



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 #
PM67394	Lot 1 Software, Lot 3 Cloud (Low Risk)	Varonis Systems Inc 1250 Broadway, 31st Floor New York, NY 10001	57-1222280 1100142133

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
Contract Administrator, Account Manager, Billing Manager, Sales Manager, RFQs	Varonis Admin Contact (877) 292-8767	Varonis Systems Inc 1250 Broadway, 29th Floor New York, NY 10001	nysogs@varonis.com
Emergency Contact	Laura Johnson Channel Operations Manager - 949-413-4264	Varonis Systems Inc	ljohnson@varonis.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)
Atlantic Data Security 330 Roberts St #301 East Hartford, CT	45-3304424 1100190751	Susan D'Amico (888) 651-1731	finance@atlanticdatasecurity.com	Lot 1 Software, Lot 3 Cloud
BlackHawk Data LLC <i>WBE / SBE</i>	83-0830484 1100217242	Steven Scheitel Sales Executive - 6312197104	steve.scheitel@blackhawk11.com	Lot 1 Software, Lot 3 Cloud
CDW Government LLC	36-4230110 1000009217	Ben Estes	nygov@cdwg.com	Lot 1 Software, Lot 3 Cloud
Consortium Networks LLC	81-0723576 1100168581	Larry Pfeifer (856) 803-0577	larry@consortium.net	Lot 1 Software, Lot 3 Cloud
ConvergeOne Inc 3344 Highway 149 Eagan, MN https://www.onec1.com/	41-1763228 1100026771	Shala Pelloni (518) 309-6367	sales_upstate_ny_hartman@convergeone.com	Lot 1 Software, Lot 3 Cloud
Core BTS Inc 855 Route 146 Clifton Park, NY	20-3873764 1000030088	Matthew Vetro Senior Account Manager - 516-647- 5056	matthew.vetro@corebts.com	Lot 1 Software, Lot 3 Cloud
Dell Marketing LP One Dell Way Round Rock, TX	74-2616805 1000041162	Brad Carr (646) 573-0885	brad_carr@dell.com	Lot 1 Software, Lot 3 Cloud
Distributed Technology Group LLC <i>SDVOB / SBE</i>	27-1011510 1000058314	Bridget Miller (585) 455-0757	sales@dtg.com	Lot 1 Software, Lot 3 Cloud
DynTek Services Inc 255 Washington Ave Extension Albany, NY	13-4067484 1000006526	Denise Leonard (518) 207-3402	nysogs@dyntek.com	Lot 1 Software, Lot 3 Cloud

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
ePlus Technology Inc 13595 Dulles Technology Dr. Herndon, VA	54-1904151 1000032149	Whit Sprague 585-310-5399	nysogs@eplus.com	Lot 1 Software, Lot 3 Cloud
Gotham Technology Group LP	13-4187205 1000006556	John Principi (203) 661-1400	jprincipi@gothamtg.com	Lot 1 Software, Lot 3 Cloud
GSS Infotech NY Inc d/b/a Atec Group	72-1563114 1000048422	Ken McKenna (518) 724-3121	ken.mckenna@atecgroup.com	Lot 1 Software, Lot 3 Cloud
Guidepoint Security LLC	45-3694402 1100174208	Chris Hanson (877) 889-0132 x7703	nyscontract@guidepointsecurity.com	Lot 1 Software, Lot 3 Cloud
iSecure LLC <i>WBE</i>	80-0690740 1100020100	Annette Warren (585) 419-8265	nysbids@isecurenet.net	Lot 1 Software, Lot 3 Cloud
Logicalis Inc	13-4000122 1100017520	Nikki Perez Government Contract Specialist - (425) 201- 8139	logicalisgovedcontracts@u s.logicalis.com	Lot 1 Software, Lot 3 Cloud
Maureen Data Systems Inc <i>WBE / SBE</i>	13-3817821 1000006466	Ash Marcos (646) 744-1088	amarcos@mdsny.com	Lot 1 Software, Lot 3 Cloud
Networked Educational Technologies LTD d/b/a CSDNet <i>SBE</i>	11-3410788 1100008294	Mario Ficarola (631) 924-7474	mario.ficarola@csdnet.net	Lot 1 Software, Lot 3 Cloud

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Newbeg Inc	47-2148442 1100190385	Andrei Patergin (718) 869-6858	apatergin@newbeginc.com	Lot 1 Software, Lot 3 Cloud
Optiv Security Inc.	43-1806449 1100022107	Coleman Wallis Public Sector Ops Manager - (816) 556- 3508	coleman.wallis@optiv.com	Lot 1 Software, Lot 3 Cloud
Presidio Networked Solutions Group LLC	76-0515249 1100138220	Alex Cody Senior Account Manager - 212-324- 4342	govtsales@presidio.com	Lot 1 Software, Lot 3 Cloud
Quality and Assurance Technology d/b/a QNA Tech <i>MBE / SBE</i>	27-0943877 1100015240	Marcos Merced (646) 453-7119	sales@qnatech.com	Lot 1 Software, Lot 3 Cloud
Rolta Advizex Technologies LLC	37-1504931 1000009235	David Crean (585) 223-4050	dcrean@advizex.com	Lot 1 Software, Lot 3 Cloud
SHI International Corp 290 Davidson Avenue Somerset, NJ	22-3009648 1000008811	Dean Howell	nysled@shi.com	Lot 1 Software, Lot 3 Cloud
Sirius Computer Solutions LLC (formerly known as Sirius Computer Solutions Inc) 10100 Reunion Place, Suite 500 San Antonio, TX https://www.siriuscom.com	74-2836721 1000041163	PJ Byrd (210) 369-0617	nys_sled_salesteam@siri scom.com	Lot 1 Software, Lot 3 Cloud
ThunderCat Technology LLC 1925 Isaac Newton Square Suite 180 Reston, VA <i>SDVOB</i>	26-1638572 1100186596	Kent Stokely Director - State, Local and Education - 703- 568-3378	kstokley@thundercattech.c om	Lot 1 Software, Lot 3 Cloud

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Upstate Wholesale Supply Inc d/b/a Brite Computers	16-1382350 1000008125	Trevor Smith (212) 874-1519	tsmith@britecomputers.com	Lot 1 Software, Lot 3 Cloud
Vandis Inc	11-2650266 1000011819	Alexandra Jaycox Business Relationship Administrator - 516- 281-2223	nyscontract@vandis.com	Lot 1 Software, Lot 3 Cloud
Vicom Computer Services Inc	11-2616959 1000011790	Joe Barone (631) 694-3900	vicomsled@vicomnet.com	Lot 1 Software, Lot 3 Cloud
WebHouse Inc	11-3369453 1000012241	Dan Kerning (516) 764-6300	dkerning@webhse.com	Lot 1 Software, Lot 3 Cloud
<i>SDVOB / SBE</i>				

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.