



# 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 #
PM69719	Lot 3 Cloud (Low Risk)	Enterprise Training Solutions Inc. d/b/a Enterprise Training Solutions 120 Bloomingdale Road, 4th floor White Plains, NY 10605	13-3954395 1000001370

## 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	Jonathan Richardson Sr. Account Executive - (914) 682-4331	Enterprise Training Solutions Inc. d/b/a Enterprise Training Solutions 120 Bloomingdale Road, 4th floor White Plains, 10605	jrichardson@enterprisetraining.com
Contract Administrator, Emergency Contact, RFQs	Ken Gellerman Vice President - (914) 682-4331	Enterprise Training Solutions Inc. d/b/a Enterprise Training Solutions 120 Bloomingdale Road, 4th floor White Plains, 10605	kgellerman@enterprisetraining.com
Emergency Contact, Billing Manager	Carrie Hayes Office Manager - 914-682-4331	Enterprise Training Solutions Inc. d/b/a Enterprise Training Solutions 120 Bloomingdale Road, 4th floor White Plains, 10605	chayes@enterprisetraining.com

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Sales Manager	Michael Venuti President - 914-682-4331	Enterprise Training Solutions Inc. d/b/a Enterprise Training Solutions 120 Bloomingdale Road, 4th floor White Plains, 10605	mvenuti@enterprisetraining.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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