



T H E P R O F E S S I O N A L ' S S O U R C E

prices to our customers and actively create bundle kits, promotions and other pricing discount structures. We also launch seasonal promotions pages and on our website and emails to inform our customers about current product promotions and rebates.

Pricing

B&H is world-renowned for our competitive everyday low pricing and robust product offerings. There are multiple pricing levels for each manufacturer, as well as within each of their categories. Due to this complexity it is difficult to obtain a single discount and at the same time supply the best possible discount price for this bid. We are therefore offering a discount per item range from .2-25% and 0.5-25% for orders that are placed through an electronic procurement platform. Based on past reporting this pricing structure nets an average 11-12% savings. Manufacturer unilaterally price locked items will not be discounted. We also offer additional discounts for high volume orders above \$5,000 that will be evaluated at the time of an RFQ.

Delivery

B&H is one of the largest suppliers of audio visual education supplies and equipment and accessories in the U.S. We have unrivaled in-stock availability, best practice process infrastructure and in conjunction with our 1,000,000 sq/ft state-of-the-art warehouse we make quick delivery a breeze. Orders processed before 4 pm eastern time will ship same day and most orders are received within 1-4 business days from being submitted. B&H is UPS's largest customer in the Northeast and ship an average of 20,000 packages a day from our warehouses and have shipped up to 65,000 on days with exceptionally high volume.

Freight

Most catalog items in our inventory ship via UPS free of charge. Items above 70 lbs or requiring truck or other special delivery may be charged a reasonable shipping charge. All information about shipping tracking or delays due to manufacturer backorder, or special order items will be available on the item detail page on our website for easy access.

Supplier's Qualifications, References, Experience, Past Performance

B&H currently has a wonderful working relationship with K-12 Schools, Higher Education, State and Local governments. We hold over 100 state and local government and minor regional cooperative contracts and leverage them across the sales marketplace for our customers to ensure the easiest procurement process within each customer's local and state procurement guidelines.

We have preferred vendor status and contracts with numerous Universities, Colleges, School Districts, and cooperatives as well as federal, state, local governments and Fortune 500 customers. Combine all of these product options and knowledge sources with your dedicated account management team and you have the ultimate B2B procurement partner.