



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 #
PM21270	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud (Low, Moderate & High Risk), Lot 4 Implementation	Palo Alto Networks Inc 4401 Great America Parkway Santa Clara, CA 95054	20-2530195 1100060289

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, Emergency Contact	Lauren Aloway 4089413782	Palo Alto Networks Inc 3000 Tannery Way Santa Clara, CA 95054	laloway@paloaltonetworks.com
Billing Manager	Norma Dubois 5082772100	Palo Alto Networks Inc 3000 Tannery Way Santa Clara, CA 95054	ndubois@paloaltonetworks.com
Contract Administrator	Jessica Wallace 4089413782	Palo Alto Networks Inc 3000 Tannery Way Santa Clara, CA 95054	jewallace@paloaltonetworks.com
Contract Administrator, RFQs	SLED Contracts 408-941-3782	Palo Alto Networks Inc 3000 Tannery Way Santa Clara, CA 95054	sled_contracts@paloaltonetworks.com
RFQs	Dustin Bello Account Manager - 866-320-4788	Palo Alto Networks Inc 3000 Tannery Way Santa Clara, CA 95054	dbello@paloaltonetworks.com
RFQs	Jessica Wallace 408-941-3782	Palo Alto Networks Inc 3000 Tannery Way Santa Clara, CA 95054	sled_contracts@paloaltonetworks.com
RFQs	Kirk Arrowood 8663204788	Palo Alto Networks Inc 3000 Tannery Way Santa Clara, CA 95054	karrowood@paloaltonetworks.com

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Sales Manager	Eric Simon VP SLED Northeast Region - 6313751468	Palo Alto Networks Inc 1 Madison Avenue New York, NY 10010	esimon@paloaltonetworks.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)
Aspire Technology Partners, LLC 25 James Way Eatontown, NJ https://www.aspiretransforms.com/	42-1628916 1100088137	NY Sales Team (732) 847-9562	ny_sales@aspiretransforms.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
BlackHawk Data LLC <i>WBE / SBE</i>	83-0830484 1100217242	Maryann Pagano (877) 456-4295	sales@blackhawk11.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Blackwood Associates Inc d/b/a BAI	52-1076172 1100152198	Matt Mannion Regional Sales Manager - (267) 454-6291	comm_sales@blackwood.ai	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Carahsoft Technology Corporation 1860 Michael Faraday Drive, Suite 100 Reston, VA	52-2189693 1000009462	Alex Cord (703) 889-9734	sledcontracts@carahsoft.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
CDW Government LLC	36-4230110 1000009217	Francie Gribble Program Manager - (865) 469-7474	nygov@cdw.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
ComSource Inc 500 Plum Street, Suite 400 Syracuse, NY https://www.comsourceny.com <i>SBE</i>	16-1346170 1100094045	Adam Puccia Executive Director of Operations - 315-682- 4115	apuccia@comsourceny.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
ConvergeOne Inc 3344 Highway 149 Eagan, MN https://www.onec1.com/	41-1763228 1100026771	Gordon Hogben 585-310-0118	upstatenysales@converge one.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Distributed Technology Group LLC <i>SDVOB / SBE</i>	27-1011510 1000058314	Lisa Seguin Regional Sales Manager - 5183206167	lseguin@dtg.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Driven Tech Inc 251 W 30th Street, Suite 306 New York, NY https://driven.tech/ <i>SBE</i>	87-2680818 1100303743	Kristen Bshara Senior Vice President, Finance - (508) 736- 6053	kbshara@driven.tech	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Arctiq US Inc (formerly known as DynTek Services Inc) 255 Washington Ave Extension Albany, NY	13-4067484 1000006526	Denise Leonard Vice President, Sales Operations - (518) 207- 3402	denise.leonard@dyntek.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
ePlus Technology Inc 13595 Dulles Technology Dr. Herndon, VA	54-1904151 1000032149	Nick D'Archangelo	nysogs@eplus.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Gandiva Networks Inc. 44 Sycamore Dr Plainsboro, NJ https://www.gandivanetworks.com <i>SBE</i>	20-2094526 1100267762	Srikanth Nagarajan 732-494-0003	sri@gandivanetworks.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Integration Partners	04-3467289 1100018237	Lisa Ostlund Sales Operations Specialist - (317) 813- 6399	lostlund@integrationpartner s.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Marcum Technology	30-0011802 1000032988	Michael Lappin 631-414-4816	michael.lappin@marcumtechnology.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Meridian IT Inc	36-3818238 1100018665	Kelly Johst (315) 362-9200	kelly.johst@meridianitinc.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Myriad Supply Co	81-0586437 1100022002	Kevin Ford (212) 257-5635	kford@myriad360.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Nathanial Rand Inc 8333 Austin Street Kew Gardens, NY <i>MBE / SBE</i>	46-3415465 1100216491	Shannon Ramsaywak Managing Partner - (917) 855-2384	shannon@thenrcgroup.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
PKA Technologies 3 Paragon Dr., Suite 205 Montvale, NJ <i>WBE</i>	13-3919056 1100010089	Felise Katz (845) 738-2307	felise.katz@pkatech.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Presidio Networked Solutions Group LLC	76-0515249 1100138220	Alex Cody Senior Account Manager - 212-324- 4342	govtsales@presidio.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Protek Information Technology 492 Mitchell Dr. Valley College, NY <i>WBE</i>	26-2489773 1100041635	Jill Pittore	jill@protekitsservices.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Quality and Assurance Technology d/b/a QNA Tech <i>MBE / SBE</i>	27-0943877 1100015240	Michael Sveda Sales Manager - 631- 664-8181	msveda@qnatech.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Red River Technology LLC	02-0483341 1100017946	Michael Germano	michael.germano@redriver.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Reverus Corp 855 Route 146, Suite 170 Clifton Park, NY https://reverus.com/	20-5658816 1100211438	Richard Pulver CTO - (518) 621-4501	rpulver@reverus.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
SHI International Corp 290 Davidson Avenue Somerset, NJ	22-3009648 1000008811	Nick Grappone 888-744-4084	nysled@shi.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Source IT Technologies LLC <i>WBE</i>	45-4600436 1100094920	Kara Homan CEO - (203) 252-0439	khoman@sourceittech.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Squadra Solutions LLC <i>SBE</i>	81-0712443 1100268803	Row Heydarian VP Sales - (703) 989-4136	row@squadrasolutions.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Syigma Technology Solutions Inc <i>MBE / WBE</i>	20-1923280 1100181541	Stuart Holland CEO - 6468016789	stuart.holland@sygmatechnology.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
ThunderCat Technology LLC 1925 Isaac Newton Square Suite 180 Reston, VA <i>SDVOB</i>	26-1638572 1100186596	Kent Stokley Director - State, Local and Education - (703) 568-3378	kstokley@thundercattech.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Turn-key Technologies Inc	22-3136494 1000047941	Tony Ridzyowski Sales and Marketing Coordinator - 7325539100	tridzyowski@tti-wireless.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Vandis Inc	11-2650266 1000011819	Alexandra Jaycox Business Relationship Administrator - 516-281-2223	nyscontract@vandis.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
World Wide Technology, LLC	43-1912895 1000033745	Carol Harting (314) 995-6103	ny-sled@wwt.com	Lot 1 Software, Lot 2 Hardware, 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.