



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 #
PM67987	Lot 1 Software, Lot 3 Cloud (Low Risk), Lot 4 Implementation	Open Text Inc 1800 S Novell Place Provo, UT 84606	46-0525483 1000033520

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, Sales Manager, RFQs, Emergency Contact	Simon Woodford Director of Sales - 2022810867	Open Text Inc 9711 Washingtonian Blvd, Ste 700 Gaithersburg, MD 20878	swoodfor@opentext.com
Contract Administrator, Billing Manager, RFQs	Amy Vernon Mgr., US Public Sector Sales - (301) 340-4069	Open Text Inc 9711 Washingtonian Blvd., Suite 700 Gaithersburg, MD 20878	avernon@opentext.com
Sales Manager, RFQs	Phil DiTrolio Account Executive - (610) 283-4914	Open Text Inc 9711 Washingtonian Blvd Gaithersburg, MD 20850	pditrolio@opentext.com
Sales Manager, RFQs	Shawn Riggs Sr. Manager, Renewals - 519-888-7111	Open Text Inc 275 Frank Tompa Dr Waterloo, ON N2L 0A1	sriggs@opentext.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)
Advantage Technologies Inc	13-3929528 1000013418	Barry Malter	bmalter@atechnologies.com	Lot 1 Software, Lot 3 Cloud, Lot 4 Implementation
Dell Marketing LP One Dell Way Round Rock, TX	74-2616805 1000041162	Barry Adkins Sr. Manager, Sales - 512-222-6139	ny.partner.software@dell.com	Lot 1 Software, Lot 3 Cloud, Lot 4 Implementation
Arctiq US Inc (formerly known as DynTek Services Inc) 255 Washington Ave Extension Albany, NY	13-4067484 1000006526	Steve Sanchez Director of Sales - (518) 857-3042	steven.sanchez@dyntek.com	Lot 1 Software, Lot 3 Cloud, Lot 4 Implementation
Gioia P. Ambrette, Inc. DBA Newcastle Communications 999 S Oyster Bay Road, Suite 111 Bethpage, NY https://nccomm.com/ <i>SBE</i>	13-3132807 1000012967	Linda Romano Office Manager - 2127809680	lromano@nccomm.com	Lot 1 Software, Lot 3 Cloud, Lot 4 Implementation
Ricoh USA Inc d/b/a Ricoh 5 Dedrick Place West Caldwell, NJ	23-0334400 1000030648	Mike Pallotta 19786211276	mike.pallotta@ricoh-usa.com	Lot 1 Software, Lot 3 Cloud, Lot 4 Implementation
SHI International Corp 290 Davidson Avenue Somerset, NJ	22-3009648 1000008811	Jim Kegelmeyer (NYGOV) (585) 738-6326	nygov@shi.com	Lot 1 Software, Lot 3 Cloud, Lot 4 Implementation
Stellar Services Inc <i>MBE / SBE</i>	11-3189413 1000012144	Liang Chen 917-776-0620	lchen@stellarservices.com	Lot 1 Software, 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.