



Office of General Services Procurement Services

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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 #
PM70127	3 Cloud (Low Risk) 4 Implementation	Skydio, Inc. 3000 Clearview Way, Bldg E San Mateo, CA 94402	46-5344747 1100272457

Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card?

☐ No ☒ Yes – Up to \$15,000

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	Scott Minkoff Capture Manager 855-463-5902	Skydio, Inc. 3000 Clearview Way Bldg E, San Mateo CA 94402	sled.vendor@skydio.com
Account Manager	Melanie Davidson Enterprise Account Manager – SLED 781-608-2662	Skydio, Inc. 3000 Clearview Way Bldg E, San Mateo CA 94402	melanie.donaldson@skydio.com
Sales Manager	John Santry VP of Sales – SLED 480-310-0124	Skydio, Inc. 3000 Clearview Way Bldg E, San Mateo CA 94402	john.santry@skydio.com
Billing Manager	Enrique Flores Accounting Manager 855-463-5902	Skydio, Inc. 3000 Clearview Way Bldg E, San Mateo CA 94402	ar@skydio.com
RFQs			orderadmin@skydio.com sled.vendor@skydio.com
Emergency Contact	480-310-0124 / 855-463-5902 / john.santry@skydio.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.

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.