



# 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 #
PM69732	Lot 3 Cloud (Low, Moderate & High Risk), Lot 4 Implementation	Rubrik, Inc. 3495 Deer Creek Road Palo Alto, CA 93404	46-4560494 1100233779

## 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
Account Manager, RFQs, Emergency Contact	Brett Biestek Account Executive, New York State - 203-909-1075	Rubrik, Inc. 3495 Deer Creek Blvd Palo Alto, California 94304	brett.biestek@rubrik.com
Contract Administrator, Billing Manager, Emergency Contact	Rubrik SLED Legal Contract Administrator - 8444782745	Rubrik, Inc. 3495 Deer Creek Rd Palo Alto, CA 94304	rubriksledlegal@rubrik.com
RFQs	Rubrik, Inc. RFQ Contact Rubrik RFQ Email Alias - 8444782745	Rubrik, Inc. 3495 Deer Creek Blvd Palo Alto, CA 94304	nyitumbrella@rubrik.com
Sales Manager	Chris Iannacchino Sales Manager - 914-424-3864	Rubrik, Inc. 3495 Deer Creek Blvd Palo Alto, California 94304	chris.iannacchino@rubrik.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.

<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>
Aptimized LLC 155 US-46 W, Suite 108 Wayne, NJ <a href="https://www.aptimized.com">https://www.aptimized.com</a>	46-4152650 1100264684	Mario Spallarossa SVP Gov Solutions - 973-979-5373	mspallarossa@aptimized.com	Lot 3 Cloud, Lot 4 Implementation
CDW Government LLC	36-4230110 1000009217	Meghan Mercado	megmerc@cdwg.com	Lot 3 Cloud, Lot 4 Implementation
ComSource Inc 500 Plum Street, Suite 400 Syracuse, NY <a href="https://www.comsourceny.com">https://www.comsourceny.com</a>  <i>SBE</i>	16-1346170 1100094045	Ron Terra (315) 395-4502	rterra@comsourceny.com	Lot 3 Cloud, Lot 4 Implementation
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 3 Cloud, Lot 4 Implementation
Echostor Technologies, Inc. 45 South St Hopkinton, MA <a href="https://www.Echostor.com">https://www.Echostor.com</a>	20-3579892 1100325996	Larry Paul Director, Channel Operations - 508-544- 1313	larry.paul@echostor.com	Lot 3 Cloud, Lot 4 Implementation
ePlus Technology Inc 13595 Dulles Technology Dr. Herndon, VA	54-1904151 1000032149	Chris Fox (585) 324-0853	nyogs@eplus.com	Lot 3 Cloud, Lot 4 Implementation
Innovée Consulting LLC  <i>MBE / SBE</i>	46-5767661 1100219563	Sachin Garg	sachin.garg@innovée.com	Lot 3 Cloud, Lot 4 Implementation
Insight Public Sector, Inc  <a href="https://www.ips.insight.com/">https://www.ips.insight.com/</a>	36-3949000 1000031484	Fred Tafoya (800) 467-4448 x 5386	newyork@insight.com	Lot 3 Cloud, 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>
Presidio Networked Solutions Group LLC	76-0515249 1100138220	Alex Cody Contract Manager -	acody@presidio.com	Lot 3 Cloud, Lot 4 Implementation
Quality and Assurance Technology d/b/a QNA Tech  <i>MBE / SBE</i>	27-0943877 1100015240	Keith MacAvoy Chief Strategy Officer - 631-408-8556	kmacavoy@qnatech.com	Lot 3 Cloud, Lot 4 Implementation
SHI International Corp 290 Davidson Avenue Somerset, NJ	22-3009648 1000008811	Dean Howell	nysled@shi.com	Lot 3 Cloud, Lot 4 Implementation
ThunderCat Technology LLC 1925 Isaac Newton Square Suite 180 Reston, VA  <i>SDVOB</i>	26-1638572 1100186596	Kent Stokely Director - State, Local and Education - 703- 568-3378	kstokley@thundercattech.com	Lot 3 Cloud, Lot 4 Implementation
Universal E-Business Solutions LLC	20-5092680 1100018382	Erica Delgado (646) 706-4035	sales@uebiz.com	Lot 3 Cloud, Lot 4 Implementation
WebHouse Inc  <i>SDVOB / SBE</i>	113369453 1000012241	Dan Kerning (516) 764-6300	dkerning@webhse.com	Lot 3 Cloud, Lot 4 Implementation
World Wide Technology, LLC	43-1912895 1000033745	Carol Harting (314) 995-6103	ny-sled@wwt.com	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.**