



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 #
PM69729	Lot 3 Cloud (Low & Moderate Risk)	Panopto Inc 600 River Ave , Suite 100 Pittsburgh, PA 15212	20-8374771 1100049503

Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card? No

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	Panopto Billing Manager 412-567-8683	Panopto Inc 600 River Ave, Suite 100 Pittsburgh, 15212	admin@panopto.com
Contract Administrator	Ian Paice Vice President of Global Account Management - 855 726-6786	Panopto Inc 600 River Ave., Suite 100 Pittsburgh, PA 15212	ipaice@panopto.com
Contract Administrator	Liz Batsford Director of Accounts Management - 8557266786	Panopto Inc 600 River Ave., Suite 100 Pittsburgh, PA 15212	liz.batsford@panopto.com
Contract Administrator, Account Manager, RFQs	Jeff Dennis Account Executive - 518-874-0795	Panopto Inc 600 River Ave, Suite 100 Pittsburgh, 15212	jdennis@panopto.com
Emergency Contact	Panopto Emergency Contact 1-855-726-6786	Panopto Inc	sales@panopto.com
Sales Manager	Matt McCurdy Vice President of Education, Americas - 980-228-6596	Panopto Inc 600 River Ave, Suite 100 Pittsburgh, 15212	mmccurdy@panopto.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)
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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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