



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 #
PM68162	2 Hardware	Panasonic Corporation of North America d/b/a Panasonic System Communications Company of North America Two Riverfront Plaza - 6th Floor Newark, NJ 07102	36-2786846 1000009189

Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card?

No Yes – Up to

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	Jeanne Smith Contracts Manager (862) 763-1160	Two Riverfront Plaza - 6th Floor Newark, NJ 07102	Jeanne.Smith@us.panasonic.com
Account Manager	Kyle Kaiser National Sales Manager – Public Sector (443) 800-5181	Two Riverfront Plaza - 6th Floor Newark, NJ 07102	kyle.kaiser@us.panasonic.com
Sales Manager	Denis Sullivan Sales Manager - Mobility Solutions, Northeast (551) 227-8620	Two Riverfront Plaza - 6th Floor Newark, NJ 07102	denis.sullivan@us.panasonic.com
Billing Manager	Amy Lee Government Acquisitions Business Development Manager (201) 325-1181	Two Riverfront Plaza - 6th Floor Newark, NJ 07102	Contracts@us.panasonic.com
RFQ's			Contracts@us.panasonic.com
Emergency Contact	(201) 325-1181 / Toll-Free Telephone (888) 245-6344 / E-Mail Contracts@us.panasonic.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)
Altech Electronics, Inc. 2234 McDonald Ave Brooklyn, NY 11223 www.altechradio.com	11-2206398 1000011528	Keith Brooks Owner (718) 266-7863	Keith@altechradio.com	Lot 2 – Hardware
CDW Government LLC 230 N. Milwaukee Ave Vernon Hills, IL 60061 www.cdwg.com	36-4230110 1000009217	Yolanda Blomquist Deputy Program Manager (312) 705-1880	NYGOV@cdwg.com	Lot 2 – Hardware
Compulink Technologies, Inc. 260 West 39th St. Suite 302 New York, NY 10018 https://www.compu-link.com/	11-2967448 1000000634	Denise Arboleda VP of Sales (212) 695-5465	Denise@compu-link.com	Lot 2 – Hardware
Derive Technologies LLC 110 William Street New York, NY 10038 www.derivetech.com <i>MBE</i>	52-2295534 1000009467	Madhu Royal Vice President of Sales (212) 363-1111	mroyal@derivetech.com	Lot 2 – Hardware
Foretsch Holdings, Inc. d/b/a Telrepc, Inc. 101 North Plains Industrial Road Wallingford, CT 06492 www.telrepc.com	06-1103106 1100171767	Robin Rae Manginelli Comptroller (203) 284-5247	rmanginelli@telrepc.com	Lot 2 – Hardware
Insight Public Sector 6820 South Harl Avenue Tempe, AZ 85283 www.ips.insight.com	36-3949000 1000031484	Fred Tafoya Account Executive (480) 111-5386	newyork@insight.com	Lot 2 – Hardware
Island Tech Services LLC 980 S 2nd Street Ronkonkoma, NY 11779 www.itsg.us.com	20-0819689 1000052688	Robert Gronenthal Partner/Owner (631) 447-2442	robert@islandtechservices.com	Lot 2 – Hardware
SCM Products, Inc. 60 Plant Ave Suite 2 Hauppauge, NY 11788 www.scmproducts.com	11-2632865 1100138639	Keith Siegel CEO (631) 234-1304	keiths@scmproducts.com	Lot 2 – Hardware
SHI International Corp. 290 Davidson Avenue Somerset, NJ 08873 www.shi.com	22-3009648 1000008811	Kevin Carpenter Account Executive (518) 221-5111	NYSLED@shi.com	Lot 2 – Hardware

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Synergy IT Solutions of NYS, Inc. d/b/a Western NY Computing 7871 Lehigh Crossing Dr. #1 Victor, NY 14564 www.synergyits.com	16-0985336 1000015161	Chris Trageser Senior Account Manager (585) 758-7251	ctrageser@synergyits.com	Lot 2 – Hardware

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.