



# 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 #
PM20790	1 Software 2 Hardware 3 Cloud (Low Risk) 4 Implementation	Avaya Inc. 211 Mt. Airy Rd. Basking Ridge, NJ 07920	22-3713430 1000004630

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

Contractor accepts the New York State Procurement Card?  No  Yes – Up to \$10,000

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	Klara Reilly Program Manager (703) 390-8252	Avaya Inc. 161 Cliveden Drive Newtown, PA 18940	<a href="mailto:kbreilly@avaya.com">kbreilly@avaya.com</a>
Account Manager	Maher Al-Dine Account Manager (978) 671-3223	Avaya Inc. 161 Cliveden Drive Newtown, PA 18940	<a href="mailto:mjaldine@avaya.com">mjaldine@avaya.com</a>
Sales Manager	Chris Goodwin Regional Sales Leader (212) 841-6268	Avaya Inc. Brandon, FL 33594	<a href="mailto:cwgoodwin@avaya.com">cwgoodwin@avaya.com</a>
Sales Billing	Stacey Cox US Sales Operations Manager (786) 331-0108	Avaya Inc. 4655 Great America Parkway Santa Clara, CA 95054	<a href="mailto:sacox@avaya.com">sacox@avaya.com</a>
RFQ			<a href="mailto:mjaldine@avaya.com">mjaldine@avaya.com</a>
<b>Emergency Contact</b>	(212) 841-6268/ <a href="mailto:cwgoodwin@avaya.com">cwgoodwin@avaya.com</a> (703) 390-8252/ <a href="mailto:kbreilly@avaya.com">kbreilly@avaya.com</a>		

**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)
Alternative Info Systems Inc. 489 Ellicott St. Buffalo, NY 14203 <a href="http://aisbuffalo.com">aisbuffalo.com</a>  SB	16-1319778 1000028983	Brian Conley Sales (716) 831-9929	<a href="mailto:bconley@aisbuffalo.com">bconley@aisbuffalo.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Carousel Industries of North America Inc 10 Petra Lane Albany, NY 12205 <a href="http://www.carouselindustries.com">www.carouselindustries.com</a>	06-1502254 1000036559	Brian Christein Sales Mgr. (518) 724-2122	<a href="mailto:nystatecontract@carouselindustries.com">nystatecontract@carouselindustries.com</a>	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Communications Analysis Systems 17 Smull Place Port Washington, NY 11050 <a href="http://www.cassbts.com">www.cassbts.com</a>  WBE / SB	11-2731509 1100041608	Bernard Yatauro CEO (516) 247-7101	<a href="mailto:Bernie@cassbts.com">Bernie@cassbts.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Computerized Inventory Concepts d/b/a Integrated Systems 50 Victor Heights Parkway Victor, New York, 14564 <a href="http://www.integratednet.com">www.integratednet.com</a>	16-1206834 1000039701	Mark Hamilton President (585) 924-8670	<a href="mailto:mark.hamilton@integratednet.com">mark.hamilton@integratednet.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Consolidated Technologies, Inc. 555 8th Avenue New York, NY 10018 <a href="http://www.consoltech.com">www.consoltech.com</a>  SB	13-3951711 1000019969	Ben Schoolsky Vice President of Sales (914) 935-6076	<a href="mailto:BSchoolsky@consoltech.com">BSchoolsky@consoltech.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
ConvergeOne, Inc 10900 Nesbit Ave. S Bloomington, MN 55437 <a href="http://www.convergeone.com">www.convergeone.com</a>	41-1763228 1100026771	Shala Pelloni (518) 309-6367	<a href="mailto:upstatenysales@convergeone.com">upstatenysales@convergeone.com</a>	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
DJJ Sales Associates, Inc., (A New Era Technology Company) 3116 Express Drive S Islandia, NY 11749 <a href="http://www.neweratech.com">www.neweratech.com</a>	11-3133111 1000050844	Rich Darress (631) 234-2400	<a href="mailto:Rich.darress@neweratech.com">Rich.darress@neweratech.com</a>	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation

<b>Reseller Name</b>	<b>Federal ID # SFS ID #</b>	<b>Contact Name / Phone</b>	<b>Contact E-Mail</b>	<b>Applicable Lot(s)</b>
Hello Alert Inc. 206 East Main Street, - Unit A Babylon, NY 11702 <a href="http://www.helloalert.com">www.helloalert.com</a>  <i>WBE / SB</i>	20-0368439 1000041894	Lorraine Roberts President (631) 321-1280	<a href="mailto:Lorraine@helloalert.com">Lorraine@helloalert.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Holland Mobile d/b/a Northland Communications 317 Court Street, 3rd Floor Utica, NY 13502 <a href="http://www.yournorthland.com">www.yournorthland.com</a>	16-1594957 1000052655	James Blackburn Sales Manager (315) 671-3334	<a href="mailto:jblackburn@northlandcom.com">jblackburn@northlandcom.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Integration Partners 71 West 23ed Street, Suite 614 New York, NY 10010 <a href="http://www.integrationpartners.com">www.integrationpartners.com</a>	04-3467289 1100018237	Lisa Ostlund Sales Operations (317) 813-6399	<a href="mailto:lostlund@integrationpartners.com">lostlund@integrationpartners.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Integration Partners Corporation d/b/a Edge Communications Solutions LLC. 1719Route 10 East, Suite126 Parsippany NJ, 07054 <a href="http://www.edgecommunications.com">www.edgecommunications.com</a>	38-3793591 1000042445	Joseph Scotti VP of Sales (973) 630-5420	<a href="mailto:jscotti@edgecommunications.com">jscotti@edgecommunications.com</a>	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
JJS&T, Inc. d/b/a Vision Technologies 330 West 38 <sup>th</sup> Street New York NY 10018 <a href="https://opengovus.com">https://opengovus.com</a>	11-3229667 1100018383	Mike Lombardo (212) 603-3032	<a href="mailto:mlombardo@servicesonly.com">mlombardo@servicesonly.com</a>	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Johnston G P Inc 322 Belleville Turnpike North Arlington, NJ 07031 <a href="http://www.johnstoncom.com">www.johnstoncom.com</a>	22-2166826 1000040254	Steven Mullen Executive Vice President (201) 428-2010	<a href="mailto:stevenm@johnstoncom.com">stevenm@johnstoncom.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
M&C Associates 700 Veterans Memorial Hwy Suite 224 Hauppauge, NY 11788 <a href="http://www.m-cassociates.com">www.m-cassociates.com</a>	11-3591205 1000043359	Kelly Ann Palacios VP of Sales (631) 467-8762	<a href="mailto:kpalacios@m-cassociates.com">kpalacios@m-cassociates.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Meridian IT, Inc. 509 Erie Blvd W Syracuse, NY13204 <a href="http://www.meridianitinc.com">www.meridianitinc.com</a>	36-3818238 1100018665	Kelly Johst Director (315) 362-9254	<a href="mailto:RFPSolicitations@meridianitinc.com">RFPSolicitations@meridianitinc.com</a>	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Networked Educational Technologies LTD, d/b/a CSDNET 874 Montauk Highway Bayport, NY 11705 <a href="http://www.csdnet.net">www.csdnet.net</a>  <i>SB</i>	11-3410788 1100008294	Fred Zappolo VP Sales (631) 924-7474	<a href="mailto:Fred.zappolo@csdnet.net">Fred.zappolo@csdnet.net</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Nu-Vision Technologies LLC d/b/a Black Box Network Services 5050 Lincoln Dr. Edina, MN 55436 <a href="http://www.blackbox.com">www.blackbox.com</a>	20-0532706 1000029840	Ray Kitchen Sales (212) 856-7609	<a href="mailto:raymond.kitchen@blackbox.com">raymond.kitchen@blackbox.com</a>	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
PBXstore, Inc. 130 Knickerbocker Ave, Suite I Bohemia, NY 11716 <a href="http://www.pbxstore.com">www.pbxstore.com</a>	11-3598688 1000056674	Antonio Marcel Sales Contact (631) 567-2300, Ext. 107	<a href="mailto:amarcel@pbxstore.com">amarcel@pbxstore.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Ronco Communications & Electronics Inc. 1 Northway Lane Latham, NY 12110 <a href="http://www.ronco.net">www.ronco.net</a>  SB	16-0905768 1000007574	Dave Bartley (518) 724-2505	<a href="mailto:dbartley@ronco.net">dbartley@ronco.net</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Stored Technology Solutions, Inc. 543 Queensbury Ave., Queensbury, NY 12804 <a href="http://www.storedtech.com">www.storedtech.com</a>	20-8029602 1100235857	Doug Gillson Sales (518) 502-2770	<a href="mailto:dgillson@storedtech.com">dgillson@storedtech.com</a>	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.

Agent Name	Contact Name / Phone	Contact E-Mail	Applicable Lot
Subsidium Technologies 1 Fairchild Square, Suite 101 Clifton Park, NY 12065 <a href="https://www.subsidiumtech.com/">https://www.subsidiumtech.com/</a>	Ed Degenhart (518) 899-1010	<a href="mailto:ed@subsidiumtech.com">ed@subsidiumtech.com</a>	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation