

## Value Added Reseller/Distributor Information

**Group: 77018 - AWARD: 21350**  
**COMPREHENSIVE TELECOMMUNICATION EQUIPMENT & SOLUTIONS**

### Enterasys, Inc.

<b>Manufacturer/Contractor Information (for Ordering and Contract Administration Purposes)</b>			
(1) Company Name:	Enterasys Networks, Inc.		
Address:	9 Northeast Blvd		
	Salem, NH 03079		
Federal ID #:	04-2797263		
Contract Administrator Name:	Michael Swierk		
Title:	Contract Analyst		
Telephone Number:	(603) 952-5221		
E-mail:	mswierk@enterasys.com		
FAX:	(603) 952-6909		
Orders Placed Directly with Contractor <input checked="" type="checkbox"/> Orders Placed Directly with VAR <input type="checkbox"/> XX			
Contract "Toll" Free Support Number:	1-800-872-8440	Guaranteed Product Delivery Timeframe:	30 days ARO

<b>Value Added Reseller/Distributor Information</b>			
(2) Company Name:	ATS Consulting group corp.		
Address:	3159 Winton Rd. South, Suite 200		
	Rochester, NY 14623		
Federal ID #:	59-3800511		
Contract Administrator Name:	Dan Garrett		
Title:	Owner		
Telephone Number:	585-475-0605		
E-mail:	dgarrett@atsconsultingcorp.com		
FAX:	585-475-0607		
Reseller Qualifying Criteria:	IT Consulting firm providing LAN/WAN hardware and software integration, implementation, and ongoing network support.		

<b>Value Added Reseller/Distributor Information</b>	
(3) Company Name:	Blue Spruce Technologies
Address:	520B Portsmouth Ave.
	Greenland, NH 03310
Federal ID #:	20-0697638
Contract Administrator Name:	Chris Flagg
Title:	Sales Engineering Manager
Telephone Number:	(603) 430-0003
E-mail:	<a href="mailto:cflagg@bluesprucetechnologies.com">cflagg@bluesprucetechnologies.com</a>
FAX:	603 430 0713
Reseller Qualifying Criteria:	Security Systems Integrator

<b>Value Added Reseller/Distributor Information</b>	
(4) Company Name:	CDW Government Inc.
Address:	230 N Milwaukee Ave.
	Vernon Hills, IL 60061
Federal ID #:	36-4230110
Contract Administrator Name:	Joseph Mangano
Title:	Eastern Territory Field Sales Manager
Telephone Number:	(800) 975-1381
E-mail:	<a href="mailto:jmangano@cdwg.com">jmangano@cdwg.com</a>
FAX:	(800) 975-3182
Reseller Qualifying Criteria:	Global provider of networking products and solutions

<b>Value Added Reseller/Distributor Information</b>	
(5) Company Name:	CNC Microtech
Address:	19 Walker Way
	Albany NY. 12205
Minority/Women Owned or Small Business Indicate M , W or S	
Federal ID #:	26-1639774
Contract Administrator Name:	Erik Jacoby
Title:	Sales Director
Telephone Number:	585-292-1880
E-mail:	<a href="mailto:ejacoby@cncmicrotech.com">ejacoby@cncmicrotech.com</a>
FAX:	585-292-1869
Qualifying Criteria:	Certified Enterasys Partner

<b>Value Added Reseller/Distributor Information</b>	
(6) Company Name:	Frontrunner Network Systems, Corp
Address:	412 Linden Ave
	Rochester NY 14625
Federal ID #:	980397927
Contract Administrator Name:	Jim Keegan
Title:	Sales Manager
Telephone Number:	800-724-7378
E-mail:	jkeegan@frontrunnernetworks.comjjkeegankeegan@frontrunnernet works.com
Fax :	585-899-4454
Reseller Qualifying Criteria:	Experienced sales team dealing specifically with Enterasys wired infrastructure. NOC and supplemental maintenance services available. Siemens VoIP partner.

<b>Value Added Reseller/Distributor Information</b>	
(7) Company Name:	R&D Data Products
Address:	4105 Route 1 South Ste, 4
	Monmouth Junction, NJ 08852
Federal ID #:	22-3286634
Contract Administrator Name:	Rich Diatlo
Title:	President
Telephone Number:	(732) 329-0555
E-mail:	<b><u>rdiatlo@rrdata.com</u></b>
FAX:	(732) 329-9493
Reseller Qualifying Criteria:	Minority owned Networking solutions provider

<b>Value Added Reseller/Distributor Information</b>	
(8) Company Name:	Siemens Enterprise Networks LLC
Address:	450 Lexington Ave 15th Fl
	New York, NY 10017
Federal ID #:	52-2122392
Contract Administrator	Joseph Bergin
Name:	
Title:	Sales
Telephone Number:	(212) 450-7537
E-mail:	<a href="mailto:josep.bergin@icn.siemens.com">josep.bergin@icn.siemens.com</a>
FAX:	(212) 450-7597
Reseller Qualifying Criteria:	Global provider of solutions for business and industry — Enterasys Technology partner

<b>Value Added Reseller/Distributor information</b>	
(9) Company Name:	Switch Technologies Inc.
Address:	PO Box 5529
	Rocky Point, NY 11778
Federal ID #:	01-0895491
Contract Administrator	David Pilacki
Name:	
Title:	Senior Sales Consultant
Telephone Number:	(631) 332-3968
E-mail:	<a href="mailto:dpjacki@switchtechnologies.com">dpjacki@switchtechnologies.com</a>
FAX:	(631) 821-2841
Reseller Qualifying Criteria:	Solutions Provider for small business and education

<b>Value Added Reseller/Distributor Information</b>	
(10) Company Name:	Vandis
Address:	1 Albertson Way
	Albertson, NY
Federal ID #:	11-3203665
Contract Administrator	Andrew Segal
Name:	
Title:	President
Telephone Number:	(516) 626-2100
E-mail:	<a href="mailto:info@sound-business.com">info@sound-business.com</a>
FAX:	516 626 9003
Reseller Qualifying Criteria:	Value added network design, integration and service company

<b>Value Added Reseller/Distributor Information</b>	
(11) Company Name:	Vertical Resources
Address:	1160 Parsippany Boulevard
	Parsippany NJ 07054
Federal ID #:	22-3391789
Contract Administrator Name:	John Stypulkoski
Title:	CEO
Telephone Number:	973-541-5200
E-mail:	jjs@verticalresources.com
FAX:	973-541-9300
Reseller Qualifying Criteria:	Value added network reseller

<b>Value Added Reseller/Distributor Information</b>	
(12) Company Name:	TRI Group Holdings / DBA Trightec MBE
Address:	459 Broadway
	Troy, NY 12180
Federal ID #:	80-0335072
Contract Administrator Name:	Chris Pickett
Title:	Managing Director
Telephone Number:	518-378-1789
E-mail:	Chris.picket@trightec.comChris.pickett@trightec.com
FAX:	518-664-5731
Reseller Qualifying Criteria:	Certified NYS MBE / Staffing Services and IT Services Product sourcing to the Public Sector

<b>Value Added Reseller/Distributor Information</b>	
(13) Company Name:	Systems Management Planning
Address:	75 Goodway Drive
	Rochester NY 14623
Federal ID #:	16-1545953
Contract Administrator Name:	Mike Keller
Title:	Director of Sales
Telephone Number:	585-324-0800
E-mail:	er@smp-corp.comeer@smp-cpr[/cp,err@smp-corp.com
FAX:	585-475-0909
Reseller Qualifying Criteria:	SMP is an elite Data Center and Networking solutions provider based in Upstate New York with over 12 years in business. We are also woman owned.

<b>Value Added Reseller/Distributor Information</b>	
(14) Company Name:	PTS Data Center Solutions, Inc
Address:	568 Commerce Street
	Franklin Lakes, NJ 07417
Federal ID #:	22-3545316
Contract Administrator Name:	Mike Petrino
Title:	Vice President
Telephone Number:	201-337-3833 Ext 102
E-mail:	mpetrino@ptsdcs.comMPetrino@PTSDCS.com
FAX:	201-337-4722
Reseller Qualifying Criteria:	Over \$1 million in Sales to NY Government this year (CUNY, SUNY, TRS, etc

<b>Value Added Reseller/Distributor Information</b>	
(15) Company Name:	PC University Distributor's, Inc.
Address:	99 West Hawthorne Avenue, Suite 521
	Valley Stream, NY 11580
Federal ID #:	113318287
Contract Administrator Name:	Geoffrey Miller
Title:	President
Telephone Number:	516-596-1500
E-mail:	Gmm@pcuniversity.com
FAX:	516-596-1515
Reseller Qualifying Criteria:	Value Added Reseller authorized to sell Enterasys products and services

<b>Value Added Reseller/Distributor Information</b>	
(16) Company Name:	Tri-Delta Resources Corp.
Address:	15 North Street
	Canandaigua, NY 14424
Federal ID #:	16-1363868
Contract Administrator Name:	Jeffery Grant
Title:	VP
Telephone Number:	585-412-7010
E-mail:	jgrant@tri-delta.com
FAX:	585-394-3893
Reseller Qualifying Criteria:	Value Added Reseller authorized to sell Enterasys products and services

<b>Value Added Reseller/Distributor Information</b>	
(17) Company Name:	Marketing Matters, Inc - DBA Networking Matters, Inc
Address:	PO Box 82
	Beverly, NJ 08010
Federal ID #:	01-0586505
Contract Administrator Name:	William Osterman
Title:	Vice President
Telephone Number:	917-603-6354
E-mail:	William.Osterman@networkingmatters.net
FAX:	609-387-9574
Reseller Qualifying Criteria:	IT Consulting firm providing LAN/WAN and networking security hardware and software integration, implementation and ongoing support.

<b>Value Added Reseller/Distributor Information</b>	
(18) Company Name:	MCPC Inc
Address:	1780 Wehrle Drive Ste 101
	Williamsville NY 14221
Federal ID #:	32-0012228
Contract Administrator Name:	Greg Jurkowski
Title:	Regional Sales Director
Telephone Number:	716-276-2487
E-mail:	Gregory.Jurkowski@mcpc.com
FAX:	
Reseller Qualifying Criteria:	IT Consulting firm providing LAN/WAN and networking security hardware and software integration, implementation and ongoing support.

<b>Value Added Reseller/Distributor Information</b>	
(19) Company Name:	ICP, Inc.
Address:	20 Clifton Avenue
	Staten Island, NY 10305
Federal ID #:	13-3536167
Contract Administrator Name:	Michelle Fabozzi
Title:	Chief Executive Officer
Telephone Number:	718-556-6952
E-mail:	mfabozzi@icpcorp.com
FAX:	
Reseller Qualifying Criteria:	Value added network reseller

<b>Value Added Reseller/Distributor Information</b>	
(20) Company Name:	Turn-Key Technologies, Inc.
Address:	2400 Main Street Ext, Suite 12
	Sayreville, NJ 08872
Federal ID #:	223136494
Contract Administrator Name:	Craig Badrick
Title:	CEO
Telephone Number:	732-553-9100 - NYS Vendor ID#1000047941
E-mail:	cbadrick@tti-wireless.com
FAX:	732-553-9107
Reseller Qualifying Criteria:	Value Added network design, implementation and services company with extensive SLED experience.

<b>Value Added Reseller/Distributor Information</b>	
(21) Company Name:	Globalquest Solutions, Inc.
Address:	435 Lawrence Bell Drive Suite #7
	Williamsville, NY 14221
Federal ID #:	16-1587213
Contract Administrator Name:	Herbert K. Guth
Title:	Inside Sales Manager / Vendor Business Manager
Telephone Number:	716-601-3524 x229
E-mail:	hguth@globalquestinc.com
FAX:	
Reseller Qualifying Criteria:	Value added network design, implementation and services company

<b>Value Added Reseller/Distributor Information</b>	
(22) Company Name:	GSS InfoTech
Address:	1762 Central Avenue
	Albany, NY 12205
Federal ID #:	72-1563114
Contract Administrator Name:	Lisa Seguin
Title:	Business Development
Telephone Number:	518-724-3158
E-mail:	Lisa.Seguin@gssinfotech.com
FAX:	518-452-3939
Reseller Qualifying Criteria:	Specializing in Remote Infrastructure Management Services, Virtualization solutions and Application Management Services, Infrastructure optimization solutions worldwide.

<b>Value Added Reseller/Distributor Information</b>	
(23) Company Name:	Netanium Network Security
Address:	3260 Walden Avenue
	Buffalo, NY 14043
Federal ID #:	41-2042558
Contract Administrator Name:	Dan Wylucki
Title:	Business Development
Telephone Number:	(716) 803-8800
E-mail:	danw@nnsecurity.com
FAX:	(866) 585-5149
Reseller Qualifying Criteria:	Provider of information security consulting and integration services and we succeed by aligning our technical resources to secure out clients mission infrastructure.

<b>Value Added Reseller/Distributor Information</b>	
(24) Company Name:	Carousel Industries
Address:	10 Petra Lane
	Albany, NY 12205
Federal ID#:	06-150-2254
Contract Administrator Name:	Todd VanEpps
Title:	VP of Sales
Telephone Number:	(518) 724-2121
E-mail:	tvanepps@carouselindustries.com
FAX:	(518) 724-2175
Reseller Qualifying Criteria:	Registered Extreme Networks Reseller