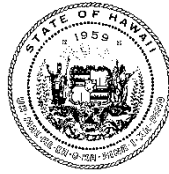


JOSH B. GREEN, M.D.
GOVERNOR
KE KIA'ĀINA



BONNIE KAHAKUI
ADMINISTRATOR

DAYNA OMIYA
ASSISTANT ADMINISTRATOR


**STATE OF HAWAII | KA MOKU'ĀINA O
HAWAII'ISTATE PROCUREMENT OFFICE**

P.O. Box 119
Honolulu, Hawaii 96810-0119
Tel: (808) 586-0554
email: state.procurement.office@hawaii.gov
<http://spo.hawaii.gov>

May 18, 2026

TO: Executive Departments/Agencies
Department of Education
School Facilities Authority
Hawaii Health Systems Corporation
Office of Hawaiian Affairs
University of Hawaii
Public Charter School Commission and Schools
House of Representatives
Senate
Judiciary

City and County of Honolulu
Honolulu City Council
Honolulu Board of Water Supply
Honolulu Authority for Rapid Transportation
County of Hawaii
Hawaii County Council
County of Hawaii-Department of Water Supply
County of Maui
Maui County Council
County of Maui-Department of Water Supply
County of Kauai
Kauai County Council
County of Kauai – Department of Water

FROM: for Bonnie Kahakui, Administrator 

SUBJECT: **NEW PRICE LIST**
SPO Price List Contract No. 26-14
NASPO ValuePoint AV Equipment and Services
RFP No. 2025-0200-0044
Expires: December 31, 2029

The new price list for AV Equipment and Services is effective May 18, 2026

The current price list contract available on the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor List Contracts* on the home page.

If you have any questions, please contact Matthew Chow at (808) 586-0577 or matthew.m.chow@hawaii.gov.

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**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

SPO Price List Contract No. 26-14
Replaces SPO Price List Contract No. 20-18
Effective: 05/18/2026

THIS SPO PRICE/VENDOR LIST CONTRACT IS FOR AUTHORIZED BUSINESS ONLY

NASPO VALUEPOINT
AV Equipment and Services
(RFP No. 2025-0200-0044)
May 18, 2026 to December 31, 2029

INFORMATION ON NASPO VALUEPOINT

The NASPO ValuePoint Cooperative Purchasing Organization is a multi-state contracting consortium of state governments, including local governments, of which the State of Hawaii is a member. NASPO ValuePoint Purchasing Organization seeks to achieve price discounts by combining the requirements of multi-state governmental agencies, and cost-effective and efficient acquisition of quality products and services.

The State of Alaska is the current lead agency and contract administrator for the NASPO ValuePoint AV Equipment and Services. A request for competitive sealed proposals was issued on behalf of NASPO ValuePoint Cooperative Purchasing Organization and contracts were awarded to eleven (11) qualified Contractors.

The contract provides two award categories: Full Line Catalog (offer a full line catalog of AV Equipment and Supplies) and Commercial AV Services (offer consultation, installation, maintenance, etc. for AV products and equipment).

For additional information on this contract, visit the NASPO ValuePoint website at <https://www.naspovaluepoint.org/portfolio/av-equipment-and-services-2025-2031/>.



PARTICIPATING JURISDICTIONS listed below have signed a cooperative agreement with the SPO and are authorized to utilize this vendor list contract.

Executive Departments/Agencies
 Department of Education (DOE)
 School Facilities Authority (SFA)
 Hawaii Health Systems Corporation (HHSC)
 Office of Hawaiian Affairs (OHA)
 University of Hawaii (UH)
 Public Charter School Commission and Schools
 House of Representatives (House)
 Senate
 Judiciary

City and County of Honolulu (C&C Honolulu)
 Honolulu City Council
 Honolulu Board of Water Supply
 Honolulu Authority for Rapid Transportation (HART)
 County of Hawaii
 Hawaii County Council
 County of Hawaii – Department of Water Supply
 County of Maui
 Maui County Council
 County of Maui – Department of Water Supply
 County of Kauai
 Kauai County Council
 County of Kauai – Department of Water

The participating jurisdictions are not required but may purchase from this vendor list contract, and requests for exception from the contract are not required. Participating jurisdictions are allowed to purchase from other contractors; however, HRS chapter 103D, and the procurement rules apply to purchases by using the applicable method of procurement and its procedures, such as small purchases or competitive sealed bidding. The decision to use this contract or to solicit pricing from other sources is at the discretion of the participating jurisdiction.

POINTS OF CONTACT. Questions regarding the products listed, ordering, pricing and status should be directed to the contractor(s).

Procurement questions or concerns may be directed as follows:

Jurisdiction	Name	Telephone	FAX	E-mail
Executive	Matthew Chow	586-0577	586-0570	matthew.m.chow@hawaii.gov
DOE	Procurement Staff	675-0130	675-0133	G-OFS-DOE-Procurement@k12.hi.us
SFA	Gaudencia "Cindy" Watarida	430-5531	n/a	cindy.watarida@k12.hi.us
HHSC	Nancy Delima	359-0994	n/a	ndelima@hhsc.org
OHA	Christopher Stanley Gary Garo	594-1833 582-0526	594-1865	psp@oha.org travelservices@oha.org
Karlee Hisashima	Karlee Hisashima	956-8687	n/a	opm@hawaii.edu
Public Charter School Commission and Schools	Danny Vasconcellos	586-3775	586-3776	danny.vasconcellos@spsc.hawaii.gov
House	Brian Takeshita	586-6423	586-6401	takeshita@capitol.hawaii.gov
Senate	Carol Taniguchi	586-6720	586-6719	c.taniguchi@capitol.hawaii.gov
Judiciary	Tritia Cruz	538-5805	538-5802	tritia.l.cruz@courts.hawaii.gov

Jurisdiction	Name	Telephone	FAX	E-mail
Honolulu City and County (C&C)	Procurement Specialist	768-5535	768-3299	bfspurchasing@honolulu.gov
Honolulu City Council	Kendall Amazaki, Jr.	768-5084	n/a	kamazaki@honolulu.gov
Honolulu City Council	Nanette Saito	768-5085	768-5011	nsaito@honolulu.gov
Honolulu Board of Water Supply	Procurement Office	748-5071	n/a	fn_procurement@hbws.org
HART	Dean Matro	768-6246	n/a	dean.matro@honolulu.gov
County of Hawaii	Diane Nakagawa	961-8440	n/a	Diane.Nakagawa@hawaiicounty.gov
Hawaii County Council	Diane Nakagawa	961-8440	n/a	Diane.Nakagawa@hawaiicounty.gov
County of Hawaii - Department of Water Supply	Ka'iulani L. Matsumoto	961-8050 ext. 224	961-8657	kmatsumoto@hawaiidws.org
County of Maui	Jared Masuda	463-3816	n/a	jared.masuda@co.maui.hi.us
Maui County Council	Marlene Rebugio	270-7838	n/a	marlene.rebugio@mauicounty.us
County of Maui - Department of Water Supply	Ashley Decastro	270-7680	270-7136	ashley.decastro@co.maui.hi.us
County of Kauai	Ernest Barreira	241-4295	241-6297	ebarreira@kauai.gov
Kauai County Council	Codie Tabalba	241-4193	241-6349	ctabalba@kauai.gov
County of Kauai - Department of Water	Christine Erorita	245-5409	245-5813	cerorita@kauaiwater.org

USE OF PRICE & VENDOR LIST CONTRACTS BY NONPROFIT ORGANIZATIONS. Pursuant to HRS §103D-804, nonprofit organizations with current purchase of service contracts (HRS chapter 103F) have been invited to participate in the SPO price & vendor lists contracts.

A listing of these nonprofit organizations is available at the SPO website: <http://spo.hawaii.gov>. Click on *For Vendors > Non-Profits > Cooperative Purchasing Program > View the list of qualifying nonprofits eligible to participate in cooperative purchasing.*

If a nonprofit wishes to purchase from a SPO price or vendor list contract, the nonprofit must obtain approval from each Contractor, i.e., participation must be mutually agreed upon. A Contractor may choose to deny participation by a nonprofit. Provided, however, if a nonprofit and Contractor mutually agree to this arrangement, it is understood that the nonprofit will retain its right to purchase from other than a SPO price or vendor list Contractor(s).

CONTRACTORS. The authorized contractors are listed in this price list contract. They have signed a Master Agreement with the State of Alaska and a Participating Addendum with the Hawaii State Procurement Office.

Contractor:
B & H Foto, and Electronics Corp. DBA B&H Photo Video

Master Agreement Number:
260000066-A

VENDOR CODES for annotation on purchase orders are obtainable from the *Alphabetical Vendor Edit Table* available at your department's fiscal office. Agencies are cautioned that the remittance address on an invoice may be different from the address of the vendor code annotated on the purchase order.

COMPLIANCE PURSUANT TO HRS §103D-310(c). Prior to awarding this contract, the SPO verified compliance of the Contractor(s) named in the SPO Price List Contract No. 26-14. *No further compliance verification is required prior to issuing a contract, purchase order, or pCard payment when utilizing this contract.*

PURCHASING CARD (pCard). The State of Hawaii Purchasing Card (pCard) is required to be used by the Executive department/agencies, excluding the DOE, SFA, HHSC, OHA, and UH, for orders totaling less than \$2,500. For purchases of \$2,500 or more, agencies may use the pCard, subject to its credit limit, or issue a purchase order.

Note: Vendors may impose a transaction fee, not to exceed 4%, for pCard transactions.

PURCHASE ORDERS may be issued for purchases of \$2,500 or more and for vendors who either do not accept the pCard, or set minimum order requirements before accepting the pCard.

SPO PL CONTRACT NO. 26-14 & applicable NASPO VALUEPOINT MASTER AGREEMENT NUMBER shall be typed on purchase orders and pCard transaction document, as applicable.

PAYMENTS are to be made to the Contractor(s) remittance address. HRS §103-10 provides that the State shall have thirty (30) calendar days after receipt of invoice or satisfactory completion of contract to make payment. Payments may also be made via pCard.

LEASE AGREEMENTS are not allowed under this contract.

STATE GENERAL EXCISE TAX (GET) AND COUNTY SURCHARGE shall not exceed the following rates if seller elects to pass on the charges to its customers.

COUNTY	COUNTY SURCHARGE TAX RATE	STATE GET	MAX PASS-ON TAX RATE	EXPIRATION DATE OF SURCHARGE TAX RATE
C&C OF HONOLULU	0.50%	4.0%	4.7120%	12/31/2030
HAWAII	0.50%	4.0%	4.7120%	12/31/2030
COUNTY OF MAUI (including Molokai and Lanai)	0.50%	4.0%	4.7120%	12/31/2030
KAUAI	0.50%	4.0%	4.7120%	12/31/2030

The GET or use tax and county surcharge may be added to the invoice as a separate line item and shall not exceed the current max pass-on tax rate(s) for each island.

County surcharges on state general excise (GE) tax or Use tax may be visibly passed on but is not required. For more information on county surcharges and the max pass-on tax rate, please visit the Department of Taxation's website at <http://tax.hawaii.gov/geninfo/countysurcharge>.

COMPLIANCE PURSUANT TO HRS §103-53. All state and county contracting officers or agents shall withhold final payment of a contract until the receipt of tax clearances from the director of taxation and the Internal Revenue Service. This section does not apply to contracts of less than \$25,000.

VENDOR AND PRODUCT EVALUATION form, SPO-012, for the purpose of addressing concerns on this vendor list contract, is available to agencies at the SPO website: <http://spo.hawaii.gov>. Click on *Forms* on the home page.

PRICE OR VENDOR LIST CONTRACT AVAILABLE ON THE INTERNET at the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor List Contracts* on the home page.

CONTRACT INFORMATION

Definitions

Full Line Catalog is a product driver which Purchasing Agencies will have the capability to purchase a full line of audio and video equipment and supplies to facilitate government operations. Minor installation such as wall mounting or simple plug-and-play quality set-up can be proposed as a value-add in this category. In addition, training may be offered specific to a product purchase also in the value-add section.

Category 1: Audio Equipment which includes, but is not limited to: Audio Mixers, Recorders, Digital Signal Processors, Audio Enhancers, Amplifiers, Speaker Systems including Portable Speakers, Stereo Receivers/Equalizers, Radio Receivers, Public Address Systems including portable systems, Intercom and Paging Systems, Wireless Microphone Systems, Audio Recorder and/or Playback Devices, Sound Masking.

Category 2: Video Equipment which includes, but is not limited to: Video Cameras and Lenses, Equipment for Video Conferencing, Teleprompters, Mixers/Switches, Video Routing and Distribution, Video and or Digital Players/Recorders, Virtual or Augmented Reality Devices, Video Editing Systems. High-Definition Cameras (NON-Security Related), Blu Ray Players/Recorders, Document Cameras Digital Video Storage Devices, Video On-Demand Servers.

Category 3: Photographic Equipment which includes, but is not limited to: Cameras, Digital Imaging and Editing Software, Camera Lenses & Accessories, Stand Alone Printers for Digital Camera Printing only, SLR (small, medium & large format) and Film Holders, Slide Printers, Digital Memory Cards, Lighting and Accessories.

Category 4: Screens/Display/and Projection Equipment which includes, but is not limited to: All sizes of LED, OLED screens/monitors/TVs, Projection Screens including Rear Projection, Motorized, Tripod, Portable & Wall, Video Plasma Displays, Panels, Interactive Screens (Whiteboards, Displays, Monitors, Projectors), Video Projection Systems, Video Presentation Boards, Projectors: LCD, DLP (Digital Light Processing), Overhead, and Slide Projection, Digital Signage Systems, Video Wall Systems, Presentation Devices, Virtual Reality and Hologram Systems.

Category 5: Peripherals/Accessories which includes, but is not limited to: Products in this category will include those used in relation with the above Product Categories 1-4 - Audio Video Mobile Carts, AV 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: Tripods, Fluid Heads, Camera Support Equipment, A/V Tables and Desks, Lighting.

Commercial AV Services will be solution driven. This category is designed to focus on providing public entities with a holistic approach to outfitting a need that will most likely be a project that consists of expertise, design, and installation. Due to this focus on services, Contractors shall be able to provide at a minimum the ability to offer consultation, installation, maintenance, etc. for all types of AV solutions. The awarded Contractor(s) shall be responsible for the performance of all aspects of the Contract, including the performance of all subcontractors.

Software. Any software purchase or product that includes a software component to operate properly, the Contractor shall include a copy of any software licensing agreement or other related licensing agreement for any product at the time of quote and attached with any invoice when

requested by the Customer. Software purchases are meant to be purchased only in support of AV products. Software can also be purchased standalone if related to AV equipment and supplies (editing software). Contractor must assure that all software has appropriate licensing permitting all eligible users to use the software. The Contractor must obtain and furnish to the Customer End User License Agreements (EULAs) at the time of quote and/or prior to purchase.

Shipping and Delivery

1. All deliveries will be F.O.B. Destination (including Alaska and Hawaii), freight pre-paid are included on quotes and other summary totals, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance when responsibility will pass to the Purchasing Agency except as to latent defects, fraud and Contractor's warranty obligations.
2. The Contractor shall provide the option for deliveries to be designated as "Inside Deliveries" to ensure sensitive AV equipment and supplies will not be compromised by environmental elements. This inside delivery option will be designated by a representative of the Purchasing Agency placing the Order. Inside Delivery refers to a delivery to other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or Purchase Order.
3. AV equipment and supplies must be delivered within ten (10) calendar days ARO, unless a longer delivery time is agreed to by the Participating Agency. Contractor will be required to notify the Purchasing Agency within 24 hours of order placement if delivery cannot be completed as required by the Contract. Upon receipt of such notice, or upon failure to deliver within the specified time, the Purchasing Agency may cancel the order without penalty and make the purchase elsewhere.
4. Delivery F.O.B. Destination must be included in pricing, no additional delivery fees may be charged except for additional shipping terms like special packaging (e.g. hazardous materials), handling (e.g. next day delivery required), lift gate delivery or a special pricing arrangement has been made between the manufacturer and the Participating Agency that will require the Contractor to charge additional shipping. These items must be marked/flagged in the ordering system to clearly identify that they are subject to additional charges.
5. Contractor shall properly package and handle all items ordered under the resulting Contract, in accordance with industry standards and all applicable regulations. Packaging should meet all applicable environmental and sustainability efforts.
6. All products must be delivered in the manufacturer's standard package. Costs shall include all packing and/or crating charges. Cases will be of durable construction, good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton will be marked with the commodity, brand, quantity, item code number and the Purchasing Agency's Purchase Order number.
7. With delivery of the equipment, Contractor shall furnish to the Purchasing Agency, a complete instruction manual for the equipment with full instructions on operation of the equipment and preventative and corrective maintenance procedures.
8. With exceptions being made for holidays, special orders and backorders. Contractor must contact the Purchasing Agency to notify them of any deliveries that will not be made within seven (7) calendar days, along with an explanation with the actual delivery date and the reason for the delay.

Warranty

Contractor must ensure warranty service and maintenance for all equipment, supplies and peripherals sold under this contract, including third-party products provided. The Contractor must facilitate the

Manufacturer or Publisher warranty and maintenance of third-party products furnished through the Master Agreement. Contractor will be responsible for shipping costs in the event of the warrant covering a return.

Return of Items

1. Contractor Error. Equipment or Supplies which are unacceptable because of quality problems, duplicated shipments, outdated product, breakage, or other issues related to Contractor or product performance shall be inspected within five (5) business days and be returned at Contractor's expense within ten (10) business days after receipt of notification from the Purchasing Agency, with no restocking charge. If the original packaging cannot be utilized for the return, Contractor must supply the Purchasing Agency with appropriate return packaging within the five (5) business day period. Postage must be paid by Contractor, by issuing an appropriate label to the Purchasing Agency via e-mail and Contractor will assume the risk of loss in transit. The returned product shall either be replaced with acceptable equipment or supplies, or the Purchasing Agency must receive a credit or refund for the purchase price, at the Purchasing Agency's discretion.
2. Purchasing Agency Error. Standard stock equipment and supplies ordered in error by the Purchasing Agency will be returned for credit within fifteen (15) days of receipt, at Purchasing Agency's expense. Product must be in resalable condition (original container, unused). There shall be no restocking fee if returned products are resalable.

Invoicing

Contractor will invoice the Purchasing Agency which placed the order upon delivery. All invoices must list the Agency name; unique identification number assigned by Contractor; contract and order number (State of Alaska Master Agreement Number for resulting contract); date ordered; anticipated delivery date; item description, including manufacturer name and model number; list price; discount applied; and net cost to Participating Agency.

Value-Added Services

Services included in this section are considered in addition to the minimum requirements set forth in this scope of work.

1. Service Plan: Contractor may offer a service agreement to provide maintenance and repair on their proposed devices. Contractor service agreement should include, but is not limited to, the following services:
 - a. Item protection plan
 - b. Battery replacement program
 - c. Data tracking of serial numbers
 - d. Additional software enhancements and/or updates
 - e. Contractor may provide additional information on any additional types of service agreements they may offer, to provide maintenance and repair on their devices, i.e., a standard service agreement or premier service agreement.
2. Product Training. Optional On-site Training: Contractor shall provide on-site training, as requested. The cost for on-site training should be reflected in the Contractors' cost proposal (Master Agreement, Attachment I, Value-Add tab) as a separate rate.
3. Extended Warranty. Contractor may propose an extended warranty past the term of the basic warranty provided under the Master Agreement. Contractor must include a complete description of the coverage provided under the extended.
4. Minor Installation – such as wall mounting or simple plug and play quality set up
 - a. Contractor must be aware of local requirements for the State in which they will be servicing.
 - b. All work performed under a service agreement must meet the specifications for that device.

Installation

- Before providing a final quote and commencing work, the Contractor will conduct a Pre-Install walkthrough to assess the installation requirements for each project if necessary and required by the Participating Agency. Walkthrough shall include all appropriate personnel to determine installation needs. Price quotes based on such walkthroughs are final.
- All materials, equipment, fixtures, apparatus, etc., shall be new unless specifically indicated in writing by the Participating Agency. Materials, equipment, etc., specified must be manufactured, installed or applied in accordance with the directions of the manufacturer, governing association, and/or laws, unless specifically shown otherwise.
- All cabling and plates are to be new and warranted by the supplier. This includes but not limited to: zip ties, snap toggles, bulk wire, terminations, fasteners, and connectors, video equipment, mountings, etc.
- Strict adherence to all building codes, including National Electric Code (NEC), National Fire Protection Association (NFPA), Americans with Disabilities Act (ADA), and Uniform Building Code (UBC), is required. Local codes, if more restrictive, must take precedence.
- The contractor will be responsible for repairing any demolition, alterations, or access holes. Any holes exposed while dismantling existing equipment will be the responsibility of the Contractor to repair.
- All debris acquired in the installation process is the responsibility of the Contractor for removal and disposal. Contractor must seal any wall, floor, or roof penetrations using approved fire seal compounds.
- The Purchasing Agency retains ownership of all equipment/supplies removed, unless otherwise agreed to by the Purchasing Agency.
- Upon successful completion of installation of each project the Contractor shall test system functionality for all possible scenarios and document all areas that do not pass the quality testing.

Removal and Clean Up

It will be the Contractor's responsibility to legally dispose of all excess materials and supplies used during the job. The site shall be returned to its original state prior to payment for any work done against this Contract. The cost of cleanup performed by a Participating Agency as a result of the Contractor's failure to provide the cleanup required by this solicitation shall be deducted at the actual cost to the Participating Agency from the purchase order sum.

Travel

Contractor shall be reimbursed actual cost of all travel conducted while providing the required services. Allowable travel and State per diem charges will be agreed upon at the time work is requested. All travel shall be pre-approved. Costs for transportation may be based upon mileage rates, actual costs incurred, or a combination thereof, provided the method used results in a reasonable charge. Travel costs shall be considered reasonable and allowable only to the extent that they do not exceed, on a daily basis, the maximum State per diem rates in effect at the time of the travel. If travel expenses are not justified and approved by the Agency, Contractor will be responsible for any expenditure.

AGENCY INSTRUCTIONS

1. At a minimum, the order shall include:
 - a. The services or supplies being delivered
 - b. A Shipping Address and other delivery requirements, if any
 - c. A billing address
 - d. Purchasing Agency contact information
 - e. Price
 - f. A not-to-exceed total for the products or services bring ordered
 - g. SPO PL 26-14 & Master Agreement Number.

2. Agencies shall ensure that task orders, statements of work, or requests for quotations include the requirement to comply with the Hawaii Electronic Information Technology Disability Access Standards. The following language shall be included when procuring information technology:

“All electronic information technology developed or provided under this contract or procurement shall comply with the applicable requirements of the Hawaii Electronic Information Technology Disability Access Standards (Access Standards).”

Note: Orders must be placed prior to the contractor’s expiration date, but may have a delivery date or performance period up to (120) days past the then-current expiration date.

B & H FOTO AND ELECTRONICS CORP. DBA B&H PHOTO VIDEO
Master Agreement No. 260000066-A

NASPO URL: <https://www.naspovaluepoint.org/portfolio/av-equipment-and-services-2025-2031/bh-photo-video/>

Sales Contact

Jon Bernstein
Account Manager
Phone: (212) 239-7500
Email: jbernste@bhphoto.com

Remittance Address

B&H Photo-Video
PO Box 28072
New York, NY 10087-8072
Vendor Code: 236806-01

To view products: <https://www.bhphotovideo.com/>