Vision and Field Accessories | 840 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" | |
| 14 | Audio Visual Presentation, to include but not limited to, Screens, projectors, Presenters, Whiteboards, Easels & Displays | 840 | percent discount | \$1,000.00 | | | | | 0.05 | \$950.00 | "" | 0.02 | \$980.00 | "" | |
| 15 | Additional Percent Discount added to Bidder's Web-Site Percent Discount if order placed using eCommerce/ Internet Web Transaction | 840 | percent discount | \$1,000.00 | | | | | 0 | \$1,000.00 | "" | 0.02 | \$980.00 | "" | |
| <i>BIDDERS WEB ADDRESS FOR ELECTRONIC CATALOG</i> | | | | | | | | | | | | www.adorama.com | | | www.bhphoto.com/rockland |

| AUDIO VISUAL, PHOTOGRAPHIC AND ELECTRONIC EQUIPMENT AND RELATED PERIPHERALS & SUPPLIES, AND REPLACEMENT PARTS -PERCENT DISCOUNT FROM WEBSITE | | | | | Vendor Name: | | B & H | | Adorama | | |
|--|--|--|----------|---------------------|---|-----------|---------------------------|-----------|------------|-----------|------------------------------|
| COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD POMONA, NY 10970 TELEPHONE NO.: 845-364-3820 / FAX NO.: 845-364-3809 | | | | | The Discount Offered Below shall be the same Discount indicated in Section 1. All spaces must be completely filled in. | | | | | | |
| LINE | SECTION 2 PRODUCT / ITEM | MFG. P/N | QUANTITY | CATALOG / WEB PRICE | DISCOUNT OFFERED IN BID | NET PRICE | FREIGHT (IF NOT INCLUDED) | NET PRICE | Extension | NET PRICE | Extension |
| Items below have been purchased within the last six (6) months and are for Evaluation Purposes Only. Pricing and Discount to be entered as per Percent Discount offered in Section 1 on Proposal Page | | | | | | | | | | | |
| | | | | | | | | | | | Didn't provide price for #19 |
| 17 | Case Logic Laptop Sleeve, or Approved Equal | LAPS114 | 1 | | | | | 17.59 | 20% | 20.89 | 5% |
| 18 | Ipad Pro Tablet Case, 11" Slim, Black ZAGG, or Approved Equal | 103304611 | 1 | | | | | 79.99 | 20% | 94.99 | 5% |
| 19 | TV, 43" LED, 4K UHD, 7 Series Samsung, or Approved Equal | UN43TU7000FX | 1 | | | | | 329.3 | 13.10% | 0 | 0 |
| 20 | Mount, Full Motion, 26-55", Kantom or Approved | M300 | 1 | | | | | 64.99 | Unilateral | 75.99 | 5% |
| 21 | Drive, JetFlash, 16GB, 790USB, 3.0, Black, Transcend, or Approved Equal | TS16GJF790K | 1 | | | | | 5.22 | 12.80% | 6.64 | 5% |
| 22 | Camera, UniFi Protect G4, UBIQUITI, or Approved Equal | UVC-G4-PRO | 1 | | | | | 440.02 | 2% | 426.55 | 5% |
| 23 | Nikon 70-300mm f/4.5-5.6 AF-P ED VR Lens, or Approved Equal | 20068 | 1 | | | | | 596.95 | Unilateral | 596.95 | MAP item |
| 24 | Speedlight, SB700 AF TTL, Nikon, or Approved Equal | SB700 | 1 | | | | | 326.95 | Unilateral | 326.95 | MAP item |
| 25 | Lense Case, Ruggard 6 x 3.5, or Approved Equal | | 1 | | | | | 17.56 | 2% | 7.55 | 5% |
| 26 | IOGEAR 4-Port 4K Dual View DisplayPort KVMP with USB 3.0 Hub, Audio, and Cables, or Approved Equal | GCS1944 | 1 | | | | | 524.61 | 2% | 664.95 | 5% |
| 27 | Backpack, 3 main compartments for a laptop up to 18", as well as a tablet and accessoires, Padded pockets, weather-resistance, non-slip base, dedicated taggle strip for headphones, adjustable non-slip padded shoulder and chest straps, or Approved Equal | MobileEdge Alienware Vindicator AWVBP18 | 1 | | | | | 103.99 | 20% | 123.49 | 5% |

| AUDIO VISUAL, PHOTOGRAPHIC AND ELECTRONIC EQUIPMENT AND RELATED PERIPHERALS & SUPPLIES, AND REPLACEMENT PARTS -PERCENT DISCOUNT FROM WEBSITE COUNTY OF ROCKLAND DGS – PURCHASING DEPARTMENT BLDG. A, 6th FLOOR, 50 SANATORIUM ROAD POMONA, NY 10970 TELEPHONE NO.: 845-364-3820 / FAX NO.: 845-364-3809 | | | | | Vendor Name: _____ The Discount Offered Below shall be the same Discount indicated in Section 1. All spaces must be completely filled in. | | | B & H | | Adorama | |
|---|--|------------|----------|---------------------------|---|--------------|---------------------------------|--------------|-----------|--------------|-----------|
| LINE | SECTION 2 PRODUCT / ITEM | MFG. P/N | QUANTITY | CATALOG / WEB PRICE | DISCOUNT OFFERED IN BID | NET PRICE | FREIGHT (IF NOT INCLUDED) | NET PRICE | Extension | NET PRICE | Extension |
| 28 | PREMIER UNIVERSAL TILT WALL MOUNT f/50"-80"/REG, or Approved Equal | P5080T | 1 | | | | | 113.46 | 5.40% | 94.9 | 5% |
| 29 | Logitech PTZ Pro 2 Camera – USB HD 1080P Video Camera for Conference Rooms | 960-001184 | 1 | | | | | 783.99 | 2% | 759.99 | 5% |
| 30 | Sub-Total of Item Price and Freight Columns | | | | | | | 3404.62 | | 3199.84 | |
| 31 | Combined Total of Item Price and Freight Columns indicated on Line #30 Combined | | | | | | | 3404.62 | | 3199.84 | |
| 32 | OVERALL TOTAL OF SECTION 1 - LINE #16 AND SECTION 2 - LINE #31 | | | | | | | 66124.62 | | 64049.84 | |
| 33 | OVERALL TOTAL INDICATED IN LINE #32 ABOVE WRITTEN OUT. | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | Total less Line #19 | 65795.32 | | 64049.84 | |

Doesn't include line #19 -
Checked website which
had Samsung brand
TV's but not this series.

Includes all lines

| RFB-RC-2021-054 | | B & H PHOTO | ADORAMA |
|-----------------|---|--|---|
| Line No. | EXHIBIT #1 | BID RESPONSE SHALL COMPLETELY PROVIDE THE INFORMATION BELOW TO BE CONSIDERED. | |
| #1 | Prices to be guaranteed as per Web page | Prices below are guaranteed as long as the bid number is referenced correctly. | Yes, with discount applied |
| #2 | Bid response shall specify all catalog items not to be discounted and/or are excluded from this contract. | Entire catalog is included in bid response excluding items such as computers, laptops, tablets, computer software and printers (except photo/barcode type), Manufacturer's Unilateral (price locked) item will be 0% off, Kits and gift cards will also be 0% off. | MAP items (manufacturer restricted items where no discount is allowed) are excluded. Educational institutions must go direct to Apple for discount on their products. |
| #3 | Specify items which may be excluded from the FOB Destination | Products weighting 70 pounds or requiring truck delivery will be charged reasonable shipping. Products shipped within County of Rockland will have free shipping. | Overweight items may be excluded (Note: Question what #) |
| #4 | Indicate if there is a specific quotation or contract number assigned to this web discount open bid arrangement | Mention RC-2021-054 to receive pricing discount | State "Catalog Discount" |
| #5 | If your web page is not a calendar year publication, specify the valid dates of your catalog | Seasonal Catalog, Catalog will be sent out the beginning of every season | www.adorama.com Please check website for current pricing |
| #6 | After bid award and only upon written notification to do so, vendor must provide firms software contact and arrange meetings to discuss set up, requirements of PeopleSoft (or other software) punchout system, timeline, etc. Indicate estimated time for completion | This will be done after bid award. | This will be done after bid award |

| | RFB-RC-2021-054 | | |
|----------|---|---|---|
| | | B & H PHOTO | ADORAMA |
| Line No. | EXHIBIT #2 | | |
| #1 | State your company webpage URL | http://www.bhphotovideo.com | www.adorama.com |
| #2 | State methods of payment accepted by your company when website / internet (cart) orders are placed if not encumbered through PeopleSoft Purchase Orders (30 days) | Credit Card, p-Card and PO | PO, credit card, check, EFT |
| #3 | Can your e-commerce software accommodate multiple ship to and bill to addresses | Yes | Yes |
| #4 | Is your company e-commerce site secure and describe the security features | We use Secure Sockets Layer (SSL) technology | Our eCommerce experience is powered by Salesforce B2B Commerce. A detailed security standards report can be accessed here. https://www.salesforce.com/content/dam/web/en_us/www/documents/legal/misc/b2b-commerce-security-privacy-and-architecture.pdf |
| #5 | Explain in detail on-line volume discounts and/or rebates and/or incentive programs | Some items are available online through volume discounts. Any order over \$5,000 will be re-evaluated to see if B&H can order a greater discount. | Customers may choose to enter into a Master Purchase Agreement with Adorama to earn rebates or incentives for transactional purchases based on an annual committed spend. Your account manager can assist with creating and implementing an MPA to help simplify your ongoing needs. |
| #6 | Describe how e-commerce, internet / website identifies non-discounted or excluded items in your on-line catalog database | Items are marked in our back end system as a non-discounted or excluded items/categories and are reflected on our website/online database | Items listed on our B2B commerce site display the adorama.com list price as well as the discounted price the user is entitled to pay. For ineligible items the listing will only show the Adorama.com list price and will not display any discount. |
| #7 | Does your company assign an e-commerce support staff and describe the level of support provided | Yes. B & H provides e-commerce support during regular hours | We have a dedicated Customer Support team available via abscs@adorama.com for all order-related inquiries. For Site issues including login, training, and account settings you will be assigned a dedicated Account Manager. |

| RFB-RC-2021-054 | | B & H PHOTO | ADORAMA |
|-----------------|---|--|--|
| #9 | Provide any other pertinent information regarding your company's internet commerce business | B & H is currently set up with over 700 customers who use our ERP system | Our eCommerce site allows for administrative access to enable other users in your organization. Quick Order and Shopping List features make shopping & budgeting easier. With a click you can request a quote from your account Manager for purchases of 3+ quantity of most items or for capital expenditures. The portal allows you to checkout the major credit Card or Purchase Order and view your invoices online. |
| #10 | Provide how often your website catalog and pricing changes. | Daily | Daily |

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 AND
ELECTRONIC EQUIPMENT, SUPPLIES AND
REPLACEMENT PARTS, PERCENT FROM WEBSITE, AS
NEEDED**

**BID NUMBER:
RFB-RC-2021-054**

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
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. 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.

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**TITLE: AUDIO VIDEO, PHOTOGRAPHY AND
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SPECIFICATIONS

The County of Rockland is seeking percent discount levels off of web based electronic catalogs from providers of audio-visual, photography, and electronic equipment, peripherals and supplies, and replacement parts. Zero (0) discounts shall not be accepted and will be removed from award consideration. Offers containing chain or multiple discounts may be considered non-responsive. Our goal is to provide efficient service and quality performance while reducing costs including time (better work flow). The scope of this bid will specifically EXCLUDE configurable items such as desktop computers, laptops, tablets, computer software, and printers (except photo/barcode type).

Specific pricing during the course of the contract will be obtained from each of the awarded bid-qualified vendors via email requests for quotes or through the electronic quote portals provided and or written quote.

Quantities - Quantities to be purchased during the bid contract period are unknown, and all purchases will be made on an as needed basis throughout the bid contract period. The successful bidder(s) shall be required to supply catalog items ordered throughout the bid contract period.

Please note page 4 of this solicitation as it relates to 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). All Bidders shall be on notice that as a condition of the award for this 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 nonprofit agencies authorized to use New York State's contracts, if called upon to do so. (Page 4, #5).

Firms must be in the business of providing professional / industrial and/or consumer grade audio, video or photographic equipment and supplies for a minimum of three (3) years. Firms must also have successfully set-up / implemented PeopleSoft punchout or equivalent portals. At least two of the five required references must be references where your firm set-up / implemented PeopleSoft punchout or equivalent portals.

Contractor(s) shall be capable of accepting orders via PeopleSoft Punchout (or other software) system (preferred), and sometimes a p-card through the internet via the e-commerce program.

The awarded firm(s) shall be required to assign a contract manager to act as a liaison and contact person between the ordering entities and the Contractor for the purpose of resolving issues or problems related to any part of this contract. The awarded firms(s) shall also provide a day-to-day account inside salesperson to provide quotes as needed for larger volume requests, special / promotional pricing, product recommendation, etc. Awarded firm(s) quoting system shall be able to provide the Web Price, less the Discount Offered, any additional discounts or promotional offers

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and the net for every quote. Firm(s) offering an electronic quoting system and also the PeopleSoft punchout option shall be able to punchout to the specially priced / quoted items.

Products returned because of quality problems, duplicated shipments, etc.; shall be picked up or arranged for pickup within five (5) business days after notification, with no restocking charge and shall be replaced with specified products or the ordering entity shall be credited/refunded for the full purchase price.

Firms shall be authorized dealer for sales and support for the manufacturer product lines identified on their website. All equipment shall be New, Unused and in its original packaging.

Model Changes / New Equipment: Firms shall be able to update the contract price list during the contract period to reflect new products, manufacturer's price changes and deletion of discontinued products. It shall be the sole responsibility of the contractor(s) to notify the Rockland County DGS-Purchasing Division, in writing, of any major brand changes / discontinuance that the County is known to order.

REBATES AND SPECIAL PROMOTIONS - The successful awardee(s) 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 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.

WEB BASED CATALOG DISCOUNT

The County of Rockland requests that you quote one firm discount (no chain discounts) from your web-based catalog retail prices for line #1. Higher Percent Discounts can be offered for the identified product groups (Lines 2-14). Bids will be awarded only to the firm(s) that offer a discount to the County of Rockland against firm web prices.

It is the expectation of the County of Rockland that orders placed with this Percent Discount bid contract shall be delivered to any County of Rockland facility FOB: Destination with freight paid by the vendor. Your request for exceptions to the FOB: Destination delivery may be listed below in Line #3. The County of Rockland must pre-approve any exceptions before the award of the bid and identified on individual product quotes as requested.

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All of the lines below must be completed, or bid may be rejected and removed from award consideration.

| Line No. | EXHIBIT #1 | BID RESPONSE SHALL COMPLETELY PROVIDE THE INFORMATION BELOW TO BE CONSIDERED. |
|----------|--|---|
| #1 | Prices to be guaranteed as per Web page | |
| #2 | Bid response shall specify all catalog items not to be discounted and/or are excluded from this contract. | |
| #3 | Specify items which may be excluded from the FOB Destination | |
| #4 | Indicate if there is a specific quotation or contract number assigned to this web discount open bid arrangement | |
| #5 | If your web page is not a calendar year publication, specify the valid dates of your catalog | |
| #6 | After bid award and only upon written notification to do so, vendor must provide firms software contact and arrange meetings to discuss set up, requirements of PeopleSoft (or other software) punchout system, timeline, etc. Indicate estimated time for completion. | |
| | | |

E-COMMERCE, INTERNET /WEBSITE TRANSACTIONS (Section 1 - Line #15)

Bidding vendors possessing electronic commerce capability may offer an additional Discount to the Catalog Discount open bid terms and conditions outlined in Section 1 Lines 1 – 14 to propose an electronic commerce arrangement for the County of Rockland if awarded the bid. Bid response shall indicate if an additional discount is also offered for E-Commerce, Internet / Website Transactions via p-Card.

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The County of Rockland currently utilizes the Oracle PeopleSoft procurement system for its business operations. Bid response shall indicate if firm currently has an internet web catalog and/or the capability of eCommerce (punchout) functionalities.

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 AND
 ELECTRONIC EQUIPMENT, SUPPLIES AND
 REPLACEMENT PARTS, PERCENT FROM WEBSITE, AS
 NEEDED**

**BID NUMBER:
 RFB-RC-2021-054**

All of the lines below must be completed or bid may be rejected and removed from award consideration.

EXHIBIT #2

| Line No. | EXHIBIT #2 | BID RESPONSE SHALL COMPLETELY PROVIDE THE INFORMATION BELOW TO BE CONSIDERED. |
|----------|---|---|
| #1 | State your company webpage URL | |
| #2 | State methods of payment accepted by your company when website / internet (cart) orders are placed if not encumbered through PeopleSoft Purchase Orders (30 days) | |
| #3 | Can your e-commerce software accommodate multiple ship to and bill to addresses | |
| #4 | Is your company e-commerce site secure and describe the security features | |
| #5 | Explain in detail on-line volume discounts and/or rebates and/or incentive programs | |
| #6 | Describe how e-commerce, internet / website identifies non- discounted or excluded items in your on-line catalog database | |
| #7 | Does your company assign an e-commerce support staff and describe the level of support provided | |
| #9 | Provide any other pertinent information regarding your company's internet commerce business | |
| #10 | Provide how often your website catalog and pricing changes. | |

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SECTION 2 – EQUIPMENT LISTED FOR EVALUATION PURPOSES

The items listed as Section 2 are items recently purchased through various means / contracts by the County of Rockland. They are listed for evaluation purposes and will be included in the award total. SECTION 2 – SHALL BE COMPLETELY FILLED IN.

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GUARANTEE / WARRANTY OF EQUIPMENT

Firms shall guarantee that the equipment offered is standard new unused in original packaging and that no attachment or part has been substituted or applied contrary to manufacturer's recommendations and standard practice. Products furnished under the term so f this contract shall be guaranteed against any defect due to faulty material and/or workmanship. Products shall meet all federal, state and local standards for quality and safety requirements and shall be UL Approved. All equipment delivered under this contract shall be first quality manufacture, workmanship and finish. No remanufactured or refurbished equipment shall be provided under this contract.

All products purchased from the firm(s) shall be warranted against defects in workmanship or materials under normal use for one (1) year from date of purchase. Any product, which determined by the contractor to be defective in material or workmanship will be repaired or replaced, at the contractor's option, with no charge for parts, service, shipping or labor.

Energy Star Provision: Equipment offered pursuant to this contract shall meet or exceed the federal energy conservation standards set forth in the Energy Policy and Conversation Act, 42 USC 6295, any federal regulations adopted thereunder, and shall meet or exceed the federal Energy Star standards established by the US Environmental Protection Agency and the US Department of Energy.

CONTRACT SALES REPORT – SEMI-ANNUAL

Contractor shall furnish the County of Rockland with a Semi-Annual Contract Sales Report. Purchases by all Authorized users by law shall be reported in the same report and required. All fields of information shall be accurate and complete. Further, additional related sales information and/or detailed Authorized User purchases may be required by the County of Rockland and shall be supplied upon request.

AWARD OF CONTRACT

It is the intent of the County of Rockland to make multiple awards (2) on this contract due to requirements and needs by our using departments. In awarding the contract, due consideration will be given to discounts offered, net prices, extensiveness of lines offered, and quality of service given to the County of Rockland in the past. Award shall be based on the overall totals indicated in Line #32.

This bid will be awarded to the two lowest responsive and responsible vendor(s) in accordance with Rockland County Procurement Policy, Section 140-3.15(C) Multiple Source Contracting.

The County of Rockland reserves the right to take bids separately if a particular quantity requirement arises which exceeds its normal requirement, or an amount specified in the contracts; and,

the County reserves the right to take bids separately if the Director of Purchasing approves a finding that the supply or service available under the contract will not meet a nonrecurring special need of the County of Rockland.

Any alterations to this document made by the Offeror may be grounds for rejection of the proposal, cancellation of any subsequent award, or any legal remedies available to the County of Rockland.

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It is further understood and agreed to between the parties to the resulting contract that the County of Rockland shall not be obligated to either purchase or pay for supplies covered by such contract unless and until they are ordered and delivered to the County of Rockland