



# 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 #
PM67982	Lot 3 Cloud (Low, Moderate & High Risk), Lot 4 Implementation	Google LLC 1600 Amphitheatre Parkway Mountain View, CA 94043	77-0493581 1000053174

## 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
Contract Administrator, Account Manager, Sales Manager, Billing Manager, RFQs, Emergency Contact	Mike Baraiolo Field Sales Manager - 702-592-1525	Google LLC 325 Main Street Cambridge, MA 02142	mikebaraiolo@google.com
Emergency Contact, Account Manager, Billing Manager, Sales Manager, RFQs	Annette Ball New York State - Google Cloud - 518-429-4896	Google LLC 111 8th Ave New York, NY 10011	annetteball@google.com
RFQs	Caroline Pino Key Account Executive - 954-278-2513	Google LLC	carolainep@google.com
RFQs	Chris Gabriel Government Account Executive - 774-271-0801	Google LLC	cgabe@google.com

Contract Role	Contact Name / Phone	Address	Contact E-Mail
RFQs	tyshon crawley Digital Account Manager - 650-439-5456	Google LLC	tyshoncrawley@google.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)
Applied Geographics, Inc. (AppGeo)	04-3124927 1000011083	Maurice Kholman VP -	mkhollman@appgeo.com	Lot 3 Cloud, Lot 4 Implementation
Aptimized LLC 155 US-46 W, Suite 108 Wayne, NJ <a href="https://www.aptimized.com">https://www.aptimized.com</a>	46-4152650 1100264684	Mario Spallarossa SVP Gov Solutions - 973-979-5373	mspallarossa@aptimized.com	Lot 3 Cloud, Lot 4 Implementation
Burwood Group, Inc. 1515 W 22nd St., Suite 200W Oak Brook, IL <a href="https://www.burwood.com/">https://www.burwood.com/</a>	36-4180073 1100266873	Mark Heil (309) 750-0846	mark.heil@burwood.com	Lot 3 Cloud, Lot 4 Implementation
CB20	36-3902573 1000055858	DJ Hansen VP, Strategic Partners - 518-669-8202	dhansen@cb20.com	Lot 3 Cloud, Lot 4 Implementation
Currier McCabe and Associates Inc d/b/a CMA Consulting Services 700 Troy Schenectady Road Latham, NY	22-2580799 1000004603	Jon Barry Director - 518-783- 9003	solicitations@cma.com	Lot 3 Cloud, Lot 4 Implementation
<i>WBE</i>				
Emergent LLC	22-3930184 1100079022	Zebulon Mellett 757-493-3006	zebulon@emergent360.com	Lot 3 Cloud, Lot 4 Implementation

<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>
Garnet River LLC  <i>SBE</i>	14-1824592 100001905	Paul Gasparini 518-275-4800	pgasparini@garnetriver.com	Lot 3 Cloud, Lot 4 Implementation
High Road Enterprises LLC d/b/a HiView Solutions	35-2536868 1100245205	Miles Hischer 559-360-8596	miles@hiviewolutions.com	Lot 3 Cloud, Lot 4 Implementation
Incapsulate	83-0508801 1100188262	Bryant Freeland Proposal Manager - 540-905-5361	bfreeland@incapsulate.com	Lot 3 Cloud, Lot 4 Implementation
Maven Wave Partners LLC 71 S. Wacker Drive, Suite 2040 Chicago, IL	26-2998308 1100246625	Robert Roper 857-212-8653	robert.roper@mavenwave.com	Lot 3 Cloud, Lot 4 Implementation
Onix Networking Corp	34-1729033 1100003237	Ryan Donnelly Enterprise Account Manager - 216-529- 3036	ryan@onixnet.com	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 3 Cloud, Lot 4 Implementation
Proquire LLC 1255 Treat Blvd Walnut Creek, CA	36-3633216 1100010092	Nakia Leggett (703) 947-2078	nakia.d.leggett@accenture.com	Lot 3 Cloud, Lot 4 Implementation
Protek Government LLC	88-0767133 1100271011	Jill Pittore President - 914-260- 0596	jill@protekgovt.com	Lot 3 Cloud, Lot 4 Implementation

<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>
Protek Information Technology 492 Mitchell Dr. Valley College, NY  <i>WBE</i>	26-2489773 1100041635	Jill Pittore President - 914-260-0596	jill@protekgovt.com	Lot 3 Cloud, Lot 4 Implementation
PruTech Solutions Inc 555 US Highway 1 South Iselin, NJ  <i>MBE / WBE</i>	22-3606232 1000044517	Jacqueline Emmert Sales Administrator - 804-926-8957	jacqueline.emmert@prutech.com	Lot 3 Cloud, Lot 4 Implementation
Quality and Assurance Technology d/b/a QNA Tech          <i>MBE / SBE</i>	27-0943877 1100015240	Marcos Merced CEO - 646-453-7119	mmerced@qnatech.com	Lot 3 Cloud, Lot 4 Implementation
Resultant, LLC 111 Monument Circle, Ste 202 Indianapolis, IN <a href="https://resultant.com/">https://resultant.com/</a>	30-0517849 1100280307	Greg Ross Sales Enablement - 317-349-1081	gaross@resultant.com	Lot 3 Cloud, Lot 4 Implementation
SADA Systems Inc	95-4816919 1100055907	Mike Kulinski Business Development Manager - 571-295-5071	mike.kulinski@sadasystems.com	Lot 3 Cloud, Lot 4 Implementation
SHI International Corp 290 Davidson Avenue Somerset, NJ	22-3009648 1000008811	Elliott Foreman Google Solutions Executive - 512-770-4424	elliott_foreman@shi.com	Lot 3 Cloud, Lot 4 Implementation
Sirius Computer Solutions LLC (formerly known as Sirius Computer Solutions Inc) 10100 Reunion Place, Suite 500 San Antonio, TX <a href="https://www.siriuscom.com">https://www.siriuscom.com</a>	74-2836721 1000041163	Contract Manager Director, Public Sector - 210-369-8000	scs-rfp.rfp@cdw.com	Lot 3 Cloud, Lot 4 Implementation

<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>
Technology Professionals Group Inc d/b/a Cloud and Things  <i>MBE / SBE</i>	82-0551694 1000032674	Kishor Bagul CEO - 518-336-5511	bids@cloudandthings.com	Lot 3 Cloud, Lot 4 Implementation
Tempus Nova Inc	84-1582930 1100194500	Didi Dellanno President & CEO - 303-900-8564	didi@tempusnova.com	Lot 3 Cloud, Lot 4 Implementation
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.com	Lot 3 Cloud, Lot 4 Implementation
Verizon Business Network Services LLC 11 Wards Lane Menands, NY	13-2745892 1000012731	Denise Atkins Contract Manager - 518-815-2743	nyscts1@one.verizon.com	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.**