



# 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 #
PM69832	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud (Low Risk), Lot 4 Implementation	Quadient, Inc. 478 Wheelers Farms Rd Milford, CT 06461	94-2388882 1000032848

## 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
Account Manager, Sales Manager, RFQs	Kevin Warner Director of Government Sales - 717-599-4330	Quadient, Inc.	k.warner@quadient.com
Billing Manager	Jean Niro Manager, National and Government Accounts - 203-278-7996	Quadient, Inc.	j.niro@quadient.com
Contract Administrator	Stacey Graham Government Account Relationship Manager - 832-604-7730	Quadient, Inc.	s.graham@quadient.com
Emergency Contact, RFQs	Quadient RFQs Contact 203-301-3400	Quadient, Inc.	us.government@quadient.com
Sales Manager, RFQs	Larry Waters Government Channel Manager - 281-216-4596	Quadient, Inc.	l.waters@quadient.com

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Sales Manager, RFQs	Ryan Mikel Government Account Manager - 6515921226	Quadient, Inc.	r.mikel@quadient.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)
CDW Government LLC	36-4230110 1000009217	Yolanda Blomquist (312) 705-1880	nygov@cdwg.com	Lot 1 Software, Lot 3 Cloud, Lot 4 Implementation
DLT Solutions LLC	54-1599882 1000040963	Francis Enaholo	sales@dlt.com	Lot 1 Software, Lot 3 Cloud, Lot 4 Implementation
Insight Public Sector, Inc  <a href="https://www.ips.insight.com/">https://www.ips.insight.com/</a>	36-3949000 1000031484	AJ D'Agostini	aj.dagostini@insight.com	Lot 1 Software, Lot 3 Cloud, Lot 4 Implementation
Spruce Technology Inc  NJ  <i>MBE</i>	20-5656502 1100124930	Kristen Mazza	kmazza@sprucetech.com	Lot 1 Software, Lot 3 Cloud, Lot 4 Implementation
Technology Professionals Group Inc d/b/a Cloud and Things  <i>MBE / SBE</i>	82-0551694 1000032674	Kishor Bagul	info@cloudandthings.com	Lot 1 Software, 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 - (703) 568- 3378	kstokley@thundercattech.c om	Lot 1 Software, 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.

<b>Sales Agent Name</b>	<b>Contact Name / Phone</b>	<b>Contact E-Mail</b>	<b>Applicable Lot(s)</b>
Metroland Business Machines 25 Kraft Ave Suite 101 Albany, New York 12205	Ed Neary Sales Manager - 518- 452-2603	ed@metrobusma.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Acme Business Machines 313 West State St. Olean, New York 14760	Jim Finch President - 716-372- 1325	jim.finch@acmebusiness.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Repeat Business Systems 4919 State Route 233 Westmoreland, NY 13490  <i>WBE</i>	Joe Madden President - 3155252515	joe@edanded.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Postage Pros Plus 106 South Lehigh St Shavertown, PA 18708	Michael Clonan 607-797-4321	mclonan@postageprosplus.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation
Lineage d/b/a Lineage Buffalo 385 N French Rd. Buffalo, New York 14228	Paul Klein Regional Sales Director - 716-631- 3345	pklein@trustlineage.com	Lot 1 Software, Lot 2 Hardware, Lot 3 Cloud, Lot 4 Implementation