



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 #
PM69741	1 Software 3 Cloud (Low & Moderate Risk) 4 Implementation	UiPath Inc. 90 Park Ave 20th Floor New York, NY 10016	47-4333187 1100263893

Section 2. Procurement Card and Prompt Payment Discount Information

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

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	Garrett Cook Partner Sales Director, Public Sector 703-728-6718	UiPath, Inc 11493 Sunset Hills Road Suite 100 Reston, VA 20190	garrett.cook@uipath.com
Account Manager	Jeff McCutchen Account Executive 518-229-5174	UiPath, Inc 906 Park Ave 20th Floor New York, NY 10016	jeff.mccutchen@uipath.com
Sales Manager	Amy Marchibroda VP SLED 978-846-2812	UiPath, Inc 906 Park Ave 20th Floor New York, NY 10016	amy.marchibroda@uipath.com
Billing Manager	Garrett Cook Partner Sales Director, Public Sector 703-728-6718	UiPath, Inc 11493 Sunset Hills Road Suite 100 Reston, VA 20190	garrett.cook@uipath.com
RFQs			jeff.mccutchen@uipath.com
Emergency Contact	518-229-5174 / jeff.mccutchen@uipath.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)
Carahsoft Technology Corporation 11493 Sunset Hills Rd Reston, VA 20190 www.carahsoft.com	52-2189693 1000009462	Colby Bender Contracts Manager 703-889-9878	colby.bender@carahsoft.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
Deloitte Consulting LLP 111 Washington Ave 5 th Floor Albany, NY 12210 https://www.deloitte.com/global/en.html	06-1454513 1000011249	David Buck Principal 203-918-0097	dbuck@deloitte.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
Garnet River, LLC 60 Railroad Suite 501, Saratoga Springs, NY 12866 www.garnetriver.com SBE	14-1824592 1000001905	Scott Card COO 518-339-4140	scard@garnetriver.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
Insight Public Sector 2701 E. Insight Way Chandler, AZ 85286 https://www.ips.insight.com/en_US/public-sector.html	36-3949000 1000031484	AJ D'Agostini Inside Sales Manager 480-310-0961	Aj.Dagostini@insight.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
International Business Machines Corporation d/b/a IBM 1 New Orchard Road Armonk, NY 10504-1722 www.ibm.com	13-0871985 1000001053	Julia Robertson Executive 302-540-1084	medunn@us.ibm.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
PruTech Solutions Inc 555 US Highway 1 South Iselin, NJ 08830 https://www.prutech.com/ MBE / WBE	22-3606232 1000044517	Deepak Chopra (732) 725-9961	deepak@prutech.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
SHI International Corp 290 Davidson Avenue Somerset, NJ 08873 www.shi.com	22-3009648 1000008811	Dean Howell (914) 263-1198	Dean_howell@shi.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Solai and Cameron Inc d/b/a Novatio Solutions 7680 Universal Blvd, Orlando, FL 34786 www.novatiosolutions.com SBE / MBE / WBE	36-3990452 1100264983	Gokul Solai CEO 773-344-4216	gokul@novatiosolutions.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
SVAM International Inc 233 East Shore Road Suite #201 Great Neck, NY 11023 www.svam.com MBE	11-3190965 1000038105	Manav Bhasin Managing Director 516-698-3155	manav@svam.com	Lot 1 Software Lot 3 Cloud Lot 4 Implementation
ThunderCat Technology LLC 1925 Isaac Newton Sq. #180 Reston, VA 20190 www.thundercattech.com SDVOB	26-1638572 1100186596	Kent Stokley Director 703-568-3378	kstokley@thundercattech.com	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.