

**Group 23106 Award 23375 - STEM/STEAM and Science Laboratory Education Supplies and Equipment (Statewide)**  
**ATTACHMENT 10 – CONTACT and SUPPLEMENTAL INFORMATION**

<b>Contractor/Company Information</b>	
Company Business Name:	SAM Labs Inc
D/B/A – Doing Business As (if applicable):	SAM
Address:	1321 Upland Drive, PMB 17412, Houston TX 77043
Company Website:	1) SAM Labs (proposing company): <a href="https://samlabs.com/us/">https://samlabs.com/us/</a> 2) Root Education (recently acquired by SAM Labs, and incorporated into suite of products): <a href="https://edu.irobot.com/">https://edu.irobot.com/</a>
Federal Tax ID #:	81-1655705
NYS Vendor ID #:	1100244440
<b>Contact for Contract Administration issues</b>	
Contract Administrator Name:	Gideon Levitt
Title:	Strategic Projects
Address (if different from above):	
Email:	strategic.projects@samlabs.com
Phone:	781-264-1661
Toll Free Phone:	(Email preferred due to frequent international travel)
<b>Contact for Contract Sales/Billing (if different from above)</b>	
Contact Name:	Paul Sheppherd
Title:	Partnerships Manager - East
Address:	
Email:	paul.sheppard@samlabs.com
Phone:	781-264-1661
Toll Free Phone:	
Business hours (Specify M-F, Sat, Sun):	M-F
<b>Contact for Emergencies</b>	
Contact Name:	Mackenzie Meixner
Title:	Head of Customer Success
Address:	
Email:	mackenzie@samlabs.com
Phone:	724-994-9963
Cell Phone:	724-994-9963
<b>Invoicing (Entity information that will appear on invoices, for orders placed directly with the Contractor, if different from Contractor/Company information above)</b>	
Invoicing Entity Company Name:	
Federal Tax ID #:	
NYS Vendor ID #:	
Is payment made to the above Entity/Federal ID#?	
<b>Does Contractor offer a Prompt Payment Discount:</b>	Yes
<b>If yes, discount amount (%)/terms:</b>	2.50%

<b>Does Contractor accept the NYS Purchasing Card (see</b>	No
<b>If Contractor requires a minimum purchase amount for orders placed using the NYS Purchasing Card, please indicate the minimum purchase amount:</b>	P-Card can be used, with no minimum purchase amount, but SAM Labs is charged 2.99% on any such transactions so we would ordinarily include this in the customer fee; other payment methods are not subject to this 2.99% charge however, so we encourage use of non-P-Card methods.
<b>If Contractor limits the maximum acceptable purchase amount for orders placed using the NYS Purchasing Card, please indicate the maximum purchase amount:</b>	P-Card can be used, with no maximum purchase amount, but as above SAM Labs is charged 2.99% when this payment method is used so ordinarily this would need to be added to the customer costs. We therefore encourage use of non-P-Card payment methods.
<b>Are Volume Discounts Offered?</b>	Yes
<b>Volume Discount \$XXX-\$XXX</b>	In addition to the 5% product category discount and 2.5% prompt payment discounts for NY state, SAM Labs is also offering progressive multi-year and multi-school discounts, ranging from 2.5% to 22.5%. Therefore the maximum discount a district can receive is 30% (5% product category + 2.5% prompt payment + 22.5% multi-school/multi-year discount). The various discount scenarios are simpler to show visually, so please see the additional/second tab added into this spreadsheet which details the combined multi-year and multi-school discounts that SAM Labs is offering to NY state. An example of a scenario and associated discount is: A NY BOCES/district wishes to do a 5 year implementation of SAM Labs across 10 schools, which unlocks a 17.5% volume/duration discount (as per the extra tab below). In addition to this, a 5% NY product category discount is applied, plus a prompt payment discount of 2.5% (if the terms of this are fulfilled). This would create a total discount for the BOCES/district of 25%, which when applied to SAM Labs' standard pricing of \$7,500 for the all-inclusive annual software/hardware/PD/support subscription, would lower the cost to \$5,625 per school per year (or, \$56,250 per year for all 10 schools).
<b>Volume Discount</b>	
<b>Volume Discount</b>	
<b>Does Contractor have additional charges for</b>	No
<b>If yes, additional charge (as standard fee or % of</b>	N/A
<b>Does Contractor Utilize Authorized Resellers?</b>	No

Enter the information requested below for each Contractor location, subsidiary, and/or Reseller/Distributor that will provide product to Authorized Users. In Columns B through E, indicate if the location is a NYS certified Minority- or Women-Owned Business Enterprise, Service-Disabled Veteran Owned Business Division, or a Small Business\* (self-identified). In Columns I through K, indicate if the location is authorized to take orders, deliver Product, and/or receive payment. In order for an Authorized User to obtain credit for Reseller(s) being MWBE or SDVOB, Reseller(s) MUST be allowed to "Take Orders AND Receive Payment" and be entered into SFS with their own NYS Vendor ID #.

\*A "Small Business" means a business which: (a) is resident in New York State; (b) is independently owned and operated; (c) is not dominant in its field; and, (d) employs one hundred or fewer persons

Company Business Name	WBE	MBE	SDVOB	SB	FEIN	NYS Vendor ID	Is this Location a Subcontractor?	Take Orders	Deliver Product	Receive Payment	Over-the-Counter Hours	Street Address	City	Zip Code	County
<i>Example: ABC Ad Sci of Albany</i>	X	X		X	12-3456789	0000011111	Yes	X	X	X	M-F 7:30-5:30, Sat 8-12	123 Main Street	Example City	12345	Albany