

APPENDIX F

Manufacturer & Value Added Reseller/Distributor Information

Manufacturer/Contractor Information (for Ordering and Contract Administration Purposes)			
Company Name:	ShoreTel		
Address:	960 Stewart Drive		
	Sunnyvale, CA 94085		
Federal ID #:	77-0443568		
Minority/Women Owned or Small Business Indicate M,W or S	NA		
Contract Administrator Name:	Roger Lane,		
Title:	Govt. Area Sales Manager		
Telephone Number:	(408) 331-3419		
E-mail:	rlane@shoretel.com		
FAX:	(408) 331-3419		
Orders Placed Directly with Contractor Orders Placed Directly with VAR			
Contract "Toll" Free Support Number:	1.800.742.2348	Guaranteed Product Delivery Timeframe:	30_days ARO

Value Added Reseller/Distributor Information	
Company Name:	LanRover Network Services, Inc
Address:	85 S. Snedecor Ave.
	Bayport, NY 11705
Federal ID #:	82-0560550
Contract Administrator Name:	Rich Sallustro
Title:	President / CEO
Telephone Number:	(631) 576-5847
E-mail:	Rich.Sallustro@lanrover.net
FAX:	(631) 868-3743
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	All Mode Communications
Address:	1725 Dryden
	Freeville, NY 13068
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	16-1002300
Contract Administrator Name:	Tom Mellberg
Title:	Sales Engineer
Telephone Number:	607.347.6102
E-mail:	tmellberg@all-mode.com
FAX:	607.347.6728
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Rel Comm Inc.
Address:	250 Cumberland Street Rochester, NY 14605
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	16-1308853
Contract Administrator Name:	Marin Betts
Title:	Executive Assistant
Telephone Number:	585-697-5036
E-mail:	mbetts@rcomm.com
FAX:	585-546-8925
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Boston Wireless
Address:	50 Speen Street Framingham, MA 01701
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	3282992
Contract Administrator Name:	Jim Hilliard
Title:	Strategic Account Manager
Telephone Number:	508.650.5900
E-mail:	jimh@bostonwireless.com
FAX:	508.650.3899
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Brightstack Networks
Address:	474 7 th Avenue New York, NY 10018
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	80-0101702
Contract Administrator Name:	Lou Pearson
Title:	President
Telephone Number:	212.812.9446
E-mail:	lou@brightstack.com
FAX:	312.705.4680
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	CDW Government, LLC (CDW-G)
Address:	120 S. Riverside Plaza - 7th Floor Chicago, IL 60606
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	36-4230110
Contract Administrator Name:	Yolanda Blomquist
Title:	Deputy Program Manager
Telephone Number:	312.705.1880
E-mail:	yolanda.blomquist@cdw.com
FAX:	312-705-4680
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Xeta Technologies, formerly Data-Com Telecommunications
Address:	354 Route 206 South Flanders, NJ 07836
Minority/Women Owned or Small Business Indicate M,W or S	S
Federal ID #:	11-3491954
Contract Administrator Name:	Jim McKenna
Title:	Executive Vice President
Telephone Number:	908.206.8953
E-mail:	Amanda.Atanasio@xeta.com
FAX:	908.206.8903
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Eastern DataComm, Inc.
Address:	44 Commerce Way Hacensack, NJ 07601
Minority/Women Owned or Small Business Indicate M,W or S	Small Business Enterprise Approved
Federal ID #:	22-291081
Contract Administrator Name:	Len Nirchio
Title:	Vice President
Telephone Number:	201.457.3311 ext. 110
E-mail:	lnirchio@easterndatacomm.com
FAX:	201.457.1811
Reseller Qualifying Criteria:	Certified Integrator

Value Added Reseller/Distributor Information	
Company Name:	Eler Technologies, Inc.
Address:	445 White Plains Rd., Suite 1102 White Plains, NY 10601
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	13-4023494
Contract Administrator Name:	Ed Joseph
Title:	Sales Manager
Telephone Number:	914.332.8406
E-mail:	ejoseph@eler.com
FAX:	914.220.8347
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	IPC Technologies
Address:	6 Cherry Tree Lane Warren, NJ 07059
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	541171799
Contract Administrator Name:	Dan Sebor
Title:	Director, Business Development
Telephone Number:	804-622-7241
E-mail:	dsebor@ipctech.com
FAX:	
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Windstream Corporation
Address:	3620 SW 61st Street, Suite 300 Des Moines, IA 50321
Minority/Women Owned or Small Business Indicate M, W or S	N/A
Federal ID #:	20 0792300
Contract Administrator Name:	James McKenna
Title:	Area Vice President, Integrated Solutions Group
Telephone Number:	212-201-5044
E-mail:	james.mckenna@windstream.com
FAX:	
Qualifying Criteria:	Certified Gold Partner

Value Added Reseller/Distributor Information	
Company Name:	Kriterium, LLC
Address:	595 Blossom Road, Suite 220 Rochester, NY 14610
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	16-1562222
Contract Administrator Name:	Todd M. Cameron
Title:	President and CEO
Telephone Number:	585.758.1400
E-mail:	tcameron@kiterium.com
FAX:	585.758.1401
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Qwest Communication Corporation
Address:	1801 California St. Denver, CO 80202
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	04-6141739
Contract Administrator Name:	Stanley Fusco
Title:	MAE
Telephone Number:	212.282.1095
E-mail:	sfusco@qwest.com
FAX:	914.668.8109 (must call before sending fax)
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Network Voice and Data Comm, Inc.
Address:	45 W. 36 th St. New York, NY 10018
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	13-3919702
Contract Administrator Name:	Reza Kazerouni
Title:	VP-Sales
Telephone Number:	212.592.9257 (direct) 631.872.6600(cell)
E-mail:	rkazerouni@atdcom.com
FAX:	212.532.7144
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	North Atlantic Communications Co., Inc. dba NacTelligence
Address:	48 South Mall Plainview, NY 11083
Minority/Women Owned or Small Business Indicate M,W or S	NA

Federal ID #:	11-2550076
Contract Administrator Name:	Jamie A. Buswell
Title:	President
Telephone Number:	516.756.9000
E-mail:	jab@nactelsystems.com
FAX:	516.941.3810
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Premcom
Address:	85 Northpointe Parkway, Suite 1 Amherst, NY 14228
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	16-1406577 – (NY VID # 1000015898)
Contract Administrator Name:	David Rydzynski
Title:	Customer Relations Manager
Telephone Number:	716.629.3009
E-mail:	daver@premcom.com
FAX:	716.691.0795
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Select Telecom
Address:	115 Wall Street Valhalla, NY 19595
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	13-3879798
Contract Administrator Name:	Paul Durante
Title:	Chief Operating Officer
Telephone Number:	914.761.1313
E-mail:	pauld@select-tele.com
FAX:	914.761.1331
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Superior Communications, Inc.
Address:	2 Tibbits Ave. White Plains, NY 10606
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	13-3339154
Contract Administrator Name:	Raymond DeSousa / Jon Borducci
Title:	VP, Sales
Telephone Number:	914.779.7070 ext. 225
E-mail:	jborducci@scinic.net
FAX:	914.779.1845
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Tag Solutions, LLP
Address:	12 Elmwood Rd. Albany, NY 12204
Minority/Women Owned or Small Business Indicate M,W or S	
Federal ID #:	14-1827818
Contract Administrator Name:	Russell Harnish
Title:	Vice President of Operations
Telephone Number:	518.292.6505
E-mail:	rharnish@tagsolutions.com
FAX:	518-292-6524
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor/Sub-Contractor Information	
Company Name:	NextiraOne, LLC d/b/a Black Box Network Services
Address:	122 E 42 nd Street Suite 630 New York, NY 10168
Minority/Women Owned or Small Business Indicate M, W or S	n/a
Federal ID #:	76-0534950
Contract Administrator Name:	Ray Kitchen
Title:	Major Account manager
Telephone Number:	212-856-7609
E-mail:	raymond.kitchen@blackbox-vs.com
FAX:	952-352-1778
Qualifying Criteria:	

Value Added Reseller/Distributor Information	
Company Name:	Annese & Associates
Address:	4781 State Route 5W Herkimer, NY 13350
Minority/Women Owned or Small Business Indicate M,W or S	W
Federal ID #:	16-0984328
Contract Administrator Name:	Joe LoRe/Cindy Brown
Title:	Chief Financial Officer
Telephone Number:	315-866-2213
E-mail:	jlore@annese.com / cbrown@annese.com
FAX:	315-866-2207
Reseller Qualifying Criteria:	Certified Reseller-All Products and Services, Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Fidelus Technologies, LLC
Address:	240 West 35 th Street 6 th Floor New York, NY 10001
Minority/Women Owned or Small Business Indicate M,W or S	n/a
Federal ID #:	113665774/ (NY VID# 110001831313)
Contract Administrator Name:	Jennifer Lyn Perez
Title:	Support Manager
Telephone Number:	212.616.7822
E-mail:	jperez@fidelus.com
FAX:	212.616.7856
Reseller Qualifying Criteria:	Certified Reseller-All Products and Services, Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Hilltop Technologies, LLC
Address:	P.O. Box 156, 11 Kenny Roberts Memorial Dr. Suffield, CT 06078
Minority/Women Owned or Small Business Indicate M,W or S	W/S
Federal ID #:	06-153-6085
Contract Administrator Name:	Owen Wilson
Title:	Chief Sales Offices
Telephone Number:	860.903.0212
E-mail:	owilson@hilltoptech.com
FAX:	806.903.0234
Reseller Qualifying Criteria:	New York State Woman Owned Enterprise, File# 47300/Certified Reseller-All Products and Services, Installation and Maintenance

Value Added Reseller/Distributor/Sub-Contractor Information	
Company Name:	Integrated Computer Solutions
Address:	111 Grant Ave. – Suite 103
	Johnson City, NY 13760
Minority/Women Owned or Small Business Indicate M , W or S	S
Federal ID #:	16-1533690
Contract Administrator Name:	Tracy Monell
Title:	Vice President – Telephony Division
Telephone Number:	607-757-9551
E-mail:	tmonell@icsnewyork.com
FAX:	607-341-4483
Qualifying Criteria:	

Value Added Reseller/Distributor/Sub-Contractor Information	
Company Name:	Nu-Vision Technologies LLC d/b/a Black Box Network Services
Address:	6000 New Horizons Blvd.
	Amityville, NY 11701
Minority/Women Owned or Small Business Indicate M , W or S	n/a
Federal ID #:	200532706
Contract Administrator Name:	Chris Allen
Title:	Marketing Director
Telephone Number:	631.370.7818
E-mail:	christina.allen@blackbox.com
FAX:	631.841.5209
Qualifying Criteria:	

Value Added Reseller/Distributor/ Sub-Contractor Information	
Company Name:	Rel Comm
Address:	250 Cumberland street
	Rochester, NY 14605
Minority/Women-Owned or Small Business Indicate M, W or S	
Federal ID #:	161308853
Contract Administrator Name:	Maria Betts
Title:	Executive Assistant
Telephone Number:	585-546-8925
E-mail:	mbetts@rcomm.com
FAX:	
Qualifying Criteria:	

Value Added Reseller/Distributor Information	
Company Name:	Verizon Network Integration Corp., Verizon Select Services Inc., and MCI Communications Services, Inc. d/b/a Verizon Business
Address:	11 Wards Lane Flr 2
	Menands, NY 12204
Federal ID #:	23-2743964, 16-1337624, and 47-0751768
Contract Administrator Name:	Kathleen Metzger (Updated contact)
Title:	Manager – Customer Service & Program Management
Telephone Number:	518 426-2157
E-mail:	NYSContracts@lists.verizonbusiness.com
FAX:	1-866-404-8815
Reseller Qualifying Criteria:	Certified Reseller

Value Added Reseller/Distributor Information	
Company Name:	CREG Systems
Address:	1039 Water Street Watertown, NY 13601
Federal ID #:	16-1077011C
Minority/Women Owned or Small Business Indicate M, W or S	S
Contract Administrator Name:	Mike Peto
Title:	Vice President
Telephone Number:	315-788-000
E-mail:	mpeto@cregsystems.com
FAX:	315-782-7275

Value Added Reseller/Distributor Information	
Company Name:	All Mode Communications
Address:	1725 Dryden Freeville, NY 13068
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	16-1002300
Contract Administrator Name:	Tom Mellberg
Title:	Sales Engineer
Telephone Number:	607.347.6102
E-mail:	tmellberg@all-mode.com
FAX:	607.347.6728
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Networked Educational Technologies, LTD
Address:	874 Montauk Highway Bayport, NY 11705
Minority/Women Owned or Small Business Indicate M,W or S	NA
Federal ID #:	11-3410788
Contract Administrator Name:	Fred Zappolo
Title:	VP of Sales
Telephone Number:	631-924-7474
E-mail:	Fred.zappolo@csdnet.net
FAX:	631-924-7475
Reseller Qualifying Criteria:	All Regions/All Product Installation and Maintenance

Value Added Reseller/Distributor Information	
Company Name:	Adept Technology Consulting, Inc.
Address:	60 Plant Ave Suite 2 Hauppauge, NY 11788
Federal ID #:	263994406
Contract Administrator Name:	Keith Siegel
Title:	President
Telephone Number:	631-676-1756
E-mail:	ksiegel@adept-techconsulting.com

FAX:	631-910-2030
Reseller Qualifying Criteria:	

Value Added Reseller/Distributor Information	
Company Name:	TarryTel, LLC
Address:	28 W Elizabeth St
	Tarrytown, NY 10591
Federal ID #:	47-3221026
Contract Administrator Name:	Marcello Praino
Title:	President
Telephone Number:	(914) 400-9853
E-mail:	marcello.praino@tarrytel.com
FAX:	
Reseller Qualifying Criteria:	