



Office of General Services Procurement Services

Corning Tower, Empire State Plaza, Albany, NY 12242 | <https://ogs.ny.gov/procurement> | customer.services@ogs.ny.gov | 518-474-6717

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 Name & Address	FED.ID. # / NYS Vendor #
PM21140	1 Software 2 Hardware 3 Cloud (Low, Moderate & High Risk) 4 Implementation	Mitel Cloud Services, Inc. 2160 W. Broadway, Ste 103 Mesa, AZ 85202	76-0311713 1100144315

Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card?

☐ No ☒ 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	Susan Friendship Contracts Specialist (613) 691-3342	Mitel Cloud Services, Inc. 2160 W. Broadway, Ste 103 Mesa, AZ 85202	susan.friendship@mitel.com
	Rebecca Gasek Sr. Corporate Counsel (613) 383-1255	Mitel Cloud Services, Inc. 2160 W. Broadway, Ste 103 Mesa, AZ 85202	Rebecca.gasek@mitel.com
	Kathleen Faria Sales Support Specialist (212) 789-1853	Mitel Cloud Services, Inc. 2160 W. Broadway, Ste 103 Mesa, AZ 85202	kathleen.faria@mitel.com
	Alanna Robinson Contracts Specialist (613) 691-3315	Mitel Cloud Services, Inc. 2160 W. Broadway, Ste 103 Mesa, AZ 85202	alanna.robinson@mitel.com
Account Manager (Lot 1, 2, 3, & 4)	Murray VanDyke Contract Program Manager (602) 629-8811	Mitel Cloud Services, Inc. 2160 W. Broadway, Ste 103 Mesa, AZ 85202	Murray.VanDyke@mitel.com
Sales Billing (Lot 1, 2, 3, & 4)	Tracey-Lynne Maltais Vertical Sales Support Specialist (407) 215-4848	Mitel Cloud Services, Inc. 2160 W. Broadway, Ste 103 Mesa, AZ 85202	tracey-lynn.maltai@mitel.com
RFQs			Murray.VanDyke@mitel.com

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Emergency Contact	(480) 961-9000 / (800) 722-1301 / cmg@mitel.com susan.friendship@mitel.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)
Adept Technology Consulting, Inc. 60 Plant Avenue, Suite 2 Hauppauge, NY 11788	26-3994406 1100138639	Keith Siegel President (631) 676-1756	ksiegel@adept-techconsulting.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
All-Mode Communications Inc 1725 Dryden Road Freeville, NY 13068 <i>SBE</i>	16-1002300 1000015186	Keith Swimley President/ CEO (607) 347-4164	kswimley@all-mode.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Communications Analysis Systems and Service Inc. 17 Smull Place Port Washington, NY 11050 <i>WBE</i>	11-2731509 1100041608	Bernard Yatauro VP Sales (516) 247-7101	bernie@cassbts.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Connecticut Communications LLC 48 Ozick Drive Suite 8 Durham, CT 06422	20-1009175 1100244036	Scott Marks President (203) 985-1001	scott@ctcom.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Convergent Telecom, Inc. 53 Assembly Drive, Unit 518 Mendon, NY 14506 www.convergent.net <i>MBE</i>	03-0492403 1100250863	Raj Shah President (585) 770-1000	rshah@convergent.net	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Cortel Technologies LLC 100 Davidson Avenue, Suite 107 Somerset, NJ 08873 https://www.cortel.com	83-2241947 1100245988	Andrew Ramsey VP of Sales (212) 886-0073	aramsey@cortel.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
D & S Communications, Inc. 1355 North McLean Boulevard Elgin, IL 60123 http://www.dscomm.com	36-3489706 1000031464	Manuel Taveira Sales Director (847) 628-4173	mtaveira@dscomm.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Forerunner Technologies, Inc. 150-M Executive Drive Edgewood, NY 11717 www.frtinc.com	59-2937938 1000009575	Rick Taylor (631) 892-3721	rick.taylor@frtinc.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Harbor Networks, Inc. 50 Speen Street Framingham, MA 01701 http://www.harbornetworks.com	04-3282992 1100034449	Chris Gioffre Vice President, Sales (508) 652-3040	chrisg@harbornetworks.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
LANRover Network Service, Inc. 85 S. Snedecor Ave. Bayport, NY 11705 www.lanrover.net	82-0560550 1100121881	Rich Sallustro President (844) 526-7683	Rich.sallustro@lanrover.net	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Norcom Communications Solutions 200 White Plains Road 3 rd Floor Tarrytown, NY 10591 www.norcomsolutions.com	20-5374333 1100058666	Joseph Denise (914) 747-8855	idenise@norcomsolutions.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Norstan Communications Inc. d/b/a Black Box Network Services 9155 Cottonwood Lane N. Maple Grove, MN 55369 www.blackbox.com	41-1231011 1000031680	Suzanne Jukiewicz Director of Strategic Partnerships (763) 463-1072	suzanne.jukiewicz@blackbox.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Northeast IS, LLC 880 Watervliet-Shaker Road Albany, NY 12205 www.northeast-is.com	82-5423749 1100236116	Deb Orminski Vice President (518) 867-4120	dorminski@northeast-is.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Rel Comm, Inc. 250 Cumberland Street Suite 214 Rochester, NY 14605 www.rcomm.com	16-1308853 1000039751	Joseph A. Marasco VP of Sales (585) 697-5029	jmarasco@rcomm.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Select Telecom, Inc. 333 Westchester Avenue White Plains, NY 10601 http://www.select-tele.com <i>SBE</i>	13-3879798 1100007889	Paul Durante Chief Operating Officer (914) 761-1313	pauld@select-tele.com	Lot 1 Software Lot 2 Hardware Lot 4 Implementation
Superior Communications Inc. 2 Tibbitts Avenue White Plains, NY 10606-2313 www.superiorcommunications.net	13-3339154 1100041509	Raymond DeSousa VP, Sales (914) 779-7070	rdesousa@sciinc.net	Lot 1 Software Lot 2 Hardware Lot 4 Implementation

Reseller Name	Federal ID # SFS ID #	Contact Name / Phone	Contact E-Mail	Applicable Lot(s)
Twinstare/Voice.Data.Video.Inc d/b/a Twinstare Technologies 291 Rand Hill Road Morrisonville, NY 12962 www.twinstare.com WBE	14-1514722 1000006787	Dawn Juneau VP, Strategic Alliances (518) 563-7100 (800) 833-8000	gov-services@twinstare.com	Lot 1 Software Lot 2 Hardware 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.