



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 #
PM20790	1 Software 2 Hardware 3 Cloud (Low Risk) 4 Implementation	Avaya LLC (Formerly known as 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	Melanie Newton Contract Administrator - Contractor 786-331-0122 Greg Smith Contracts Manager 703-390-8228	Avaya Inc. 350 Mt Kemble Ave Morristown, NJ 07960	mnewton@avaya.com gsmith1@avaya.com
Account Manager	Joseph Owens SLED Account Manager, NYC and NJ 212-841-4318	Avaya Inc. 350 Mt Kemble Ave Morristown, NJ 07960	jowens@avaya.com
Sales Manager	John Loveless Regional Sales Leader 301-639-5873 Reporting Admin (786) 331-0108	Avaya Inc. 350 Mt Kemble Ave Morristown, NJ 07960	jloveless@avaya.com sledreportingadmin@avaya.com
Billing Manager	Greg Smith Contracts Manager 703-390-8228	Avaya Inc. 350 Mt Kemble Ave Morristown, NJ 07960	gsmith1@avaya.com

Contract Role	Contact Name / Phone	Address	Contact E-Mail
RFQ			jloveless@avaya.com jowens@avaya.com
Emergency Contact	212-841-4318 / jowens@avaya.com 703-390-8228 / gsmith1@avaya.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)
Carousel Industries of North America Inc 10 Petra Lane Albany, NY 12205 www.carouselindustries.com	06-1502254 1000036559	Brian Christein Sales Mgr. (518) 724-2122	nystatecontract@carouselindustries.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Communications Analysis Systems 17 Smull Place Port Washington, NY 11050 www.cassbts.com <i>WBE / SB</i>	11-2731509 1100041608	Bernard Yatauro CEO (516) 247-7101	Bernie@cassbts.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Computerized Inventory Concepts d/b/a Integrated Systems 50 Victor Heights Parkway Victor, New York, 14564 www.integratednet.com	16-1206834 1000039701	Mark Hamilton President (585) 924-8670	mark.hamilton@integratednet.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
ComServ Consulting Corp 1110 South Ave Staten Island, NY 10314 https://www.comservconnect.com/	45-0489689 1100018350	Steve Seitz Sales (917) 991-2380	steve@comservconsulting.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Consolidated Technologies, Inc. 555 8th Avenue New York, NY 10018 www.consoltech.com <i>SB</i>	13-3951711 1000019969	Ben Schoolsky Vice President of Sales (914) 935-6076	BSchoolsky@consoltech.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
ConvergeOne, Inc 10900 Nesbit Ave. S Bloomington, MN 55437 www.convergeone.com	41-1763228 1100026771	Shala Pelloni (518) 309-6367	upstatenysales@convergeone.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
DJJ Sales Associates, Inc., (A New Era Technology Company) 3116 Express Drive S Islandia, NY 11749 www.neweratech.com	11-3133111 1000050844	Rich Darress (631) 234-2400	Rich.darress@neweratech.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Forerunner Technologies Inc 150 Executive Drive Suite M, Edgewood New York 11717 https://frtinc.com/	59-2937938 1000009575	Rick Taylor Chief Revenue Officer (631) 892-3721	rick.taylor@frtinc.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Hello Alert Inc. 206 East Main Street, - Unit A Babylon, NY 11702 www.helloalert.com <i>WBE / SB</i>	20-0368439 1000041894	Lorraine Roberts President (631) 321-1280	Lorraine@helloalert.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Holland Mobile d/b/a Northland Communications 317 Court Street, 3rd Floor Utica, NY 13502 www.yournorthland.com	16-1594957 1000052655	James Blackburn Sales Manager (315) 671-3334	jblackburn@northlandcom.com	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 www.edgecommunications.com	38-3793591 1000042445	Joseph Scotti VP of Sales (973) 630-5420	jscotti@edgecommunications.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
JJS&T, Inc. d/b/a Vision Technologies 330 West 38 th Street New York NY 10018 https://opengovus.com	11-3229667 1100018383	Mike Lombardo (212) 603-3032	mlombardo@servicesonly.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Johnston G P Inc 322 Belleville Turnpike North Arlington, NJ 07031 www.johnstoncom.com	22-2166826 1000040254	Steven Mullen Executive Vice President (201) 428-2010	stevenm@johnstoncom.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
M&C Associates 700 Veterans Memorial Hwy Suite 224 Hauppauge, NY 11788 www.m-cassociates.com	11-3591205 1000043359	Kelly Ann Palacios VP of Sales (631) 467-8762	kpalacios@m-cassociates.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Meridian IT, Inc. 509 Erie Blvd W Syracuse, NY13204 www.meridianitinc.com	36-3818238 1100018665	Kelly Johst Director (315) 362-9254	RFPSolicitations@meridianitinc.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
MicroTechnologies, LLC 220 Congress Park Drive #138 Delray Beach, FL 33445 http://www.microtech.net/ SDVOB	20-0909553 1100141840	Alexa Cushman VP, Operations, Compliance and Contracts 703-637-3227	SLED@Microtech.net	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 www.csdnet.net SB	11-3410788 1100008294	Fred Zappolo VP Sales (631) 924-7474	Fred.zappolo@csdnet.net	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Norstan Communications, Inc. d/b/a Black Box Network Services 9155 Cottonwood Lane Maple Grove, MN 55369 www.blackbox.com	41-1231011 1000031680	Ray Kitchen Enterprise Account Manager (212) 856-7609	raymond.kitchen@blackbox.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Nu-Vision Technologies LLC d/b/a Black Box Network Services 5050 Lincoln Dr. Edina, MN 55436 www.blackbox.com	20-0532706 1000029840	Ray Kitchen Sales (212) 856-7609	raymond.kitchen@blackbox.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation
Stored Technology Solutions, Inc. 543 Queensbury Ave., Queensbury, NY 12804 www.storedtech.com	20-8029602 1100235857	Doug Gillson Sales (518) 502-2770	dgillson@storedtech.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
Tru Stor LLC Hunter Technologies 1709 Route 34, Suite 3 Wall Township New Jersey 07727 https://www.huntertech.com	26-0250250 1100289502	Ivo Allen President (732) 542-9292	iallen@huntertech.com	Lot 1 Software Lot 2 Hardware 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 https://www.subsidiumtech.com/	Ed Degenhart (518) 899-1010	ed@subsidiumtech.com	Lot 1 Software Lot 2 Hardware Lot 3 Cloud Lot 4 Implementation