



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 #
PM69805	Lot 3 Cloud (Low & Moderate Risk)	Snowflake Inc 106 East Babcock St Ste 3A Bozeman, MT 59715	46-0636374 1100262852

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, RFQs, Emergency Contact	David Tyner Account Executive - 5188191839	Snowflake Inc 106 East Babcock St., Ste 3A Bozeman, MT 59715	david.tyner@snowflake.com
Billing Manager	Aravi Seetharaman Sr. Billing Analyst -	Snowflake Inc 106 East Babcock St., Ste 3A Bozeman, MT 59715	aravi.seetharaman@snowflake.com
Contract Administrator	Sheryl Loui Senior Direction - Associate General Counsel - 7034089066	Snowflake Inc 106 East Babcock St., Ste 3A Bozeman, MT 59715	sheryl.loui@snowflake.com
RFQs	Jack Dixon Sr. Bid Response Manager - 757-477-1583	Snowflake Inc	jack.dixon@snowflake.com
Sales Manager	John Whippen Sr. District Manager - 9785004467	Snowflake Inc 106 East Babcock St., Ste 3A Bozeman, MT 59715	john.whippen@snowflake.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)
Blackwood Associates Inc d/b/a BAI	52-1076172 1100152198	Bryan Hoffman	bryan.hoffman@blackwood.ai	Lot 3 Cloud
Carahsoft Technology Corporation 1860 Michael Faraday Drive, Suite 100 Reston, VA	52-2189693 1000009462	Jenna Tabatabaian Team Lead - 703-889-9726	snowflake@carahsoft.com	Lot 3 Cloud
Currier McCabe and Associates Inc d/b/a CMA Consulting Services 700 Troy Schenectady Road Latham, NY <i>WBE</i>	22-2580799 1000004603	Lindsay Wall	solicitations@cma.com	Lot 3 Cloud
Presidio Networked Solutions Group LLC	76-0515249 1100138220	Drew Koellmer	govtsales@presidio.com	Lot 3 Cloud
SHI International Corp	22-3009648 1000008811	Dean Howell	nysled@shi.com	Lot 3 Cloud
Smartronix, LLC 44150 SMARTRONIX WAY Hollywood, MD	52-1922012 1100170965	Dominique Mitchell	dmitchell@smxtech.com	Lot 3 Cloud

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
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

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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