



# 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 #
PM68149	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation	Konica Minolta Business Solutions USA Inc 1595 Spring Hill Road, Suite 410 Vienna, VA 22182	13-1921089 1000006138

## Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card? Yes - Up to

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
Billing Manager	Linda Thorpe Manager, Government Billing - 800-456-6422 ext. 2519	Konica Minolta Business Solutions USA Inc 500 Day Hill Road Windsor, CT 6095	custhelp@kmb.konicaminolta.us
Contract Administrator, RFQs	Sunny Kim Contract Specialist - 7037603588	Konica Minolta Business Solutions USA Inc 1595 Spring Hill Road, Suite 410 Vienna, VA 22182	statebids@kmb.konicaminolta.us
Emergency Contact, Account Manager, RFQs	Mace Coleman Government Account Manager - 845-401-3845	Konica Minolta Business Solutions USA Inc 1595 Spring Hill Road, Suite 410 Vienna, VA 22182	colemanm@kmb.konicaminolta.us
Sales Manager, Other ((KMBS Albany Branch))	Jason Dexter Area Vice President - 6173592492	Konica Minolta Business Solutions USA Inc 30 Century Hill Drive, Suite 102 Latham, NY 12110	jdexter@kmb.konicaminolta.us

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Sales Manager, Other ((KMBS Rochester Branch))	Michael Cooney Area Vice President - 9143723436	Konica Minolta Business Solutions USA Inc 7870 Lehigh Crossing, Suite 4 Victor, NY 14564	mcooney@kmbs.konicaminolta.us
Sales Manager, Other (KMBS Long Island Metro Branch)	Miguel Vasquez Branch Manager - 631-845- 4304	Konica Minolta Business Solutions USA Inc 534 Broadhollow Road, 4th Floor, Suite 400 Melville, NY 11747	mvasquez@kmbs.konicaminolta.us
Sales Manager, Other (KMBS Manhattan Branch)	Tony Selva Area VP of Sales - 212-294- 6200	Konica Minolta Business Solutions USA Inc 485 Lexington Avenue, 19th Floor New York, NY 10017	tonyd@kmbs.konicaminolta.us
Sales Manager, Other (KMBS Rochester Branch)	Eric Hancock Branch Manager - 585-486- 2211	Konica Minolta Business Solutions USA Inc 370 Summit Point Drive Henrietta, NY 14467	ehancock@kmbs.konicaminolta.us
Sales Manager, Other (KMBS Tarrytown)	Michael Cooney Area Vice President - 9143723436	Konica Minolta Business Solutions USA Inc 7870 Lehigh Crossing, Suite 4 Victor, NY 14564	mcooney@kmbs.konicaminolta.us

#### 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)
Advanced Business Machines Inc d/b/a Lineage 904 Elmgrove Rd., Ste. 3 Rochester, NY <a href="https://www.trustlineage.com">https://www.trustlineage.com</a>	16-1226757 1000015582	Jeff Shepard 716-631-3345	jshepard@trustlineage.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
All State Business Systems Inc	133409606 1000001311	Mario Que (845) 454-4171	asbs@allstatebusiness.co m	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
<i>SBE</i>				

<b>Reseller Name</b>	<b>Federal ID # SFS ID #</b>	<b>Contact Name / Phone</b>	<b>Contact E-Mail</b>	<b>Applicable Lot(s)</b>
Bell Dutchess Inc	14-1549169 1000054965	Jeff Wexler (845) 452-2355	jdwxler@optonline.net	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Carr Business Systems	11-2382276 1000011630	Joe Koury (631) 249-9880	jkoury@carrxerox.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Compulink Technologies Inc	11-2967448 1000000634	Denise Arboleda (212) 695-5465	denise@compu-link.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
<i>MBE / SBE</i>				
Copier Fax Business Technologies Inc 465 Elliot St Buffalo, NY	16-1386578 1000055340	David Scibetta 000000000	dscibetta@copierfaxbt.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Copier Fax Business Technologies Inc 465 Elliot St Buffalo, NY	16-1386578 1000055340	David Scibetta 000000000	dscibetta@copierfaxbt.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Doctor Print Inc  <a href="https://www.doctor-print.com">https://www.doctor-print.com</a>	45-2201352 1100069802	Mitch Cohen (631) 873-4560	mcohen@doctor-print.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Eastern Managed Print Network LLC  <a href="https://www.easternmpn.com">https://www.easternmpn.com</a>	16-1060031 1000039622	Tom Cook VP of Sales - 315-345- 2972	thomas.cook2@xerox.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Executive Color Systems Inc	13-3918318 1000053248	Gary Margolies (212) 302-3555	gary@executivecolor.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation

<b>Reseller Name</b>	<b>Federal ID # SFS ID #</b>	<b>Contact Name / Phone</b>	<b>Contact E-Mail</b>	<b>Applicable Lot(s)</b>
Facsimile Communications Industries Inc d/b/a Atlantic Tomorrows Office	13-1947545 1000026064	Larry Weiss (212 -741-6400	lweiss@tomorrowsoffice.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
MAC Copy LLC  <i>SBE</i>	04-3734575 1000011140	Frank Lipari 3154375111	frankljr@planandprint.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Northco Products Inc  <i>SBE</i>	14-1714064 1000027715	AJ Crandall President / CEO - (518) 869-6056	ajcrandall@northcoproducts.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Office Dynamics Inc	13-3376576 1100015286	Andy Sarkozi (914) 769-0095	andy@officedynamics.net	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Precision Microproducts of America Inc	11-3089996 1000012075	Carlos Fernandes (631) 580-3456	carlosf@p-m-a.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Snappy Solutions, Inc.  <i>WBE</i>	57-1142045 1100027482	Maureen Fairlie 877-289-8340	maureen@snappysolutions.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Symquest Group Inc a subsidiary of Konica Minolta Business Solutions	03-0350082 1000051922	Ken Godzik (518) 324-2244	kgodzik@symquest.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
TA Seeley Office Systems	14-1730060 1000007102	Tim Sealey (518) 793-5168	tseeleyjr@seeleyoffice.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)
TAM Business Systems Inc d/b/a New York Business Systems  <i>MBE</i>	11-2817533 1100015278	Tai Kim (516) 739-0200	taikim@nybs.com	Lot 1 Software, Lot 2 Hardware, Lot 4 Implementation
Wats International Inc  <i>MBE</i>	14-1622445 1000006906	Jim Watts (845) 473-2106	jim.watts@watsinternationa l.com	Lot 1 Software, Lot 2 Hardware, 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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