



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 #
PM69748	Lot 3 Cloud (Low & Moderate Risk), Lot 4 Implementation	Workday, Inc. 6110 Stoneridge Mall Road Pleasanton, CA 94588	20-2480422 1100177547

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, Sales Manager, RFQs	Aaron Erickson Vice President, Government Sales - 7034023476	Workday, Inc. 6110 Stoneridge Mall Road Pleasanton, CA	aaron.erickson@workday.com
Contract Administrator, Emergency Contact	Anastasia Foerschner Contract Manager - (925) 951-9757	Workday, Inc.	anastasia.foerschner@workday.com
Sales Manager, RFQs	Melissa DAndrea Account Executive - 5184871993	Workday, Inc. Empire State Building, 350 5th Ave #4900 New York, NY 10118	melissa.dandrea@workday.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)
Guidehouse Inc		Kemal Karakaya Partner - 804-868-0121	kkarakaya@guidehouse.com	Lot 3 Cloud, Lot 4 Implementation
International Business Machines Corporation d/b/a IBM 1 New Orchard Road Armonk, NY	13-0871985 1000001053	Randy Serak	rserak@us.ibm.com	Lot 3 Cloud, Lot 4 Implementation
Iron Brick Associates LLC 362 Old Hollow Rd Sperryville, Virginia https://www.ironbrick.com <i>SBE</i>	20-4737033 1100315857	Kevin Murphy Chief Operating Officer - 202-957-1500	kevin.murphy@ironbrick.com	Lot 3 Cloud, Lot 4 Implementation
KPMG LLP 375 Ninth Avenue New York, NY https://www.kpmg.com	13-5565207 1000013584	Geoffrey Plante New York State Lead Account Partner - 518-225-3512	gplante@kpmg.com	Lot 3 Cloud, Lot 4 Implementation
Meridian Government Services LLC 1000 5th Street, Suite 200 Miami Beach, FL https://www.mpteam.com <i>SBE</i>	88-2349786 1100298689	Meridian Partners Sales - 3054441811	sales@mp.team	Lot 3 Cloud, Lot 4 Implementation
Oakland Consulting Group Inc	94-3265535 1100137336	Gagan Setia Workday Practice Leader - 000000000	gsetia@ocg-inc.com	Lot 3 Cloud, Lot 4 Implementation
Precision Task Group Inc d/b/a PTG <i>MBE</i>	74-2131973 1100030400	Michael Baudler	michael.baudler@ptg.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	kstokely@thundercattech.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.