



# 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 # |
|------------|--|--|--------------------------|
| PM67310    | 1 Software<br>3 Cloud (Low, Medium, High Risk)<br>4 Implementation | VMware, Inc.<br>3401 Hillview Ave<br>Palo Alto, CA 94304 | 94-3292913<br>1100004398 |

### Section 2. Procurement Card and Prompt Payment Discount Information

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

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   | Amy Mendez<br>Contracts Specialist<br>(571) 375-3336                             | VMware, Inc.<br>12100 Sunset Hills Road<br>6 <sup>th</sup> Floor<br>Reston, VA 20190 | NYumbrella@vmware.com<br>Contracts-SLED@vmware.com |
| Account Manager          | Matt McGrath<br>Strategic Account<br>Executive<br>(908) 917-9547                 | VMware, Inc.<br>2 Penn Plaza, 26 <sup>th</sup> Floor<br>New York, NY 10121           | mcgrathm@vmware.com                                |
| Sales Billing            | Matt McGrath<br>Strategic Account<br>Executive<br>(908) 917-9547                 | VMware, Inc.<br>2 Penn Plaza, 26 <sup>th</sup> Floor<br>New York, NY 10121           | mcgrathm@vmware.com                                |
| <b>Emergency Contact</b> | <b>(877) 486-9273 / Matt McGrath NYumbrella@vmware.com or mcgrath@vmware.com</b> |  |  |

**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 #<br>SFS ID # | Contact Name /<br>Phone   | Contact E-Mail                              | Applicable Lot(s)                                     |
|---|--------------------------|---|---|---|
| AdvizeX Technologies LLC<br>632 Cross Keys Office Park<br>Fairport, NY 14450<br>www.advizex.com   | 37-1504931<br>1000009235 | Dave Crean<br>Regional Sales<br>Manager<br>(585) 223-4050                     | NYOGS@advizeX.com                           | Lot 1 Software<br>Lot 3 Cloud<br>Lot 4 Implementation |
| Annese, a ConvergeOne<br>Company<br>Clifton Park, NY 12065<br>www.annese.com<br><br>WBE   | 16-0984328<br>1000003417 | Kara Rudy<br>Director of Marketing<br>(315) 457-4333                          | jaiello@annese.com<br>jbleichert@annese.com | Lot 1 Software<br>Lot 3 Cloud<br>Lot 4 Implementation |
| Candoris Technologies, LLC<br>9 E. Main St.<br>Annville, PA 17003<br>www.candoris.com   | 27-4101387<br>1100139609 | Lucas Van Der Ploog<br>Account Executive<br>(717) 228-1600                    | bids@candoris.com                           | Lot 1 Software<br>Lot 4 Implementation                |
| Carousel Industries of North<br>America Inc.<br>659 South County Trail<br>Exeter, RI 02822<br>www.carouselindustries.com                      | 06-1502254<br>1000036559 | Brian Christein<br>Regional Sales<br>Director<br>(518) 724-2122               | bchristein@carouselindustries.com           | Lot 1 Software<br>Lot 4 Implementation                |
| CDW Government LLC<br>230 N. Milwaukee Ave<br>Vernon Hills, IL 60061-9740<br>www.cdwg.com   | 36-4230110<br>1000009217 | Yolanda Blomquist<br>Deputy Program<br>Manager<br>(800) 808-4239              | NYGOV@cdwg.com                              | Lot 1 Software<br>Lot 3 Cloud<br>Lot 4 Implementation |
| Computer Design &<br>Integration LLC<br>500 5 <sup>th</sup> Avenue, Suite 1010<br>New York, NY 10110<br>www.cdillc.com<br><br>Erate SPIN: N/A | 13-3823827<br>1100014833 | Robert Burgess<br>AVP<br>(201) 426-9330                                       | Robert.Burgess@cdillc.com                   | Lot 1 Software<br>Lot 4 Implementation                |
| Core BTS, Inc.<br>Executive Woods<br>3 Tallow Wood Drive<br>Clifton Park NY 12065<br>https://www.corebts.com/<br><br>Erate SPIN: 143030838    | 20-3873764<br>1000030088 | Tony DeFeciani<br>Region Vice<br>President, US<br>Northeast<br>(518) 831-8910 | Tony.defeciani@corebts.com                  | Lot 1 Software<br>Lot 4 Implementation                |
| Custom Computer<br>Specialists, Inc.<br>70 Suffolk Court<br>Hauppauge, NY 11788<br>www.customtech.com   | 11-2497640<br>1000005692 | Laura Gavey<br>Associate Director,<br>Sales Operations<br>(631) 761-1428      | lgavey@customonline.com                     | Lot 1 Software<br>Lot 4 Implementation                |

| Reseller Name   | Federal ID #<br>SFS ID # | Contact Name /<br>Phone  | Contact E-Mail                                 | Applicable Lot(s)                                     |
|---|--------------------------|--|--|---|
| Dell Marketing LP<br>1 Dell Way<br>Round Rock, TX 78682<br>www.dell.com   | 74-2616805<br>1000041162 | David Maurice<br>Software Outside<br>Sales Specialist<br>(248) 219-4664            | NYSOGS_Dell@dell.com<br>David_Maurice@dell.com | Lot 1 Software<br>Lot 3 Cloud<br>Lot 4 Implementation |
| DynTek Services, Inc.<br>12 Metro Park Rd<br>Suite 206<br>Albany, NY 12205<br>www.dyntek.com                          | 13-4067484<br>1000006526 | Denise Leonard<br>Dir. Sales Operation,<br>NE<br>(518) 207-3402                    | Denise.Leonard@dyntek.com                      | Lot 1 Software<br>Lot 3 Cloud<br>Lot 4 Implementation |
| ePlus Technology, Inc.<br>1250 Pittsford-Victor Rd<br>Pittsford, NY 14534<br>www.eplus.com                            | 54-1904151<br>1000032149 | Rob North<br>Sales Director<br>(585) 310-5442                                      | rnorth@eplus.com                               | Lot 1 Software<br>Lot 3 Cloud<br>Lot 4 Implementation |
| GSS Infotech NY Inc. d/b/a<br>Atec Group<br>1762 Central Avenue<br>Albany, NY 12205<br>www.atecgroup.com              | 72-1563114<br>1000048422 | Lisa Seguin<br>Business<br>Development<br>Virtualization/Storage<br>(518) 724-3158 | Lisa.Seguin@atecgroup.com                      | Lot 1 Software<br>Lot 4 Implementation                |
| IBM Corporation<br>1 New Orchard Road<br>Armonk, NY 10504-1722<br>www.ibm.com   | 13-0871985<br>1000001053 | Michael F. Beckett<br>Services Client<br>Executive<br>(215) 208-9980               | nyscont@us.ibm.com                             | Lot 1 Software<br>Lot 4 Implementation                |
| Infitite Group, Inc.<br>175 Sully's Trail, Suite 202<br>Pittsford, NY 14534<br>www.igius.com<br><br>SB                | 52-1490422<br>1100139422 | Andrew Hoyen<br>Chief Administrative<br>Officer<br>(585) 385-0610 x237             | partneraccounts@igius.com                      | Lot 1 Software<br>Lot 3 Cloud<br>Lot 4 Implementation |
| International Integrated<br>Solutions, Ltd.<br>137 Commercial Street<br>Plainview, NY 11803<br>www.iisl.com<br><br>SB | 11-3006645<br>1000024528 | Elise Starr<br>Vice President –<br>Operations<br>(516) 396-6700                    | sales@iisl.com                                 | Lot 1 Software<br>Lot 3 Cloud<br>Lot 4 Implementation |
| Networked Educational<br>Technologies dba CSDNET<br>874 Montauk Highway<br>Bayport NY 11705<br>www.csdnet.net         | 11-3410788<br>1100008294 | Fred Zappolo<br>VP of Sales<br>(631) 924-7474                                      | Fred.zappolo@csdnet.net                        | Lot 1 Software<br>Lot 4 Implementation                |
| NWN Corporation<br>303 Fellowship Rd<br>Suite 110<br>Mt. Laurel, NJ 08054<br>www.nwnit.com                            | 04-3532235<br>1100138331 | Jim Tyran<br>Director of Sales<br>NorthEast Region<br>(856) 914-5629               | jtyran@nwnit.com                               | Lot 1 Software<br>Lot 3 Cloud<br>Lot 4 Implementation |

| <b>Reseller Name</b>  | <b>Federal ID #<br/>SFS ID #</b> | <b>Contact Name /<br/>Phone</b>                              | <b>Contact E-Mail</b>   | <b>Applicable Lot(s)</b>                              |
|---|----------------------------------|--|-------------------------|---|
| PCMG d/b/a PCM Gov.<br>14120 Newbrook Drive,<br>Suite 100,<br>Chantilly, VA 20151<br><a href="http://www.pcmg.com">http://www.pcmg.com</a>  | 33-0964088<br>1000009106         | Pam Shamblin<br>Director of Sales<br>(866) 310-0214          | ogssoftware@pcmg.com    | Lot 1 Software<br>Lot 4 Implementation                |
| PKA Technologies, Inc.<br>1 Executive Boulevard<br>Suite 101<br>Suffern, NY 10901<br><a href="http://www.pkatech.com">www.pkatech.com</a><br><br><i>WBE / SB</i>                      | 13-3919056<br>1100010089         | Felise Katz<br>CEO<br>(845) 357-0170                         | vmwnys@pkatech.com      | Lot 1 Software<br>Lot 4 Implementation                |
| Presidio Networked<br>Solutions LLC<br>110 Parkway Drive South,<br>Hauppauge, NY 11788<br><a href="http://www.presidio.com">www.presidio.com</a>                                      | 76-0515249<br>1100138220         | Craig Reardon, SVP<br>(860) 384-2501                         | creardon@presidio.com   | Lot 1 Software<br>Lot 4 Implementation                |
| ProTechIT Group Inc.<br>200 Broadhollow Rd,<br>Suite 207<br>Melville, NY 11747<br><a href="http://www.protechit.com">www.protechit.com</a><br><br><i>SB</i>                           | 26-1765956<br>1100200952         | Sal Marotta<br>Vice<br>President/Treasurer<br>(631) 830-6261 | sales@protechit.com     | Lot 1 Software<br>Lot 4 Implementation                |
| Quality and Assurance<br>Technology d/b/a QnATech<br>29 Crystal Brook Hollow Rd<br>Mt. Sinai, NY 11766<br><a href="http://www.qnatech.com">www.qnatech.com</a><br><br><i>MBE / SB</i> | 27-0943877<br>1100015240         | Marcos Merced<br>CEO<br>(646) 453-7119                       | sales@qnatech.com       | Lot 1 Software<br>Lot 3 Cloud<br>Lot 4 Implementation |
| Regiment Technology<br>Group, LLC<br>Suite D279 81 Pondfield Rd<br>Bronxville, NY 10705-0850<br><a href="http://www.regtech.com">www.regtech.com</a><br><br><i>SDVOB</i>              | 47-3815120<br>1100147146         | Tony Gaines<br>VP-Technology<br>(678) 596-2807               | Tony.gaines@regtech.com | Lot 1 Software<br>Lot 4 Implementation                |
| SHI International Corp<br>290 Davidson Ave<br>Somerset, NJ 08873<br><a href="http://www.shi.com">www.shi.com</a>  | 22-3009648<br>1000008811         | Dean Howell<br>Senior Account<br>Executive<br>(845) 265-9439 | nysled@shi.com          | Lot 1 Software<br>Lot 3 Cloud<br>Lot 4 Implementation |
| Systems Management<br>Planning Inc.<br>1020 John Street<br>W. Henrietta, NY 14586<br><a href="http://www.smp-corp.com">www.smp-corp.com</a><br><br><i>SB</i>                          | 16-1545953<br>1000029454         | Mike Keller<br>Director of Sales<br>(585) 475-0670           | dcrist@smp-corp.com     | Lot 1 Software<br>Lot 3 Cloud<br>Lot 4 Implementation |

| Reseller Name   | Federal ID #<br>SFS ID # | Contact Name /<br>Phone                     | Contact E-Mail         | Applicable Lot(s)                                     |
|---|--------------------------|---|------------------------|---|
| Vicom Computer Services,<br>Inc.<br>400 Broadhollow Rd<br>Farmingdale, NY 11735<br>www.vicomnet.com | 11-2616959<br>1000011790 | Joe Barone<br>VP of Sales<br>(631) 694-3900 | vicomsled@vicomnet.com | Lot 1 Software<br>Lot 3 Cloud<br>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.**