



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 #
PM68236	3 Cloud (Low Risk)	RingCentral, Inc. 20 Davis Dr. Belmont, CA 94002	94-3322844 1100189346

Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card?

☐ No ☒ Yes – Up to \$N/A

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	Theresa Runkle Contracts Manager, Public Sector (Primary) (650) 781-6171	RingCentral, Inc. 20 Davis Dr. Belmont, CA 94002	NYS-OGS_22802@ringcentral.com
	Jeannie Horton-Isreal Government Contracts Administrator (816) 506-9277	RingCentral, Inc. 20 Davis Dr. Belmont, CA 94127	jeannie.hortonisreal@ringcentral.com
Account Manager	Matt Manoni Public Sector Account Executive (347) 503-7836	RingCentral, Inc. 20 Davis Dr. Belmont, CA 94002	matt.manoni@ringcentral.com
Sales Manager	Stacy Schwartz VP – Head of U.S. Public Sector Sales (703) 628-4319	RingCentral, Inc. 135 Madison Ave. New York, NY 10016	stacy.schwartz@ringcentral.com
Sales Billing	Candice Barcela Revenue Operations Billing Manager (primary) (650) 319-6372	RingCentral, Inc. 20 Davis Dr. Belmont, CA 94002	Candice.barcela@ringcentral.com
RFQs			jeannie.hortonisreal@ringcentral.com NYS-OGS_22802@ringcentral.com
Emergency Contact	(650) 667-1056 / Toll-Free Telephone (877) 857-9206 / NYS-OGS_22802@ringcentral.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.

This Manufacturer has not named five (5) or more Resellers and is restricted from participating in an RFQ involving a Single Manufacturer. 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)
Carousel Industries of North America, Inc. 659 South County Trail Exeter, RI 02822 www.carouselindustries.com	06-1502254 1000036559	Lauren Testa Contracts Administrator (401) 583-4465	ltesta@carouselindustries.com	Lot 3 Cloud
Four LLC 2303 Dulles Station Blvd Herndon, VA 20171 https://www.fourinc.com	75-3227157 1100278966	Ryan Murakami Sales Operations Manager (703) 625-3210	rmurakami@fourinc.com	Lot 3 Cloud
Vertical Communications Inc 1000 Holcomb Parkway Bldg. 400, Suite 415 Roswell, GA 30076 https://vertical.com	86-0446453 1100191094	Craig Gironda SVP, Customer Experience (475) 223-1297	cgironda@vertical.com	Lot 3 Cloud

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.

Sales Agent Name	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Acture Solutions, Inc. 1462 Erie Boulevard, Suite 207A Schenectady, NY 12305	Joe Milanese Sales Director (518) 557-1190	milanesej@acturesolutions.com	Lot 3 Cloud
Avaya Inc. 29 Country Fair, Suite 200 Glenville, NY 12302	Mike McAndrews GAM (908) 953-6000	mmcandrews@avaya.com	Lot 3 Cloud

Sales Agent Name	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
ConvergeOne Inc. 10900 Nesbitt Ave S Bloomington, MN 55437	Scott Hartman SLED Sales Director (518) 309-6383 Shala Pelloni Manager: Public Sector contracts (401) 234-4063	shartman@convergeone.com spelloni@convergeone.com	Lot 3 Cloud
Gotham Telecom Inc. 20 Squadron Blvd New City, NY 10956 https://www.gotham-it.com/ WBE	Danya Rogers Cohan President (212) 542-1302	danya@gothamtelecom.com	Lot 3 Cloud
GovConnection, Inc. D/B/A Public Sector Solutions 732 Milford Road Merrimack, NH 03054	Brianna Pappas Contracts Specialist (800) 800-0019	brianna.pappas@connection.com	Lot 3 Cloud
GreenPages, Inc. 33 Badgers Island West Kittery, ME 03904	David Knox Director, Public Sector (781) 987-2013	DKnox@greenpages.com	Lot 3 Cloud
Integration Partners 12 Hartwell Avenue Lexington, MA 02421	Lisa Ostlund Sales Operations Specialist (317) 813-6399	lostlund@integrationpartners.com	Lot 3 Cloud
LANRover Network Services, Inc. 85 S. Snedecor Avenue Bayport, NY 11705	Rich Sallustro President (631) 418-8018	rich.sallustro@lanrover.net	Lot 3 Cloud
National Business Technologies 15 Corporate Circle Albany, NY 12203	Paul Caputo Director of Technology (518) 724-6455	pcaputo@national1927.com	Lot 3 Cloud
OzkarServices LLC 1797 Veterans Memorial Hwy Ste. 10 Islandia, NY 11749 MBE	Oscar Martinez (631) 761-5667	omartinez@OzkarServices.com	Lot 3 Cloud
Quality and Assurance Technology Corp. 27-01 Queens Plaza N Long Island City, NY 11101	Marcos Merced CEO (646) 484-0046	mmerced@qnatech.com	Lot 3 Cloud
SHI International Corp 290 Davidson Avenue Somerset, NJ 08873	Jim Kegelmeyer Account Executive, New York Public Sector (585) 738-6326	nygov@shi.com	Lot 3 Cloud

Sales Agent Name	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
StoredTech 543 Queensbury Avenue Queensbury, NY 12804	Alan VanTassel Executive Vice President (518) 502-2750	avantassel@storedtech.com	Lot 3 Cloud
Subsidium Technologies, Inc. 1 Fairchild Square Suite 101 Clifton Park, NY 12065 www.subsidiumtech.com	Ed Degenhart Managing Partner (518) 229-4837	ed@subsidiumtech.com	Lot 3 Cloud
Sullivan Data Management, Inc. 1520B Front Street Yorktown, NY 10598 www.sullivandata.com	Glenn Sullivan Director (914) 962-1573 Ext. 309	gsullivan@sullivandata.com	Lot 3 Cloud
Uneed Solutions, Inc. D/B/A Noviant 32 Broadway Suite 401 New York, NY 10004 www.noviant.com <i>MBE / SBE</i>	Eric McFadden Vice President (212) 809-6625	emcfadden@noviant.com	Lot 3 Cloud
Whizzlings Inc. d/b/a I-Square Ventures 10443 Lady Grace Lane Charlotte, NC 28270	Rob Tarleton VP Sales (646) 660-0511	robertt4545@gmail.com	Lot 3 Cloud