



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 #
PM21140	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud (Low, Moderate & High Risk), Lot 4 Implementation	Mitel Cloud Services Inc 2160 W Broadway Ste 103 Mesa, AZ 85202	76-0311713 1100144315

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	Murray Van Dyke Contract Program Manager - (602) 629-8811	Mitel Cloud Services Inc 1146 N. Alma School Road Mesa, AZ 85201	murray.vandyke@mitel.com
Billing Manager, Sales Manager, Other (Lot 1, 2, & 4)	Tracey-Lynne Maltais Vertical Sales Support Specialist - (407) 215-4848	Mitel Cloud Services Inc 1146 N. Alma School Road Mesa, AZ 85201	tracey- lynne.maltais@mitel.com
Contract Administrator	Alanna Robinson Contracts Specialist - 613-691- 3315	Mitel Cloud Services Inc 2160 W. Broadway, Suite 103 Mesa, AZ 85202	alanna.robinson@mitel.com
Contract Administrator	Kathleen Faria Sales Support Specialist - (212) 798-1853	Mitel Cloud Services Inc 1146 N. Alma School Road Mesa, AZ 85201	kathleen.faria@mitel.com
Contract Administrator, RFQs	Rebecca Gasek Sr. Corporate Counsel - (613) 383-1255	Mitel Cloud Services Inc 1146 N. Alma School Road Mesa, AZ 85201	rebecca.gasek@mitel.com

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Contract Administrator, RFQs	Susan Friendship Contracts Specialist - (613) 691-3342	Mitel Cloud Services Inc 1146 N. Alma School Road Mesa, AZ 85201	susan.friendship@mitel.com
Emergency Contact	Emergency Contact 6135922122	Mitel Cloud Services Inc 2160 W. Broadway Mesa, AZ 85202	cmg@mitel.com
Emergency Contact, Billing Manager, Sales Manager, Other (Lot 3)	Misty Ross Customer Service Supervisor - (775) 954-1200	Mitel Cloud Services Inc 885 Trademark Drive Reno, NV 89521	nscs@mitel.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)
Adept Technology Consulting, Inc	26-3994406 1100139770	Keith Siegel (631) 676-1756	ksiegel@adept-techconsulting.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
All-Mode Communications Inc 1725 Dryden Road Freeville, NY <i>SBE</i>	16-1002300 1000015186	Keith Swimley President - 6073476142	kswimley@all-mode.com	Lot 1 Software, Lot 2 Hardware, 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 4 Implementation
Connecticut Communications, LLC 48 Ozick Drive Suite 8 Durham, CT	20-1009175 1100244036	Scott Marks (203) 985-1001	scott@ctcom.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Convergent Telecom Inc <i>MBE</i>	03-0492403 1100250863	Raj Shah (585) 770-1000	rshah@convergent.net	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Cortel Technologies LLC 100 Davidson Avenue, Suite 107 Somerset, New Jersey https://www.cortel.com	83-2241947 1100245988	Andrew Ramsey V.P., Sales - (212) 886- 0073	aramsey@cortel.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
D&S Communications Inc	36-3489706 1000031464	Manuel Taveira (847) 628-4173	mtaveira@dscomm.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Forerunner Technologies Inc 150-M Executive Dr. Edgewood, NY https://www.frtinc.com	59-2937938 1000009575	Rick Taylor (631) 892-3721	rick.taylor@frtinc.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Harbor Networks, Inc	04-3282992 1100034449	Chris Gioffre (508) 652-3040	chrisg@harbornetworks.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
LANRover Network Service Inc <i>SBE</i>	82-0560550 1100121881	Rich Sallustro President - 844-526- 7683	rich.sallustro@lanrover.net	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Matrix Acquisition Group LLC d/b/a Matrix Communications	27-2364341 1000044693	Jonathan T. Sayre Owner - 3154514777	jsayre@matrixcommunications.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Norcom Communications Solutions	20-5374333 1100058666	Joseph Denise (914) 747-8855	jdenise@norcomsolutions.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Norstan Communications Inc d/b/a Black Box Network Services	41-1231011 1000031680	Suzanne Jukiewicz Strategic Partnerships, Program Manager - (763) 463-1072	suzanne.jukiewicz@blackbox.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Northeast IS LLC	82-5423749 1100236116	Deb Orminski (518) 867-4120	dorminski@northeast-is.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Optel Business Communication Systems Inc	03-0508691 1100017973	Bobby Vanderhoof 6317787200	bvanderhoof@optelbcs.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Rel Comm Inc	16-1308853 1000039751	Joseph Marasco (585) 697-5029	jmarasco@rcomm.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Select Telecom Inc	13-3879798 1100007889	Paul Durante (914) 761-1313	pauld@select-tele.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Superior Communications Inc	13-3339154 1100041509	DeSousa Raymond (914) 779-7070	rdesousa@sciinc.net	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Twinstare Voice Data Video Inc d/b/a Twinstare Technologies	14-1514722 1000006787	Dawn Juneau (518) 563-7100	gov-services@twinstare.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
<i>WBE</i>				

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.

