



# 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 #
PM69799	Lot 3 Cloud (Low Risk)	Motorola Solutions Inc 123 Tice Boulevard , Suite 202 Woodcliffe Lake, NJ 07677	36-1115800 1000031408

## 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, RFQs	Kevin Ryan Senior Account Manager - (518) 817-1118	Motorola Solutions Inc	kevinryan@motorolasolutions.com
Contract Administrator	Christina Albanese Senior Administrative Assistant - (201) 949-5503	Motorola Solutions Inc	tina.albanese@motorolasolutions.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.

**This Manufacturer has not named five (5) or more Resellers and is restricted from participating in an RFQ involving a Single Manufacturer. Refer to Section 2.2.1 RFQ Competition Requirements of Appendix G - “How to Use the Manufacturer Umbrella Contract”**

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Frontier Communications of America Inc	06-0619596 1000005331	Mark Concannon Sr Account Manager - 570-709-3064	mark.concannon@ftr.com	Lot 3 Cloud
Kraus Associates Inc d/b/a AK Associates	02-0529836 1000010927	Tom Kraus VP of Operations - (603) 432-5755 extension 213	tkraus@akassociates911.com	Lot 3 Cloud
TuWay Mobile Communications Inc	23-2693146 1100178941	Arthur Taschler COO/Treasurer - 610- 865-3811 x224	taschler@tuway.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.

Sales Agent Name	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Metrocom 31 Plainview Avenue Bedford Hills, NY 10507  <i>SBE</i>	Bob Colten Manager - (914) 244- 3500	bob@metrocomradio.com	Lot 3 Cloud
Skywave Communications, Inc. 51 Goodway Drive South Rochester, NY 14623  <i>WBE / SBE</i>	Elizabeth Patterson Owner and Director - (585) 484-8400	liz@skywave.org	Lot 3 Cloud
Communication Services of WNY Eagle Radio 19 Cross Street , P.O. Box 161 Falconer, NY 14733	Frank Buttafarro Communication Consultant - (888) 740-9595	frankb@eagleradiotech.com	Lot 3 Cloud
United Radio 5703 Enterprise Parkway East Syracuse, NY 13057	Heather Reed General Manager - (315) 445-3298	hreed@unitedradio.com	Lot 3 Cloud

<b>Sales Agent Name</b>	<b>Contact Name / Phone</b>	<b>Contact E-Mail</b>	<b>Applicable Lot(s)</b>
Fire Safety Systems, Inc. 525 Aero Drive Buffalo, NY 14225  <i>SDVOB / SBE</i>	John Boggs (716) 894-9700	jboggs@firesafetysystemsinc.com	Lot 3 Cloud
Pittsfield Communications Systems, Inc. 18 Wade Road Latham, NY 12110  <i>SBE</i>	John Ulrich President - (518) 250-5190	jullrich@pittsfieldcommunications.com	Lot 3 Cloud
Altech Electronics 2234 McDonald Avenue Brooklyn, NY 11223	Keith Brooks Owner - (718) 266-7863	keith@altechradio.com	Lot 3 Cloud
Mid-State Communications 185 Clear Road Oriskany, NY 13424  <i>WBE / SBE</i>	Lewis Menning Senior Account Representative - (800) 926-7277	lmenning@midstatecomm.com	Lot 3 Cloud
Saia Communications, Inc. 100 Stradtman Street Buffalo, NY 14206	Linda Saia President - (716) 892-2900	lyn.saia@saiacomm.com	Lot 3 Cloud
New York Communications Co., Inc 53 West Cedar Street Poughkeepsie, NY 12601  <i>SBE</i>	Michele Pisanell Executive Vice President - (845) 471-5520	michele43@nycomco.com	Lot 3 Cloud
Electronic Service Solutions Inc. 250 Clearbrook Road Elmsford, NY 10523	Robert Dale President - (877) 359-5350	bdale@gotoess.com	Lot 3 Cloud