



## Vendor Contacts and Ordering Instructions

All PEPPM orders should be faxed to PEPPM at **800-636-3779** or placed online through Epylon eCommerce.

Product Line: **LCD Projectors & Presentation Products**

### Introduction

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At Mitsubishi, making a projector that impresses a presenter is half the job. We believe that impressing the audience is the real motivation behind every presentation. That's why we go through great lengths to develop a line of award-winning projectors that captures your fancy while captivating the full attention of your audience. After all a projector is only successful if it helps you deliver your message with clarity and impact!

#### Projecting a New Standard

Mitsubishi's line of powerful, high-brightness DLP and LCD projectors can bring all your great ideas to light. With a wide range of models to choose from, you are assured there's one which will fit your presentation requirements and budget. Each Mitsubishi projector packs the most versatile array of innovative, performance enhancing features available today, enabling you to make a bigger, longer lasting impression.

#### Plug and Project Simplicity

Relax. Mitsubishi has taken the worry out of your next presentation. In fact Mitsubishi's user-friendly projectors are so easy and reliable to operate, you can focus your undivided attention on the audience, not the projector. Plug it in and start the show. It's that simple!

#### Unsurpassed Quality and Service

With Mitsubishi, you have added peace of mind knowing you are partnering with the industry leader in presentation technology, recognized worldwide for innovation, impeccable performance and durability. Plus, your projector is protected by a three-year parts and labor warranty; toll-free technical support available seven days a week; and a Mitsubishi exclusive, industry's best, three-year Express Replacement Assistance program (available for most models) providing free replacement projectors delivered next business day for added peace of mind.

#### Sharper, Brighter Images

Whether it's computer or video you're showing, Mitsubishi projectors deliver sharper, brighter images with more vibrant colors and exceptional details. So now you can accurately present a wide range of computer graphics, spreadsheets, slides or even simple text from PC, Macintosh and workstations, as well as connecting effortlessly to show movie-like videos.

#### sRGB - The New Standard in Color Projection

sRGB is a color space that was developed in October 1999 and defined with specifications compliant to the international color standard IEC 61966-2-1. It is a system of color spaces that determines tone, saturation, and brightness. This enables computer operating systems to easily decode and translate color expression into actual color displays. Testing methods and evaluation criteria for compliance of projectors were partly developed by Mitsubishi Electric with full support and endorsement from Microsoft Corporation.

#### Mitsubishi Contacts:

Jim Landrum	VP of Sales	<a href="mailto:jlandrum@mdea.com">jlandrum@mdea.com</a>	P 205-525-4049	F 678-429-6581
Joe Froio	National Sales Manager	<a href="mailto:jfroio@mdea.com">jfroio@mdea.com</a>	P 603-471-2987	F 603-471-2988
Steve Joyce	Account Manager, NE States	<a href="mailto:sjoyce@mdea.com">sjoyce@mdea.com</a>	P 508-603-1156	F 508-603-1158
John Loncin	Account Manager, CDW Only	<a href="mailto:jloncin@mdea.com">jloncin@mdea.com</a>	P 262-968-9331	F 262-968-9332
Brian Emerson	Account Manager, SE States	<a href="mailto:bemerson@mdea.com">bemerson@mdea.com</a>	P 770-405-8942	F 770-435-3128

**Mailing Address:**

Mitsubishi Digital Electronics America, Inc.  
9351 Jeronimo Road  
Irvine, CA 92618

## Placing an Order via Fax:

1. Locate product and prices on PEPPM.org or through a sales representative.
2. Our posted PEPPM prices are for a quantity of 1. Please contact an authorized Mitsubishi Reseller for volume pricing.
3. Select one of the authorized resellers listed below and address the orders to:  
Mitsubishi Digital Electronics America, Inc.  
c/o (Selected Reseller Name)  
Reseller Address
4. All quotes and orders should state "As per PEPPM 2010."
5. Fax the completed order to **800-636-3779**.
  - 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.

## 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 **Mitsubishi Digital Electronics America, Inc.** from the Vendor (Awardee) list.
  - c. Click "Search."
3. Add selected line items to a List.
4. Assign a reseller to the item by using the 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.

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

## Reseller Listing

Orders may not be faxed directly to these resellers. All orders must be placed through the PEPPM fax number (800-636-3779) or Epylon eCommerce to assure PEPPM bid protection.

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

**Mitsubishi Digital Electronics America, Inc.**  
c/o (Selected Reseller Name)  
Reseller Address

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### RESELLERS

**Mitsubishi Digital Electronics America, Inc.  
C/O CTL Communications Televideo Limited**

As per PEPPM 2010  
9301 Georgia Ave  
Silver Spring, MD 20910

Phone: 301 585-6311  
Contact: Bill Reider

**Mitsubishi Digital Electronics America, Inc .  
C/O Xerox Audio Visual Solutions**

As per PEPPM 2010  
Route. 522 South  
Mt. Union, PA 17866

Phone: 800.525.1168  
Contact: Kathy Porter

**Mitsubishi Digital Electronics America, Inc .  
C/O Visual Sound, Inc. - Broomall**

As per PEPPM 2010  
485 Parkway South  
Broomall, PA 19008

Phone: 610.544.8700  
Contact: Ann Pfister

**Mitsubishi Digital Electronics America, Inc .  
C/O CDW\*G**

As per PEPPM 2010  
230 N. Milwaukee Ave  
Vernon Hills, IL 60061

Phone: 877.489.8641  
Contact: Mark Ellis

**Mitsubishi Digital Electronics America, Inc.  
C/O Advanced Audio Visual Sales, Inc.**

As per PEPPM 2010  
208 Carter Drive, Suite 7  
West Chester, PA 19382

Phone: 877.696.7700  
Contact: John Greene

In the body of the purchase order, please include the following language:  
"As per PEPPM 2010"