



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 #
PM68117	Lot 3 – Cloud (Low & Moderate Risk)	Webair Internet Development Company, Inc. 501 Franklin Ave, Suite 200 Garden City, NY 11530	11-3460094 1100147313

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: 1%

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	Rob Duffett Business Process Analyst (613) 282-3129	Webair Internet Development Company, Inc. 501 Franklin Ave, Suite 200 Garden City, NY 11530	rob.duffett@opti9tech.com
	Wade Kean Sales Operations Coordinator (516) 938-1400		wade.kean@opti9tech.com
	Ricardo Bustamante Account Manager (516) 938-4100 (Work) (631) 741-8782 (Cell)		ricardo.bustamante@opti9tech.com
	Ben Reich CFO (516) 938-4100 (Work) (201) 523-1537 (Cell)		ben.reich@opti9tech.com
Account Manager	Rob Duffett Business Process Analyst (613) 282-3129	Webair Internet Development Company, Inc. 501 Franklin Ave, Suite 200 Garden City, NY 11530	rob.duffett@opti9tech.com
	Wade Kean Sales Operations Coordinator (516) 938-1400		wade.kean@opti9tech.com

Contract Role	Contact Name / Phone	Address	Contact E-Mail
	Ricardo Bustamante Account Manager (516) 938-4100 (Work) (631) 741-8782 (Cell)		ricardo.bustamante@opti9tech.com
	Ben Reich CFO (516) 938-4100 (Work) (201) 523-1537 (Cell)		ben.reich@opti9tech.com
Sales Manager	Charlie Morone Director of Sales, East (516) 938-4100	Webair Internet Development Company, Inc. 501 Franklin Ave, Suite 200 Garden City, NY 11530	Charlie.Morone@opti9tech.com
	Jim Stechyson President (613) 454-5810 (Work) (613) 265-4500 (Cell)	1050 Morrison Dr Suite 204, Ottawa Ontario K2H 8K7 Canada	jim.stechyson@opti9tech.com
Billing Manager	Wade Kean Sales Operations Coordinator (516) 938-1400	Webair Internet Development Company, Inc. 501 Franklin Ave, Suite 200 Garden City, NY 11530	wade.kean@opti9tech.com
	Ricardo Bustamante Account Manager (516) 938-4100 (Work) (631) 741-8782 (Cell)		ricardo.bustamante@opti9tech.com
	Ben Reich CFO (516) 938-4100 (Work) (201) 523-1537 (Cell)		ben.reich@opti9tech.com
RFQ's			Charlie.Morone@opti9tech.com ricardo.bustamante@opti9tech.com jim.stechyson@opti9tech.com
Emergency Contact	(631) 332-2462 / Toll-Free Telephone (866) 932-2471 (516) 938-4100 / (201) 523-1537 / E-Mail ben.reich@opti9tech.com (613) 454-5810 / (613) 265-4500 / E-Mail jim.stechyson@opti9tech.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)
Core BTS, Inc. 3 Tallow Wood Dr, Clifton Park, NY 12065 www.corebts.com	20-3873764 1000030088	Jon McComb National Director of Cloud/Managed Services (920) 737-7796	Jon.mccomb@corebts.com	Lot 3 - Cloud

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Distributed Technology Group, LLC 499 S. Warren St. STE 501 Syracuse, NY 13202 https://www.dtg.com <i>SDVOB</i>	27-1011510 1000058314	Mark Matheson CEO (585) 943-5100	mark@dtg.com	Lot 3 – Cloud
ePlus Technology Inc 1 Penn Plaza 6th Floor New York, NY 10119 https://www.eplus.com/	54-1904151 1000032149	Whit Sprague Senior Account Executive (585) 899-8507	nysogs@eplus.com	Lot 3 - Cloud
Ergonomic Group, Inc. 200 Robbins Ln Jericho, NY 11753 https://www.ergogroup.com/ <i>WBE</i>	11-2685111 1000005750	Josh Packer Sales (917) 409-3527	josh.packer@ergogroup.com	Lot 3 – Cloud
Forerunner Technologies, Inc. 150-M Executive Drive Edgewood, NY 11717 https://www.frtinc.com	59-2937938 1000009575	Barry Fein Director of Enterprise Sales (203) 652-8411	barry.fein@frtinc.com	Lot 3 – Cloud
Marcum Technology 10 Melville Park Rd, Melville NY 11747 https://www.marcumllp.com/services/advisory/technology-consulting	30-0011802 1000032988	Michael Lappin VP of Strategic Partnerships (631) 414-4816	Michael.lappin@marcumtechnology.com	Lot 3 - Cloud
Naka Technologies 120 Commerce Dr. Suite 106 Hauppauge, NY 11788 https://nakatech.com/ <i>SB</i>	82-3213884 1100194826	Anil Jagtiani President (646) 921-5780	ajj@nakatechnologies.com	Lot 3 – Cloud
Raj Technologies, Inc. 110 Terminal Drive Plainview, NY 11803 http://www.rajtechny.com/ <i>MBE / SB</i>	11-3013325 1000000646	Dain Massey-Williams Account Manager (516) 342-5461	dainm@rajtechny.com	Lot 3 – Cloud
Technology Professionals Group Inc. D/B/A Cloud and Things 500 Federal Street, 2nd Floor Troy, NY 12180 https://www.CloudAndThings.com <i>MBE / SB</i>	82-0551694 1000032674	Kishor Bagul CEO (518) 336-5511	kishor@cloudandthings.com	Lot 3 – Cloud

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Vicom Computer Services, Inc. 400 Broadhollow Rd. Farmingdale, NY 11735 www.vicomnet.com	11-2616959 1000011790	Andy Jonak Director of Marketing (631) 694-3900, Ext. 342	ajonak@vicomnet.com	Lot 3 - Cloud

Section 5. This Contract does not contain Sales Agents