

# Panasonic

## Vendor Contacts and Ordering Instructions

To assure PEPPM bid protection, all PEPPM orders must be faxed to PEPPM at **800-636-3779**, emailed to [orders@peppm.org](mailto:orders@peppm.org) or placed online through Epylon eCommerce. In the body of the purchase order, please include the following language: "As per PEPPM".

**Product Line: Panasonic Hardware, software, related services and other branded products**

### Introduction

Panasonic System Solutions Company of North America, along with our team of proven resellers/integrators, is pleased to serve PEPPM customers with leading Panasonic technology.

For contractual questions or concerns, please contact:  
Jeanne Smith

Panasonic Public Sector Senior Contracts Manager  
[contracts@us.panasonic.com](mailto:contracts@us.panasonic.com)

For Sales Support:

Vertical	Focus	E-mail Address
State, Local, K-12, Higher Ed, Healthcare Non-profit	National	<a href="mailto:contracts@us.panasonic.com">contracts@us.panasonic.com</a>

For hard copy mailing requirements, please address mail to:

Jeanne Smith  
Contracts Manager  
2 Riverfront Plaza  
Newark, NJ 07102

## Placing an Order via Fax or Email:

1. Locate product and prices on PEPPM.org or through a sales representative.
2. Our posted PEPPM prices are for a quantity of 1. For quantities of any size, please communicate directly with our authorized resellers.
3. Select one of the authorized resellers listed below and address the orders to:  
Selected Reseller Name  
Reseller Address
4. All quotes and purchase orders should state "As per PEPPM."
5. Fax the completed order to **800-636-3779** or email to [orders@peppm.org](mailto:orders@peppm.org).
  - a. Your order will be reviewed and edited by PEPPM Staff.
  - b. You will be contacted to make any necessary corrections.
  - c. Your order will be issued to the vendor within 24 hours during the business week after all (if any) corrections are made.
  - d. Your order will be archived for audit support.
6. Standard shipping is included on all orders over \$500.00.

## Placing an order Online:

Before placing an online order, make sure that your Ship-to Address has been entered by the individual in your organization that manages your Epylon information. Click on My Profile My Ship-to Addresses to view the addresses available on your account. If it is not listed, you must add it before creating the PO form. Ship-to Addresses are added under Accounts Ship-to Addresses.

1. Login to Epylon at [www.epylon.com](http://www.epylon.com).
2. Click on the Contracts tab.
  - a. Choose between a "line item" or "contracts" search.
  - b. Select **Panasonic Corporation** from the Vendor (Awardee) list.
  - c. Click "Search."
3. Add selected line items to a List.
4. Assign a reseller to the item by checking the box next to the item and clicking the "Assign Distributor" button.
5. To request a volume price break, add items to a Spot Price Check form along with your desired quantity and a Response Due Date. The vendor will be notified of your request via email. Once they respond, you'll be notified and can view the response on Epylon. (After viewing a winning response, continue with the instructions that follow.)
6. Add selected items to a Purchase Order form.
7. Click "Submit" after entering a valid PO number and shipping address.
  - a. The PEPPM contract will automatically be referenced in your PO.
  - b. You will retain a copy of the sent purchase order in your Epylon account. A Printable Version is also available.
  - c. The order will immediately be viewable by the vendor.
  - d. Your order will be archived for audit support.
8. Standard shipping is included on all orders over \$500.00.

For any assistance using Epylon, contact [service@epylon.com](mailto:service@epylon.com) or call 888-211-7438.

## Reseller Listing

Orders may not be sent directly to these resellers. All orders must be placed through the PEPPM fax number (800-636-3779), email address ([orders@peppm.org](mailto:orders@peppm.org)) or Epylon eCommerce ([www.epylon.com](http://www.epylon.com)) to assure PEPPM bid protection.


Select one of the authorized resellers/dealers listed below and address the orders to:

Selected Reseller Name  
Reseller Address

Reseller	Point of Contact	Phone	Email
Brooks Network Services, LLC	Steve Brooks	336-254-9047	<a href="mailto:sbrooks@brooksnetworkservices.com">sbrooks@brooksnetworkservices.com</a>
J. P. Lilley & Son, Inc.	Joe Jackson	717-238-8123	<a href="mailto:joe.jackson@jplilley.com">joe.jackson@jplilley.com</a>
Academic Technologies, Inc.	Christy Rogers	601-427-3587	<a href="mailto:christy@academictechinc.com">christy@academictechinc.com</a>
Avidex Industries, LLC	Lisa Young	949-428-6333	<a href="mailto:salesupport@avidex.com">salesupport@avidex.com</a>
Foertsch Holdings, Inc. d/b/a Telrepc	Robin Manginelli	203-284-5247	<a href="mailto:rmanginelli@telrepc.com">rmanginelli@telrepc.com</a>
Datec, Inc.	Bob Stein	206-909-5272	<a href="mailto:bob.stein@datecinc.net">bob.stein@datecinc.net</a>
Image One	Michael Lutz	800-956-9000	<a href="mailto:mlutz@image-1.com">mlutz@image-1.com</a>
Computex Technology Solutions	Chris Farah	806-503-6148	<a href="mailto:cfarah@computex.net">cfarah@computex.net</a>
Prologic ITS, LLC	Paul Sprayberry	866-923-0513 X 702	<a href="mailto:Paul.sprayberry@prologicits.com">Paul.sprayberry@prologicits.com</a>
Solutionz Inc.	Annelise Fasnacht	310-571-1207	<a href="mailto:afasnacht@solutionzinc.com">afasnacht@solutionzinc.com</a>
Code 3 Technology	Clay Jeppsen	480-888-6401	<a href="mailto:clay@code3technology.com">clay@code3technology.com</a>
TCSWare, Inc.	Joe Payne	601-932-8271	<a href="mailto:jpayne@tcsware.com">jpayne@tcsware.com</a>
TKK Electronics	Michael Kirsch	414-255-0482	<a href="mailto:mike@tkkelectronics.com">mike@tkkelectronics.com</a>
EduTek Limited	Mario Caligiuri	914-686-7777	<a href="mailto:Mario.caligiuri@etltd.com">Mario.caligiuri@etltd.com</a>
Enchanted Technology Solutions, LLC	Jeff Gallegos	505-946-8219	<a href="mailto:jeffg@ets.us.com">jeffg@ets.us.com</a>
Vology Inc.	Scott Blinkhorn	904-838-9581	<a href="mailto:SBlinkhorn@vology.com">SBlinkhorn@vology.com</a>
Cenero, LLC	Will Rush	908-236-7000	<a href="mailto:wrush@cenero.com">wrush@cenero.com</a>
Gogotech, LLC.	Kelsey Ryan	212-386-7193 X 162	<a href="mailto:kelsey@gogotech.com">kelsey@gogotech.com</a>
Video Corporation of America	Tom Bigliani	212-574-7212	<a href="mailto:Tom@vcaglobal.com">Tom@vcaglobal.com</a>
ARC Acquisition US, Inc.	Johanna Daily	210-572-1307	<a href="mailto:Johanna.daily@arc-pts.com">Johanna.daily@arc-pts.com</a>
Y&S Technologies	Mordy Finck	718-473-0284 X200	<a href="mailto:mordy@yandstech.com">mordy@yandstech.com</a>
Video Hi-Tech Corp. d/b/a Adwar Video	Pamela Dandic	631-777-7070 ext. 120	<a href="mailto:pam@adwarvideo.com">pam@adwarvideo.com</a>
Derive Technologies, LLC	Madhu Royal	212-363-1111	<a href="mailto:Mroyal@Derivetech.com">Mroyal@Derivetech.com</a>
SCM Products, Inc.	Keith Siegel	631-234-1304	<a href="mailto:keiths@scmproducts.com">keiths@scmproducts.com</a>
Island Tech Services, LLC	Robert Gronenthal	631-447-2442 x236	<a href="mailto:robert@itsg.us.com">robert@itsg.us.com</a>
Diversified	Brad Thomas	503-601-5595	<a href="mailto:Bthomas@diversifiedus.com">Bthomas@diversifiedus.com</a>
Southern Computer Warehouse	Julia Stewart	770-579-8927	<a href="mailto:Julia.stewart@scw.com">Julia.stewart@scw.com</a>
Howard Technology Solutions	Melissa Ward	888-912-3151	<a href="mailto:mward@howard.com">mward@howard.com</a>
Key Code Media	Michael Cavanagh	818-303-3900	<a href="mailto:mcavanagh@keycodemedia.com">mcavanagh@keycodemedia.com</a>
GovDirect, Inc.	Danielle Zoz	727-754-2699	<a href="mailto:dzoz@govdirect.com">dzoz@govdirect.com</a>
Presidio Networked Solutions, Inc.	Greg Wilburn	571-236-1440	<a href="mailto:gwilburn@presidio.com">gwilburn@presidio.com</a>
Presentation Products, Inc.	Bhanu Singh	212-584-4749	<a href="mailto:bsingh@pproducts.com">bsingh@pproducts.com</a>
PCS Mobile	Mandy Straight	303-552-3957	<a href="mailto:mandys@pcsmobile.com">mandys@pcsmobile.com</a>
Insight	Pam Potter	800-321-2437 X 6810	<a href="mailto:Pam.Potter@Insight.com">Pam.Potter@Insight.com</a>
CDW-G	Melissa Johnston	312-705-2069	<a href="mailto:melijoh@cdw.com">melijoh@cdw.com</a>

Audio Visual Innovations (AVI/SPL)	Audrey Warren	888-884-7168 X 2879	<a href="mailto:audrey.warren@avispl.com">audrey.warren@avispl.com</a>
Troxell	Mark Barber	800-352-7912 x4300	<a href="mailto:mark.barber@trox.com">mark.barber@trox.com</a>
Visual Sound, Inc.	Rob Wirth	717-620-5408	<a href="mailto:rwirth@visualsound.com">rwirth@visualsound.com</a>
Schoolhouse Electronics, LLC	Gregus Smith	419-358-9000	<a href="mailto:gregus@schoolhouseelectronics.com">gregus@schoolhouseelectronics.com</a>
Ridgeline Technology	Sara Mortenson	530-889-1631	<a href="mailto:sara@ridgeline-tech.com">sara@ridgeline-tech.com</a>
Dobil Laboratories, Inc.	Don Rosenberger	412-782-3399	<a href="mailto:DRosenberger@dobil1.com">DRosenberger@dobil1.com</a>
GovWare, LLC	Chris Johnson	480-656-1581	<a href="mailto:chrisj@govware.com">chrisj@govware.com</a>
Gold Type Business Machines, Inc.	Monica Lewis	201-935-5090	<a href="mailto:mlewis@gtbm.com">mlewis@gtbm.com</a>
Wireless Communications & Electronics	Richard Goldberg	609-313-2773	<a href="mailto:rgoldberg@wirelessce.com">rgoldberg@wirelessce.com</a>
Camcor, Inc.	Rodney Bailey	800-868-2462 x 170	<a href="mailto:bids@camcor.com">bids@camcor.com</a>
SHI International Corporation	Nick Grappone	732-564-8189	<a href="mailto:Nick_Grappone@SHI.com">Nick_Grappone@SHI.com</a>

Sincerely,

  
 Jeanne Smith  
 Panasonic Public Sector Contracts Manager

July 23, 2022