



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 Name & Address	FED.ID. # / NYS Vendor #
PM21290	1 Software 2 Hardware 3 Cloud (Low) 4 Implementation	ShoreTel, Inc. 960 Stewart Drive Sunnyvale, CA 94085	77-0443568 1000057902

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	Jamie Singer Contracts & Compliance Program Manager 408-900-1256	ShoreTel, Inc. 960 Stewart Drive Sunnyvale, CA 94085	jsinger@shoretel.com
Account Manager	Ed Bowen SLED Manager – East 512-551- 7132	ShoreTel, Inc. 1385 Broadway #7 New York, NY 10018	ebowen@shoretel.com
Sales Billing	Roger Lane Vertical Program Manager 408-331-3419	ShoreTel, Inc. 1385 Broadway #7 New York, NY 10018	rlane@shoretel.com
Emergency Contact	408-331-3419 / 844-746-7383 / rlane@shoretel.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.

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
All-Mode Communications 1725 Dryden Freeville, NY 13068 www.all-mode.com <i>SBE</i>	16-1002300 1000015186	Tom Mehlberg Sales Engineer 607-347-6102	tmehlb@all-mode.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Brightstack 450 7 th Avenue New York, NY 10018 www.brightstack.com <i>SBE</i>	80-0101702 1100018043	Lou Person President 212-812-9446	lou@brightstack.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
CREG Systems 1039 Water Street Watertown, NY 13601 www.cregsystems.com <i>SBE</i>	16-1077011 1000028635	Mike Petco Vice President 315-788-0000	mpeto@cregsystems.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Eastern Datacomm, Inc. 44 Commerce Way Hackensack, NJ 07601 www.easterndatacomm.com <i>SBE</i>	22-2918081 1000049468	Al Harnisch President 201-457-3311	aharnisch@easterndatacomm.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Hilltop Technologies, LLC 11 Kenny Roberts Memorial Drive Suffield, CT 06078 www.hilltoptech.com <i>WBE / SBE</i>	06-1536085 1000000149	Owen Wilson Chief Sales Officer 860-903-0212	owilson@hilltoptech.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
LanRover Network Services, Inc. 85 S. Snedcor Ave Bayport, NY 11705 www.lanrover.net	82-0560550 1100121881	Rich Sallustro President 631-576-5847	rich.sallustro@lanrover.net	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
NextiraOne LLC d/b/a BlackBox Network Services 122 East 34 th St. New York, NY 10168 www.blackbox.com	76-0534950 1000018568	Raymond Kitchen Major Account Manager 212-856-7609	raymond.kitchen@blackbox- vs.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Premcom 85 Northpointe Pkwy, Suite 1 Amherst, NY 14228 www.premcom.com SBE	16-1406577 1000015898	Pete Proulx President 716-691-0791	pproulx@premcom.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Rel-Comm 250 Cumberland St. Rochester, NY 14605 www.rcomm.com SBE	16-1308853 1000039751	Joe Marasco VP Sales 585-697-5029	jmarasco@rcomm.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Select Telecom 115 Wall St. Valhalla, NY 19595 www.select-tele.com SBE	13-3879798 1100007889	Paul Durante Chief Operating Officer 914-767-1313	pauld@select-tele.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Superior Communications, Inc. 2 Tibbits Ave White Plains, NY 10606 www.superiorcommunications.com SBE	13-3339154 1100041509	Ray DeSousa VP Sales 914-779-7070 x225	rdesousa@sciinc.net	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Tag Solutions LLP 12 Elmwood Road Albany, NY 12204 www.tagsolutions.com SBE	14-1827818 1000001912	Russell Harnish VP Operations 518-292-6524	rharnish@tagsolutions.com	Lot 1 Software Lot 2 Hardware 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.