



**STATE OF NORTH CAROLINA
DEPARTMENT OF INFORMATION TECHNOLOGY (DIT)
STATEWIDE IT PROCUREMENT OFFICE**

Statewide IT Contract Number 204X – IT Infrastructure Solutions

Bid / Solicitation Number ITS-400277

Contract Award Type CONVENIENCE

Current Effective Dates **July 1, 2018 through June 30, 2023**
Renewals: Five (5) one-year options

Contract Administrator Debbie Patterson
Email: debbie.patterson@nc.gov
Tel: 919-754-6619

The Statewide IT Procurement Office continues to evaluate Vendor offers received in response to IFB ITS-400277. Additional vendors may be awarded as the State completes evaluation of offers received prior to the bid opening date and time.

Scope

The Department of Information Technology created this Statewide IT Contract to provide IT Infrastructure Solutions for purchase, with options for support, to Agencies within the State of North Carolina. The scope of the 204X Statewide IT Contract is defined in Table 1:

Segment	Segment Description
Servers	Physical servers, including rack-mounted, blades, and tower models, virtual servers, and related emerging technologies
Storage	Enterprise mass storage components, purchased as standalone units or as part of a storage system containing several unique items, and related emerging technologies
Networking Equipment	Physical devices which are required for communication and interaction between devices on a computer network, and related emerging technologies (e.g., L1-L7 networking devices: repeaters, extenders, optical, switches, routers, firewalls, gateways, and IP Telephony)
IT Infrastructure Software	Software used in the operation, maintenance, or management of IT Infrastructure Solutions within the scope of this contract (e.g., IT hardware management software, software defined storage, network modeling software, performance monitoring software)
Converged IT Infrastructure Solutions	Includes pre-engineered converged and hyper-converged enterprise infrastructure solutions that integrate one or more IT infrastructure elements (e.g., servers, storage, networking equipment, virtualization, management software) and related emerging technologies
IT Infrastructure Peripheral Components	Peripherals (e.g., memory, hard drives, racks, additional processors, cables) must be able to attach to, work with, and be supported by the IT Infrastructure Solutions and the architecture described elsewhere herein. Peripherals must be present with the general offerings of the manufacturer, and as such, normally available from the manufacturer represented. Peripheral Options (procured by themselves) may be purchased under this contract in amounts up to \$25,000 .

Segment	Segment Description
Value Added Services	Value Added Services related to IT Infrastructure Solutions (e.g., roadmap planning, site assessments, design, configuration, manufacturing (e.g., assembly, configuration), installation, implementation, training, move / add / changes, hard drive retention, end of life disposal / recycling, and support and maintenance, including extended maintenance renewals for hardware and associated software, middleware, and firmware. For Value Added Services, Vendor and Agency shall develop a mutually agreed upon written Statement of Work subject to the terms and conditions of this contract to describe in detail the Value Added Services being provided by the Vendor to the Agency and the specific pricing for these Value Added Services.

Table 1: Scope of 204X Statewide IT Contract

The contract shall be a Statewide IT **CONVENIENCE** Contract for the use of Executive State Agencies and non-Executive State Agencies as permitted by law. This is not a mandatory IT Statewide Term Contract. Non-Executive State Agencies include the North Carolina University System and its member campuses, Instructional components of the Department of Public Instruction, Instructional components of the North Carolina Community College System, as well as local (municipal and county) governments.

PLEASE NOTE: Any Executive Branch State Agency that will be using a 204X Vendor Solution which is Cloud-Based or Software as a Service (SaaS) must submit a request to the State CIO for a hosting exception via the Exception Process located at the following link: <https://it.nc.gov/documents/exception-resources>

NC State IT Contract 204X Manufacturers:		
Aerohive Networks	Gigamon	Rubrik
Arista Networks	Hedvig	Ruckus Networks
Avaya	Hewlett Packard Enterprise	Symantec
Belkin	Hitachi	Tripp Lite
Ciena	IBM	
Cisco	Infloblox	
Dell	Lenovo	
EMC	NetApp	
Extreme Networks	Nutanix	
F5 Networks	Palo Alto	
Fortinet	Pure Storage	
Fujitsu	Riverbed	

Vendor Contact Information

Table 2 contains the awarded Vendors' Ordering Address and Contact information. Orders shall be issued directly to the respective Vendor or Authorized Reseller. To address service or pricing questions, please contact the Vendors listed below.

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Aerohive Networks	Direct	Orders should be placed with Authorized Resellers listed below.	<p><u>Inside Sales – State and Local Governments</u> Jonnette Pennington Email: jpennington@aerohive.com Phone: 408-316-0913</p> <p><u>Outside Sales – State. Local Governments, K-12, Higher Education</u> Luis Rodriguez, Regional VP Email: lrodriguez@aerohive.com Phone: 321-422-9577</p> <p><u>Customer Service / Technical / Warranty Support</u> Website: https://support.aerohive.com Email: rkorb@aerohive.com Phone: 866-365-9918 Fax: 408-510-6199</p>
	A3 Communications	1911 Associates Lane Suite G Charlotte, NC 28217	<p><u>Inside Sales – State and Local Governments</u> Hunter Thornton Email: hthornton@a3communications.com Phone: 678-630-9134</p> <p><u>Outside Sales – State and Local Governments</u> Matt Whitfield Email: mwhitfield@a3communications.com Phone: 704-956-3908</p> <p><u>Sales – K-12</u> Greg Moorer Email: gmoorer@a3communications.com Phone: 803-269-9222</p> <p><u>Sales – Higher Education</u> Scott Rives Email: srives@a3communications.com Phone: 803-354-6158</p>
	BridgeTek Solutions	744 East Stone Ave Greenville, SC 29601	<p><u>Inside Sales – State and Local Governments</u> Kelley Turpin Email: kturpin@bridgeteksolutions.com Phone: 704-517-3002</p> <p><u>Outside Sales – State and Local Governments</u> Tom Clinton Email: Tclinton@bridgeteksolutions.com Phone: 864-420-1785</p> <p><u>Sales – K-12</u> Vance Milford Email: vmilford@bridgeteksolutions.com Phone: 864-214-0221</p> <p><u>Sales – Higher Education</u> John Ulmer Email: julmer@bridgeteksolutions.com Phone: 803-240-3579</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Aerohive Networks	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><u>Sales – State and Local Governments</u> Melissa Deets Email: melidee@cdwg.com Phone: 717-571-8706</p> <p><u>Sales – K-12 and High Education</u> Matt Fielding-Russell Email: mattus@cdw.com Phone: 847-371-5600</p>
	CNIC, Inc.	4418 Monroe Road Suite E Charlotte, NC 28205-7763	<p><u>Sales – State and Local Governments</u> Gary Snyder Email: gary.snyder@cnic-inc.com Phone: 704-344-0090</p> <p><u>Sales – K-12 and Higher Education</u> Aaron Waters Email: a.waters@cnic-inc.com Phone: 704-344-0090</p>
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	<p><u>Sales – State and Local Governments, Education</u> Bruce Fisher Email: bfisher@datanetworksolutions.com Phone: 704-905-1920</p>
	Encore Technology Group, LLC	2000 Wade Hampton Blvd. Suite 210 Greenville, SC 29615	<p><u>Inside Sales – State and Local Governments</u> Megan White Email: insidesales@encoretg.com Phone: 888-983-6267</p> <p><u>Outside Sales – State and Local Governments & Higher Education</u> Danielle Stengel Email: dstengel@encoretg.com Phone: 704-280-1489</p> <p><u>Sales – K-12</u> Mike Ingram Email: mingram@encoretg.com Phone: 336-870-0848</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Aerohive Networks	SHI International Corp. (HUB VENDOR)	290 Davidson Ave. Somerset, NJ 08873	<p><u>Sales – State and Local Governments, Education</u> SHI Carolina Team Email: carolinateam@shi.com Phone: 800-211-0831</p> <p><u>Outside Sales – State Governments</u> Carly Higginbotham Email: Carly_Higginbotham@shi.com Phone: 919-219-7355</p> <p><u>Outside Sales – Local Governments</u> Dean Blackmon Email: Dean_Blackmon@shi.com Phone: 910-538-6804</p> <p><u>Sales – Higher Education</u> Leacadia Powell Email: Leacadia_Powell@shi.com Phone: 980-556-6076</p> <p><u>Sales – K-12</u> Matt Springett Email: Matt_Springett@shi.com Phone: 919-610-6774</p>
Arista Networks, Inc.	Direct	Orders should be placed with Authorized Resellers listed below.	<p><u>Sales – State, Local Governments, K-12, Higher Education</u> Simon Briggs Email: sbriggs@arista.com Phone: (336) 707-2231</p> <p><u>Customer Service / Technical / Warranty Support</u> Website: www.arista.com Email: support@arista.com Phone: 866-476-0000 Fax: 408-538-8920</p>
	Intelligent Visibility, Inc.	200 South Elm. St. Suite 200 Greensboro, NC 27401	<p><u>Inside Sales – State and Local Governments</u> Tonya Brewer Email: tbrewer@intelligentvis.com Phone: 336-202-2352</p> <p><u>Outside Sales – State and Local Governments</u> Mike Controne Email: mcotrone@intelligentvis.com Phone: 336-908-8580</p> <p><u>Sales – K-12</u> Rich Dexter Email: rdexter@intelligentvis.com Phone: 336-908-2975</p> <p><u>Sales – Higher Education</u> Rob Blair Email: rblair@intelligentvis.com Phone: 336-908-7109</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Arista Networks, Inc.	Sirius Computer Solutions, Inc.	10100 Reunion Place Suite 500 San Antonio, TX 78216	<p><u>Outside Sales – State and Local Governments, Education</u> John Zemonek Email: John.Zemonek@siriuscom.com Phone: 919-819-5275</p> <p><u>Sales – K-12</u> Josh Enderline Email: Josh.Enderline@Siriuscom.com Phone: 919-215-6749</p> <p><u>Sales – Higher Education</u> Aaron Riggleman Email: Aaron.Riggleman@Siriuscom.com Phone: 919-500-1852</p>
Avaya Inc.	Direct	4655 Great America Parkway Santa Clara, CA 95054	<p><u>Sales – State and Local Governments, Education</u> Greg Nelson Email: gnelson@avaya.com Phone: 704-551-1827</p>
Carahsoft Technology Corporation	<p>Direct</p> <p>For following products:</p> <ul style="list-style-type: none"> • F5 Networks • Gigamon • Infoblox • Nutanix • Palo Alto • Symantec 	1860 Michael Faraday Dr. Suite 100 Reston, VA 20190	<p><u>Inside Sales – State and Local Governments</u> Rich Mague Email: Richard.Mague@carahsoft.com Phone: 703-871-8578</p> <p><u>Outside Sales – State and Local Governments</u> Carahsoft Sales Team Email: sales@carahsoft.com Phone: 703-871-8500</p> <p><u>Sales – K-12 and Higher Education</u> Tim Boltz Email: Tim.Boltz@carahsoft.com Phone: 703-230-7402</p>
	<p>CDW Government LLC</p> <p>For following products:</p> <ul style="list-style-type: none"> • F5 Networks • Infoblox • Nutanix • Palo Alto • Symantec 	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><u>Inside Sales – State and Local Governments</u> Nicole Tuzzolino Email: nicotuz@cdwg.com Phone: 866-850-5223</p> <p><u>Outside Sales – State and Local Governments</u> Kyle Irwin Email: kyleirw@cdw.com Phone: 866-769-8287</p> <p><u>Sales – K-12 and High Education</u> Matt Fielding-Russell Email: mattrus@cdw.com Phone: 847-371-5600</p>

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Carahsoft Technology Corporation	Data Network Solutions, Inc For following products: <ul style="list-style-type: none"> • F5 Networks • Gigamon • Infoblox • Nutanix • Palo Alto • Symantec 	629 Lake Tide Dr. Chapin, SC 29036	<u>Inside Sales – State and Local Governments</u> Miriam Rodrigue Email: mrodrigue@datanetworksolutions.com Phone: 864-640-1343 <u>Outside Sales – State and Local Governments, Education</u> Bruce Fisher Email: bfisher@datanetworksolutions.com Phone: 704-905-1920
	ePlus Technology, Inc. For following products: <ul style="list-style-type: none"> • F5 Networks • Gigamon • Infoblox 	511 Davis Drive Suite 350 Morrisville, NC 27560	<u>Inside Sales – State and Local Governments, Education</u> Kelly Manning Email: kmanning@eplus.com Phone: 910-679-3726 <u>Outside Sales – State and Local Governments, Education</u> Marcel Provencher Email: mprovencher@eplus.com Phone: 919-767-2979
	NWN Corporation For following products: <ul style="list-style-type: none"> • F5 Networks • Nutanix 	271 Waverley Oaks Road Waltham, MA 02452	<u>Sales – State and Local Governments, K-12, Higher Education</u> James Welch Email: JWelch@nwnit.com Phone: 919-653-4461
	Presidio Networked Solutions LLC For following products: <ul style="list-style-type: none"> • F5 Networks • Gigamon • Infoblox • Nutanix • Palo Alto 	5003 S. Miami Blvd Suite 110 Durham, NC 27703	<u>Inside Sales – State and Local Governments</u> Jessica Blust jblust@presidio.com Phone: 407-641-0524 <u>Outside Sales – State and Local Governments, Higher Education</u> Shawn Alba Email: salba@presidio.com Phone: 919-592-9676 Sales – K-12 Jim Slowik Email: jslowik@presidio.com Phone: 919-228-6123

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Carahsoft Technology Corporation	SHI International Corp. (HUB VENDOR) For following products: <ul style="list-style-type: none"> • F5 Networks • Gigamon • Infoblox • Nutanix • Palo Alto • Symantec 	290 Davidson Ave. Somerset, NJ 08873	<p><u>Sales – State and Local Governments, Education</u> SHI Carolina Team Email: carolinateam@shi.com Phone: 800-211-0831</p> <p><u>Outside Sales – State Governments</u> Carly Higginbotham Email: Carly_Higginbotham@shi.com Phone: 919-219-7355</p> <p><u>Outside Sales – Local Governments</u> Dean Blackmon Email: Dean_Blackmon@shi.com Phone: 910-538-6804</p> <p><u>Sales – Higher Education</u> Leacadia Powell Email: Leacadia_Powell@shi.com Phone: 980-556-6076</p> <p><u>Sales – K-12</u> Matt Springett Email: Matt_Springett@shi.com Phone: 919-610-6774</p>
	Sirius Computer Solutions, Inc. For following products: <ul style="list-style-type: none"> • F5 Networks • Gigamon • Infoblox • Nutanix 	10100 Reunion Place Suite 500 San Antonio, TX 78216	<p><u>Outside Sales – State and Local Governments, Education</u> John Zemonek Email: John.Zemonek@siriuscom.com Phone: 919-819-5275</p> <p><u>Sales – K-12</u> Josh Enderline Email: Josh.Enderline@Siriuscom.com Phone: 919-215-6749</p> <p><u>Sales – Higher Education</u> Aaron Riggleman Email: Aaron.Riggleman@Siriuscom.com Phone: 919-500-1852</p>

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CDWG	Direct For following products: <ul style="list-style-type: none"> • Belkin • Riverbed • Rubrik • Tripp Lite 	230 N. Milwaukee Ave Vernon Hills, IL 60061	<p><u>Inside Sales – State and Local Governments</u> Nicole Tuzzolino Email: nicotuz@cdwg.com Phone: 866-850-5223</p> <p><u>Outside Sales – State and Local Governments</u> Kyle Irwin Email: kyleirw@cdw.com Phone: 866-769-8287</p> <p><u>Sales – K-12</u> Ray Sorrentino Email: raysor@cdwg.com Phone: 866-833-0358</p> <p><u>Sales – Higher Education</u> Justin Scott Email: justins@cdwg.com Phone: 877-820-8807</p>
Ciena	Direct	Orders should be placed with Authorized Resellers listed below.	<p><u>Sales – State and Local Governments, K-12, Higher Education</u> Greg Nelson Email: gnelson@ciena.com Phone: 919-609-0830</p> <p><u>Customer Service / Technical / Warranty Support</u> Website: https://portal.ciena.com Phone: 800-243-6224 Fax: 410-694-5750</p>
	Carousel Industries of North America, Inc	659 South County Trail Exeter, RI 02882	<p><u>Sales – State and Local Governments, Education</u> Brandon L. Hall Email: bhall@carouselindustries.com Phone: 919-230-9536</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><u>Inside Sales – State and Local Governments</u> Melissa Deets Email: melidee@cdwg.com Phone: 717-571-8706</p> <p><u>Outside Sales – State and Local Governments</u> Kyle Irwin Email: kyleirw@cdw.com Phone: 866-769-8287</p> <p><u>Sales – K-12 and High Education</u> Matt Fielding-Russell Email: mattrus@cdw.com Phone: 847-371-5600</p>

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Ciena	Graybar	211 S. New Hope Road Raleigh, NC 27610	<p><u>Inside Sales – State and Local Governments, K-12, Higher Education</u> Bryan Gilliam Email: Byran.gilliam@graybar.com Phone: 336-275-9441</p> <p><u>Outside Sales – State and Local Governments, K-12, Higher Education</u> Steve Foy Email: Steven.foy@graybar.com Phone: 919-623-8544</p>
	Integration Partners Corporation	12 Hartwell Avenue, Lexington, MA 02421	<p><u>Sales – State and Local Governments, Education</u> Greg Fowler Email: gfover@integrationpartners.com Phone: 704-236-1028</p>
	Telamon Corporation	1000 E 116th St Carmel, IN 46032	<p><u>Sales – State and Local Governments, Education</u> Mike Taylor Email: Mike.taylor@telamon.com Phone: 404-307-2360</p>
Cisco Systems, Inc.	Direct	Orders should be placed with Authorized Resellers listed below.	<p><u>Inside State and Local Governments</u> Anna Miller Email: annamil@cisco.com Phone: 984-216-0775</p> <p><u>Outside Sales – State and Local Governments</u> David Dini Email: ddini@cisco.com Phone: 408-895-2655</p> <p><u>Sales –K-12 and Higher Education</u> Andy Chai-Seong Email: achaiseo@cisco.com Phone: 408-895-2832</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><u>Outside Sales – State and Local Governments</u> Kyle Irwin Email: kyleirw@cdw.com Phone: 919-272-6083</p> <p><u>Sales – K-12 and High Education</u> Matt Fielding-Russell Email: mattrus@cdw.com Phone: 847-371-5600</p>

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Cisco Systems, Inc.	ePlus Technology, Inc.	511 Davis Drive Suite 350 Morrisville, NC 27560	<p><u>Inside Sales – State and Local Governments, Education</u> Kelly Manning Email: kmanning@eplus.com Phone: 910-679-3726</p> <p><u>Outside Sales – State and Local Governments, Education</u> Marcel Provencher Email: mprovencher@eplus.com Phone: 919-767-2979</p>
	DISYS Solutions, Inc.	44670 Cape Court Suite 100 Ashburn, VA 20147	<p><u>Inside State and Local Governments</u> Pankaj Sharma Email: Pankaj.Sharma@dsitech.com Phone: 571-707-3610</p> <p><u>Outside Sales – State and Local Governments and K-12</u> John Mills Email: John.Mills@dsitech.com Phone: 864-350-8477</p> <p><u>Sales – Higher Education</u> Roy Everett Email: Roy.Everett@dsitech.com Phone: 571-707-3655</p>
	Internetwork Services Incorporated, dba Internetwork Engineering	13777 Ballantyne Corporate Place Suite 305 Charlotte, NC 28277	<p><u>Inside State and Local Governments</u> Client Services Email: ClientServices@ineteng.com Phone: 704-540-5800</p> <p><u>Outside Sales – State and Local Governments and Education</u> NC SLED Account Team Email: NCSLED@ineteng.com Phone: 704-540-5800</p>
	NWN Corporation	7025 Albert Pick Road Suite 302 Greensboro, NC 27409	<p><u>Inside Sales – State and Local Governments</u> Nichole Farrar Email: nfarrar@nwnit.com Phone: 919-653-4456</p> <p><u>Outside Sales – State and Local Governments</u> Amy Robinson Email: ARobinson@nwnit.com Phone: 919-653-4441</p> <p><u>Sales – K-12</u> James Welch Email: JWelch@nwnit.com Phone: 919-653-4461</p> <p><u>Sales – Higher Education</u> Mike Kane Email: MKane@nwnit.com Phone: 704-496-6907</p>

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Cisco Systems, Inc.	Presidio Networked Solutions, LLC	5444 Wade Park Blvd. Raleigh, NC 27607	<p><u>Inside Sales – State and Local Governments</u> Jessica Blust jblust@presidio.com Phone: 407-641-0524</p> <p><u>Outside Sales – State and Local Governments, Higher Education</u> Shawn Alba Email: salba@presidio.com Phone: 919-592-9676</p> <p><u>Sales – K-12</u> Jen Zadnik Email: jzadnik@presidio.com Phone: 919-228-6121</p>
	Rove, LLC	3201 International Airport Dr., Suite 100 Charlotte, NC 28208	<p><u>Inside State and Local Governments</u> Brian Calfo Email: brian.calfo@withrove.com Phone: (704) 413-0897</p> <p><u>Outside Sales – State and Local Governments</u> Marcus Jacoby Email: Marcus.Jacoby@withrove.com Phone: (704) 413-0902</p> <p><u>Sales –K-12 and Higher Education</u> Jack Daykin Email: Jack.Daykin@withrove.com Phone: (704) 413-0914</p>
Dell	Direct	One Dell Way Round Rock, TX 78682	<p><u>Inside Sales – State and Local Governments</u> David Bailey Email: david.b.bailey@dell.com Phone: 512-513-9417</p> <p><u>Outside Sales – State and Local Governments</u> Manny Veloz Email: manny.veloz@dell.com Phone: 919-272-5214</p> <p><u>Sales – K-12</u> Clarence Williams Email: clarence_williams@dell.com Phone: 919-279-3352</p> <p><u>Sales – Higher Education</u> Jim Rigney Email: jim_rigney@dell.com Phone: 919-349-6617</p> <p><u>Customer Service / Technical / Warranty Support</u> Website: www.dell.com Email: http://www.dell.com/support/incidents-online/us/en/04/email/order-support Phone: 800-766-3355 Fax: 512-283-0526</p>

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Dell	Cambridge Computer Services, Inc (HUB VENDOR)	271 Waverley Oaks Road Suite 301 Waltham, MA 02452	<p><u>Sales – State, Local Governments, & Higher Education</u> Gerry Franzen Email: gfranzen@cambridgecomputer.com Phone: 919-605-9934</p> <p><u>Sales – K-12</u> Mike Rowland Email: mrowland@cambridgecomputer.com Phone: 240-315-7695</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><u>Inside Sales – State and Local Governments</u> Nicole Tuzzolino Email: nicotuz@cdwg.com Phone: 866-850-5223</p> <p><u>Outside Sales – State and Local Governments</u> Kyle Irwin Email: kyleirw@cdw.com Phone: 203-851-7126</p> <p><u>Sales – K-12</u> Ashley Pratt Email: ashlpra@cdw.com Phone: 866-819-6496</p> <p><u>Sales – Higher Education</u> Mitch Huffington Email: mitchh@cdwg.com Phone: 847-968-9362</p>
	Davenport Group	4166 Lexington Ave N St. Paul, MN 55126	<p><u>Sales – State and Local Governments</u> Matt Johnson Email: Matt.johnson@davenportgroup.com Phone: 651-765-0279</p> <p><u>Sales – Higher Education</u> Mary Brown Email: Mary.brown@davenportgroup.com Phone: 651-765-0279</p>

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Dell	Nitor Solutions	3630 Clemmons Rd Suite 303 Clemmons, NC 27012	<p><u>Inside Sales – State and Local Governments</u> Calesha Pickard Email: cpickard@nitorsi.com Phone: 615-513-4324</p> <p><u>Sales – State. Local Governments, K-12, Higher Education</u> Ron Hewett Email: rhewett@nitorsi.com Phone: 336-655-6793</p> <p>John Lee Email: jlee@nitorsi.com Phone: 336-782-2566</p> <p>Scott Harris Email: sharris@nitorsi.com Phone: 828-301-7177</p> <p>John Parks Email: jparks@nitorsi.com Phone: 615-419-2499</p>
	NWN Corporation	2520 Whitehall Park Drive Suite 250 Charlotte, NC 28273	<p><u>Inside Sales – State and Local Governments</u> Nichole Farrar Email: nfarrar@nwnit.com Phone: 919-653-4456</p> <p><u>Outside Sales – State and Local Governments</u> Amy Robinson Email: ARobinson@nwnit.com Phone: 919-616-0667</p> <p><u>Sales – K-12</u> Kyle Kipping Email: kkinging@nwnit.com Phone: 404-909-0401</p> <p><u>Sales – Higher Education</u> Tommy Coleman Email: tcoleman@nwnit.com Phone: 336-340-6142</p>
	SHI International Corp. (HUB VENDOR)	290 Davidson Ave. Somerset, NJ 08873	<p><u>Sales – State and Local Governments, Education</u> Jennifer Huseth Email: Jennifer_Huseth@shi.com Phone: 732-868-6286</p> <p><u>Outside Sales – State and Local Governments</u> Dean Blackmon Email: Dean_Blackmon@shi.com Phone: 910-538-6804</p> <p><u>Sales – K-12 and Higher Education</u> Eric Sutton Email: Eric_Sutton@shi.com Phone: 404-545-8077</p>

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Dell	Sirius Computer Solutions, Inc.	10100 Reunion Place Suite 500 San Antonio, TX 78216	<p><u>Outside Sales – State and Local Governments, Education</u> John Zemonek Email: John.Zemonek@siriuscom.com Phone: 919-819-5275</p> <p><u>Sales – K-12</u> Josh Enderline Email: Josh.Enderline@Siriuscom.com Phone: 919-215-6749</p> <p><u>Sales – Higher Education</u> Aaron Riggleman Email: Aaron.Riggleman@Siriuscom.com Phone: 919-500-1852</p>
EMC	Direct	176 South Street Hopkinton, MA 01748	<p><u>Sales – State and Local Governments, K-12, Higher Education</u> Mike Wade Email: michael.wade@dell.com Phone: 919-247-0851</p> <p><u>Customer Service / Technical / Warranty Support</u> Website: http://support.emc.com Phone: 800-782-4362</p>
	Cambridge Computer Services, Inc (HUB VENDOR)	271 Waverley Oaks Road Suite 301 Waltham, MA 02452	<p><u>Inside Sales – State. Local Governments, & Higher Education</u> Jim Gordon Email: jgordon@cambridgecomputer.com Phone: 508-686-6745</p> <p><u>Outside Sales – State. Local Governments, & Higher Education</u> Gerry Franzen Email: gfranzen@cambridgecomputer.com Phone: 919 747-4070</p> <p><u>Sales – K-12</u> Mike Rowland Email: mrowland@cambridgecomputer.com Phone: 240-315-7695</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
EMC	Data Networks of America, Inc.	216 Schilling Circle Ste. 104 Hunt Valley, MD 21031	<p><u>Inside Sales – State and Local Governments</u> Kayla Richardson Email: krichardson@datanetworks.com Phone: 410-823-3000 ext. 3021</p> <p><u>Outside Sales – State and Local Governments</u> Steve Brandon Email: sbrandon@datanetworks.com Phone: 410-823-3000 ext. 3011</p> <p><u>Sales – K-12</u> Amy Bateman Email: abateman@datanetworks.com Phone: 410-823-3000 ext. 3020</p> <p><u>Sales – Higher Education</u> Jan Silhavy Email: jsilhavy@datanetworks.com Phone: 410-823-3000 ext. 3016</p>
	Davenport Group	4166 Lexington Ave N St. Paul, MN 55126	<p><u>Sales – State and Local Governments</u> Matt Johnson Email: Matt.johnson@davenportgroup.com Phone: 651-765-0279</p> <p><u>Sales – Higher Education</u> Mary Brown Email: Mary.brown@davenportgroup.com Phone: 651-765-0279</p>
	eGroup Holding Company, LLC	PO Box 38 Mount Pleasant, SC 29465	<p><u>Inside Sales for State and Local Governments</u> Jeff Thomas Email: insidesales@eGroup-us.com Phone: 877-347-6871</p> <p><u>Outside Sales – State and Local Governments, K-12, Higher Education</u> Daniel Navarro Email: insidesales@eGroup-us.com Phone: 877-347-6871</p>
	NWN Corporation	2520 Whitehall Park Drive Suite 250 Charlotte, NC 28273	<p><u>Sales – State and Local Governments, K-12, Higher Education</u> Amy Robinson Email: ARobinson@nwnit.com Phone: 919-616-0667</p>
	Presidio Networked Solutions LLC	5003 S. Miami Blvd Suite 110 Durham, NC 27703	<p><u>Sales – State and Local Governments, Education</u> Shawn Alba Email: salba@presidio.com Phone: 919-323-8081</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
EMC	Sirius Computer Solutions, Inc.	10100 Reunion Place Suite 500 San Antonio, TX 78216	<p><u>Sales – State and Local Governments, Higher Education</u> John Zemonek Email: John.zemonek@siriuscom.com Phone: 919-819-5275</p> <p><u>Sales –K-12</u> Aaron Rigglemen Email: aaron.riggleman@siriuscom.com Phone: 919-500-1852</p>
Extreme Networks	Direct	6480 Via Del Oro San Jose, CA 95119	<p><u>Sales – State and Local Governments, Education</u> Chris Bondi Email: cbondi@extremenetworks.com Phone: 919-457-8250</p> <p><u>Customer Service / Technical / Warranty Support</u> Website: https://www.extremenetworks.com/support/contact/ Email: btownsen@extremenetworks.com Phone: 800-872-8440</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><u>Sales – State and Local Governments, Education</u> Kyle Irwin Email: kyleirw@cdw.com Phone: 919-272-6083</p> <p>Nicole Tuzzolino Email: nicotuz@cdwg.com Phone: 866-850-5223</p>
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	<p><u>Sales – State and Local Governments, Education</u> Bruce Fisher Email: bfisher@datanetworksolutions.com Phone: 704-905-1920</p>
	Lockstep	5403 Stoney Ridge Court Belmont, NC 28012	<p><u>Sales – State and Local Governments, Education</u> Jim Pullano Email: jpullano@lockstepgroup.com Phone: 630-802-0202</p> <p>Michael Lawing Email: mlawing@lockstepgroup.com Phone: 704-577-4610</p>
	Meridian IT, Inc.	2065 Donald Street Indian Land, SC 29707	<p><u>Sales – State and Local Governments, Education</u> Gary Shipman Email: Gary.shipman@meridianitinc.com Phone: 980-288-6950</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Extreme Networks	RM Source	150 Fayetteville Street, Suite 810 Raleigh, NC 27601	<u>Sales – State and Local Governments, Education</u> Email: rhultin@rmsource.com Phone: 919-246-3845
	StepCG, LLC	137 E. Fourth Street Suite 210 Cincinnati, OH 45202	<u>Sales – State and Local Governments, Higher Education</u> Mitch Needles mneedles@stepcg.com Phone: 513-795-6000, Ext. 3126
Fortinet, Inc.	Direct	Orders should be placed with Authorized Resellers. Vendor is currently compiling list of resellers to be added.	<u>Sales – State and Local Governments, Higher Education</u> Stuart Ferrell Email: sferrell@fortinet.com Phone: 919-480-7878 <u>Sales – K-12</u> Scott Lecher Email: slecher@fortinet.com Phone: 919-744-6799 <u>Customer Service / Technical / Warranty Support</u> Website: https://support.fortinet.com/ Phone: 866-648-4638
	BridgeTek Solutions	744 East Stone Ave Greenville, SC 29601	<u>Inside Sales – State and Local Governments</u> Kelley Turpin Email: Kturpin@bridgeteksolutions.com Phone: 704-517-3002 <u>Outside Sales – State and Local Governments</u> Tom Clinton Email: Tclinton@bridgeteksolutions.com Phone: 864-420-1785 <u>Sales – K-12</u> Vance Milford Email: vmilford@bridgeteksolutions.com Phone: 864-214-0221 <u>Sales – Higher Education</u> John Ulmer Email: julmer@bridgeteksolutions.com Phone: 803-240-3579
	Carolina Advanced Digital	133 Triangle Trade Drive Cary, NC 27513	<u>Inside Sales – State and Local Governments</u> Julie Allen Email: julie@cadinc.com Phone: 919-460-1313 <u>Outside Sales – State and Local Governments, K-12, Higher Education</u> BreAnn Verreen Email: bre@cadinc.com Phone: 919-460-1313

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Fortinet, Inc.	ePlus Technology, Inc.	511 Davis Drive Suite 350 Morrisville, NC 27560	<p><u>Inside Sales – State and Local Governments, Education</u> Kelly Manning Email: kmanning@eplus.com Phone: 910-679-3726</p> <p><u>Outside Sales – State and Local Governments, Education</u> Marcel Provencher Email: mprovencher@eplus.com Phone: 919-767-2979</p>
	Tiber Creek Consulting (HUB VENDOR)	10130 Mallard Creek Road, Suite 300 Charlotte, NC 28262	<p><u>Inside Sales – State and Local Governments</u> Ted Schonbrunner Email: ted@tibercreek.com Phone: 717-746-4004</p> <p><u>Outside Sales – State and Local Governments</u> David Lloyd Email: David.Lloyd@tibercreek.com Phone: 704-996-3718</p> <p><u>Outside Sales –K-12 & Higher Education</u> Jennifer Hillesland Email: Jennifer.Hillesland@tibercreek.com Phone: 704-614-0742</p>
Fujitsu	Direct	1250 E. Arques Avenue Sunnyvale, CA 94085-3470	<p><u>Sales – State and Local Governments, K-12, Higher Education</u> Nathan Sirota Email: nathan.sirota@us.fujitsu.com Phone: 781-727-5372</p> <p><u>Customer Service / Technical / Warranty Support</u> Website: http://us.fujitsu.com/solutions Email: computers_esd@us.fujitsu.com Phone: 800-538-8486</p>
	A3 Communications	1911 Associates Lane Suite G Charlotte, NC 28217	<p><u>Inside Sales – State and Local Governments</u> Hunter Thornton Email: hthornton@a3communications.com Phone: 678-630-9134</p> <p><u>Outside Sales – State and Local Governments</u> Matt Whitfield Email: mwhitfield@a3communications.com Phone: 704-956-3908</p> <p><u>Sales – K-12</u> Greg Moorer Email: gmoorer@a3communications.com Phone: 803-269-9222</p> <p><u>Sales – Higher Education</u> Scott Rives Email: srives@a3communications.com Phone: 803-354-6158</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Fujitsu	BlueRange Technology	9241 Globe Center Drive Suite 100 Morrisville, NC 27560	<p><u>Sales – State and Local Governments & K-12</u> Tom Vollmer Email: tvollmer@bluerangetech.com Phone: 919-241-1119</p> <p><u>Outside Sales – State and Local Governments & Higher Education</u> Richard Sed Email: rsed@bluerangetech.com Phone: 919-241-8698</p>
	Corus 360	130 Technology Parkway Norcross, GA 30092	<p><u>Inside Sales – State and Local Governments, Education</u> Lorie Allen Email: lallen@corus360.com Phone: 910-835-9047</p> <p><u>Outside Sales – State and Local Governments, Education</u> Todd Cannady Email: toddc@corus360.com Phone: 919-532-2111</p>
	General Datatech LP	999 Metromedia Place Dallas, TX 75247	<p><u>Sales – State and Local Governments, Education</u> Robert Moroni Email: Robert.moroni@gdt.com Phone: 919-757-7209</p>
	Seeds of Genius	980 Mercantile Dr. Suite L Hanover, MD 21076	<p><u>Inside Sales – State and Local Governments</u> Matt Habeck Email: mhabeck@seedsofgenius.com Phone: 410-353-6857</p> <p><u>Outside Sales – State and Local Governments, Education</u> Brian Clark Email: bclark@seedsofgenius.com Phone: 703-725-1190</p>
	ViON Corporation	196 Van Buren St. Ste 300 Herndon, VA 20170	<p><u>Inside Sales – State and Local Governments</u> Justin Ciaccio Email: Justin.ciaccio@vion.com Phone: 703-599-3843</p> <p><u>Outside Sales – State and Local Governments, Education</u> Charles Michaux Email: Charles.Michaux@vion.com Phone: 336-686-7002</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Fujitsu	Walker and Associates, Inc. (HUB VENDOR)	7129 Old Hwy 52 N Welcome, NC 27374	<p><u>Inside Sales – State and Local Governments, Education</u> Emma Hanes Email: Emma.hanes@walkerfirst.com Phone: 336-731-5310</p> <p><u>Outside Sales – State and Local Governments, Education</u> Eddie Lester Email: Eddie.lester@walkerfirst.com Phone: 336-731-5268</p>
Hewlett Packard Enterprise	Direct	3000 Hanover Street Palo Alto, CA 94304	<p><u>Inside Sales – State and Local Governments, Education</u> Chris Andrews Email: christopher.andrews@hpe.com Phone: 972-860-1547</p> <p><u>Outside Sales – State and Local Governments, Higher Education</u> Stefanie Perry Email: sperry@hpe.com Phone: 919-930-1795</p> <p><u>Sales – K-12</u> Allie McNeal Email: alexandria.mcneal@hpe.com Phone: 989-280-1765</p> <p><u>Customer Service / Technical / Warranty Support</u> Website: https://www.hpe.com/us/en/support.html Phone: 844-806-3425</p>
	Applied Data Technologies (HUB VENDOR)	8515 Crown Crescent Court Charlotte, NC 28227	<p><u>Sales – State and Local Governments, Education</u> Terri Barnes Email: terri.barnes@applieddatatech.com Phone: 803-417-4627</p>
	BlueAlly Technology Solutions, LLC	1255 Crescent Green Suite 300 Cary, NC 27518	<p><u>Inside Sales – State and Local Governments, Education</u> Jennifer Jones Email: jjones@blueally.com Phone: 919-249-1582</p> <p><u>Outside Sales – State and Local Governments, Education</u> Dale Denning Email: ddenning@blueally.com Phone: 919-249-1538</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Hewlett Packard Enterprise	Carolina Advanced Digital, Inc.	133 Triangle Trade Drive Cary, NC 27513	<p><u>Inside Sales – State and Local Governments</u> Julie Allen Email: julie@cadinc.com Phone: 919-460-1313 Ext. 211</p> <p><u>Outside Sales – State Governments</u> Lee Currie Email: lee@cadinc.com Phone: 919-460-1313</p> <p><u>Outside Sales –Local Governments, K-12, Community Colleges</u> Bre Verreen Email: bre@cadinc.com Phone: 919-460-1313</p> <p><u>Outside Sales – Higher Education - Universities</u> Wayne Gaudette Email: wayne@cadinc.com Phone: 919-460-1313</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><u>Sales – State and Local Governments</u> Melissa Deets Email: melidee@cdwg.com Phone: 717-571-8706</p> <p><u>Sales – K-12 and High Education</u> Matt Fielding-Russell Email: mattus@cdw.com Phone: 847-371-5600</p>
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	<p><u>Inside Sales – State and Local Governments</u> Miriam Rodrigue Email: mrodrigue@datanetworksolutions.com Phone: 864-640-1343</p> <p><u>Outside Sales – State and Local Governments, Education</u> Bruce Fisher Email: bfisher@datanetworksolutions.com Phone: 704-905-1920</p>
	High Performance Technologies	11111 Carmel Commons Suite 340 Charlotte, NC 28226	<p><u>Sales – State and Local Governments, Education</u> Brett Stinson Email: Brett.stinson@highperfttech.com Phone: 317-306-9604</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Hewlett Packard Enterprise	SHI International Corp. (HUB VENDOR)	290 Davidson Ave. Somerset, NJ 08873	<p><u>Sales – State and Local Governments, Education</u> SHI Carolina Team Email: carolinateam@shi.com Phone: 800-211-0831</p> <p><u>Outside Sales – State Governments</u> Carly Higginbotham Email: Carly_Higginbotham@shi.com Phone: 919-219-7355</p> <p><u>Outside Sales – Local Governments</u> Dean Blackmon Email: Dean_Blackmon@shi.com Phone: 910-538-6804</p> <p><u>Sales – Higher Education</u> Leacadia Powell Email: Leacadia_Powell@shi.com Phone: 980-556-6076</p> <p><u>Sales – K-12</u> Matt Springett Email: Matt_Springett@shi.com Phone: 919-610-6774</p>
IBM	Direct	3309 E. Cornwallis Rd Research Triangle Park, NC 27709	<p><u>Sales – State and Local Governments, K-12</u> Mark Molinaro Email: molinaro@us.ibm.com Phone: 919-696-3160</p> <p><u>Sales – Higher Education</u> Chris Shriver Email: cshriver@us.ibm.com Phone: 919-345-7121</p> <p><u>Customer Service / Technical / Warranty Support</u> Website: https://www-05.ibm.com/support/operations/us/en/overview.html Email: askibm@vnet.ibm.com Phone: 800-426-7378</p>
	Corus 360	130 Technology Parkway Norcross, GA 30092	<p><u>Inside Sales – State and Local Governments, Education</u> Lorie Allen Email: lallen@corus360.com Phone: 910-835-9047</p> <p><u>Outside Sales – State and Local Governments, Education</u> Todd Cannady Email: toddc@corus360.com Phone: 919-532-2111</p>

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IBM	Insight Public Sector	6820 S. Harl Ave. Tempe, AZ 85283	<u>Sales – State and Local Governments, Education</u> Sean Phillips Email: sphillip@insight.com Phone: 480-409-6238
	Mainline Information Systems	1700 Summit Lake Drive Tallahassee, FL 32317	<u>Sales – State and Local Governments</u> Alan Kline Email: alan.kline@mainline.com Phone: 817-202-7947 Dan Myers Email: dan.myers@mainline.com Phone: 919-671-3713 Dave Seale Email: dave.seale@mainline.com Phone: 919-306-5660 <u>Sales – Higher Education</u> Hal Connelly Email: hal.connelly@mainline.com Phone: 704-241-4189 John Nicosia Email: john.nicosia@mainline.com Phone: 781-727-3327
	Meridian IT, Inc.	320 N. Judd Parkway Suite 205 Fuquay, Varina, NC 27526	<u>Sales – State and Local Governments, Education</u> Chad Morgan Email: cmorgan@onlinemeridian.com Phone: 919-522-7471
Lenovo	Direct	8001 Development Dr. Morrisville, NC 27560 <u>Contract Manager:</u> La Sandra Williams williams2@lenovo.com Phone: 919-908-5414	<u>Inside Sales – State and Local Governments</u> Ryan Warwick Email: rwarwick@lenovo.com Phone: 919-874-3512 <u>Outside Sales – State and Local Governments</u> Ryan Rand Email: rrand@lenovo.com Phone: 919-986-9349 <u>Sales – K-12, Higher Education</u> Ryan Rand Email: rrand@lenovo.com Phone: 919-986-9349 <u>Customer Service / Technical / Warranty Support</u> Website: http://support.lenovo.com Email: www.lenovo.com/support/phone Phone: 800-426-7378

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Lenovo	Alphanumeric Systems	3801 Wake Forest Road Raleigh, NC 27609	<p><u>Inside Sales – State and Local Governments</u> Terry Proctor Email: tproctor@alphanumeric.com Phone: 919-376-4556</p> <p><u>Outside Sales – State and Local Governments and Higher Education:</u> Rob Vanderberry Email: rvanderberry@alphanumeric.com Phone: 919-376-4499</p> <p><u>Sales – K-12</u> Ryan Stitt Email: rstitt@alphanumeric.com Phone: 919-376-4474</p>
	Carolinās IT (HUB VENDOR)	1600 Hillsborough St. Raleigh, NC 27605	<p><u>Inside Sales – State and Local Governments</u> Krystanna Acevedo Email: Krystanna.Acevedo@CarolināsIT.com Phone: 919-573-4046</p> <p><u>Outside Sales – State and Local Governments & Education</u> Krista Cathey Email: Krista.Cathey@CarolināsIT.com Phone: 919-573-4073</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><u>Sales – State and Local Governments</u> Melissa Deets Email: melidee@cdwg.com Phone: 717-571-8706</p> <p><u>Sales – K-12 and High Education</u> Matt Fielding-Russell Email: mattrus@cdw.com Phone: 847-371-5600</p>
	Corus 360	130 Technology Parkway Norcross, GA 30092	<p><u>Inside Sales – State and Local Governments, Education</u> Lorie Allen Email: lallen@corus360.com Phone: 910-835-9047</p> <p><u>Outside Sales – State and Local Governments, Education</u> Todd Cannady Email: toddc@corus360.com Phone: 919-532-2111</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Lenovo	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	<p><u>Inside Sales – State and Local Governments</u> Miriam Rodrigue Email: mrodrigue@datanetworksolutions.com Phone: 864-640-1343</p> <p><u>Outside Sales – State and Local Governments, Education</u> Bruce Fisher Email: bfisher@datanetworksolutions.com Phone: 704-905-1920</p>
	Mainline Information Systems	1700 Summit Lake Drive Tallahassee, FL 32317	<p><u>Sales – State and Local Governments</u> Alan Kline Email: alan.kline@mainline.com Phone: 817-202-7947</p> <p>Dan Myers Email: dan.myers@mainline.com Phone: 919-671-3713</p> <p>Dave Seale Email: dave.seale@mainline.com Phone: 919-306-5660</p> <p><u>Sales – Higher Education</u> Hal Connelly Email: hal.connelly@mainline.com Phone: 704-241-4189</p> <p>John Nicosia Email: john.nicosia@mainline.com Phone: 781-727-3327</p>
	SHI International Corp. (HUB VENDOR)	290 Davidson Ave. Somerset, NJ 08873	<p><u>Sales – State and Local Governments, Education</u> SHI Carolina Team Email: carolineteam@shi.com Phone: 800-211-0831</p> <p><u>Outside Sales – State Governments</u> Carly Higginbotham Email: Carly_Higginbotham@shi.com Phone: 919-219-7355</p> <p><u>Outside Sales – Local Governments</u> Dean Blackmon Email: Dean_Blackmon@shi.com Phone: 910-538-6804</p> <p><u>Sales – Higher Education</u> Leacadia Powell Email: Leacadia_Powell@shi.com Phone: 980-556-6076</p> <p><u>Sales – K-12</u> Matt Springett Email: Matt_Springett@shi.com Phone: 919-610-6774</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
NetApp, Inc.	Direct	7301 Kit Creek Road RTP, NC 27709	<p><u>Sales – State and Local Governments, Education</u> Bob Moore, Account Manager Email: bob.moore@NetApp.com Phone: 919-622-4028</p> <p>Brinnan Taylor, Account Manager Email: brinnan@NetApp.com Phone: 919-961-9697</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><u>Sales – State and Local Governments, Education</u> Kyle Irwin Email: kyleirw@cdw.com Phone: 866-769-8287</p>
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	<p><u>Sales – State and Local Governments, Education</u> Fred Reavis Email: freavis@datanetworksolutions.com Phone: 803-932-9915</p>
	DLT Solutions, LLC	2411 Dulles Corner Park Suite 800 Herndon, VA 20171	<p><u>Sales – State and Local Governments, Education</u> Tim Judy Email: tim.judy@dlt.com Phone: 703-773-8965</p>
	ePlus Technology, Inc.	13595 Dulles Technology Drive Herndon, VA 20171-3413	<p><u>Sales – State and Local Governments, Education</u> Scott Sloan Email: sloan@eplus.com Phone: 919-767-1559</p>
	Insight Public Sector, Inc	6820 S. Harl Ave. Tempe, AZ 85283	<p><u>Sales – State and Local Governments, Education</u> Molly Harper Email: molly.harper@insight.com Phone: 919-379-8543</p>
	NWN Corporation	271 Waverley Oaks Road Waltham, MA 02452	<p><u>Sales – State and Local Governments, Education</u> Shannon Ludwig Email: sludwig@nwnit.com Phone: 919-653-4422</p>
	ViON Corporation	196 Van Buren St. Ste 300 Herndon, VA 20170	<p><u>Inside Sales – State and Local Governments</u> Justin Ciaccio Email: Justin.ciaccio@vion.com Phone: 703-599-3843</p> <p><u>Outside Sales – State and Local Governments, Education</u> Charles Michaux Email: Charles.Michaux@vion.com Phone: 336-686-7002</p>

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Pure Storage	Direct	Orders should be placed with Authorized Resellers listed below.	<p><u>Sales – State and Local Governments, K-12, Higher Education</u> Wes Miller Email: wmillers@purestorage.com Phone: 919-455-0706</p> <p><u>Customer Service / Technical / Warranty Support</u> Website: http://pure1.purestorage.com/support Email: support@purestorage.com Phone: 866-244-7121</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><u>Sales – State and Local Governments, Education</u> Kyle Irwin Email: kyleirw@cdw.com Phone: 919-272-6083</p>
	Corus 360	130 Technology Parkway Norcross, GA 30092	<p><u>Sales – State and Local Governments, Education</u> Todd Cannady Email: toddc@corus360.com Phone: 919-532-2111</p>
	ePlus Technology, Inc.	13595 Dulles Technology Drive Herndon, VA 20171-3413	<p><u>Sales – State and Local Governments, Education</u> Marcel Provencher Email: mprovencher@eplus.com Phone: 919-767-2979</p>
	NWN Corporation	271 Waverley Oaks Road Waltham, MA 02452	<p><u>Sales – State and Local Governments, Education</u> Shannon Ludwig Email: sludwig@nwnit.com Phone: 919-653-4422</p>
	Presidio Networked Solutions LLC	5003 S. Miami Blvd Suite 110 Durham, NC 27703	<p><u>Sales – State and Local Governments, Education</u> Shawn Alba Email: salba@presidio.com Phone: 919-323-8081</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Pure Storage	SHI International Corp. (HUB VENDOR)	290 Davidson Ave. Somerset, NJ 08873	<p><u>Sales – State and Local Governments, Education</u> SHI Carolina Team Email: carolinateam@shi.com Phone: 800-211-0831</p> <p><u>Outside Sales – State Governments</u> Carly Higginbotham Email: Carly_Higginbotham@shi.com Phone: 919-219-7355</p> <p><u>Outside Sales – Local Governments</u> Dean Blackmon Email: Dean_Blackmon@shi.com Phone: 910-538-6804</p> <p><u>Sales – Higher Education</u> Leacadia Powell Email: Leacadia_Powell@shi.com Phone: 980-556-6076</p> <p><u>Sales – K-12</u> Matt Springett Email: Matt_Springett@shi.com Phone: 919-610-6774</p>
	Sirius Computer Solutions, Inc.	10100 Reunion Place Suite 500 San Antonio, TX 78216	<p><u>Sales – State and Local Governments, Education</u> Phyllis (PJ) Byrd Email: Phyllis.byrd@siriuscom.com Phone: 210-369-0617</p>
Ruckus Networks	Direct	Orders should be placed with Authorized Resellers listed below.	<p><u>Inside Sales – State and Local Governments</u> Jon Ban Email: jon.ban@arris.com Phone: 720-558-3254</p> <p><u>Outside Sales – State and Local Governments, K-12, Higher Education</u> Michael Elliott Email: michael.elliott@arris.com Phone: 727-647-5687</p> <p><u>Customer Service / Technical / Warranty Support</u> Website: https://support.ruckuswireless.com/contact-us Phone: 855-Ruckus1 (855-782-5871)</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Ruckus Networks	A3 Communications	1911 Associates Lane Suite G Charlotte, NC 28217	<p><u>Inside Sales – State and Local Governments</u> Hunter Thornton Email: hthornton@a3communications.com Phone: 678-630-9134</p> <p><u>Outside Sales – State and Local Governments</u> Matt Whitfield Email: mwhitfield@a3communications.com Phone: 704-956-3908</p> <p><u>Sales – K-12</u> Greg Moorer Email: gmoorer@a3communications.com Phone: 803-269-9222</p> <p><u>Sales – Higher Education</u> Scott Rives Email: srives@a3communications.com Phone: 803-354-6158</p>
	ANC Group	14 Progress Road Greenville, SC 29607	<p><u>Inside Sales – State and Local Governments</u> Michelle Gajdolo Email: michelleg@ancgroup.com Phone: 864-501-4517</p> <p><u>Outside Sales – State and Local Governments and Education</u> Kyle Radford Email: kylerr@ancgroup.com Phone: 828-989-8274</p>
	BridgeTek Solutions	744 East Stone Ave Greenville, SC 29601	<p><u>Inside Sales – State and Local Governments</u> Kelley Turpin Email: kturpin@bridgeteksolutions.com Phone: 704-517-3002</p> <p><u>Outside Sales – State and Local Governments</u> Tom Clinton Email: tclinton@bridgeteksolutions.com Phone: 864-420-1785</p> <p><u>Sales – K-12</u> Vance Milford Email: vmilford@bridgeteksolutions.com Phone: 864-214-0221</p> <p><u>Sales – Higher Education</u> John Ulmer Email: julmer@bridgeteksolutions.com Phone: 803-240-3579</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Ruckus Networks	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><u>Sales – State and Local Governments</u> Melissa Deets Email: melidee@cdwg.com Phone: 717-571-8706</p> <p><u>Sales – K-12 and High Education</u> Matt Fielding-Russell Email: mattrus@cdw.com Phone: 847-371-5600</p>
	Converged Networks, LLC	2 Still Shadow Drive Suite G Charleston, SC 29414	<p><u>Sales – State and Local Governments, Education</u> Michael Duck Email: michael@convergednetworks.com Phone: 803-665-9665</p>
	Encore Technology Group, LLC	2000 Wade Hampton Blvd. Suite 210 Greenville, SC 29615	<p><u>Inside Sales – State and Local Governments</u> Megan White Email: insidesales@encoretg.com Phone: 888-983-6267</p> <p><u>Outside Sales – State and Local Governments & Higher Education</u> Danielle Stengel Email: dstengel@encoretg.com Phone: 704-280-1489</p> <p><u>Sales – K-12</u> Mike Ingram Email: mingram@encoretg.com Phone: 336-870-0848</p>
ViON Corporation	Direct For following products: <ul style="list-style-type: none"> • Hitachi • Hedvig 	196 Van Buren Herndon, VA 20170	<p><u>Sales – State and Local Governments, Education</u> Charles Michaux Email: Charles.Michaux@vion.com Phone: 336-686-7002</p>

Table 2: Awarded Vendors' Address and Assigned Contact Information

Pricing

Awarded Vendors provided a minimum discount off MSRP / List Prices for awarded Manufacturers in awarded Segments. Agencies should review all quotes to ensure that discounts provided off MSRP / List Prices are equal to or greater than minimum discounts found in Table 3 for applicable Segment. Some Vendors provided different minimum discount percentages for hardware (HW), software (SW) and extended warranties (EW), which are noted in Table 3.

Please Note: Some Vendors did have product line specific exceptions to the minimum discount percentages. Certain Vendor product lines may have a lower minimum discount off list. Contact the Contract Administrator if you need additional information on these product line specific exceptions.

Manufacturer	Awarded Vendor	Minimum Discount %s off MSRP / List Price					
		Servers	Storage	Networking Equipment	Software	Converged Solutions	Peripheral Components
Aerohive Networks	Aerohive Networks			40% HW 45% SW 45% EW	45%	40% HW 45% SW 45% EW	40% HW 45% EW

Manufacturer	Awarded Vendor	Minimum Discount %s off MSRP / List Price					
		Servers	Storage	Networking Equipment	Software	Converged Solutions	Peripheral Components
Arista Networks	Arista Networks			42% HW 42% SW 10% EW	42%	42% HW 42% SW 10% EW	
Avaya Inc.	Avaya			39% HW 39% SW 6% EW		24% SW 6% EW	39% HW 6% EW
Belkin	CDWG	3% HW 3% SW 3% EW	3% HW 3% SW 3% EW	3% HW 3% SW 3% EW	3%	3% HW 3% SW 3% EW	3% HW 3% EW
Ciena Communications	Ciena Communications			58% HW 58% SW 58% EW			
Cisco Systems, Inc.	Cisco	35% HW 10% SW 0% EW (Smart Net Total Care available with Govt. & Educ. Discounts)	35% HW 10% SW 0% EW (Smart Net Total Care available with Govt. & Educ. Discounts)	35% HW 10% SW 0% EW (Smart Net Total Care available with Govt. & Educ. Discounts)	10% (Smart Net Total Care available with Govt. & Educ. Discounts)	35% HW 10% SW 0% EW (Smart Net Total Care available with Govt. & Educ. Discounts)	35% HW 0% EW (Smart Net Total Care available with Govt. & Educ. Discounts)
Dell Marketing, LP	Dell Marketing, LP	13.5% HW .5% SW .5% EW	13.5% HW .5% SW .5% EW	5% HW .5% SW .5% EW	.5%	2.5% HW .5% SW .5% EW	2.5% HW .5% EW
EMC Corporation	EMC Corporation		32% HW 32% SW 5% EW	32% HW 32% SW 5% EW	23%	15% HW 15% SW 5% EW	
Extreme Networks	Extreme Networks			48% HW 48% SW 15% EW	48%		48% HW 15% EW
F5 Networks	Carahsoft			4% HW 4% SW 4% EW		4% HW 4% SW 4% EW	
Fujitsu America, Inc.	Fujitsu America, Inc.	25% HW 25% SW 25% EW	25% HW 25% SW 25% EW	25% HW 0% SW 25% EW	25%	25%	25%
Fortinet, Inc.	Fortinet, Inc.			20% HW 15% SW 15% EW			20% HW
Gigamon	Carahsoft			9% HW 9% SW 4% EW			
Hedvig	ViON	20% HW 20% SW 20% EW	20% HW 20% SW 20% EW	20% HW 20% SW 20% EW	20%	20% HW 20% SW 20% EW	20% HW 20% EW
Hewlett Packard Enterprise	Hewlett Packard Enterprise	27% HW 27% SW 20% EW	35% HW 35% SW 20% EW	34% HW 20% SW 26% EW	26%	26% HW 26% SW 20% EW	26% HW 20% EW
Hitachi	ViON	22% HW 12% SW 9% EW	22% HW 12% SW 9% EW	12% HW 12% SW 9% EW	12%	22% HW 12% SW 6% EW	22% HW 9% EW
IBM	IBM	12% HW 12% SW 5% EW	22% HW 22% SW 5% EW	12% HW 12% SW 5% EW	20%	17% HW 22% SW 5% EW	15% HW 5% EW
Infoblox	Carahsoft	10% HW 10% SW 10% EW	10% HW 10% SW 10% EW	10% HW 10% SW 10% EW	10%	10% HW 10% SW 10% EW	10% HW 10% EW
Lenovo (United States), Inc.	Lenovo (United States), Inc.	24.5% HW 17.5% SW 8.25% EW	19% HW 17.5% SW 8.25% EW	21% HW 17.5% SW 8.25% EW	17.5%	24.5% HW 17.5% SW 8.25% EW	16.25% HW 8.25% EW

Manufacturer	Awarded Vendor	Minimum Discount %s off MSRP / List Price					
		Servers	Storage	Networking Equipment	Software	Converged Solutions	Peripheral Components
NetApp	NetApp	18% HW 18% SW 18% EW	18% HW 18% SW 18% EW	10% HW 10% SW 10% EW	18%	18% HW 18% SW 18% EW	18% HW 18% EW
Nutanix	Carahsoft	15% HW 15% SW 15% EW	15% HW 15% SW 15% EW	15% HW 15% SW 15% EW	15%	15% HW 15% SW 15% EW	15% HW 15% EW
Palo Alto Networks	Carahsoft			1% HW 1% SW 1% EW			
Pure Storage, Inc.	Pure Storage, Inc.		37% HW 6% EW				
Riverbed	CDWG	3% HW 3% SW 3% EW	3% HW 3% SW 3% EW	3% HW 3% SW 3% EW	3%	3% HW 3% SW 3% EW	3% HW 3% EW
Rubrik	CDWG	5% HW 5% SW 5% EW	5% HW 5% SW 5% EW	5% HW 5% SW 5% EW	5%	5% HW 5% SW 5% EW	5% HW 5% SW 5% EW
Ruckus	Ruckus			44% HW 44% SW 25% EW			
Symantec	Carahsoft			10% HW 3% SW 1% EW	3%		10% HW 1% EW
Tripp Lite	CDWG	38% HW 38% SW 38% EW	38% HW 38% SW 38% EW	38% HW 38% SW 38% EW	38%	38% HW 38% SW 38% EW	38% HW 38% EW

Table 3: Awarded Vendors' Minimum Discount Percentages Off MSRP / List Price by Segment

NOTE: Vendors may offer higher discounts at any time during the contract. Some Vendors may offer more favorable discounts for Academic / Education entities. **Purchasing entities are encouraged to request from Vendors more favorable pricing for larger purchases.**

Abnormal Quantities Threshold

Any requirement that exceeds **\$250,000** must be forwarded to the Statewide IT Procurement Office for approval. The Statewide IT Procurement Office, and in consultation with the using Agency, may process the request in one or more of the following ways:

1. Purchase may be authorized at current pricing with current Vendor
2. Additional discounts from current pricing level may be negotiated with current Vendor
3. A separate Invitation for Bids may be issued for the requirement

Service Level Agreements

DIT has included specific Service Level Agreements (SLAs) in this contract to manage the Vendors' performance (see Table 4).

SLA Name	SLA Description	Minimum Threshold
Delivery Time	<p>Delivery Time is the number of calendar days between Vendor's receipt of a valid request for IT Infrastructure Solutions and the date the IT Infrastructure Solutions are delivered.</p> <p>Vendor shall process Agency purchase order and deliver ordered IT Infrastructure Solutions within thirty (30) calendar days.</p> <p>Agency requested delivery dates that are past the established minimum threshold are excluded from this Service Level Agreement. Orders for Converged IT Infrastructure Solutions or complex, highly configured IT Infrastructure Solutions are excluded from this Service Level Agreement. Delays in delivery due to industry-wide component shortages or</p>	95%

SLA Name	SLA Description	Minimum Threshold
	region-wide transportation delays that are submitted in writing to the Agency with supporting documentation are not included in the calculation of this Service Level Agreement.	
Quote Time	Quote Time is the number of calendar days between Vendor's receipt of a request for quote on IT Infrastructure Solutions and the date the written quote is delivered to the Agency. Vendor shall process Agency requests for quotes for IT Infrastructure Solutions within five (5) business days for items in the Servers, Storage, Networking Equipment, IT Infrastructure Software, and IT Infrastructure Peripheral Components Segments. Vendor shall process Agency requests for quotes for IT Infrastructure Solutions within ten (10) business days for items in the Converged IT Infrastructure Solutions and Value-Added Services Segments.	95%
Order Accuracy	Order Accuracy is the degree that Vendor delivers items to the Agency that match what is on the Purchase Order and that an accurate packing slip is included in the shipment. If a single item received does not match the item that was listed on the Purchase Order, or an accurate packing slip is not included in the shipment, then the delivery is considered to be inaccurate for purposes of measuring this Service Level Agreement. Agency shall notify Vendor in writing (e.g., email) of any order accuracy issues.	98%
Invoice Accuracy	Vendor shall issue invoices that match the Agency Purchase Order issued to the Vendor and the Vendor's quote.	98%

Table 4: Service Level Agreement Minimum Thresholds

Agencies should notify the DIT Contract Administrator if Vendor's performance falls below the minimum thresholds specified in Table 4 for any one-month period.

Return of Merchandise

Return policies vary by Vendor. Agencies should review Vendor's return policy prior to ordering as some Vendors do not accept stock balance returns unless due to Vendor error.

See Table 5 for specific return policy by Manufacturer.

Manufacturer	Return Policy
Aerohive Networks	As a standard policy, Aerohive Networks does not accept cancellations or order returns. If equipment is factory sealed and returned within 30-days of delivery date, Aerohive will consider returns on a case by case basis.
Arista Networks	No stock balance returns
Avaya Inc.	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Belkin	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.
Ciena Communications	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Cisco Systems, Inc.	No stock balance returns.
Dell Marketing, LP	Unopened stock balance returns allowed at no charge within 30 days of delivery.
EMC Corporation	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Extreme Networks	No stock balance returns. Only warranty replacements or repair offered.
F5 Networks	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, no returns permitted.
Fortinet, Inc.	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Fujitsu America, Inc.	If equipment is factory sealed and returned within 30-days of delivery date, Fujitsu will consider returns on a case by case basis.

Manufacturer	Return Policy
Gigamon	No stock balance returns.
Hedvig	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Hewlett Packard Enterprise	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Hitachi	Unopened stock balance returns allowed at no charge within 30 days of delivery.
IBM	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Infoblox	No stock balance returns
Lenovo (United States), Inc.	Unopened stock balance returns allowed at no charge within 30 days of delivery.
NetApp	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Nutanix	No stock balance returns.
Palo Alto Networks	No restocking fees on returns if customer has a form of Premium Support.
Pure Storage, Inc.	If equipment is factory sealed and returned within 30-days of delivery date, Pure Storage will consider returns on a case by case basis.
Riverbed	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.
Rubrik	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.
Ruckus	If equipment is factory sealed and returned within 30-days of delivery date, Ruckus will consider returns on a case by case basis.
Symantec	No stock balance returns.
Tripp Lite	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.

Table 5: Manufacturer Return Policy

Taxes

The State of North Carolina is exempt from Federal excise taxes and no payment will be made for any personal property taxes levied on the Vendor or for any taxes levied on employee wages. Agencies of the State may have additional exemptions or exclusions for federal or state taxes. Evidence of such additional exemptions or exclusions may be provided to Vendor by Agencies, as applicable, during the term of this contract. Applicable State or local sales taxes shall be invoiced as a separate item

Transportation Charges

Transportation of Deliverables shall be **FOB Destination**; unless otherwise specified in the solicitation document or purchase order. Freight, handling, hazardous material charges, and distribution and installation charges shall be included in the total price of each item. Any additional charges shall not be honored for payment unless authorized in writing by the Purchasing State Agency. In cases where parties, other than the Vendor ship materials against this order, the shipper must be instructed to show the purchase order number on all packages and shipping manifests to ensure proper identification and payment of invoices. A complete packing list must accompany each shipment.

History

2018-07-16: Removed Dell resellers at Dell's request.

2018-07-26: Added eGroup as EMC reseller.

2018-07-30: Added Cambridge Computer Solutions, Davenport Group, and NWN as EMC resellers.

2018-08-08: Added Sirius as EMC reseller. Added Cambridge Computer Solutions and Davenport Group as Dell resellers. Fortinet awarded as 204X Vendor.

2018-08-10: Added Presidio as EMC reseller.

2018-08-15: Removed Alphanumeric Systems as Lenovo reseller. Added Meridian IT as Lenovo reseller. Added Nitor Solutions and Sirius Computer Solutions as Dell resellers.

2018-08-24: Added Corus360 as IBM reseller.
2018-08-29: Added Mainline as EMC reseller.
2018-08-31: Updated Fortinet contact info.
2018-09-20: Pricing Exception note added
2018-10-01: Carahsoft awarded for Gigamon, Infoblox, Nutanix, and Palo Alto Networks products.
2018-10-09: Updated Aerohive contact information.
2018-10-19: NetApp awarded as 204X vendor.
2018-10-23: Carahsoft awarded for F5 Networks products
2018-10-31: Removed eGroup at EMC's request and added Data Networks of America as EMC reseller.
2018-11-09: Added CDWG & NWN as Dell resellers. Added Carolina Advanced Digital as Fortinet reseller.
2018-11-19: Added ePlus Technology and Tiber Creek Consulting as Fortinet resellers. Added Tiber Creek Consulting as Dell reseller.
2018-12-01: CDWG awarded for Belkin, Riverbed, and Tripp Lite products. Added Data Network Solutions, Presidio, and Sirius as Carahsoft resellers.
2018-12-10: Removed Mainline as EMC Reseller. Added eGroup as EMC Reseller.
2018-12-13: Carahsoft awarded Symantec products.
2019-01-04: CDWG awarded for Rubrik products.
2019-01-17: StepCG added as Extreme Networks reseller.
2019-02-01: ViON awarded for Hitachi products.
2019-02-05: Insight Public Sector as IBM Reseller. ANC Group added as Ruckus Networks Reseller.
2019-02-06: Added NWN as Carahsoft Reseller.
2019-02-18: ViON awarded for Hedvig products.
2019-02-26: Added SHI as Carahsoft Reseller. Removed Alphanumeric Systems as a Fujitsu reseller. Added BlueRange Technology as a Fujitsu Reseller.
2019-03-08: Added BridgeTek Solutions as Fortinet reseller.
2019-03-13: Added CDWG as Carahsoft Reseller.
2019-03-20: Updated Lenovo contact information
2019-04-01: Cisco and Avaya awarded as 204X vendors. Added ePlus Technology as Carahsoft Reseller.
2019-04-17: Added CDWG as Ciena Reseller.
2019-05-02: Removed Meridian IT as Lenovo reseller. Added Alphanumeric Systems as Lenovo reseller.
2019-05-20: Arista Networks awarded as 204X vendor.
2019-06-04: Added Infoblox products to Data Network Solutions under Carahsoft.
2019-06-24: Removed Tiber Creek Consulting as Dell 204X reseller. Added SHI as Dell 204X reseller.

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