



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 #
PM20790	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud (Low Risk), Lot 4 Implementation	Avaya LLC (formerly known as Avaya Inc) 211 Mt. Airy Road Basking Ridge, NJ 07920	22-3713430 1000004630

Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card? Yes - Up to \$10,000.00

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
Account Manager, RFQs, Emergency Contact	Joseph Owens SLED Account Manager, NYC and NJ - 2128414318	Avaya LLC (formerly known as Avaya Inc)	jowens@avaya.com
Contract Administrator	Melanie Newton Contract Manager - 7863310122	Avaya LLC (formerly known as Avaya Inc)	mnewton@avaya.com
Contract Administrator, Account Manager, RFQs	Dean Pearce Account Manager - (212) 841-4326	Avaya LLC (formerly known as Avaya Inc) 29 County Fair Scotia, NY 12302	dmpearce@avaya.com
Contract Administrator, Billing Manager, Emergency Contact	Greg Smith Contracts Manager - 7033908228	Avaya LLC (formerly known as Avaya Inc)	gssmith1@avaya.com
Sales Manager	Reporting Admin 7863310108	Avaya LLC (formerly known as Avaya Inc) 350 Mt Kemble Ave Morristown, NJ 07960	sledreportingadmin@avaya.com

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Sales Manager, RFQs	John Loveless Regional Sales Leader - 3016395873	Avaya LLC (formerly known as Avaya Inc)	jloveless@avaya.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)
Carousel Industries of North America LLC	06-1502254 1000036559	Brian Christein (518) 724-2122	nystatecontract@carouseli ndustries.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Communications Analysis Systems <i>SBE</i>	11-2731509 1100041608	Bernard Yatauro VP Sales - (516) 247- 7101	bernie@cassbts.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Computerized Inventory Concepts Inc d/b/a Integrated Systems <i>SBE</i>	16-1206834 1000039701	Mark Hamilton (585) 924-8670	mark.hamilton@integratedn et.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
ComServ Consulting 1110 South Ave Staten Island, NY https://www.comservconnect.com/	45-0489689 1100018350	Steve Seitz Sales - 917-991-2380	steve@comservconsulting. com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Consolidated Technologies Inc	13-3951711 1000019969	Ben Schoolskey (914) 935-6076	bschoolsky@consoltech.co m	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
ConvergeOne Inc 3344 Highway 149 Eagan, MN https://www.onec1.com/	41-1763228 1100026771	Shala Shala (518) 309-6367	upstatenysales@convergeone.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
DJJ Sales Associates, Inc.	11-3133111 1000050844	Rich Darress (631) 234-2400	rich.darress@neweratech.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Forerunner Technologies Inc 150-M Executive Dr. Edgewood, NY https://www.frtinc.com	59-2937938 1000009575	Rick Taylor Chief Revenue Officer - (631) 892-3721	rick.taylor@frtinc.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Hello Alert Inc <i>WBE</i>	20-0368439 1000041894	Lorraine Roberts (631) 321-1280	lorraine@helloalert.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Holland Mobile d/b/a Northland Communications	16-1594957 1000052655	James Blackburn (315) 671-3334	jblackburn@northlandcom.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Integration Partners	04-3467289 1100018237	Lisa Lisa (317) 813-6399	jscotti@edgecommunications.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Integration Partners Corporation d/b/a Edge Communications Solutions LLC	38-3793591 1000042445	Lisa Lisa (317) 813-6399	jscotti@edgecommunications.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Intlx Solutions 30 Pond Park Road, Unit 6 Hingham, MA https://www.intlxsolutions.com	47-3449209 1100360783	Dan McCabe Executive Director of Sales - (781) 352-3652	daniel.mccabe@intlxsolutions.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
JJS&T Inc d/b/a Vision Technologies	11-3229667 1100018383	Mike Lombardo (212) 603-3032	mlombardo@servicesonly.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Johnston G P Inc	22-2166826 1000040254	Steven Mullen (201) 428-2010	stevenm@johnstoncom.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
M&C Associates LLC	11-3591205 1000043359	Kelly Palacios (631) 467-8762	kpalacios@m-cassociates.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Meridian IT Inc	36-3818238 1100018665	Kelly Johst (315) 362-9200	kelly.johst@meridianitinc.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
MicroTechnologies, LLC 220 Congress Park Drive, #138 Delray Beach, FL http://www.microtech.net/ <i>SDVOB</i>	20-0909553 1100141840	Alexa Cushman VP, Operations, Compliance and Contracts - 703-637-3227	sled@microtech.net	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Networked Educational Technologies LTD d/b/a CSDNet <i>SBE</i>	11-3410788 1100008294	Fred Zappolo (631) 924-7474	fred.zappolo@csdnet.net	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Norstan Communications Inc d/b/a Black Box Network Services	41-1231011 1000031680	Ray Kitchen Enterprise Account Manager - 212-856-7609	raymond.kitchen@blackbox.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Nu-Vision Technologies LLC d/b/a Black Box Network Services	20-0532706 1000029840	Ray Kitchen Enterprise Account Manager - 212-856-7609	raymond.kitchen@blackbox.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
PBXstore, Inc.	11-3598688 1000056674	Antonio Marcel (631) 567-2300	amarcel@pbxstore.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Ronco Communications & Electronics Inc	16-0905768 1000007574	Dave Bartley (518) 724-2505	dbartley@ronco.net	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Stored Technology Solutions, Inc.	20-8029602 1100235857	Doug Gillson (518) 502-2770	dgillson@storedtech.com	Lot 1 Software, Lot 3 Cloud, Lot 4 Implementation
Tru Stor LLC d/b/a Hunter Technologies 1709 Route 34, Suite 3 Wall Township, New Jersey https://www.huntertech.com/	26-0250250 1100289502	Ivo Allen President - (732) 542-9292	iallen@huntertech.com	Lot 1 Software, Lot 2 Hardware, 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.

Sales Agent Name	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Subsidium Technologies 1 Fairchild Square , Suite 101 Clifton Park, NY 12065	Ed Degenhart (518) 899-1010	ed@subsidiumtech.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation