



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 #
PM69875	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud (Low Risk), Lot 4 Implementation	Pitney Bowes Inc 3001 Summer Street Stamford, CT 06926	06-0495050 1000000122

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	Robert Posson Government Major Account Manager - 5182109245	Pitney Bowes Inc 27 Waterview Dr Shelton, CT 06484	robert.posson@pb.com
Contract Administrator, Account Manager, RFQs	Karen Kelleher Government Account Executive - 518-450-8978	Pitney Bowes Inc 27 Waterview Dr Shelton, CT 06484	karen.kelleher@pb.com
Contract Administrator, Billing Manager, RFQs	Vickie Smith Billing Account Rep - 8442566444	Pitney Bowes Inc 27 Waterview Dr Shelton, CT 06484	governmentcustomersupport@pb.com
Contract Administrator, Sales Manager, RFQs	Bill Walter Government Channel Director - 4802062984	Pitney Bowes Inc 27 Waterview Dr Shelton, CT 06484	bill.walter@pb.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"

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.