



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 Name & Address	FED.ID. # / NYS Vendor #
PM69215	1 Software 2 Hardware 4 Implementation	Plantronics, Inc. (formerly known as Polycom, Inc.) 345 Encinal Street Santa Cruz, CA 95060	77-0207692 1100092743

Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card? No Yes – Up to \$ **NA**

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	Jen Mceachern Public Sector Contracts Manager (828) 216-7543	Poly One Penn Plaza Suite 4800 New York, NY 10119	jen.mceachern@poly.com
Account Manager	Abi Rao / Sean Spires Sr Account Managers (716) 465-0359 / (508) 572-4698	Poly One Penn Plaza Suite 4800 New York, NY 10119	abi.rao@poly.com
Sales Billing	Abi Rao Sr Account Managers (716) 465-0359 / (508) 572-4698	Poly One Penn Plaza Suite 4800 New York, NY 10119	abi.rao@poly.com
RFQs	Abi Rao Sr Account Managers (716) 465-0359 / (508) 572-4698	Poly One Penn Plaza Suite 4800 New York, NY 10119	abi.rao@poly.com
Emergency Contact	(828) 216-7543 / Jen Mceachern / jen.mceachern@poly.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)
Audio-Video Corporation 213 Broadway Albany, NY 12204 www.audiovideocorp.com	14-1426006 1000001596	Scott VanRoy Director of Business Development (518) 449-7213	vanroy@audiovideocorp.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Birns Telecommunications, Inc. 927 McDonald Avenue Brooklyn, NY 11218 http://birns.net	11-2495089 1100026393	Mayer Birnbaum Purchasing (212) 352-7336	mayer@birns.net	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Carousel Industries of North America, Inc. 659 South Count Trail Exeter, RI 02822 www.carouselindustries.com	06-1502254 1000036559	Brian Christein Regional Sales Director (518) 724-2122	nystatecontract@carouselindustries.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
CB20 Inc. 2165 Technology Drive Schenectady, NY 12308 http://www.cb20.com <i>SBE</i>	36-3902573 1000055858	DJ Hanson VP, Strategic Partners (518) 881-1700	nyssales@cb20.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
CDW Government LLC 230 N. Milwaukee Ave. Vernon Hills, NY 60061 http://www.cdwg.com	36-4230110 1000009217	Francie Gribble Program Manager (629) 208-8229	NYGOV@cdwg.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
CompuLink Technologies, Inc. 260 West 39th St. New York, NY 10018 https://www.compu-link.com <i>MBE</i>	11-2967448 1000000634	Denise Arboleda VP of Sales 212-695-5465	governmentsales@compu-link.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Corporate Computer Solutions, Inc. 55 Halstead Avenue Harrison, New York 10528 www.corporatecomputersol.com <i>WBE</i>	13-3352744 1000006353	Larry Grippo VP of Sales (716) 631-5602	lgrippo@corporatecomputersol.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
DiRAD Technologies, Inc. 9 Corporate Drive Clifton Park, NY 12065 www.dirad.com <i>WBE</i>	14-1655746 1000001741	John Michne Vice President (518) 438-6000 Lisa Wissert Administrative (800) 778-2927, Ext. 251	john.michne@dirad.com lisa.wissert@dirad.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)
enDevelopment LLC 67 Enright Lane Montgomery, NY 12549 https://endevlopment.com/ SDVOB	26-0726668 1100245855	Steve Josey Director of Operations 919-622-5619	<a href="mailto:Steve.Josey@enDevelopm
ent.com">Steve.Josey@enDevelopm ent.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Function5 Technology Group 600 Mile Crossing Blvd Rochester, NY14624 https://www.f5technology.com	16-1565003 1100237554	Lou Germain President 585-295-8900	<a href="mailto:lgermain@f5technology.co
m">lgermain@f5technology.co m	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
GovConnection, Inc. dba Connection Public Sector Solutions 732 Milford Road Merrimack, NH 03054 https://www.govconnection.com	52-1837891 1000009448	Bill Fleckenstein Sales Director 800-800-0019 ext. 34242	<a href="mailto:bill.fleckenstein@connectio
n.com">bill.fleckenstein@connectio n.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
IVCi, LLC 601 Old Willets Path, Hauppauge, NY 11788 www.ivci.com	20-0399584 1000016518	Linda Lentz Client Services Manager (631) 707-7005	llentz@ivci.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Kinly, Inc. 2 Ridgedale Ave, Suite 100 Cedar Knolls, NJ 07927 www.kinly.com	20-2788939 1100034504	Barbara Armenti Sales Operations Coordinator (973) 585-3022 Jerry Dunn Business Development Director (732) 485.6307	barmenti@kinly.com jdunn@kinly.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
LANRover Network Service, Inc. 85 S. Snedecor Ave. Bayport, NY 11705 https://www.lanrover.net SBE	82-0560550 1100121881	Rich Sallustro President 631-418-8018	rich.sallustro@lanrover.net	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Macondo Networks LLC 3 Middlebury Blvd., Suite 14 Randolph, NJ 07869 www.macondonetworks.com	81-0788094 1100249785	Jennifer Frey Managing Partner (973) 993-6401	<a href="mailto:jennifer.frey@macondonet
works.com">jennifer.frey@macondonet works.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Mavec Advisors, LLC d/b/a Mavec Electrical Distribution 11 Hidden Pond Path Suite 1A Wading River, NY 11792 www.mavecadvisors.com SDVOB	27-4637387 1100171537	Gabriel "Buddy" Gengler CEO (631) 747-0372	<a href="mailto:ggengler@mavecadvisors.c
om">ggengler@mavecadvisors.c om	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Presentation Concepts Corporation 6517 Basile Rowe East Syracuse, NY 13057 https://pccav.com/	16-1535373 1000029419	Samantha Haun President 315- 437-1314 ext. 120	shaun@pccav.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)
RingCentral, Inc. 20 Davis Drive Belmont, CA 94002 http://www.ringcentral.com	94-3322844 1100189346	Paul Zinn Senior Account Executive, Majors (617) 714-2012	paul.zinn@ringcentral.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Softchoice Corporation 314 W Superior St. Chicago, IL 60654 https://www.softchoice.com	13-3827773 1100006236	David Butkiewicz Contracts Program Manager (312) 655-9002	David.butkiewicz@softchoice.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Solutionz Videoconferencing, Inc. 901 Bringham Ave. Los Angeles, CA 90049 http://www.solutionzinc.com/	38-3645853 1000009257	Annelise Fasnacht Marketing Director (310) 571-1207, Ext. 8714 Bret Hagenbach Director of Sales (585) 230-1109	afasnacht@solutionzinc.com bhagenbach@solutionzinc.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Tony Baird Electronics Inc. 461 E. Brighton Ave. Syracuse, NY 13210 https://www.tonybairdelectronics.com MBE/SDVOB	20-2548047 1100022038	Jerry Galluzzo VP – Distribution Svcs (315)460-6007	jgalluzzo@tonybairdelectronics.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Veraview, LLC 610 Main Street, Suite 400 Buffalo, NY 14202 www.veraview.com	16-1598572 1000029579	Joseph Miller Controller (716) 819-4002	joem@veraview.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Video Hi-Tech Corp d/b/a Adwar Video 125 Gazza Blvd. Farmingdale, NY 11735 www.adwarvideo.com	11-2765013 1000005772	Michael Adwar President (631) 777-7070	mike@adwarvideo.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Visual Systems Group Inc 7900 Westpark Dr., Suite F610 McLean, VA 22102 www.vsg.com	52-2352910 1100041603	Lu Recio Strategic Account Manager (856) 334-1431	lrecio@vsg.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Whalley Computer Associates 1 Whalley Way Southwick, MA 01077 https://www.wca.com	04-2902969 1100041604	Michael Roberts Account Executive (413) 519-1173	mjr@wca.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
York Telecom Corporation 81 Corbett Way Eatontown, NJ 07724 www.yorktel.com	22-2624906 1000008778	Scott Andrus SVP Sales (978) 423-5944 Contracts Group	sandrus@yorktel.com contracts@yorktel.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)
Zones LLC 1102 15 th Street SW, Suite 102 Auburn, WA 98001 www.zones.com	91-1431894 1100005917	Wilson Garcia (253) 205-3000	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.