



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 #
PM70127	Lot 3 Cloud (Low Risk), Lot 4 Implementation	Skydio Inc 114 Hazel Ave. Redwood City, CA 94061	46-5344747 1100272457

Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card? Yes - Up to \$15,000.00

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	Melanie Davidson Enterprise Account Manager – SLED - 781-608-2662	Skydio Inc 3000 Clearview Way, Bldg E San Mateo, CA 94402	melanie.donaldson@skydio.com
Account Manager	Melanie Donaldson Enterprise Account Manager – SLED - 781-608-2662	Skydio Inc 114 Hazel Ave. Redwood City, CA 94061	melanie.donaldson@skydio.com
Billing Manager	Enrique Flores Accounting Manager - 855-463- 5902	Skydio Inc 3000 Clearview Way, Bldg E San Mateo, CA 94402	ar@skydio.com
Billing Manager	Enrique Flores Accounting Manager - 855-463- 5902	Skydio Inc 3000 Clearview Way, Bldg E San Mateo, CA 94402	ar@skydio.com
Contract Administrator	Trent Hall VP Strategic Alliances - 703- 597-8203	Skydio Inc 114 Hazel Ave. Redwood City, CA 94061	trent@skydio.com

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Contract Administrator, RFQs	Scott Minkoff Capture Manager - 8554635902	Skydio Inc 3000 Clearview Way, Bldg E San Mateo, CA 94402	sled.vendor@skydio.com
Emergency Contact, Sales Manager	John Santry VP of SLED - 480-310-0124	Skydio Inc 3000 Clearview Way, Bldg E San Mateo, CA 94402	john.santry@skydio.com
RFQs	Skydio RFQs Contact	Skydio Inc 114 Hazel Ave. Redwood City, CA 94061	orderadmin@skydio.com
Sales Manager	John Santry VP of SLED - 480-310-0124	Skydio Inc 3000 Clearview Way, Bldg E San Mateo, CA 94402	john.santry@skydio.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)
Axon Enterprise, Inc. 17800 N. 85th Street Scottsdale, AZ	86-0741227 1100027096	Ashley Goulden-Kiefer Contracts Manager - (309) 840-2640	agouldenkiefer@axon.com	Lot 3 Cloud, Lot 4 Implementation
Carahsoft Technology Corporation 1860 Michael Faraday Drive, Suite 100 Reston, VA	52-2189693 1000009462	Alex Cord Contract Administrator - (703) 889-9734	alex.cord@carahsoft.com	Lot 3 Cloud, Lot 4 Implementation
Grace3 Technologies LLC 123 S Broad St Suite 1529 Philadelphia, https://grace3technologies.com/	83-2825836 1100328428	John Henry Chairman & CEO - (215) 834-3011	jhenry@grace3technologies.com	Lot 3 Cloud, Lot 4 Implementation
Granite Defense & Technologies, LLC 1610 County Rd 115 Burnet, https://www.granitedefense.com	81-5044094 1100327573	Tom Prentice CEO & Founder - (281) 935-8972	tom.prentice@granitedefense.com	Lot 3 Cloud, Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Safeware Inc 4403 Forbes Blvd Lanham, https://www.safewareinc.com /	52-1152883 1000040889	Daryl Halterman Vice President - 240- 956-5913	dhalterman@safewareinc.com	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.

Sales Agent Name	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
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