



# 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 #
PM67987	1 Software 3 Cloud (Low Risk) 4 Implementation	Open Text, Inc. 951 Mariners Island Blvd., Suite 700 San Mateo, CA 94404	46-0525483 1000033520

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

Contractor accepts the New York State Procurement Card?  No  Yes – Up to **\$15,000.00**  
 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	Amy Vernon Sr. GSA Administrator (301) 340-4069	9711 Washingtonian Blvd., Suite 700 Gaithersburg, MD 20878	<a href="mailto:avernon@opentext.com">avernon@opentext.com</a>
Account Manager	Tim Vaughan Sales Director (301) 340-4000	370 Seventh Ave., Ste. 912 New York, NY 10001	<a href="mailto:tvaughan@opentext.com">tvaughan@opentext.com</a>
	Simon Woodford AE (202) 281-0867	9711 Washingtonian Blvd Suite 700, Gaithersburg Montgomery, MD 20878	<a href="mailto:swoodfor@opentext.com">swoodfor@opentext.com</a>
Sales Billing	Tim Vaughan Sales Director (301) 340-4000	370 Seventh Ave., Ste. 912 New York, NY 10001	<a href="mailto:tvaughan@opentext.com">tvaughan@opentext.com</a>
RFQ's			<a href="mailto:ineu@opentext.com">ineu@opentext.com</a> <a href="mailto:tvaughan@opentext.com">tvaughan@opentext.com</a> <a href="mailto:avernon@opentext.com">avernon@opentext.com</a> <a href="mailto:supportrenewals@opentext.com">supportrenewals@opentext.com</a> <a href="mailto:fdg-renewals@opentext.com">fdg-renewals@opentext.com</a>
<b>Emergency Contact</b>	Tim Vaughn (732) 652-3572/ E-Mail <a href="mailto:tvaughan@opentext.com">tvaughan@opentext.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.

**This Manufacturer has not named five (5) or more Resellers in Lot 3 Cloud and is restricted from participating in an RFQ involving a Single Manufacturer for Lot 3 Cloud. Refer to Section 2.2.1 RFQ Competition Requirements of Appendix G – How to Use the Manufacturer Umbrella Contract.**

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Advantage Technologies Inc 575 Lexington Ave Ste 12-110, New York, NY 10022 <a href="http://www.atechnologies.com">www.atechnologies.com</a>	13-3929528 1000013418	Barry Malter President (212) 710-5090	<a href="mailto:bmalter@atechnologies.com">bmalter@atechnologies.com</a>	Lot 1 Software Lot 4 Implementation
Dell Marketing LP One Dell Way, RR MS 1-33 Round Rock, TX 78682 <a href="http://www.dell.com">www.dell.com</a>	74-2616805 1000041162	Barry Adkins Sr. Manager, Sales (512) 222-6139	<a href="mailto:ny.partner.software@dell.com">ny.partner.software@dell.com</a>	Lot 1 Software Lot 4 Implementation
Ricoh USA, Inc. 15 British American Blvd. Latham, NY 12110 <a href="http://www.ricoh-usa.com">www.ricoh-usa.com</a>  <i>SBE</i>	23-0334400 1000030648	Mike Pallotta Area Manager – State & Local Gov't (518) 279-0900	<a href="mailto:Mike.Pallotta@ricoh-usa.com">Mike.Pallotta@ricoh-usa.com</a>	Lot 1 Software Lot 3 Cloud 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	Jim Kegelmeyer Account Executive (315)-525-5724	<a href="mailto:NYgov@shi.com">NYgov@shi.com</a>	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
Stellar Services, Inc. 70 West 36 <sup>th</sup> St., 7 <sup>th</sup> Floor New York, NY 10018 <a href="http://www.stellarservices.com">www.stellarservices.com</a>  <i>MBE</i>	11-3189413 1000012144	Liang Chen CEO / President (917) 776-0620	<a href="mailto:lchen@stellarservices.com">lchen@stellarservices.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.

**This Contract does not contain Sales Agents.**