



# 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 #
PM69870	Lot 3 Cloud (Low, Moderate & High Risk)	Intermedia.net, Inc. d/b/a Intermedia 100 Mathilda Place Suite 600 Sunnyvale, CA 94066	41-1816682 1100192227

## 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
Billing Manager	Chris Schrag Manager Credit and Collections - 800-379-7729	Intermedia.net, Inc. d/b/a Intermedia 100 Mathilda Place Suite 600 Sunnyvale, CA 94066	cschrag@intermedia.com
Contract Administrator, RFQs	Holly Davis SLED Contract Consultant - 323-807-6559	Intermedia.net, Inc. d/b/a Intermedia	holly@komplementconsulting.com
Emergency Contact, Account Manager	Janet Hendrickson Strategic Account Manager - 682-222-1818	Intermedia.net, Inc. d/b/a Intermedia 100 Mathilda Place Suite 600 Sunnyvale, CA 94066	jhendrickson@intermedia.com
Sales Manager	Chris Atha Vice President, Global Field Sales and Distribution - 650-614-1226	Intermedia.net, Inc. d/b/a Intermedia 100 Mathilda Place Suite 600 Sunnyvale, CA 94066	catha@intermedia.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>
Copier Fax Business Technologies Inc 465 Elliot St Buffalo, NY	16-1386578 1000055340	Timothy Warren Director of Finance and Administration - 716-853-5000	twarren@cfbtsolutions.com	Lot 3 Cloud
Doctor Print Inc  <a href="https://www.doctor-print.com">https://www.doctor-print.com</a>	45-2201352 1100069802	Mitch Cohen President/CEO - 631-873-4560	mcohen@drpsolutions.com	Lot 3 Cloud
Docutrend Inc d/b/a Docutrend Imaging Solutions	11-3657253 1000024987	Aaron Rubin (646) 293-1708	arubin@docutrend.com	Lot 3 Cloud
Forerunner Technologies Inc 150-M Executive Dr. Edgewood, NY <a href="https://www.frtinc.com">https://www.frtinc.com</a>	59-2937938 1000009575	Bob Angrilla Senior Account Executive - 6318923706	bob.angrilla@ftrinc.com	Lot 3 Cloud
Harbor Networks, Inc	04-3282992 1100034449	Greg Bertschmann President - 508-652-3024	gregb@harbornetworks.com	Lot 3 Cloud
LANRover Network Service Inc  <i>SBE</i>	82-0560550 1100121881	Rich Sallustro 631-418-8018	rich.sallustro@lanrover.net	Lot 3 Cloud
Leslie Digital Imaging LLC	11-3523525 1000012327	Robert Handel Senior VP Cloud Strategy - 5168779100	rhandel@myldi.com	Lot 3 Cloud

<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>
National Business Equipment LLC d/b/a National Business Technologies	26-2693993 1000017518	Paul Caputo CIO - 518-724-6455, 3277	pcaputo@national1927.com	Lot 3 Cloud
NEC Corporation of America 3929 W. John Carpenter Freeway Irving, TX	20-0665337 1000008544	Marc Hebner SVP Enterprise Technology Unit - (214) 262-8011	marc.hebner@necam.com	Lot 3 Cloud
Northeast IS LLC 930 Albany Shaker Rd, Ste 102 Latham, NY	82-5423749 1100236116	Deb Orminski (518) 867-4120	dorminski@northeast-is.com	Lot 3 Cloud
Solara Trade Group LTD 11357 Nuckols Rd, Suite 2170 Glenn Allen, VA <a href="https://www.solaratrade.com">https://www.solaratrade.com</a>	82-5433711 1100320192	Anthony Balthrop Sales - 804-653-6130	abalthrop@solaratrade.com	Lot 3 Cloud
Superior Telephone Systems	14-1701329 1000001785	David Jones Contract Manager - 845-677-2000	djones@superiortelephone.com	Lot 3 Cloud
TAG Solutions LLC	14-1827818 1000001912	Dan Lawrence UC Manager - (518) 292-6535	dlawrence@tagsolutions.com	Lot 3 Cloud
Twinstat Voice Data Video Inc d/b/a Twinstat Technologies 291 Rand Hill Road Morrisonville, NY  <i>WBE</i>	14-1514722 1000006787	Alissa Momot CRO - 518-563-7100	alissa_momot@twinstat.com	Lot 3 Cloud
Usherwood Business Equipment Inc 1005 West Fayetteville Street Syracuse, NY	16-1135311 1000007794	Matt Sova Pricing Analyst - 315- 412-0833	msova@usherwood.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.

**This Contract does not contain Sales Agents.**