

B&H
420 Ninth Avenue
New York, NY 10001



B2bContracts@Bhphoto.com
212-239-7500
www.Bhphoto.com/b2b

400 Cedar Lane
Florence, NJ 08518

T H E P R O F E S S I O N A L S S O U R C E

IV. Evaluation Process and Criteria- Response

2.

a) Products/ Pricing

- i. B&H is offering a range discount of 0.5-25% off retail pricing. Discounts vary by brand and product but will remain within the discount range with an average discount of 12.5% off our retail pricing. Manufacturers unilateral priced items will remain at price set forth by the manufacturer. Where a quote is over \$5000, the B&H pricing team will review the price to ensure the best discount is given.
- ii. An electronic copy of the retail catalog can be found at www.bhphoto.com. B&H will provide a discounted portal where discounts will be verifiable. A catalog is also attached on a flash drive labeled "catalog."
- iii. The B&H catalog represents over 500,000 products. B&H is extending making pricing available for all products and services in our catalog.
- iv. B&H works with Hampton Ridge Financial for leasing programs. Contact Leasing@bhphoto.com for more information.
<https://www.bhphotovideo.com/find/leasing.jsp>
- v. B&H will offer free shipping FOB destination for this contract. Items weighing more than 70 lbs or requiring truck delivery due to their size or weight may be charged reasonable shipping.
- vi. B&H includes all standard manufactured warranties with our products. Please reference the warranty section of our site.
<https://www.bhphotovideo.com/find/HelpCenter/Policies.jsp#warranties> B&H also sells additional protection plans that will be made available to the contract members.
- vii. If you are dissatisfied with your purchase for any reason, you may return it to B&H within 30 days of the purchase date, subject to the conditions and exclusions found <https://www.bhphotovideo.com/find/HelpCenter/ReturnExchange.jsp?origSearch=returns>
- viii. On top of the significant savings this contract will generate, B&H's pricing team will review any quote over \$5000.00 to ensure the OMNIA member is getting the greatest discount possible.

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ix. A portal will be made available for the contract users to generate quotes, checkout and verify contract pricing. All discounts will be displayed underneath the price.



Olympus Barrel Style Lens Case for m.Zuiko Digital Lenses (Extra Small, Black)

B&H # OLCLEDS MFR # 260347

★★★★☆ 18 Reviews

Key Features

- Holds Select Extra Small m.Zuiko Lenses
- Zipper Closure
- Hard Shell and Polyester Construction

[See All Details >](#)

Available in other Styles, Configurations & Kits

\$5⁹⁹ Reg. \$7.99
You Save \$2.00 (25%)

[Add to Cart](#)

[Add to Wish List](#) ▾

In Stock

Free Shipping (USA)

Express Store Pickup in 30 mins

[Add to Compare](#)

x. As long as the contract is referenced, B&H's highly trained sales team will apply contract pricing to the order. Within the B&H ordering system there are many procedures in place to ensure the customer will obtain contract pricing. This system is accessible in our one retail store. All payment methods are accepted including P-card, NET terms and financing.

xi. The range discount will remain steady throughout the term of the contract. B&H adds products to our catalog and updates pricing daily on various items across our catalog (usually the pricing goes down due to the nature of the commodity).

xii. Future products will be automatically included into the catalog and will therefore be offered on this contract at the discounted rate.

xiii. B&H has held this contract for the last 5 years saving public agencies millions of dollars due to this pricing structure. B&H looks forward to offering our catalog to public agencies with these incredible discounts for many years to come. B&H understands that the contract is a "not to exceed contract" price model and where we are able to offer a larger discount, we will.