



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 #
PM70842	Lot 3 Cloud (Low, Moderate & High Risk), Lot 4 Implementation	Salesforce Inc d/b/a Salesforce Salesforce Tower , 415 Mission Street, 3rd Floor San Francisco, CA 94105	94-3320693 1100088107

Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card? No

Prompt payment discount percentage for payment within 15 days of delivery and/or receipt of voucher: %

Prompt payment discount percentage for payment within 30 days of delivery and/or receipt of voucher: %

Section 3. Contact Information

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Account Manager, RFQs	Arielle Bernstein Strategic Account Manager - 518-949-5549	Salesforce Inc d/b/a Salesforce Salesforce Tower, 415 Mission Street, 3rd Floor San Francisco, CA 94105	abernstein@salesforce.com
Account Manager, RFQs	Erica Feeley Strategic Account Manager - 518-949-5549	Salesforce Inc d/b/a Salesforce Salesforce Tower, 415 Mission Street, 3rd Floor San Francisco, CA 94105	efeeley@salesforce.com
Billing Manager	Carahsoft Technology Corporation / Karina Woods Billing Manager - 703-871-8519	Salesforce Inc d/b/a Salesforce 1860 Michael Faraday Drive, Suite 100 Reston, CA 20190	accounting@carahsoft.com
Contract Administrator, Emergency Contact, Account Manager	Tom Beaulieu Regional Sales Director - 800-667-6389	Salesforce Inc d/b/a Salesforce Salesforce Tower, 415 Mission Street, 3rd Floor San Francisco, CA 94105	tbeaulieu@salesforce.com
RFQs	Salesforce RFQ Contact 8006676389	Salesforce Inc d/b/a Salesforce Salesforce Tower, 415 Mission Street, 3rd Floor San Francisco, CA 94105	salesforce-nysogs- rfq@salesforce.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)
Presidio Networked Solutions 8161 Maple Lawn Blvd., Suite 150 Fulton, MD	58-1667655 1000053117	Dres Koellmer 7816382379	dkoellmer@presidio.com	Lot 3 Cloud, Lot 4 Implementation
Protek Information Technology 492 Mitchell Dr. Valley College, NY	26-2489773 1100041635	Jill Pittore (914) 260-0596	jill@protekgovt.com	Lot 3 Cloud, Lot 4 Implementation
<i>WBE</i>				
SHI International Corp 290 Davidson Avenue Somerset, NJ	22-3009648 1000008811	Jim Kegelmeyer State Sales - 585-738-6326	pubsecops@shi.com	Lot 3 Cloud, Lot 4 Implementation
Software Information Resource Corp (SIRC) 730 24th ST NW, STE 3 Washington, DC	54-1727076 1100212327	Ajay Gandhi VP - 2025362800	govt@sirc.net	Lot 3 Cloud, Lot 4 Implementation
ThunderCat Technology LLC 1925 Isaac Newton Square Suite 180 Reston, VA	26-1638572 1100186596	Kent Stokely (703) 568-3378	kstokley@thundercattech.com	Lot 3 Cloud, Lot 4 Implementation
<i>SDVOB</i>				

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.

Sales Agent Name	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)