



# 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 #
PM20820	1 Software 2 Hardware 3 Cloud (High Risk) 4 Implementation	Dell Marketing LP One Dell Way Round Rock, TX 78682	74-2616805 1000041162

## 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	Jennifer Sherman Contract Program Manager 512-720-7343	Dell Marketing L.P. One Dell Way RR1 33 Round Rock, TX 78682	Jennifer_Sherman@dell.com
Account Manager	Ryan Hotaling Senior Manager 315-430-4973	Dell Marketing L.P. One Dell Way Round Rock, TX 78682	Ryan.Hotaling@dell.com
Sales Billing	Amanda Stapp Inside Sales Manager 512-513-8264	Dell Marketing LP One Dell Way RR1 33 Round Rock, TX 78682	Amanda_Stapp@Dell.com
RFQs			ny.dell.sled.team@dell.com
<b>Emergency Contact</b>	512-513-8264 / 800-766-3355 / Amanda_Stapp@Dell.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.

<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>
ABS Solutions 30 Corporate Circle, Suite 107 Albany, NY 12203 <a href="http://www.abs-solutions.com/">http://www.abs-solutions.com/</a>  <i>SB</i>	74-3192124 1000032556	Laura Smith Business Manager 518-608-5805	<a href="mailto:laura@abs-solutions.com">laura@abs-solutions.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Agilant Solutions, Inc. 48 West 37 <sup>th</sup> Street 4 <sup>th</sup> Floor New York, NY 10018 <a href="http://www.asisystem.com">http://www.asisystem.com</a>  <i>MBE / SB</i>	20-3074058 1000041888	Chris Mammano Sales Account Manager 212-736-0111 x1292	<a href="mailto:cmammano@asisystem.com">cmammano@asisystem.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
BlackHawk Data LLC 350 5th Avenue, 59th Floor New York, NY 10118 <a href="http://www.blackhawk11.com">www.blackhawk11.com</a>  <i>SB</i>	83-0830484 1100217242	Maryann Pagano Director of Sales Operations 646-343-9861	<a href="mailto:Sales@blackhawk11.com">Sales@blackhawk11.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Cambridge Computer Services, Inc. 271 Waverley Oaks Road Waltham, MA 02452 <a href="http://www.cambridgecomputer.com">www.cambridgecomputer.com</a>	04-3124822 1000005271	Scott Gay Director of Sales 781-250-3000	<a href="mailto:sgay@cambridgecomputer.com">sgay@cambridgecomputer.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Candoris Technologies 9 East Main Street Annville, PA 17003 <a href="http://www.candoris.com/about/contact/">http://www.candoris.com/about/contact/</a>	27-4101387 1100139609	Laura Pugliano Cooperative Genius 717-228-1600	<a href="mailto:bids@candoris.com">bids@candoris.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
CDW Government LLC 120 S. Riverside Chicago, IL 60606 <a href="http://www.cdwg.com">www.cdwg.com</a>	36-4230110 1000009217	John Wright Deputy Program Manager 312-547-4827	<a href="mailto:micharo@cdw.com">micharo@cdw.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Compulink Technologies, Inc. 260 W 39TH ST RM 302 New York, NY 10018 <a href="http://www.compu-link.com">http://www.compu-link.com</a>  <i>MBE / SB</i>	11-2967448 1000000634	Rafael Arboleda President 212-695-5465	<a href="mailto:governmentsales@compu-link.com">governmentsales@compu-link.com</a>	Lot 1 Software Lot 2 Hardware 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>
ComSource, Inc. 8104 Cazenovia Road Manlius, NY 13104 www.comsourceny.com	16-1346170 1100094045	Eileen Beacham Manager of Contract Administration  Gregory Lang Account Manager 315-682-4115	Bids@comsourceny.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
CCSI (Contemporary Computer Services) Inc 200 Knickerbocker Ave Bohemia, NY 11716 www.ccsinet.com	11-2339385 1000000513	Nancy Mancuso Accounting Manager 631-218-5211	nancy.mancuso@ccsinet.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
ConvergeOne 10900 Nesbit Ave S Bloomington, MN 55437 www.convergeone.com	41-1763228 1100026771	Gordon Hogben Director of Sales NE 585-310-0118	ghogben@convergeone.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Core BTS, Inc. 1393 Veteran's Memorial Highway Suite 408N Hauppauge, NY, 11788 www.corebts.com	20-3873764 1000030088	Christine Barrington Account Manager 631-982-4761	Christine.Barrington@COREBTS.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Corporate Computer Solutions, Inc. 55 Halstead Ave Harrison, NY 10528 http://www.corporatecomputer sol.com/  <i>WBE / SB</i>	13-3352744 1000006353	Ann Martino President 914-835-1105	amartino@corporatecomputersol.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
CS Business Systems, Inc. 1236 Main Street Buffalo, NY 14209 www.csbusiness.com  <i>MBE / SB</i>	16-1171177 1000048151	Kevin J. Peterson Senior Account Manager 716-886-6521	kpeterson@csbusiness.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Custom Computer Specialists, Inc. 70 Suffolk Court Hauppauge, NY 11788 www.customonline.com	11-2497640 1000005692	Laura Gavey Senior Manager, Sales Operations 1-800-598-8989, x1428	lgavey@customonline.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Derive Technologies, LLC 110 William St 1403 14th Fl New York, NY 10038 http://www.derivetech.com  <i>MBE</i>	52-2295534 1000009467	Mitch Martinez Executive Vice President 917-868-0486	mmartinez@derivetech.com	Lot 1 Software Lot 2 Hardware 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>
Distributed Technology Group LLC 499 South Warren Street Suite 501 Syracuse, NY 13202 www.dtg.com  <i>SDVOB / SB</i>	27-1011510 1000058314	Mark Matheson 585-943-5100	mark@dtg.com sales@dtg.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Dyntek Services, Inc. 255 Washington Avenue Ext., Suite 102 Albany, NY 12205 http://www.dyntek.com/	13-4067484 1000006526	Denise Leonard Director, Sales Ops 518-207-3402	denise.leonard@dyntek.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
ePlus Technology, Inc. 1250 Pittsford-Victor Road, Suite 120 Pittsford, NY 14534 www.eplus.com	54-1904151 1000032149	Damon Buffum Sales Director 585-764-1804	Damon.Buffum@eplus.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
The Ergonomic Group, Inc. 609-3 Cantiague Rock Road Westbury, NY 11590 www.ergogroup.com  <i>WBE</i>	11-2685111 1000005750	Chris DiChiara Director of Sales Operations 516-746-7777	Chris.DiChiara@ergogroup.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Future Tech Enterprise, Inc. 101-8 Colin Drive Holbrook, NY 11741 www.ftei.com  <i>SB</i>	11-3350196 1000000724	Diane Kremidas Vendor Relations Manager 631-472-5500	dkremidas@ftei.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
GovConnection, Inc. d/b/a Connection Public Sector Solutions 732 Milford Road Merrimack, NH 03054 www.govconnection.com	52-1837891 1000009448	Michelle Lawrence Contract Program Manager 1-800-800-0019	nysledteam@govconnection.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Granite Financial Solutions, Inc. d/b/a Granite Data Solutions 5321 Luce Avenue McClellan, CA 95652 www.granitedatasolutions.com  <i>SDVOB</i>	68-0445502 1100196727	Scott Mitchell Director of Sales 916-760-4115	smitchell@granitedatasolutions.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Horizon Tek Incorporated 50 N. New York Avenue Huntington, NY 11743 http://www.horizontek.com/  <i>SB</i>	11-3448259 1000012285	Don McNaughton Vice President 631-271-1507	don@horizontek.com	Lot 1 Software Lot 2 Hardware 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>
Insight Public Sector, Inc. 13755 Sunrise Valley Drive Suite 750 Herndon, VA 20171 <a href="http://ips.insight.com">http://ips.insight.com</a>	36-3949000 1000031484	Jeff Starusnak 646-883-2820	newyork@insight.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Integration Partners 12 Hartwell Ave. Lexington, MA 02421 <a href="http://www.integrationpartners.com">www.integrationpartners.com</a>	04-3467289 1100018237	Lisa Ostlund Sales Operation Specialist 317-813-6399	lostlund@integrationpartners.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
International Integrated Solutions, LTD 137 Commercial ST, STE 100 Plainview, NY 11803 <a href="http://www.iisl.com">www.iisl.com</a>  <i>SB</i>	11-3006645 1000024528	Elise Starr VP Operations & Finance Manager 516-396-6718	estarr@iisl.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
International Professional Marketing Inc. 151 W. 30 <sup>th</sup> Street, FL8 New York, NY 10001 <a href="http://www.IPM.com">www.IPM.com</a>	13-3243834 1100026738	Andy Sontag Sales Manager 908-892-4066	asontag@ipm.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Island Computer Products, Inc d/b/a ICP Inc. 20 Clifton Avenue Staten Island, NY 10305 <a href="http://www.icpcorp.com/">http://www.icpcorp.com/</a>  <i>WBE / SB</i>	13-3536167 1100010822	Annette Fabozzi Contract Administrator 718-556-6805	icpnysogsdell@icpcorp.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
LANRover Network Service, Inc. 85 S Snedecor Ave Bayport NY 11705 <a href="http://www.lanrover.net/">http://www.lanrover.net/</a>  <i>SB</i>	82-0560550 1100121881	Rich Sallustro Owner 631-576-5847	Rich.sallustro@lanrover.net	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Marcum Technology LLC 10 Melville Park Road Melville NY 11747	30-0011802 1000032988	Michael Lappin VP of Strategic Partnerships 631-414-4816	Michael.Lappin@MarcumTechnol ogy.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Maureen Data Systems, Inc. 307 West 38th Street, Suite 1801 New York, NY 10018 <a href="http://www.mdsny.com">www.mdsny.com</a>  <i>WBE / SB</i>	13-3817821 1000006466	Robert Irvin Director of Government Channels 212-239-2448	government@mdsny.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Mercury Networks of NY LLC 182 Hillrise Drive Penfield, NY 14526 <a href="http://www.mercurynetworks-ny.com/">http://www.mercurynetworks-ny.com/</a>  <i>SB</i>	56-2579768 1000044997	Larry Meister VP of Sales 585-377-3682	<a href="mailto:larry.meister@mercurynetworks-ny.com">larry.meister@mercurynetworks-ny.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Net at Work, Inc. 575 8th Ave New York, NY 10018 <a href="http://www.netatwork.com">www.netatwork.com</a>  <i>SB</i>	11-3354501 1100010721	Ralph Serzo IT Service and Operations Manager 646-293-1783	<a href="mailto:NYSbids@netatwork.com">NYSbids@netatwork.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Networked Educational Technologies Ltd d/b/a CSDNet 874 Montauk Hwy Bayport, NY 11705 <a href="http://www.csdnet.com">www.csdnet.com</a>  <i>SB</i>	11-3410788 1000008294	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
Nexus Consortium, Inc. 1933 Hwy 35, #356 Wall, NJ 07719 <a href="http://www.nexusnet.com">www.nexusnet.com</a>  <i>MBE</i>	54-1756965 1000032143	George Riesco 646-847-0700	<a href="mailto:george@nexusnet.com">george@nexusnet.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Presidio Networked Solutions Group, LLC 20 Corporate Woods Blvd Suite 306, Albany, NY 12211 <a href="http://www.presidio.com">www.presidio.com</a>	76-0515249 1100138220	Matt Normile 518-478-6533	<a href="mailto:mnormile@presidio.com">mnormile@presidio.com</a> <a href="mailto:govtsales@presidio.com">govtsales@presidio.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Quality and Assurance Technology d/b/a QNA Tech 18 Marginwood DR Ridge, NY 11961 <a href="http://www.qnatech.com">www.qnatech.com</a>  <i>MBE / SB</i>	27-0943877 1100015240	Marcos Merced President 646-453-7119	<a href="mailto:sales@QnATech.com">sales@QnATech.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Regiment Technology Group LLC 81 Pondfield Road Suite D279 Bronxville, NY 10708 <a href="http://www.regtech.com">www.regtech.com</a>  <i>SDVOB</i>	47-3815120 1100147146	Myles Bartley 914-222-3071	<a href="mailto:Myles.bartley@regtech.com">Myles.bartley@regtech.com</a>	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
SHI International Corp. 290 Davidson Avenue Somerset, NJ 08873 <a href="http://www.shi.com">www.shi.com</a>	22-3009648 1000008811	Rich Pugh NY and NYC SLED Sales Leader 917-854-5282	<a href="mailto:rich_pugh@shi.com">rich_pugh@shi.com</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)
ThunderCat Technology LLC 1925 Isaac Newton Sq. E. Suite 180 Reston, VA 20190 www.thundercattech.com  <i>SDVOB</i>	26-1638572 1100186596	Kent Stokley Director 703-568-3378	kstokley@thundercattech.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Tri-Delta Resources Corp. 15 North Street Canandaigua, NY 14424 http://tri-delta.com/contact  <i>SB</i>	16-1363868 1000029059	Jeffrey Grant VP of Sales 585-412-7010	jgrant@tri-delta.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Vandis, Inc. 1 Albertson Avenue Albertson, NY 11507 www.vandis.com  <i>SB</i>	11-2650266 1000011819	Alexandra Jaycox Business Relationship Administrator 516-281-2223	NYSContract@vandis.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Vicom Computer Services, Inc. 400 Broadhollow Road Farmingdale, NY 11735 www.vicomnet.com	11-2616959 1000011790	Victor Verola Exec VP 631-694-3900	vicomsled@vicomnet.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
VirtuIT Systems, Inc. 101 Airport Executive Park Nanuet, NY 10945 www.virtuitsystems.com  <i>SB</i>	20-5087762 1000034502	Mike Murphy President 877-847-8848	mmurphy@virtuitsystems.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
WebHouse, Inc. 510 Grumman Rd West, Suite 201 Bethpage, NY 11714 www.webhse.com  <i>SDVOB / SB</i>	11-3369453 1000012241	Daniel Kerning Sales 516-764-6300	dkerning@webhse.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Winslow Technology Group 303 Wyman Street, Suite 299 Waltham, MA 02451 www.winslowtg.com	30-0213189 1100015243	Michael Tibaudo 781-209-5573, x123	WinslowNYSC@winslowtg.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Zones LLC 1102 15th St SW, Ste 102 Auburn, WA 98001-6524 www.zones.com	91-1431894 1100005917	Michael Nirenberg 253-205-3530	TeamNY.goved@zones.com	Lot 1 Software Lot 2 Hardware 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.**