



Vendor Contacts and Ordering Instructions

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

Product Line: Video Conferencing & Distance Learning Equipment

Introduction

TANDBERG is a leading global provider of videoconferencing solutions. We design, develop and manufacture videoconferencing systems and offer sales, support and value-added services in more than 50 countries worldwide. TANDBERG has its headquarters in Oslo, Norway and has major offices in the United States, the United Kingdom, Canada, and China.

Greater Atlantic Regional Office:

Dave Rummler
Regional Director
630 Freedom Business Center
King of Prussia, Pennsylvania 19406
Telephone: +1 (610) 205-2988
Facsimile: +1 (703) 709-4231
dave.rummler@tandberg.com

Connecticut:

Sean Tyrrell
11 Sidney Way
Simsbury, Connecticut 06070
Telephone: +1 (860) 658-6454
Facsimile: +1 (703) 709-4231
sean.tyrrell@tandberg.com

Placing an Order via Fax:

1. Locate product and prices on www.peppm.org or through a sales representative.
2. Our posted PEPPM prices are for a quantity of 1. Volume discounts will be considered on an individual basis. Contact your sales representative to discuss volume discounts.
3. Select one of the authorized resellers listed below and address the orders to:
Tandberg, 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.
2. Click on the Contracts tab.
 - a. Choose between a "line item" or "contracts" search.
 - b. Select **TANDBERG, 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 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 or call 888-211-7438.

Reseller Listing

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

TANDBERG, Inc.
c/o (Selected Reseller Name)
Reseller Address

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

Authorized resellers/dealers will ship and invoice directly. Payments will need to be made in accordance with the invoice. Invoices should contain references to the appropriate purchase order(s).

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.

Reseller Name	Advanced Audio Visual Sales
Contact Name	Jill Armand
Phone Number	(877) 696-7700
Fax Number	(610) 692-8421
E-Mail Address	Jill.Armand@advancedav.com
Address	208 Carter Drive, Suite 7 West Chester, PA 19382

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Reseller Name	AT&T
Contact Name	Toni Sharp
Phone Number	717.975.6566
Fax Number	717.731.6651
E-Mail Address	ahelwig@att.com
Address	214 Senate Avenue Suite 401 Camp Hill, PA 17011

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Reseller Name	AVI-SPL
Contact Name	Thomas Kelley
Phone Number	610.239.5540
Fax Number	484.688.0249
E-Mail Address	tkelley@splis.com
Address	840 First Avenue King of Prussia, PA 19406

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Reseller Name	BT Conferencing Video Inc.
Contact Name	Dino Zegarelli
Phone Number	(724) 772-8254
Fax Number	(724) 772-8285
E-Mail Address	dzegarelli@wireone.com
Address	310 Yorktown Drive Cranberry Township, PA 16066

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Reseller Name	Centre Business Products
Contact Name	Kathy Porter
Phone Number	800.525.1168 x. 20143
Fax Number	814.542.9299
E-Mail Address	kporter@centrebpc.com
Address	14779 Croghan Pike Mount Union, PA 17066

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Reseller Name	CoreBTS
Contact Name	Todd Jones
Phone Number	(703) 875-8000 X146
Fax Number	(703) 875-8005
E-Mail Address	todd@aanetworks.net
Address	6565 Arlington Boulevard Arlington, VA 22042

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Reseller Name	ePlus Technology
Contact Name	Darren Raiguel
Phone Number	(610) 495-1266
Fax Number	(610) 495-1208
E-Mail Address	draiguel@eplus.com
Address	130 Gutura Drive Pottstown, PA 19464

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Reseller Name	Interchange Technologies, Inc.
Contact Name	Joseph Martino
Phone Number	(267) 298-1113
Fax Number	(267) 298-1114
E-Mail Address	jmartino@iti-go.com
Address	127 Gaither Drive Suite 127-G Mount Laurel, NJ 08054

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Reseller Name	IPLogic
Contact Name	Larry Luba
Phone Number	724.779.8672
Fax Number	724.779.7260
E-Mail Address	lluba@iplogic.com
Address	100 Allegheny Drive Suite 202 Warrendale, PA 15086

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Reseller Name	Nelson White Systems -MARYLAND
Contact Name	Michael Kramer
Phone Number	(410) 668-9628
Fax Number	(410) 668-9629
E-Mail Address	mkramer@nelsonwhite.com
Address	8725-A Loch Raven Blvd. Baltimore, MD 21286

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Reseller Name	Personal Computer Systems, Inc. (PCS)
Contact Name	Mike Asbury
Phone Number	865.273.1967
Fax Number	865.273.8067
E-Mail Address	masbury@pcsknox.com
Address	1720 Topside Road Louisville, TN 37777

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Reseller Name	PS Technologies, LLC/Govt. Sales
Contact Name	Leo Flotron
Phone Number	937.558.7806
Fax Number	800.443.3954
E-Mail Address	leo.flotron@pst24.com
Address	1221 Wilmington Ave. Suite 205 Dayton, OH 45420

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Reseller Name	(PA only) RoData Inc.
Contact Name	Jane Kossuth
Phone Number	(412) 316-6002
Fax Number	(412) 316-6007
E-Mail Address	Jkossuth@rodata.com
Address	1207 Muriel Street Pittsburgh, PA 15203

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Reseller Name	Shared Technologies -MARYLAND
Contact Name	Martin Dandridge
Phone Number	(301) 575-2078
Fax Number	(301) 575-2050
E-Mail Address	mdandridge@sharedtechnologies.com
Address	10000 Virginia Manor Road, Suite 350 Beltsville, MD 20705

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Reseller Name	Shared Technologies - PA
Contact Name	Peter McGuinness
Phone Number	610.728.4214
Fax Number	610.728.4215
E-Mail Address	peter.McGuinness@sharedtechnologies.com
Address	2500 Eisenhower Avenue Norristown , PA 19403

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Reseller Name	Total Video
Contact Name	Tom Brewer
Phone Number	856.423.7400 ext. 230
Fax Number	856.423.4747
E-Mail Address	tbrewer@totalvideoproducts.com
Address	414 Southgate Court Mickleton, NJ 08056

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Reseller Name	Verizon Business
Contact Name	Lisa Campisi
Phone Number	610.257.5186
Fax number	610.257.5171
E-Mail Address	lisa.campisi@verizonbusiness.com
Address	3 Bala East 5 th Floor Bala Cynwyd, PA

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Reseller Name	Visual Sound Inc.
Contact Name	Christine Miller
Phone Number	(610) 690-1466
Fax number	(610) 544-3385
E-Mail Address	christinem@visualsound.com
Address	485 Parkway South Broomall, PA 19008

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Reseller Name	Visual Systems Group Inc . (VSGI)-MARYLAND
Contact Name	Brendan Murphy
Phone Number	703-848-8200
Fax Number	703-848-8211
E-Mail Address	bmurphy@vsgi.com
Address	7900 Westpark Drive Suite T-610 McLean, VA 22102