

# COMPANY PROFILE & CAPABILITY STATEMENT

District of Columbia, Virginia, New York

## Small Minority Business

1-3 Day Delivery

Authorized GSA Contractor Offering  
280,000 Commercial Products

SALES:

202-483-7080

FAX:

202-483-7090

GOV@SOLONY.COM

HTTP://WWW.SOLONY.COM/

DUNS NUMBER: 13-236-2166

EIN NUMBER: 11-3617602

CAGE CODE: 1PWE3

CCR TRADING PARTNER NUMBER:  
65654245

GSA CONTRACT NUMBER:

GS-15F-0068K

GS-14F-0018L

GS-25F-0145M

NFSOLONY

DOD EMALL

### SIC's

3571, 3572, 3575, 3577, 3674, 7372,  
7373, 7377, 2671, 5111, 5805, 5815,  
7010, 7020, 7021, 7022, 7025, 7030,  
7035, 7042, 7045, 7050, 7420, 7430,  
7435

### NAICS

334418, 334111, 334112, 334113,  
334418, 334413, 511210, 541512,  
53420, 322221, 422110

Small Business with a Large Inventory



1420 N STREET, NW  
WASHINGTON, DC 20005



**COMPLEX COMPUTER SYSTEMS TO  
GENERAL OFFICE SUPPLIES**  
TOTAL OFFICE SOLUTIONS FEATURING THE  
SALES, SERVICE, SUPPLY AND SUPPORT OF MORE  
THAN 280,000 PRODUCTS AND SERVICES FOR  
YOUR ENTIRE OFFICE, STORE OR WAREHOUSE

COMPUTER EQUIPMENT & SOFTWARE  
HEAVY DUTY SHREDDERS  
MEDIA DESTROYERS  
SCANNERS  
BAR CODING EQUIPMENT  
CALCULATORS  
NETWORKING SERVICES  
COPIERS & FAX MACHINES  
ERGONOMIC DEVICES  
OFFICE FURNITURE  
TONER CARTRIDGES  
RIBBONS CARTRIDGES  
PAPER PRODUCTS  
TIME CLOCKS  
TYPEWRITERS  
TELEPHONE SYSTEMS  
GENERAL OFFICE SUPPLIES  
CASH REGISTERS  
EXTENDED WARRANTY SERVICES

EVERYTHING FOR YOUR OFFICE,  
EXCEPT THE PEOPLE!



## Regarding Our Commercial Catalog

SOLONY Business Technologies is a reseller engaged with distributors of every major manufacturer offering products, services, supplies and support services across the entire spectrum of the office environment. Our products include (but is not limited to) paper, computer and bar coding equipment and supplies, printers, fax machines, toner, ribbons, general office supplies and janitorial / maintenance equipment & solvents.

We have many types of catalogs! SOLONY Business Technologies features thousands and thousands of products and services for the office environment. An entire listing of all of our items would take up hundreds of pages.

We have attached a category and products listing. Upon request, we will provide standard or customized catalogs featuring the manufacturers, part numbers and descriptions your office needs.

Solony is an especially good source for hard to find products!

For More Product Info Please visit <http://www.solony.com/find>

## Our Staff



At Solony, we offer new technologies and products to our clients to assist them in making intelligent purchasing decisions. There are many ways we go above and beyond the customer's expectations, often forgoing profits in the interest of delivering first-rate service. Our measure of success is in our ability to address problems and creating solutions. Our small size allows us to get the job promptly and professionally.

Solony Business Technologies has been in business for some time selling, servicing, supplying and supporting thousands of products and services ranging from complex computer hardware, software, copiers and faxes to the simplest office supplies.

We add to our value by offering custom integration services and warranty service programs designed to keep your office equipment running for years after your initial purchases. We are a versatile one-stop service for any office environment. We also sell business supplies to compliment office automation, such as office furniture, paper stock

supplies, all forms of printing services and web page design, to name just a few. We make our clients lives a little easier by researching for hard to find items. If you cannot find something, Solony Business Technologies is a good place to find it.

## Product Quality



We assure our products by obtaining them from reputable manufacturers. These billion dollar companies have distribution points across America with delivery options to fit every shipping need. The products offered by our distributors range from integration services to product warehousing. They offer products and services that are called for the most, as well as specialized product not offered to the general public. Products cannot be sold directly to the end user from our distributors. Upon verification of the proper part number quality, accuracy and reliability is always 100% guaranteed.

## We accept all Government Purchasing Cards



## Small Business with a Large Inventory



SOLONY features more than 280,000 products ranging from complex computer systems to general office supplies.

## Customer Care



It is our policy to always maintain a high level of customer satisfaction. In the event you are unhappy with any of our products, our Customer Service Department will do all that it can to make sure doing business with us is a pleasure.

## Speed of Delivery



Most orders are shipped the same day of receiving your order. In the event of manufacturer delays, every effort will be made to contact you to be given the choice to remain on backorder, substitute to another item, or cancel your order.

## Shipping



Delivery times for most products are three business days and standard delivery is free of charge for government orders. There is a shipping fee for next day delivery.

Although, an item on back order will result in longer delivery time and is beyond the control of Solony Business Technologies, we will do what we can to offer alternative solutions. All orders are processed upon receipt. Actual shipping time is contingent upon availability of merchandise.

## Free Shipping?



**Yes!** GSA Schedule orders with a \$100.00 minimum include shipping charges for the continental United States except for Alaska, Hawaii, Puerto Rico and over seas locations. For orders under \$100.00 shipping charges are additional. For correct shipping charges on ground and air shipments on items to Alaska, Hawaii, Puerto Rico and overseas locations, call Customer Service at 718 857 0888. Unless specified, all orders in the domestic U.S. are shipped via private carrier such as FedEx, UPS or Airborne. Parcel post is used for all post office boxes, PR, AK, HI, Virgin Islands, APO destinations, Guam, and Canada. Please note: Air Freight is not available to these destinations.

## Over Sized Shipping



For "Heavy Shipment Items" weighing over 70 lbs. or exceeding shipping dimensions (stereo racks, stereo systems, microwave ovens, speakers, and TVs under 27-inches), "Oversized Shipment" (televisions, 27" and larger, audio/video furniture, and air conditioners), please call for freight shipping charges.

## Returns & Warranty



Our agreed product warranty terms are 30 days for our GSA Schedule items. Each product is fully

guaranteed by the manufacturer. The complete warranty is included with the product. The manufacturers' warranty covers repair or replacement of defective parts, subject to the conditions set forth. On most items, Solony offers an exclusive 30-day exchange/refund policy to mail order customers only. The following products are not acceptable for credit, refund, or exchange and must be repaired by manufacturers' authorized service centers: TVs and monitors 20" and up, computer products, laser printers, and fax machines. To locate a service center near you, please refer to your product manual. Unused computer software may be exchanged for a different title, if unopened, with some exceptions. Defective computer software may be exchanged for same title only. Some software programs are not returnable to Solony under any circumstance and must be returned to the manufacturer. Purchases that have been installed, scratched, or abused WILL NOT BE accepted for return or credit. Pre-recorded videotapes, cassettes, CDs, DVDs and laser discs can only be exchanged for a different title, if unopened! Defective, pre-recorded videotapes, cassettes, CDs, DVDs and laser discs may be exchanged for same title ONLY!

If you are not satisfied with your purchase, you may return it for exchange or refund (excluding shipping and handling charges) within 30 days, subject to a return authorization from Solony Business Technologies (see exceptions above). Returns are subject to a restocking fee (usually 15%), depending on the condition of goods and packaging material.

For an RA number (Return Authorization) on returns call Customer Service at 202-483-7080. All returns require an authorization number. Please note that an RA # does not guarantee final disposition. All returns are subject to inspection.

All exchanged/returned merchandise must be in original factory condition, including all packaging materials, inserts and manuals, warranty cards (not filled-out) and all accessories. Please do not tape or write anything on the item or the package! We will charge you for replacement of damaged, altered, missing, written-on or taped-on contents or cartons. We reserve the right to refuse any such returns.

Pack the products into a shipping box with plenty of packing material, and tape securely. Write the RA# issued by Customer Service clearly on the outside of the shipping carton. Any merchandise returned to us unauthorized will be refused. Please ship your parcel back to us freight prepaid! We suggest that you use

UPS Ground Service "Insured." Sorry, we cannot accept COD or freight-collect shipments. No goods will be accepted for exchange or return without authorization.

## Model & Price Changes



Manufacturers are constantly updating their product lines and eliminating some models. Should you learn of a new model on the market that is not listed in our catalog, please call us for information. In addition, manufacturers are continuously

changing their cost prices. Our GSA Contract prices are fixed and published on GSA Advantage. When prices are lowered, we will pass the savings on to you. If a price goes up, we may be obliged to increase our price without notice on open market items and under contract modification through GSA policies and procedures. We will contact you in the event of a price change to secure your instructions. Please be assured that we will do our best to meet or beat any authorized competitors' price (on the same unit with proof of advertised price at the time of ordering). Price matching is only applicable to identical conditions of sale.

## Additional Open Market Products

### DATA STORAGE

Bar Coding Equipment, Disks, Tapes And Optical Diskettes, DVD Media, Optical Media & CDR, Removable Media, Tape Cartridges, Tape Reels

### FAX MACHINE SUPPLIES

Toners, Developers, Drums & Fax Inkjets, Thermal Transfer Ribbons & Rolls, Thermal Paper Rolls

### PHOTOCOPIER SUPPLIES

Collection Bottles & Bags, Developers/Starters & Dispersants, Drums, Duplicator Supplies, Fusers, Maintenance Kits, Staples, Toners

### POS/BANKING/ CALCULATOR SUPPLIES

Ink Rolls, Paper Products, Spool & Cartridge Ribbons, Paper Products, Labels & Transparencies

### PRINTER & TYPEWRITER SUPPLIES

Fonts, Laser, Inkjet & Other Cartridges, Print heads & Print bands, Plotter Pens & Supplies, Spool & Cartridge Ribbons, Thermal Transfer Ribbons & Rolls

### OFFICE MACHINES

Accessories for Business Machines, Binding Machines, Cables & Paper Trays, Calculators, Cameras, Copiers,

Drives, Desktop Printers, Fax Machines, Mice, Joysticks, Scanners, Label Makers, Laminators, Overhead Projector, Power Backup & Surge Protection, Recorders, Shredders, Typewriters & Word Processors, Video Boards

### COMPUTER ACCESSORIES & CLEANING SUPPLIES

Antiglare Filters, Books and Planners, Cleaning Supplies, Computer Batteries, Covers, Copy Holders, Foot Rests, Mouse & Wrist Pads, Power Backup & Surge Protection, Printer/Monitor/CPU Stands, Storage Boxes & Carrying Cases, Tool Kits, Vacuums, Workstation Accessories, Workstation Furniture

### AUDIO/VIDEO PRODUCTS

Parts Printer/Fax/ Copier Assembly/ General, Cover Assembly, Carriage Unit/Tractor Assembly, Fans, Fusers, Motor Assembly, Other, Print heads & Print bands, Power Supply, Platen Assembly, System Board

### Paper Products and Printing Services

Copy Paper, Fax Paper, Inkjet & LaserJet Paper, Snap Apart Form Sets

# Our Products and their Manufacturers

**Accessories / Supplies:  
Cables, Input Devices,  
Carrying Cases, Ink  
And Toner Cartridges,  
Power Protection, Print  
Media And Removable  
Media, Processor  
Upgrades, Trays And  
Feeders, Cleaning  
Supplies, Dust Covers,  
Warranties And  
Documentation**

3M  
3Com  
ABL Electronics  
Acer Peripheral America  
Acer America  
Adaptec  
Agfa  
American Power  
Conversion  
Angia  
Apex Data  
Apple  
Artisoft  
Asante  
AST  
Bay Networks  
Belkin  
Bell & Howell  
Black Box Corporation  
Boca Research  
Brother  
Canon  
Cardinal  
Compaq Computer  
Computone  
Corel  
Creative Labs  
Curtis Office Products  
Digi-Milan Technology  
DIGITAL  
EFI Electronics  
Epson  
Evergren  
Technologies  
Exabyte  
Exide  
Extended Systems  
Farallon  
Fujitsu PC Corporation  
Fujitsu Takamisawa  
America  
Hewlett-Packard  
Hitachi  
IBM  
IBM Printing Systems  
Imation  
In Focus  
Intel  
Iomega  
KeyTronic  
Kingston Technology  
Kodak  
Kofax  
Lexmark  
Logitech  
Lucent Technologies  
Madge  
Megahertz

Meridian Data  
Micro Design  
Micronet  
Micropolis  
Microsoft  
Microsoft OEM  
Microtech International  
Microtek  
Microtest  
Mitsubishi  
Motorola lsg  
NEC Technologies  
Okidata Olicom  
Panasonic  
Pentax Technologies  
Corp.  
Philips Magnavox  
Pinnacle Micro Inc.  
PORT Inc  
Proxima  
QMS  
Relysis  
Samsung  
SanDisk  
Seagate  
Sharp  
Sony  
Sony Data Media  
Specialix  
Standard  
Microsystems  
SyQuest  
System Connection  
Targus Tektronix  
Tiffen  
Toshiba  
Tripp Lite  
UMAX  
U.S. Robotics  
Viewsonic  
VST Technologies  
Wangtek  
Wyse  
Xerox  
Xircom

**Advanced Systems:**

**RISC/  
Unix Based NT  
Products**

IBM RS /6000  
IBM Storage  
IBM Advanced  
Networking  
IBM Nefinity Servers  
IBM Software

**Computer Telephony  
Integration: Telephony  
Equipment, Switches,  
Control Units &  
Associated Modules,  
Station Apparatus &  
Accessories, Voicemail  
& Fax Applications,  
Unified Messaging  
Applications, Voice &  
Fax Boards, And Video  
Conferencing**

3M

Callware Technologies  
CTI Interactive  
IBM  
Intel  
Intelspan  
Lucent Technologies  
NetPhone  
Philips  
Pictoretel  
Rhetorex  
Sony  
Desktops  
Acer America  
Apple  
Compaq Computer  
DIGITAL  
Hewlett-Packard  
IBM  
NEC Computer Systems  
Division  
Toshiba

**Displays:  
Monitors, Flat Panel  
Displays, Presentation  
Displays, Presentation  
Projectors, Video  
Boards, Multimedia  
Products**

3D labs  
3M  
Acer Peripheral America  
ADI  
Apple  
Artist Graphics  
ATI Technologies  
Compaq Computer  
Cornerstone  
Creative Labs  
CTX  
Diamond Multimedia  
DIGITAL  
Epson  
Evans & Sutherland  
Hewlett-Packard  
Hitachi / NSA  
Hyundai  
IBM  
In Focus  
IXMicro  
Mag Innovation  
Mitsubishi  
Eizo - Nanao  
NEC Technologise  
Nokia  
Panasonic  
Philips Magnavox  
Displays: Monitors, Flat  
Panel Displays,  
Presentation Displays,  
Presentation Projectors,  
Video Boards,  
Multimedia Products  
Proxima  
Radius  
Samsung  
Sony  
Toshiba  
Truevision  
ViewSonic

**Imaging: Dot Matrix,  
Dye Sublimation, Inkjet,  
Laser, Phase Change,  
Multifunction, Thermal  
Printers, Plotters,  
Scanners, Digital  
Cameras, Copiers, And  
Fax Machines**

Agfa  
Apple  
Bell & Howell  
Brother  
Canon  
DIGITAL  
Epson  
Fujitsu  
Hewlett - Packard  
IBM Printing Systems  
Kodak  
Konica  
Lexmark  
Logitech  
Microtech International  
Mocrotek  
NEC Technologies  
Okidata  
Panasonic  
Pentax Technologies  
Corp.  
MS  
Relisys  
Richoh  
Sandisk  
Sony  
Tektronix  
Toshiba  
UMAX  
XeroxInternet Solutions  
Alta Vista /Compaq  
Software  
Axent Technologies  
Raptor Systems  
Data General  
Extended Systems  
Lucent Managed Firewall  
OpenConnect  
Software,Com  
Watchguard  
Whistle Communications

**Mass Storage:  
CD-ROM, Floppy  
Drives, Hard Drives,  
Optical Drives, Tape  
Drives, Jaz Drives, Zip  
Drives And Controllers**

3M  
Acer America  
Aopen  
Adeptec  
Apple  
AT&T  
Boca Research  
Clariion  
Compaq Computer Corp.  
Creative Labs  
Diamond  
DIGITAL  
Epson  
Exabyte

Fujitsu PC Corporation  
Hewlett - Packard  
HP-Colorado  
IBM  
Imation  
Iomega  
Kingston Technology  
Kodak  
Lexmark  
Micro Design  
Micro Solutions  
Microtest  
NEC Technologies  
Panasonic  
Procom  
Proxima  
Quantum  
Seagate  
Simple Technology  
Sony  
Toshiba  
Vision Tek  
Xerox

**Memory: Board - Level  
Cache, Industry  
Standard, Math Co  
Processors, PCMCIA,  
Printer Memory, Video  
Memory And  
Workstation**

Acer America  
Advantage  
Apex Data  
Apple  
Ati Technologies  
Boca Research  
Boundless Technologies  
Brother  
Canon  
Connectix  
Compaq Computer Corp.  
DIGITAL  
Epson  
Fujitsu PC Corporation  
Hewlett - Packard  
Hitachi  
IBM  
Kingston Technology  
Lexmark  
Microtech International  
Motorola ISG  
NEC Technologies  
Okidata Panasonic  
QMS  
Samsung  
Sandisk  
Sharp

Simple Technology  
Sony  
Southland Micro  
Tektronix  
Toshiba  
Visiontek  
Xerox

**Mobile: Notebooks,  
Laptops, Personal  
Digital Assistants,  
Calculators, Port  
Replicators, Docking  
Stations, And Wireless**

Acer America  
Apple  
Compaq Computer Corp.  
CTX Systems  
Curtis Office Products  
DIGITAL  
Extended Systems  
Fujitsu PC Corporation  
Hewlett - Packard  
Hitachi PC  
IBM  
Novatel Wireless  
Palm  
Panasonic  
Philips  
Port  
Sharp  
Sierra Wireless  
Targus  
Toshiba

**Networking: Adapters,  
Bridges, Gateways,  
Hubs, Remote Access,  
Routers, Serial  
Communications,  
Sharing Devices,  
Switching, Modems,  
Emulation Boards and  
Video Conferencing**

3Com  
Adaptec  
Allied Telesyn  
Asante  
Paradyne  
Attachmate  
Bay Networks  
Black Box Corporation  
Boca Research  
Cabletron  
Compaq Computer  
Diamond Multimedia  
Digi-Milan Technology  
DIGITAL

D-Link  
Extended Systems  
Farallon  
Global Village  
Hayes  
Hewlett - Packard  
IBM  
Intel  
Kingston Technology  
Linksys  
Madge  
Megahertz  
Olicom  
SMC  
TDK  
U.S. Robotics  
Xircom

**OEM Solutions /  
Computer  
Components:  
Motherboards,  
Processors, Chassis,  
and Related  
Component Products**

3Com  
Acer Peripheral America  
AOpen America  
Adaptec  
ATI Technologies  
Compaq Computer  
Creative Labs  
CTX  
Diamond Multimedia  
Hyundai  
IBM  
Intel  
Intel White Box  
Iomega  
Kingston Technology  
Logitech  
Micronics  
Microsoft OEM  
NEC  
Olicom  
Panasonic  
Quantum  
Samsung / Samtron  
SCO  
Seagate  
Simple Technology  
Sun Microsystems  
U.S. Robotics  
ViewSonic  
VisionTek

Personal Workstations:  
Terminals

Boundless Technologies  
Compaq Computer Corp  
DIGITAL  
IBM  
NEC Computer Systems  
Division  
Wyse  
Servers  
Acer America  
Apple  
AT&T  
Compaq Computer  
Data General  
DIGITAL  
Hewlett - Packard  
IBM  
Meridian Data  
Micro Design

**Software: Backup,  
Database,  
Documentation,  
Entertainment,  
Graphics, Electronic  
Mail, Licensing, Multi  
applications, Network  
Applications, Network  
Operating Systems,  
Office  
Communications,  
Operating Systems,  
Programming Tools,  
Scheduling,  
Spreadsheets, Utilities  
and Word Processors**

Adobe  
Alta Vista  
Apple  
Attachmate Corp.  
Axent Technologies  
Raptor Systems  
Borland International /  
Enprise  
Boundless Technologies  
Callware Tech  
Computer Associates  
Connectix  
CoreData  
Corel Corporation  
DIGITAL  
FileMaker  
GoLive  
IBM Software  
James River Group  
Lotus Development  
Lucent Technologies  
Macromedia

**Solony Business Technologies  
Standard Industry Codes &  
Federal Product & Service Codes**

**3571, 3572, 3575, 3577, 3674, 7372, 7373, 7377, 2671  
5111, 5805, 5815, 7010, 7020, 7021, 7022, 7025, 7030, 7035,  
7042, 7045, 7050, 7420, 7430, 7435**

**Solony Business Technologies  
North American Classification Codes (NAICS)**

**334418, 334111, 334112, 334113, 334418, 334413, 511210,  
541512, 53420, 322221, 422110**

**Solony Business Technologies  
Federal Government Customer Contacts**

**General Services Administration**  
26 Federal Plaza  
New York, New York 10178

**Defense Commissary Agency**  
1300 E Avenue  
Ft. Lee, Virginia 23801

**General Services Administration**  
1941 Jefferson Davis Highway  
Arlington, Virginia 22202

**United States Postal Service**  
149<sup>th</sup> Street & Grand Concourse  
Bronx, New York 10199

**New York City Transit Authority**  
130 Livingston Street  
Brooklyn, New York 11201

**United States Postal Service**  
421 Eighth Avenue  
New York, New York 10199

**Internal Revenue Service**  
290 Broadway  
New York, New York 10199

**Financial Management Service**  
IRS, Philadelphia, PA

**Merchant Marine Academy**  
Kings Point, NY

**Thousands of GSA Customers**  
GS-15F-0068K  
GS-14F-0018L  
GS-25F-0145M