



Contractor and Reseller Information

Appendix D – Contractor and Reseller Information Group 73600 – Award 22802 Information Technology Umbrella Contract – Manufacturer Based (Statewide)

Section 1. Contractor Information

Contract #	Lot Number	Contractor & Address	FED.ID. # / NYS Vendor #
PM21080	3 Cloud (Moderate Risk) 4 Implementation	Ciena Government Solutions, Inc. 7035 Ridge Road Hanover, Maryland 21076	20-1362886 1100144644

Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card? No Yes – Up to \$

Prompt payment discount percentage for payment within 15 days of delivery and/or receipt of voucher: 0%

Prompt payment discount percentage for payment within 30 days of delivery and/or receipt of voucher: 0%

Section 3. Contact Information

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Contract Administrator	Kim Lauer Sr. Commercial Manager (509) 220-3221	Ciena Government Solutions, Inc. 115 North Sullivan Road Spokane Valley, WA 99037	klauer@ciena.com
Account Manager	Doug Juers Sr. Sales Manager (518) 424-5786	Ciena Government Solutions, Inc. 112 W 34 th Street / 17 th Floor New York, NY 10120	djuers@ciena.com
Sales Billing	Dena Hollingsworth Senior Manager, Accounts Receivable (410) 865-8098 800-921-1144	Ciena Government Solutions, Inc. 7035 Ridge Road Hanover, Maryland 21076	List.cashapps@ciena.com
Emergency Contact	(518) 424-5786 / Toll-Free Telephone (800) 921-1144 / E-Mail: djuers@ciena.com		

Section 4. Reseller Information

A Reseller is a company or individual (merchant) that purchases goods or services with the intention of selling them rather than consuming or using them. Also known as Value Added Reseller (VAR) or channel partner. Resellers must be eligible to quote statewide, independently and lower than Manufacturer (Contract) pricing for procurements under this Contract. Reseller must also be able to accept orders, invoice and receive payment for Products.

See “How to Use the Manufacturer Umbrella Contract,” Example Procurement Scenarios for additional information about Contractor pool for RFQ participation.

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
E NFrastructure Technologies d/b/a 5 Enterprise Avenue Clifton Park, NY 12065 www.nfrastructure.com	22-3771456 1000017165	Anthony Riccio EVP, Product & Technology (518) 664-3899 ext. 4203	Tony-riccio@nfrastructure.com	Lot 3 Cloud Lot 4 Implementation
Integration Partners – NY Corporation 15 Oregon Trail Waterford, NY 12188 www.intercloudsys.com	38-3793591 1000042445	Brian McGlynn VP Sales – Public Sector (781) 357-8176	bmcglynn@intercloudsys.com	Lot 3 Cloud Lot 4 Implementation
International Business Machine d/b/a IBM 1630 Long Pond Road Rochester, NY 14626-1496 www.ibm.com	13-0871985 1000001053	John P. Welsh Principal – IBM Global Services ITS (845) 264-6605	jhnwelsh@us.ibm.com	Lot 3 Cloud Lot 4 Implementation
Power Resources International, Inc. (PRI) 31 Nancy Street West Babylon, NY 11704 www.priinc.com MBE / SB	11-3126611 1100154808	Joseph P. Morelli Vice President, Sales (631) 643-3170 ext. 234	Joe.morelli@priinc.com	Lot 3 Cloud Lot 4 Implementation
RONCO Communications & Electronics, Inc. 595 Sheridan Drive Tonawanda, NY 14150 www.ronco.net	16-0905768 1000007574	Ed Hansen Business Development Manager (585) 272-2413 Allison Wallace	ehansen@ronco.net; awallace@ronco.net	Lot 3 Cloud Lot 4 Implementation
Telamon 1000 E. 116 th Street Carmel, IN 46236 www.telamon.com	35-1839033 1100154862	Andrew Wang VP (317) 818-6702	Andrew.wang@telamon.com	Lot 3 Cloud Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Walker & Associates 7129 Old Highway 52 North Welcome, NC 27374 www.walkerfirst.com	54-0982503 1100024290	John Lackey Sr. Sales Executive (336) 731-1647	John.lackey@walkerfirst.com	Lot 3 Cloud Lot 4 Implementation

Section 5. Sales Agent Information

A Sales Agent may assist the Manufacturer with sales, but Sales Agents are not authorized to accept orders, invoice or receive payment.

This Contract does not contain Sales Agents.