



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 #
PM69750	3 Cloud (Moderate Risk)	Zoom Communications Inc (formerly known as Zoom Video Communications, Inc. d/b/a Zoom) 55 Almaden Boulevard 6 th Floor San Jose, California 95113	61-1648780 1100108653

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	Dave Partridge Sales Leader, Northeast (516) 360-1223	Zoom Communications, Inc 55 Almaden Blvd Suite 600 San Jose, California 95113	dave.partridge@zoom.us
Account Manager	Dave Partridge Sales Leader, Northeast (516) 360-1223 Todd Read Account Executive (516) 360-9298	Zoom Communications, Inc 55 Almaden Boulevard 6th Fl San Jose, California 95113	dave.partridge@zoom.us todd.read@zoom.us
Sales Manager	Matt Mandrgoc Head of US Government Sales (571) 380-6384	Zoom Communications, Inc. 55 Almaden Boulevard 6th Fl San Jose, California 95113	matt.mandrgoc@zoom.us

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Billing Manager	Jeanine Rodrigues Billing Manager (470) 288-8133	Zoom Communications, Inc 55 Almaden Blvd Suite 600 San Jose, California 95113	jeanine.rodrigues@zoom.us
RFQs			todd.love@zoom.us dave.partridge@zoom.us todd.read@zoom.us
Emergency Contact	(888) 799-9666 / (516) 360-1223 / dave.partridge@zoom.us		

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 1860 Michael Faraday Drive, Suite 100 Reston, Virginia 20190 www.carahsoft.com	52-2189693 1000009462	Zak Kennedy Director of Zoom Alliance (709) 871-8500	zoom@carahsoft.com	Lot 3 – Cloud
CB20 11 Federal Street Saratoga Springs, NY 12866 https://cb20.com/	36-3902573 1000055858	DJ Hansen VP of Sales 528-881-1700	nyssales@cb20.com	Lot 3 – Cloud
CenturyLink Commutations, LLC d/b/a Lumen Technologies Group 931 14th Street Suite 900 Denver, CO 80202 https://www.lumen.com/	04-6141739 1000000078	Brad Haarr SLED Sales Representative (585) 255-1246	Brad.Haarr@lumen.com	Lot 3 – Cloud
GCOM Software 24 Madison Avenue Extension Albany, NY 12203 www.gcomsoft.com	20-2902922 1000016650	Julie Bashant NYS Account Manager (518) 869-1671 ext. 2230	julie@gcomsoft.com	Lot 3 – Cloud
Presidio Networked Solutions Group LLC PENN 1, 1 Pennsylvania Plaza New York, NY 10119 https://www.presidio.com/	76-0515249 1100138220	Alex Cody Contract Manager (212) 324-4342	govtsales@presidio.com	Lot 3 – Cloud
SHI International Corp. 290 Davidson Avenue Somerset, New Jersey 08873 www.shi.com	22-3009648 1000008811	Patrick Mahoney Account Executive (315) 525-5724	NYSLED@shi.com	Lot 3 – Cloud

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Thundercat Technology LLC 1775 Wiehle Avenue, Suite 104 Reston, Virginia 20190-5109 www.thundercattech.com <i>SBE/SDVOB</i>	26-1638572 1100186596	Kent Stokley Director of Public Sector - SLED (703) 568-3378	kstokley@thundercattech.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.

This Contract does not contain Sales Agents.