



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 #
PM68236	Lot 3 Cloud (Low Risk)	RingCentral Inc 20 Davis Dr. Belmont, CA 94002	94-3322844 1100189346

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
Account Manager, RFQs	Matt Manoni Senior Account Executive, Public Sector Sales - 3475037836	RingCentral Inc	matt.manoni@ringcentral.com
Billing Manager	Candice Barcela Revenue Operations Billing Manager - (650) 319-6372	RingCentral Inc 20 Davis Dr. Belmont, CA 94002	candice.barcela@ringcentral.com
Contract Administrator, RFQs, Emergency Contact	Jeannie Horton-Isreal Government Contracts Administrator - 9808908549	RingCentral Inc 20 Davis Dr Belmont, CA 94002	jeannie.hortonisreal@ringcentral.com
Emergency Contact	Michael Fiocca Area Vice President - 5129008710	RingCentral Inc 20 Davis Drive Belmont, CA 94002	michael.fiocca@ringcentral.com
Sales Manager	Meredith Borza Regional Vice President, Public Sector Sales - 610- 616-5621	RingCentral Inc 20 Davis Drive Belmont, CA 94002	meredith.borza@ringcentral.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)
Carousel Industries of North America LLC	06-1502254 1000036559	Lauren Testa (401) 583-4465	ltesta@carouselindustries.com	Lot 3 Cloud
Vertical Communications Inc 1000 Holcomb Parkway, Bldg. 400, Suite 415 Rosewell, GA https://vertical.com	86-0446453 1100191094	Craig Gironda SVP, Customer Experience - (475) 223- 1297	cgironda@vertical.com	Lot 3 Cloud

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.

Sales Agent Name	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
StoredTech 543 Queensbury Avenue Queensbury, NY 12804	Alan VanTassel Executive Vice President - (518) 502- 2750	avantassel@storedtech.com	Lot 3 Cloud
GovConnection, Inc. D/B/A Public Sector Solutions 732 Milford Road Merrimack, NH 03054	Brianna Pappas Contracts Specialist - (800) 800-0019	brianna.pappas@connection.com	Lot 3 Cloud
Gotham Telecom 3 E. Evergreen Road New City, NY 10956	Danya Rogers Cohan Principal - (212) 542- 1302	danya@gothamtelecom.com	Lot 3 Cloud

Sales Agent Name	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
GreenPages, Inc. 33 Badgers Island West Kittery, ME 03904	David Knox Director, Public Sector - (781) 987-2013	dknox@greenpages.com	Lot 3 Cloud
Avaya Inc. 29 Country Fair , Suite 200 Glenville, NY 12302	Dean Pearce GAM - (212) 841-4326	dmpearce@avaya.com	Lot 3 Cloud
Subsidium Technologies, Inc. 1 Fairchild Square , Suite 101 Clifton Park, NY 12065	Ed Degenhart Managing Partner - (518) 229-4837	ed@subsidiumtech.com	Lot 3 Cloud
Uneed Solutions, Inc. D/B/A Noviant 32 Broadway , Suite 401 New York, NY 10004	Eric McFadden Vice President - (212) 809-6625	emcfadden@noviant.com	Lot 3 Cloud
Sullivan Data Management, Inc. 1520B Front Street Yorktown, NY 10598	Glenn Sullivan Director - (914) 962- 1573 Ext. 309	gsullivan@sullivandata.com	Lot 3 Cloud
SHI International Corp 290 Davidson Avenue Somerset, NJ 08873	Jim Kegelmeyer Account Executive, New York Public Sector - (585) 738- 6326	nygov@shi.com	Lot 3 Cloud
Acture Solutions, Inc. 1462 Erie Boulevard , Suite 207A Schenectady, NY 12305	Joe Milanese Sales Director - (518) 557-1190	milanesej@acturesolutions.com	Lot 3 Cloud
Integration Partners 12 Hartwell Avenue Lexington, MA 02421	Lisa Ostlund Sales Operations Specialist - (317) 813- 6399	lostlund@integrationpartners.com	Lot 3 Cloud
Quality and Assurance Technology Corp 27-01 Queens Plaza N Long Island City, NY 11101	Marcos Merced CEO - (646) 484-0046	sales@qnatech.com	Lot 3 Cloud
OzkarServices LLC 1797 Veterans Memorial Hwy Ste. 10 Islandia, NY 11749 <i>MBE</i>	Oscar Martinez (631) 761-5667	omartinez@ozkarservices.com	Lot 3 Cloud

Sales Agent Name	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
National Business Technologies 15 Corporate Circle Albany, NY 12203	Paul Caputo Director of Technology - (518) 724-6455	pcaputo@national1927.com	Lot 3 Cloud
LANRover Network Services, Inc. 85 S. Snedecor Avenue Bayport, NY 11705	Rich Sallustro President - (631) 418- 8018	rich.sallustro@lanrover.net	Lot 3 Cloud
Whizzlings Inc. d/b/a I-Square Ventures 10443 Lady Grace Lane Charlotte, NC 28270	Rob Tarleton VP Sales - (646) 660- 0511	robertt4545@gmail.com	Lot 3 Cloud
ConvergeOne Inc. 10900 Nesbitt Ave S Bloomington, MN 55437	Scott Hartman SLED Sales Director - (518) 309-6383	shartman@convergeone.com	Lot 3 Cloud
Newcastle Communications 999 S. Oyster Bay Rd Bethpage, NY 11714	Scott Marks 212-780-9680	scott@nccomm.com	Lot 3 Cloud