



Office of General Services Procurement Services

Corning Tower, Empire State Plaza, Albany, NY 12242 | <https://ogs.ny.gov/procurement> | customer.services@ogs.ny.gov | 518-474-6717

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 #
PM69691	1 Software 3 Cloud (Low and Moderate Risk) 4 Implementation	Adobe, Inc. 345 Park Avenue San Jose, CA 95110-2704 www.adobe.com	77-0019522 1100028722

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	Tatiana Gladney Contracts Operations Specialist (240) 671-2947	7930 Jones Branch Drive 5th Floor McLean, VA 22102	tgladney@adobe.com
Account Manager	Eric Fullerton Enterprise Account Manager (646) 221-8243 Mark Caruso Enterprise Sales AM (514) 243-9020 Chris Sewell Public Sector Sales Leader USA East (727) 412-2723	1540 Broadway, 17th Floor New York, NY 10011 343 Preston Street Ottawa, Ontario K1S 1N4 7930 Jones Branch Drive 5th Floor McLean, VA 22102	efullerton@adobe.com mcaruso@adobe.com csewell@adobe.com
Sales Manager	Jennie Strobeck Director (412) 600-6460	7930 Jones Branch Drive 5th Floor McLean, VA 22102	strobeck@adobe.com

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Billing Manager	Beci Hunting Sr Credit Analyst (385) 345-1568	3900 Adobe Way Lehi, UT 84043	bhunting@adobe.com
RFQs			tgladney@adobe.com ccops@adobe.com
Emergency Contact	(646) 221 – 8243 / efullerton@adobe.com (514) 243-9020 / mcaruso@adobe.com (727) 412-2723 / csewell@adobe.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)
CDW Government LLC 230 N Milwaukee Ave Vernon Hills, IL 60061 https://www.cdwg.com/	36-4230110 1000009217	Ty Robles Supv, Program Manager (203) 218-3859	NYGOV@cdwg.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
Compulink Technologies, Inc. 260 West 39th Street, Suite 302 New York, NY 10018 https://www.compu-link.com/	11-2967448 1000000634	Rafael Arboleda President (212) 695-5465	Governmentsales@compu-link.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
<i>MBE / SBE</i> enDevelopment LLC 1 Corwin Ct. Ste 103 Newburgh, NY 12550 https://endevlopment.com/	26-0726668 1100245855	Steve Josey Director of Operations (919) 622-5619	Steve.Josey@enDevelopment.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
<i>SDVOB</i> MTX Group Inc 6303 Cowboys Way #400 Frisco, TX 75034 https://www.mtxb2b.com/s/	82-4828973 1100296883	Genevieve Ross Account Executive 1-800-886-7118	genevieve.zurowski@mtxb2b.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
PruTech Solutions Inc 555 US Highway 1 S Iselin, NJ 08830 <i>MBE / WBE</i>	22-3606232 1000044517	Jordyn Keeck Beach Sales Administrator (804) 926-8957	Jordyn.Keeck-Beach@prutech.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
SHI International Corp 290 Davidson Avenue Somerset, NJ 08873 www.shi.com	22-3009648 1000008811	Patrick Mahoney Account Executive (315) 525-5724	NYOGS@shi.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Software Information Resource Corp. (SIRC) 730 24th ST NW, STE 3 Washington, DC 20037	54-1727076 1100212327	Bhavna Gandhi Principal (202) 536-2800, ext. 129	bhavna.gandhi@sirc.net	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
Spruce Technology, Inc. 1149 Bloomfield Avenue, Suite G Clifton, NJ 07012 www.sprucetech.com MBE	20-5656502 1100124930	Joseph Maltino Business Development & Consultant Manager (973) 476-3157	jmaltino@sprucetech.com	Lot 1 Software 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.