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:

<table>
<thead>
<tr>
<th>Segment</th>
<th>Segment Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Servers</td>
<td>Physical servers, including rack-mounted, blades, and tower models, virtual servers, and related emerging technologies</td>
</tr>
<tr>
<td>Storage</td>
<td>Enterprise mass storage components, purchased as standalone units or as part of a storage system containing several unique items, and related emerging technologies</td>
</tr>
<tr>
<td>Networking Equipment</td>
<td>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)</td>
</tr>
<tr>
<td>IT Infrastructure Software</td>
<td>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)</td>
</tr>
<tr>
<td>Converged IT Infrastructure Solutions</td>
<td>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</td>
</tr>
<tr>
<td>IT Infrastructure Peripheral Components</td>
<td>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 <strong>$25,000</strong>.</td>
</tr>
<tr>
<td>Segment</td>
<td>Segment Description</td>
</tr>
<tr>
<td>----------------------</td>
<td>---------------------------------------------------------------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Value Added Services</td>
<td>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.</td>
</tr>
</tbody>
</table>

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](https://it.nc.gov/documents/exception-resources)

<table>
<thead>
<tr>
<th>NC State IT Contract 204X Manufacturers:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerohive Networks</td>
</tr>
<tr>
<td>Gigamon</td>
</tr>
<tr>
<td>Rubrik</td>
</tr>
<tr>
<td>Arista Networks</td>
</tr>
<tr>
<td>Hedvig</td>
</tr>
<tr>
<td>Ruckus Networks</td>
</tr>
<tr>
<td>Avaya</td>
</tr>
<tr>
<td>Hewlett Packard Enterprise</td>
</tr>
<tr>
<td>Symantec</td>
</tr>
<tr>
<td>Belkin</td>
</tr>
<tr>
<td>Hitachi</td>
</tr>
<tr>
<td>Tripp Lite</td>
</tr>
<tr>
<td>Ciena</td>
</tr>
<tr>
<td>IBM</td>
</tr>
<tr>
<td>VMware</td>
</tr>
<tr>
<td>Cisco</td>
</tr>
<tr>
<td>Infoblox</td>
</tr>
<tr>
<td>Dell</td>
</tr>
<tr>
<td>Lenovo</td>
</tr>
<tr>
<td>EMC</td>
</tr>
<tr>
<td>NetApp</td>
</tr>
<tr>
<td>Extreme Networks</td>
</tr>
<tr>
<td>Nutanix</td>
</tr>
<tr>
<td>F5 Networks</td>
</tr>
<tr>
<td>Palo Alto</td>
</tr>
<tr>
<td>Fortinet</td>
</tr>
<tr>
<td>Pure Storage</td>
</tr>
<tr>
<td>Fujitsu</td>
</tr>
<tr>
<td>Riverbed</td>
</tr>
</tbody>
</table>

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.
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerohive Networks</td>
<td>Direct</td>
<td>Orders should be placed with Authorized Resellers listed below.</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Jonnette Pennington&lt;br&gt;Email: <a href="mailto:jpennington@aerohive.com">jpennington@aerohive.com</a>&lt;br&gt;Phone: 408-316-0913</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Outside Sales – State, Local Governments, K-12, Higher Education</strong>&lt;br&gt;Luis Rodriguez, Regional VP&lt;br&gt;Email: <a href="mailto:lrodriguez@aerohive.com">lrodriguez@aerohive.com</a>&lt;br&gt;Phone: 321-422-9577</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Customer Service / Technical / Warranty Support</strong>&lt;br&gt;Website: <a href="https://support.aerohive.com">https://support.aerohive.com</a>&lt;br&gt;Email: rkorbaerohive.com&lt;br&gt;Phone: 866-365-9918&lt;br&gt;Fax: 408-510-6199</td>
</tr>
<tr>
<td>A3 Communications</td>
<td>1911 Associates Lane&lt;br&gt;Suite G&lt;br&gt;Charlotte, NC 28217</td>
<td></td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Hunter Thornton&lt;br&gt;Email: <a href="mailto:hthornton@a3communications.com">hthornton@a3communications.com</a>&lt;br&gt;Phone: 678-630-9134</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Matt Whitfield&lt;br&gt;Email: <a href="mailto:mwhitfield@a3communications.com">mwhitfield@a3communications.com</a>&lt;br&gt;Phone: 704-956-3908</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12</strong>&lt;br&gt;Greg Moorer&lt;br&gt;Email: <a href="mailto:gmoorer@a3communications.com">gmoorer@a3communications.com</a>&lt;br&gt;Phone: 803-269-9222</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – Higher Education</strong>&lt;br&gt;Scott Rives&lt;br&gt;Email: <a href="mailto:srives@a3communications.com">srives@a3communications.com</a>&lt;br&gt;Phone: 803-354-6158</td>
</tr>
<tr>
<td>CDW Government LLC</td>
<td>230 N. Milwaukee Ave.&lt;br&gt;Vernon Hills, IL 60061</td>
<td></td>
<td><strong>Sales – State and Local Governments</strong>&lt;br&gt;Melissa Deets&lt;br&gt;Email: <a href="mailto:melidee@cdw.com">melidee@cdw.com</a>&lt;br&gt;Phone: 717-571-8706</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12 and High Education</strong>&lt;br&gt;Matt Fielding-Russell&lt;br&gt;Email: <a href="mailto:mattrus@cdw.com">mattrus@cdw.com</a>&lt;br&gt;Phone: 847-371-5600</td>
</tr>
<tr>
<td>CNIC, Inc.</td>
<td>4418 Monroe Road&lt;br&gt;Suite E&lt;br&gt;Charlotte, NC 28205-7763</td>
<td></td>
<td><strong>Sales – State and Local Governments</strong>&lt;br&gt;Gary Snyder&lt;br&gt;Email: <a href="mailto:gary.snyder@cnic-inc.com">gary.snyder@cnic-inc.com</a>&lt;br&gt;Phone: 704-344-0090</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12 and Higher Education</strong>&lt;br&gt;Jordann Rader&lt;br&gt;Email: <a href="mailto:jordann.rader@cnic-inc.com">jordann.rader@cnic-inc.com</a>&lt;br&gt;Phone: 704-582-9422</td>
</tr>
<tr>
<td>Awarded Vendor</td>
<td>Authorized Resellers</td>
<td>Ordering Address</td>
<td>Vendor / Reseller Contact Information</td>
</tr>
<tr>
<td>---------------------------</td>
<td>------------------------------------------------</td>
<td>--------------------------------------------</td>
<td>---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
</tr>
</tbody>
</table>
| Aerohive Networks         | Data Network Solutions, Inc                    | 629 Lake Tide Dr. Chapin, SC 29036         | **Sales – State and Local Governments, Education**  
Bruce Fisher  
Email: bfisher@datanetworksolutions.com  
Phone: 704-905-1920                                                                                                                                                                                                                  |
|                           |                                                |                                            | **Inside Sales – State and Local Governments**  
Megan White  
Email: insidesales@encoretg.com  
Phone: 888-983-6267                                                                                                                                                                                                                   |
|                           |                                                |                                            | **Outside Sales – State and Local Governments & Higher Education**  
Danielle Stengel  
Email: dstengel@encoretg.com  
Phone: 704-280-1489                                                                                                                                                                                                                   |
|                           |                                                |                                            | **Sales – K-12**  
Mike Ingram  
Email: mingram@encoretg.com  
Phone: 336-870-0848                                                                                                                                                                                                                   |
|                           |                                                |                                            |                                                                                                                                                                                                                                |
| Encore Technology Group, LLC | 2000 Wade Hampton Blvd. Suite 210  
Greenville, SC 29615 |                                                | **Sales – State and Local Governments, Education**  
SHI Carolina Team  
Email: carolinateam@shi.com  
Phone: 800-211-0831                                                                                                                                                                                                                   |
|                           |                                                |                                            | **Outside Sales – State Governments**  
Carly Higginbotham  
Email: Carly_Higginbotham@shi.com  
Phone: 919-219-7355                                                                                                                                                                                                                   |
|                           |                                                |                                            | **Outside Sales – Local Governments**  
Dean Blackmon  
Email: Dean_Blackmon@shi.com  
Phone: 910-538-6804                                                                                                                                                                                                                   |
|                           |                                                |                                            | **Sales – Higher Education**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076                                                                                                                                                                                                                   |
|                           |                                                |                                            | **Sales – K-12**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774                                                                                                                                                                                                                   |
<p>| SHI International Corp. (HUB VENDOR) | 290 Davidson Ave. Somerset, NJ 08873 |                                                |                                                                                                                                                                                                                                |</p>
<table>
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<tr>
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</thead>
</table>
| Arista Networks, Inc.          | Direct               | Orders should be placed with Authorized Resellers listed below. | Sales – State. Local Governments, K-12, Higher Education  
Simon Briggs  
Email: sbriggs@arista.com  
Phone: (336) 707-2231  

Customer Service / Technical / Warranty Support  
Website: www.arista.com  
Email: support@arista.com  
Phone: 866-476-0000  
Fax: 408-538-8920 |
| Intelligent Visibility, Inc.   | 200 South Elm. St.  
Suite 200  
Greensboro, NC 27401 | Inside Sales – State and Local Governments  
Tonya Brewer  
Email: tbrewer@intelligentvis.com  
Phone: 336-202-2352  

Outside Sales – State and Local Governments  
Mike Controne  
Email: mcotrone@intelligentvis.com  
Phone: 336-908-8580  

Sales – K-12  
Rich Dexter  
Email: rdexter@intelligentvis.com  
Phone: 336-908-2975  

Sales – Higher Education  
Rob Blair  
Email: rbair@intelligentvis.com  
Phone: 336-908-7109 |
| Sirius Computer Solutions, Inc.| 10100 Reunion Place  
Suite 500  
San Antonio, TX 78216 | Outside Sales – State and Local Governments, Education  
Phyllis (PJ) Byrd  
Email: phyllis.byrd@siriuscom.com  
Phone: 210-369-0617  

Sales – K-12  
Josh Enderline  
Email: Josh.Enderline@Siriuscom.com  
Phone: 919-215-6749  

Sales – Higher Education  
Aaron Riggleman  
Email: Aaron.Riggleman@Siriuscom.com  
Phone: 919-500-1852 |
| Avaya Inc.                      | Direct               | 4655 Great America Parkway  
Santa Clara, CA 95054 | Sales – State and Local Governments, Education  
Greg Nelson  
Email: gnelson@avaya.com  
Phone: 704-551-1827 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| **Carahsoft Technology Corporation** | Direct | 1860 Michael Faraday Dr. Suite 100 Reston, VA 20190 | **Inside Sales – State and Local Governments**  
Rich Maigue  
Email: Richard.Maigue@carahsoft.com  
Phone: 703-871-8578  
**Outside Sales – State and Local Governments**  
Carahsoft Sales Team  
Email: sales@carahsoft.com  
Phone: 703-871-8500  
**Sales – K-12 and Higher Education**  
Tim Boltz  
Email: Tim.Boltz@carahsoft.com  
Phone: 703-230-7402 |
| **CDW Government LLC** | For following products:  
- F5 Networks  
- Gigamon  
- Infoblox  
- Nutanix  
- Palo Alto  
- Symantec | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Inside Sales – State and Local Governments**  
Nicole Tuzzolino  
Email: nicotuz@cdwg.com  
Phone: 866-850-5223  
**Outside Sales – State and Local Governments**  
Kyle Irwin  
Email: kyleirw@cdw.com  
Phone: 866-769-8287  
**Sales – K-12 and High Education**  
Matt Fielding-Russell  
Email: mattrus@cdw.com  
Phone: 847-371-5600 |
| **Data Networks Solutions, Inc** | For following products:  
- F5 Networks  
- Gigamon  
- Infoblox  
- Nutanix  
- Palo Alto  
- Symantec | 629 Lake Tide Dr. Chapin, SC 29036 | **Inside Sales – State and Local Governments**  
Miriam Rodrigue  
Email: mrodrigue@datanetworksolutions.com  
Phone: 864-640-1343  
**Outside Sales – State and Local Governments, Education**  
Bruce Fisher  
Email: bfisher@datanetworksolutions.com  
Phone: 704-905-1920 |
| **ePlus Technology, Inc.** | For following products:  
- F5 Networks  
- Gigamon  
- Infoblox | 511 Davis Drive Suite 350 Morrisville, NC 27560 | **Inside Sales – State and Local Governments, Education**  
Kelly Manning  
Email: kmanning@eplus.com  
Phone: 910-679-3726  
**Outside Sales – State and Local Governments, Education**  
Marcel Provancher  
Email: mprovencher@eplus.com  
Phone: 919-767-2979 |
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</table>
| Carahsoft Technology Corporation  | NWN Corporation                       | 271 Waverley Oaks Road Waltham, MA 02452              | **Sales – State and Local Governments, Higher Education**  
James Welch  
Email: JWelch@nwnit.com  
Phone: 919-653-4461 |
|                                   | For following products:               |                                                       |                                                                                                     |
|                                   | • F5 Networks                         |                                                       |                                                                                                     |
|                                   | • Nutanix                             |                                                       |                                                                                                     |
| Presidio Networked Solutions LLC  | 5003 S. Miami Blvd Suite 110 Durham, NC 27703 | **Inside Sales – State and Local Governments**  
Jessica Blust  
jblust@presidio.com  
Phone: 407-641-0524 |
|                                   | For following products:               |                                                       | **Outside Sales – State and Local Governments, Higher Education**  
Shawn Alba  
Email: salba@presidio.com  
Phone: 919-592-9676  
Jim Slowik  
Email: islowik@presidio.com  
Phone: 919-228-6123 |
|                                   | • F5 Networks                         |                                                       |                                                                                                     |
|                                   | • Gigamon                             |                                                       |                                                                                                     |
|                                   | • Infoblox                            |                                                       |                                                                                                     |
|                                   | • Nutanix                             |                                                       |                                                                                                     |
|                                   | • Palo Alto                           |                                                       |                                                                                                     |
| SHI International Corp.           | 290 Davidson Ave. Somerset, NJ 08873  | **Sales – State and Local Governments, Education**  
SHI Carolina Team  
Email: carolinateam@shi.com  
Phone: 800-211-0831  
**Outside Sales – State Governments**  
Carly Higginbotham  
Email: Carly_Higginbotham@shi.com  
Phone: 919-219-7355  
**Outside Sales – Local Governments**  
Dean Blackmon  
Email: Dean_Blackmon@shi.com  
Phone: 910-538-6804  
**Sales – Higher Education**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076  
**Sales – K-12**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774 |
<p>| (HUB VENDOR)                      | <strong>For following products:</strong>           |                                                       |                                                                                                     |
|                                   | • F5 Networks                         |                                                       |                                                                                                     |
|                                   | • Gigamon                             |                                                       |                                                                                                     |
|                                   | • Infoblox                            |                                                       |                                                                                                     |
|                                   | • Nutanix                             |                                                       |                                                                                                     |
|                                   | • Palo Alto                           |                                                       |                                                                                                     |
|                                   | • Symantec                            |                                                       |                                                                                                     |</p>
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</table>
| Carahsoft Technology Corporation | Sirius Computer Solutions, Inc.  
For following products:  
- F5 Networks  
- Gigamon  
- Infoblox  
- Nutanix | 10100 Reunion Place Suite 500 San Antonio, TX 78216 | **Outside Sales – State and Local Governments, Education**  
Phyllis (PJ) Byrd  
Email: phyllis.byrd@siriuscom.com  
Phone: 210-369-0617  
**Sales – K-12**  
Josh Enderline  
Email: Josh.Enderline@Siriuscom.com  
Phone: 919-215-6749  
**Sales – Higher Education**  
Aaron Riggleman  
Email: Aaron.Riggleman@Siriuscom.com  
Phone: 919-500-1852 |
| CDWG | Direct  
For following products:  
- Belkin  
- Riverbed  
- Rubrik  
- Tripp Lite | 230 N. Milwaukee Ave Vernon Hills, IL 60061 | **Inside Sales – State and Local Governments**  
Nicole Tuzzolino  
Email: nicotuz@cdwg.com  
Phone: 866-850-5223  
**Outside Sales – State and Local Governments**  
Kyle Irwin  
Email: kyleiw@cdw.com  
Phone: 866-769-8287  
**Sales – K-12**  
Ray Sorrentino  
Email: raysor@cdwg.com  
Phone: 866-833-0358  
**Sales – Higher Education**  
Justin Scott  
Email: justins@cdwg.com  
Phone: 877-820-8807 |
| Ciena | Direct | Orders should be placed with Authorized Resellers listed below. | **Sales – State and Local Governments, K-12, Higher Education**  
Greg Nelson  
Email: gnelson@ciena.com  
Phone: 919-609-0830  
**Customer Service / Technical / Warranty Support**  
Website: https://portal.ciena.com  
Phone: 800-243-6224  
Fax: 410-694-5750 |
| Carousel Industries of North America, Inc | 659 South County Trail Exeter, RI 02882 | **Sales – State and Local Governments, Education**  
Brandon L. Hall  
Email: bhall@carouselindustries.com  
Phone: 919-230-9536 |
<table>
<thead>
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</thead>
</table>
| Ciena          | CenturyLink Communications LLC. | 14111 Capital Blvd. Wake Forest, NC 27587 | **Sales – State and Local Governments, Education**  
Christine Mostowy  
Email: christine.mostowy@centurylink.com  
Phone: 404-695-5999 |
| CDW Government LLC | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Inside Sales – State and Local Governments**  
Melissa Deets  
Email: melidee@cdw.com  
Phone: 717-571-8706  
**Outside Sales – State and Local Governments**  
Kyle Irwin  
Email: kyleirw@cdw.com  
Phone: 866-769-8287  
**Sales – K-12 and High Education**  
Matt Fielding-Russell  
Email: mattrus@cdw.com  
Phone: 847-371-5600 |
| Graybar        | 211 S. New Hope Road Raleigh, NC 27610 | **Inside Sales – State and Local Governments, K-12, Higher Education**  
Bryan Gilliam  
Email: Byran.gilliam@graybar.com  
Phone: 336-275-9441  
**Outside Sales – State and Local Governments, K-12, Higher Education**  
Steve Foy  
Email: Steven.foy@graybar.com  
Phone: 919-623-8544 |
| Integration Partners Corporation | 12 Hartwell Avenue, Lexington, MA 02421 | **Sales – State and Local Governments, Education**  
Greg Fowler  
Email: gfowler@integrationpartners.com  
Phone: 704-236-1028 |
| Telamon Corporation | 1000 E 116th St Carmel, IN 46032 | **Sales – State and Local Governments, Education**  
Mike Taylor  
Email: Mike.taylor@telamon.com  
Phone: 404-307-2360 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| Cisco Systems, Inc. | Direct | Orders should be placed with Authorized Resellers listed below. | **Sales State and Local Governments**  
Anna Miller  
Email: annamil@cisco.com  
Phone: 984-216-0775  

**Outside Sales – For the following State Government Agencies: DIT, DPS, AOC only**  
David Dini  
Email: ddini@cisco.com  
Phone: 408-895-2655  

**Sales – K-12 and Higher Education**  
Andy Chai-Seong  
Email: achaiseo@cisco.com  
Phone: 408-895-2832 |
| CDW Government LLC | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Outside Sales – State and Local Governments**  
Kyle Irwin  
Email: kyleirw@cdw.com  
Phone: 919-272-6083  

**Sales – K-12 and High Education**  
Matt Fielding-Russell  
Email: mattrus@cdw.com  
Phone: 847-371-5600 |
| ePlus Technology, Inc. | 511 Davis Drive Suite 350 Morrisville, NC 27560 | **Inside Sales – State and Local Governments, Education**  
Kelly Manning  
Email: kmanning@eplus.com  
Phone: 910-679-3726  

**Outside Sales – State and Local Governments, Education**  
Marcel Provencher  
Email: mprovencher@eplus.com  
Phone: 919-767-2979 |
| DISYS Solutions, Inc. | 44670 Cape Court Suite 100 Ashburn, VA 20147 | **Inside State and Local Governments**  
Pankaj Sharma  
Email: Pankaj.Sharma@dsitech.com  
Phone: 571-707-3610  

**Outside Sales – State and Local Governments and K-12**  
John Mills  
Email: John.Mills@dsitech.com  
Phone: 864-350-8477  

**Sales – Higher Education**  
Roy Everett  
Email: Roy.Everett@dsitech.com  
Phone: 571-707-3655 |
<table>
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| Cisco Systems, Inc.     | Internetwork Services Incorporated, dba Internetwork Engineering | 13777 Ballantyne Corporate Place Suite 305 Charlotte, NC 28277 | **Inside State and Local Governments**  
  Client Services  
  Email: [ClientServices@ineteng.com](mailto:ClientServices@ineteng.com)  
  Phone: 704-540-5800  
  **Outside Sales – State and Local Governments and Education**  
  NC SLED Account Team  
  Email: [NCSLED@ineteng.com](mailto:NCSLED@ineteng.com)  
  Phone: 704-540-5800  
|                         |                                                            |                                         |                                                                                                         |
| NWN Corporation         | 7025 Albert Pick Road Suite 302 Greensboro, NC 27409       | **Inside Sales – State and Local Governments**  
  Nichole Farrar  
  Email: [nfarrar@nwnit.com](mailto:nfarrar@nwnit.com)  
  Phone: 919-653-4456  
  **Outside Sales – State and Local Governments**  
  Greg Syer  
  Email: [gsyer@nwnit.com](mailto:gsyer@nwnit.com)  
  Phone: 919-653-4477  
|                         |                                                            |                                         |                                                                                                         |
|                         |                                                            | **Sales – K-12**  
  James Welch  
  Email: [JWelch@nwnit.com](mailto:JWelch@nwnit.com)  
  Phone: 919-653-4461  
|                         |                                                            | **Sales – Higher Education**  
  Mike Kane  
  Email: [MKane@nwnit.com](mailto:MKane@nwnit.com)  
  Phone: 704-496-6907  
| Presidio Networked Solutions, LLC | 5444 Wade Park Blvd. Raleigh, NC 27607 | **Inside Sales – State and Local Governments**  
  Jessica Blust  
  Email: [jblust@presidio.com](mailto:jblust@presidio.com)  
  Phone: 407-641-0524  
  **Outside Sales – State and Local Governments, Higher Education**  
  Shawn Alba  
  Email: [salba@presidio.com](mailto:salba@presidio.com)  
  Phone: 919-592-9676  
|                         |                                                            | **Sales – K-12**  
  Jen Zadnik  
  Email: [jzadnik@presidio.com](mailto:jzadnik@presidio.com)  
  Phone: 919-228-6121  
<p>|</p>
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| Cisco Systems, Inc.    | Rove, LLC            | 3201 International Airport Dr., Suite 100 Charlotte, NC 28208 | **Inside State and Local Governments**  
Brian Calfo  
Email: brian.calfo@withrove.com  
Phone: (704) 413-0897  

**Outside Sales – State and Local Governments**  
Marcus Jacoby  
Email: Marcus.Jacoby@withrove.com  
Phone: (704) 413-0902  

**Sales – K-12 and Higher Education**  
Jack Daykin  
Email: Jack.Daykin@withrove.com  
Phone: (704) 413-0914 |
| Dell                   | Direct               | One Dell Way Round Rock, TX 78682                     | **Inside Sales – State and Local Governments**  
David Bailey  
Email: david.b.bailey@dell.com  
Phone: 512-513-9417  

**Outside Sales – State and Local Governments**  
Manny Veloza  
Email: manny.veloza@dell.com  
Phone: 919-272-5214  

**Sales – K-12**  
Clarence Williams  
Email: clarence Williams@dell.com  
Phone: 919-279-3352  

**Sales – Higher Education**  
Jim Rigney  
Email: jim_rigney@dell.com  
Phone: 919-349-6617  

**Customer Service / Technical / Warranty Support**  
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 |
| Cambridge Computer Services, Inc (HUB VENDOR) | 271 Waverley Oaks Road Suite 301 Waltham, MA 02452 | **Sales – State, Local Governments, & Higher Education**  
Gerry Franzen  
Email: gfranzen@cambridgecomputer.com  
Phone: 919-605-9934  

**Sales – K-12**  
Mike Rowland  
Email: mrowland@cambridgecomputer.com  
Phone: 240-315-7695 |
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| **Dell**       | CDW Government LLC   | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Inside Sales – State and Local Governments**  
Nicole Tuzzolino  
Email: nicotuz@cdw.com  
Phone: 866-850-5223  

**Outside Sales – State and Local Governments**  
Kyle Irwin  
Email: kyleirw@cdw.com  
Phone: 203-851-7126  

**Sales – K-12**  
Ashley Pratt  
Email: ashipra@cdw.com  
Phone: 866-819-6496  

**Sales – Higher Education**  
Mitch Huffington  
Email: mitchh@cdwg.com  
Phone: 847-968-9362 |
| **Davenport Group** | 4166 Lexington Ave N  
St. Paul, MN 55126 | **Sales – State and Local Governments**  
Matt Johnson  
Email: Matt.johnson@davenportgroup.com  
Phone: 651-765-0279  

**Sales – Higher Education**  
Mary Brown  
Email: Mary.brown@davenportgroup.com  
Phone: 651-765-0279 |
| **Nitor Solutions** | 3630 Clemmons Rd  
Suite 303  
Clemmons, NC 27012 | **Inside Sales – State and Local Governments**  
Calesha Pickard  
Email: cpickard@nitorsi.com  
Phone: 615-513-4324  

**Sales – State, Local Governments, K-12, Higher Education**  
Ron Hewett  
Email: rhewett@nitorsi.com  
Phone: 336-655-6793  

John Lee  
Email: jlee@nitorsi.com  
Phone: 336-782-2566  

Scott Harris  
Email: sharris@nitorsi.com  
Phone: 828-301-7177  

John Parks  
Email: jparks@nitorsi.com  
Phone: 615-419-2499 |
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</table>
| Dell           | NWN Corporation           | 2520 Whitehall Park Drive
Suite 250
Charlotte, NC 28273 | **Inside Sales – State and Local Governments**
Nichole Farrar
Email: nffarrar@nwnit.com
Phone: 919-653-4456  
**Outside Sales – State and Local Governments**
Greg Syer
Email: gsyer@nwnit.com
Phone: 919-653-4477  
**Sales – K-12**
Kyle Kipping
Email: kkipping@nwnit.com
Phone: 404-909-0401  
**Sales – Higher Education**
Tommy Coleman
Email: tcoleman@nwnit.com
Phone: 336-340-6142 |
| SHI International Corp. (HUB VENDOR) | 290 Davidson Ave.
Somerset, NJ 08873 | **Sales – State and Local Governments, Education**
Jennifer Huseth
Email: Jennifer_Huseth@shi.com
Phone: 732-868-6286  
**Outside Sales – State and Local Governments**
Dean Blackmon
Email: Dean_Blackmon@shi.com
Phone: 910-538-6804  
**Sales – K-12 and Higher Education**
Eric Sutton
Email: Eric_Sutton@shi.com
Phone: 404-545-8077 |
| Sirius Computer Solutions, Inc. | 10100 Reunion Place
Suite 500
San Antonio, TX 78216 | **Outside Sales – State and Local Governments, Education**
Phyllis (PJ) Byrd
Email: phyllis.byrd@siriuscom.com
Phone: 210-369-0617  
**Sales – K-12**
Josh Enderline
Email: Josh_Enderline@Siriuscom.com
Phone: 919-215-6749  
**Sales – Higher Education**
Aaron Riggleman
Email: Aaron.Riggleman@Siriuscom.com
Phone: 919-500-1852 |
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| EMC           | Direct               | 176 South Street Hopkinton, MA 01748 | **Sales – State and Local Governments, K-12, Higher Education**  
Mike Wade  
Email: michael.wade@dell.com  
Phone: 919-247-0851  
**Customer Service / Technical / Warranty Support**  
Website: http://support.emc.com  
Phone: 800-782-4362 |
| Cambridge Computer Services, Inc  
(HUB VENDOR) | 271 Waverley Oaks Road Suite 301 Waltham, MA 02452 | **Inside Sales – State, Local Governments, & Higher Education**  
Jim Gordon  
Email: jgordon@cambridgecomputer.com  
Phone: 508-686-6745  
**Outside Sales – State, Local Governments, & Higher Education**  
Gerry Franzen  
Email: gfranzen@cambridgecomputer.com  
Phone: 919 747-4070  
**Sales – K-12**  
Mike Rowland  
Email: mrowland@cambridgecomputer.com  
Phone: 240-315-7695 |
| Data Networks of America, Inc. | 216 Schilling Circle Ste. 104 Hunt Valley, MD 21031 | **Inside Sales – State and Local Governments**  
Kayla Richardson  
Email: krichardson@datanetworks.com  
Phone: 410-823-3000 ext. 3021  
**Outside Sales – State and Local Governments**  
Steve Brandon  
Email: sbrandon@datanetworks.com  
Phone: 410-823-3000 ext. 3011  
**Sales – K-12**  
Amy Bateman  
Email: abateman@datanetworks.com  
Phone: 410-823-3000 ext. 3020  
**Sales – Higher Education**  
Jan Silhavy  
Email: jsilhavy@datanetworks.com  
Phone: 410-823-3000 ext. 3016 |
| Davenport Group | 4166 Lexington Ave N St. Paul, MN 55126 | **Sales – State and Local Governments**  
Matt Johnson  
Email: Matt.johnson@davenportgroup.com  
Phone: 651-765-0279  
**Sales – Higher Education**  
Mary Brown  
Email: Mary.brown@davenportgroup.com  
Phone: 651-765-0279 |
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<tr>
<td>EMC</td>
<td>eGroup Holding Company, LLC</td>
<td>PO Box 38 Mount Pleasant, SC 29465</td>
<td><strong>Inside Sales for State and Local Governments</strong>&lt;br&gt;Jeff Thomas&lt;br&gt;Email: <a href="mailto:insidesales@eGroup-us.com">insidesales@eGroup-us.com</a>&lt;br&gt;Phone: 877-347-6871&lt;br&gt;<strong>Outside Sales – State and Local Governments, K-12, Higher Education</strong>&lt;br&gt;Daniel Navarro&lt;br&gt;Email: <a href="mailto:insidesales@eGroup-us.com">insidesales@eGroup-us.com</a>&lt;br&gt;Phone: 877-347-6871</td>
</tr>
<tr>
<td>NWN Corporation</td>
<td>2520 Whitehall Park Drive Suite 250 Charlotte, NC 28273</td>
<td><strong>Sales – State and Local Governments, K-12, Higher Education</strong>&lt;br&gt;Greg Syer&lt;br&gt;Email: <a href="mailto:gsyer@nwnit.com">gsyer@nwnit.com</a>&lt;br&gt;Phone: 919-653-4477</td>
<td></td>
</tr>
<tr>
<td>Presidio Networked Solutions LLC</td>
<td>5003 S. Miami Blvd Suite 110 Durham, NC 27703</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Shawn Alba&lt;br&gt;Email: <a href="mailto:salba@presidio.com">salba@presidio.com</a>&lt;br&gt;Phone: 919-323-8081</td>
<td></td>
</tr>
<tr>
<td>Sirius Computer Solutions, Inc.</td>
<td>10100 Reunion Place Suite 500 San Antonio, TX 78216</td>
<td><strong>Sales – State and Local Governments, Higher Education</strong>&lt;br&gt;Phyllis (PJ) Byrd&lt;br&gt;Email: <a href="mailto:phyllis.byrd@siriuscom.com">phyllis.byrd@siriuscom.com</a>&lt;br&gt;Phone: 210-369-0617&lt;br&gt;<strong>Sales –K-12</strong>&lt;br&gt;Aaron Riggleman&lt;br&gt;Email: <a href="mailto:aaron.riggleman@siriuscom.com">aaron.riggleman@siriuscom.com</a>&lt;br&gt;Phone: 919-500-1852</td>
<td></td>
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<tr>
<td>Extreme Networks</td>
<td>6480 Via Del Oro San Jose, CA 95119</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Chris Bondi&lt;br&gt;Email: <a href="mailto:cbondi@extremenetworks.com">cbondi@extremenetworks.com</a>&lt;br&gt;Phone: 919-457-8250&lt;br&gt;<strong>Customer Service / Technical / Warranty Support</strong>&lt;br&gt;Website: <a href="https://www.extremenetworks.com/support/contact">https://www.extremenetworks.com/support/contact</a>&lt;br&gt;Email: <a href="mailto:btownsen@extremenetworks.com">btownsen@extremenetworks.com</a>&lt;br&gt;Phone: 800-872-8440</td>
<td></td>
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<tr>
<td>CDW Government LLC</td>
<td>230 N. Milwaukee Ave. Vernon Hills, IL 60061</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Kyle Irwin&lt;br&gt;Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a>&lt;br&gt;Phone: 919-272-6083&lt;br&gt;Nicole Tuzzolino&lt;br&gt;Email: <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a>&lt;br&gt;Phone: 866-850-5223</td>
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</table>
| Extreme Networks | Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Sales – State and Local Governments, Education**  
Bruce Fisher  
Email: bfisher@datanetworksolutions.com  
Phone: 704-905-1920 |
|                  | Lockstep | 5403 Stoney Ridge Court Belmont, NC 28012 | **Sales – State and Local Governments, Education**  
Jim Pullano  
Email: jpullano@lockstepgroup.com  
Phone: 630-802-0202  
Michael Lawing  
Email: mlawing@lockstepgroup.com  
Phone: 704-577-4610 |
| Meridian IT, Inc. | 2065 Donald Street Indian Land, SC 29707 | **Sales – State and Local Governments, Education**  
Gary Shipman  
Email: Gary.shipman@meridianitinc.com  
Phone: 980-288-6950 |
| RM Source | 150 Fayetteville Street, Suite 810 Raleigh, NC 27601 | **Sales – State and Local Governments, Education**  
Email: rhultin@rmsource.com  
Phone: 919-246-3845 |
| StepCG, LLC | 137 E. Fourth Street Suite 210 Cincinnati, OH 45202 | **Sales – State and Local Governments, Higher Education**  
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. | **Sales – State and Local Governments, Higher Education**  
Stuart Ferrell  
Email: sferrell@fortinet.com  
Phone: 919-480-7878  
**Sales – K-12**  
Scott Lecher  
Email: slecher@fortinet.com  
Phone: 919-744-6799  
**Customer Service / Technical / Warranty Support**  
Website: https://support.fortinet.com/  
Phone: 866-648-4638 |
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| Fortinet, Inc.    | BridgeTek Solutions     | 744 East Stone Ave   | **Inside Sales – State and Local Governments**  
Greenville, SC 29601  
Kelley Turpin  
Email: Kturpin@bridgetekssolutions.com  
Phone: 704-517-3002  
| **Outside Sales – State and Local Governments**  
Tom Clinton  
Email: Tclinton@bridgetekssolutions.com  
Phone: 864-420-1785  
| **Sales – K-12**  
Vance Milford  
Email: vmilford@bridgetekssolutions.com  
Phone: 864-214-0221  
| **Sales – Higher Education**  
John Ulmer  
Email: julmer@bridgetekssolutions.com  
Phone: 803-240-3579  
| Carolina Advanced Digital | 133 Triangle Trade Drive  
Cary, NC 27513 | **Inside Sales – State and Local Governments**  
Julie Allen  
Email: julie@cadinc.com  
Phone: 919-460-1313  
| **Outside Sales – State and Local Governments, K-12, Higher Education**  
BreAnn Verreen  
Email: bre@cadinc.com  
Phone: 919-460-1313  
| ePlus Technology, Inc. | 511 Davis Drive  
Suite 350  
Morrisville, NC 27560 | **Inside Sales – State and Local Governments, Education**  
Kelly Manning  
Email: kmanning@eplus.com  
Phone: 910-679-3726  
| **Outside Sales – State and Local Governments, Education**  
Marcel Provencher  
Email: mprovencher@eplus.com  
Phone: 919-767-2979  
| Tiber Creek Consulting (HUB VENDOR) | 10130 Mallard Creek Road,  
Suite 300  
Charlotte, NC 28262 | **Inside Sales – State and Local Governments**  
Ted Schonbrunner  
Email: ted@tibercreek.com  
Phone: 717-746-4004  
| **Outside Sales – State and Local Governments**  
David Lloyd  
Email: David.Lloyd@tibercreek.com  
Phone: 704-996-3718  
| **Outside Sales – K-12 & Higher Education**  
Jennifer Hillesland  
Email: Jennifer.Hillesland@tibercreek.com  
Phone: 704-614-0742  
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<td>Fujitsu</td>
<td>Direct</td>
<td>1250 E. Arques Avenue</td>
<td><strong>Sales – State and Local Governments, K-12, Higher Education</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Sunnyvale, CA 94085-3470</td>
<td>Nathan Sirota</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:nathan.sirota@us.fujitsu.com">nathan.sirota@us.fujitsu.com</a></td>
</tr>
<tr>
<td></td>
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<td>Phone: 781-727-5372</td>
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<td></td>
<td><strong>Customer Service / Technical / Warranty Support</strong></td>
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<td>Website: <a href="http://us.fujitsu.com/solutions">http://us.fujitsu.com/solutions</a></td>
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<td>Email: <a href="mailto:computers_esd@us.fujitsu.com">computers_esd@us.fujitsu.com</a></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 800-538-8486</td>
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<tr>
<td>A3 Communications</td>
<td>1911 Associates Lane</td>
<td><strong>Inside Sales – State and Local Governments</strong></td>
<td>Hunter Thornton</td>
</tr>
<tr>
<td></td>
<td>Suite G</td>
<td></td>
<td>Email: <a href="mailto:hthornton@a3communications.com">hthornton@a3communications.com</a></td>
</tr>
<tr>
<td></td>
<td>Charlotte, NC 28217</td>
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<td>Phone: 678-630-9134</td>
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<td><strong>Outside Sales – State and Local Governments</strong></td>
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<td></td>
<td></td>
<td></td>
<td>Matt Whitfield</td>
</tr>
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<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:mwhitfield@a3communications.com">mwhitfield@a3communications.com</a></td>
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<td></td>
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<td>Phone: 704-956-3908</td>
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<td><strong>Sales – K-12</strong></td>
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<td>Greg Moorer</td>
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<td></td>
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<td></td>
<td>Email: <a href="mailto:gmoorer@a3communications.com">gmoorer@a3communications.com</a></td>
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<td>Phone: 803-269-9222</td>
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<td>Scott Rives</td>
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<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:srives@a3communications.com">srives@a3communications.com</a></td>
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<td>Phone: 803-354-6158</td>
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<tr>
<td>BlueRange Technology</td>
<td>9241 Globe Center</td>
<td><strong>Sales – State and Local Governments &amp; K-12</strong></td>
<td>Tom Vollmer</td>
</tr>
<tr>
<td></td>
<td>Drive Suite 100</td>
<td></td>
<td>Email: <a href="mailto:tvollmer@bluerangetech.com">tvollmer@bluerangetech.com</a></td>
</tr>
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<td></td>
<td>Morrisville, NC 27560</td>
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<td>Phone: 919-241-1119</td>
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<td>Richard Sed</td>
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<td></td>
<td>Email: <a href="mailto:rsed@bluerangetech.com">rsed@bluerangetech.com</a></td>
</tr>
<tr>
<td></td>
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<td></td>
<td>Phone: 919-241-8698</td>
</tr>
<tr>
<td>Cambridge Computer Services, Inc (HUB VENDOR)</td>
<td>271 Waverley Oaks Road Suite 301 Waltham, MA 02452</td>
<td><strong>Sales – State, Local Governments, &amp; Higher Education</strong></td>
<td>Gerry Franzen</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:gfranzen@cambridgecomputer.com">gfranzen@cambridgecomputer.com</a></td>
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<td>Mike Rowland</td>
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<td></td>
<td>Email: <a href="mailto:mrowland@cambridgecomputer.com">mrowland@cambridgecomputer.com</a></td>
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<td>Phone: 240-315-7695</td>
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<td>Fujitsu</td>
<td>Converge Acquisition LLC (formerly Corus 360)</td>
<td>130 Technology Parkway Norcross, GA 30092</td>
<td><strong>Inside Sales – State and Local Governments, Education</strong>&lt;br&gt; Lorie Allen&lt;br&gt; Email: <a href="mailto:lallen@corus360.com">lallen@corus360.com</a>&lt;br&gt; Phone: 910-835-9047&lt;br&gt; <strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt; Todd Cannady&lt;br&gt; Email: <a href="mailto:toddc@corus360.com">toddc@corus360.com</a>&lt;br&gt; Phone: 919-532-2111</td>
</tr>
<tr>
<td>HQ Associates</td>
<td></td>
<td>309 N. Dawson Street Suite 100. Raleigh, NC 27603</td>
<td><strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt; Isaac Cornetti&lt;br&gt; Email: <a href="mailto:Sales@HQassociates.com">Sales@HQassociates.com</a>&lt;br&gt; Phone: (919) 434-4475</td>
</tr>
<tr>
<td>ViON Corporation</td>
<td></td>
<td>196 Van Buren St. Ste 300 Herndon, VA 20170</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt; Justin Ciaccio&lt;br&gt; Email: <a href="mailto:Justin.ciaccio@vion.com">Justin.ciaccio@vion.com</a>&lt;br&gt; Phone: 703-599-3843&lt;br&gt; <strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt; Charles Michaux&lt;br&gt; Email: <a href="mailto:Charles.Michaux@vion.com">Charles.Michaux@vion.com</a>&lt;br&gt; Phone: 336-686-7002</td>
</tr>
<tr>
<td>Walker and Associates, Inc. (HUB VENDOR)</td>
<td></td>
<td>7129 Old Hwy 52 N Welcome, NC 27374</td>
<td><strong>Inside Sales – State and Local Governments, Education</strong>&lt;br&gt; Emma Hanes&lt;br&gt; Email: <a href="mailto:Emma.hanes@walkerfirst.com">Emma.hanes@walkerfirst.com</a>&lt;br&gt; Phone: 336-731-5310&lt;br&gt; <strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt; Eddie Lester&lt;br&gt; Email: <a href="mailto:Eddie.lester@walkerfirst.com">Eddie.lester@walkerfirst.com</a>&lt;br&gt; Phone: 336-731-5268</td>
</tr>
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</tr>
</tbody>
</table>
| Hewlett Packard Enterprise             | Direct               | 6280 America Center Drive San Jose, CA 95002         | **Inside Sales – State and Local Governments, Education**  
Chris Andrews  
Email: christopher.andrews@hpe.com  
Phone: 972-860-1547  
**Outside Sales – State and Local Governments, Higher Education**  
Stefanie Perry  
Email: sperry@hpe.com  
Phone: 919-930-1795  
**Sales – K-12**  
Allie McNeal  
Email: alexandria.mcneal@hpe.com  
Phone: 989-280-1765  
**Customer Service / Technical / Warranty Support**  
Phone: 844-806-3425 |
| Applied Data Technologies (HUB VENDOR) |                      | 8515 Crown Crescent Court Charlotte, NC 28227        | **Sales – State and Local Governments, Education**  
Terri Barnes  
Email: terri.barnes@applieddatatech.com  
Phone: 803-417-4627 |
| Blue Ally Technology Solutions, LLC    |                      | 1255 Crescent Green Suite 300 Cary, NC 27518         | **Inside Sales – State and Local Governments, Education**  
Jennifer Jones  
Email: jjones@blueally.com  
Phone: 919-249-1582  
**Outside Sales – State and Local Governments, Education**  
Dale Denning  
Email: ddenning@blueally.com  
Phone: 919-249-1538 |
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| Hewlett Packard Enterprise | Carolina Advanced Digital, Inc. | 133 Triangle Trade Drive Cary, NC 27513 | **Inside Sales – State and Local Governments**  
Julie Allen  
Email: julie@cadinc.com  
Phone: 919-460-1313 Ext. 211  
**Outside Sales – State Governments**  
Lee Currie  
Email: lee@cadinc.com  
Phone: 919-460-1313  
**Outside Sales – Local Governments, K-12, Community Colleges**  
Bre Verreen  
Email: bre@cadinc.com  
Phone: 919-460-1313  
**Outside Sales – Higher Education - Universities**  
Wayne Gaudette  
Email: wayne@cadinc.com  
Phone: 919-460-1313 |
| CDW Government LLC | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments**  
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Email: melidee@cdwg.com  
Phone: 717-571-8706  
**Sales – K-12 and High Education**  
Matt Fielding-Russell  
Email: mattrus@cdw.com  
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| Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Inside Sales – State and Local Governments**  
Miriam Rodrigue  
Email: mrodrigue@datanetworksolutions.com  
Phone: 864-640-1343  
**Outside Sales – State and Local Governments, Education**  
Bruce Fisher  
Email: bfisher@datanetworksolutions.com  
Phone: 704-905-1920 |
| High Performance Technologies | 11111 Carmel Commons Suite 340 Charlotte, NC 28226 | **Sales – State and Local Governments, Education**  
Brett Stinson  
Email: Brett.stinson@highperftech.com  
Phone: 317-306-9604 |
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| Hewlett Packard Enterprise | SHI International Corp. *(HUB VENDOR)* | 290 Davidson Ave. Somerset, NJ 08873 |  **Sales – State and Local Governments, Education**  
SHI Carolina Team  
Email: carolinateam@shi.com  
Phone: 800-211-0831  
  
**Outside Sales – State Governments**  
Carly Higginbotham  
Email: Carly_Higginbotham@shi.com  
Phone: 919-219-7355  
  
**Outside Sales – Local Governments**  
Dean Blackmon  
Email: Dean_Blackmon@shi.com  
Phone: 910-538-6804  
  
**Sales – Higher Education**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076  
  
**Sales – K-12**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774 |
| IBM | Direct | 3309 E. Cornwallis Rd  
Research Triangle Park, NC 27709 |  **Sales – State and Local Governments, K-12**  
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**Sales – Higher Education**  
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**Customer Service / Technical / Warranty Support**  
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Phone: 800-426-7378 |
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Phone: 910-835-9047  
  
**Outside Sales – State and Local Governments, Education**  
Todd Cannady  
Email: toddc@corus360.com  
Phone: 919-532-2111 |
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<td>IBM</td>
<td>Mainline Information Systems</td>
<td>1700 Summit Lake Drive</td>
<td><strong>Sales – State and Local Governments</strong></td>
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<tr>
<td></td>
<td></td>
<td>Tallahassee, FL 32317</td>
<td>Alan Kline</td>
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<td></td>
<td></td>
<td>Email: <a href="mailto:alan.kline@mainline.com">alan.kline@mainline.com</a></td>
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<td>Phone: 817-202-7947</td>
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<td>Dan Myers</td>
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<td></td>
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<td>Email: <a href="mailto:dan.myers@mainline.com">dan.myers@mainline.com</a></td>
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<td>Phone: 919-671-3713</td>
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<td>Dave Seale</td>
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<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:dave.seale@mainline.com">dave.seale@mainline.com</a></td>
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<td>Phone: 919-306-5660</td>
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<td><strong>Sales – Higher Education</strong></td>
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<td>Hal Connelly</td>
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<td>Email: <a href="mailto:hal.connelly@mainline.com">hal.connelly@mainline.com</a></td>
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<td>Phone: 704-241-4189</td>
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<td>John Nicosia</td>
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<td></td>
<td>Email: <a href="mailto:john.nicosia@mainline.com">john.nicosia@mainline.com</a></td>
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<td>Phone: 781-727-3327</td>
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<td>Meridian IT, Inc.</td>
<td>320 N. Judd Parkway</td>
<td><strong>Sales – State and Local Governments, Education</strong></td>
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<td></td>
<td>Suite 205</td>
<td>Chad Morgan</td>
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<td></td>
<td>Fuquay, Varina, NC 27526</td>
<td>Email: <a href="mailto:cmorgan@onlinemeridian.com">cmorgan@onlinemeridian.com</a></td>
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<td>Phone: 919-522-7471</td>
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<td>Sirius Computer Solutions, Inc.</td>
<td>10100 Reunion Place Suite 500</td>
<td><strong>Inside Sales – State and Local Governments, Education</strong></td>
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<td>San Antonio, TX 78216</td>
<td>Chase Gardenhire</td>
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<td>Email: <a href="mailto:chase.gardenhire@siriuscom.com">chase.gardenhire@siriuscom.com</a></td>
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<td>Phone: 972-725-2017</td>
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<td>Phyllis (PJ) Byrd</td>
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<td>Email: <a href="mailto:phyllis.byrd@siriuscom.com">phyllis.byrd@siriuscom.com</a></td>
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<td></td>
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<td>Phone: 210-369-0617</td>
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<td>Thomas Gallaway Corp. dba Technologent (HUB VENDOR)</td>
<td>100 Spectrum Drive Suite 700</td>
<td><strong>Inside Sales – State and Local Governments, Education</strong></td>
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<td>Irvine, CA 92618</td>
<td>Dayn Kelley</td>
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<td></td>
<td></td>
<td>Email: <a href="mailto:dayn.kelley@technologent.com">dayn.kelley@technologent.com</a></td>
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<td></td>
<td></td>
<td>Phone: 330-573-5115</td>
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<td><strong>Sales – State and Local Governments, Education</strong></td>
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<td>David Schaffer</td>
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<td></td>
<td></td>
<td>Email: <a href="mailto:david.schaffer@technologent.com">david.schaffer@technologent.com</a></td>
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|                         |                                       | Phone: 864-787-4848
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| **Lenovo**     | Direct               | 8001 Development Dr. Morrisville, NC 27560 | **Inside Sales – State and Local Governments**
Ronnie McCoy
Email: cmccoy@lenovo.com
Phone: (919) 723-8925 |
|                |                      |                  | **Outside Sales – State and Local Governments**
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Email: ameade@lenovo.com
Phone: (910) 315-8880 |
|                |                      |                  | **Sales – K-12, Higher Education**
Alex Meade
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|                |                      |                  | **Customer Service / Technical / Warranty Support**
Website: [http://support.lenovo.com](http://support.lenovo.com)
Email: [www.lenovo.com/support/phone](http://www.lenovo.com/support/phone)
Phone: 800-426-7378 |
|                |                      |                  | **Alphanumeric Systems**
3801 Wake Forest Road
Raleigh, NC 27609 | **Inside Sales – State and Local Governments**
Terry Proctor
Email: tproctor@alphanumeric.com
Phone: 919-376-4556 |
|                |                      |                  | **Outside Sales – State and Local Governments and Higher Education**
Rob Vanderberry
Email: rvanderberry@alphanumeric.com
Phone: 919-376-4499 |
|                |                      |                  | **Sales – K-12**
Ryan Stitt
Email: rstitt@alphanumeric.com
Phone: 919-376-4474 |
| **Carolinia IT (HUB VENDOR)** |                      | 1600 Hillsborough St.
Raleigh, NC 27605 | **Inside Sales – State and Local Governments**
Krystanna Acevedo
Email: Krystanna.Acevedo@CaroliniaIT.com
Phone: 919-573-4046 |
|                |                      |                  | **Outside Sales – State and Local Governments & Education**
Krista Cathey
Email: Krista.Cathey@CaroliniaIT.com
Phone: 919-573-4073 |
| **CDW Government LLC** |                      | 230 N. Milwaukee Ave.
Vernon Hills, IL 60061 | **Sales – State and Local Governments**
Melissa Deets
Email: melidee@cdwg.com
Phone: 717-571-8706 |
|                |                      |                  | **Sales – K-12 and High Education**
Matt Fielding-Russell
Email: mattrus@cdw.com
Phone: 847-371-5600 |
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| Lenovo        | Converge Acquisition LLC (formerly Corus 360) | 130 Technology Parkway Norcross, GA 30092 | **Inside Sales – State and Local Governments, Education**<br>Lorie Allen<br>Email: lallen@corus360.com<br>Phone: 910-835-9047  
**Outside Sales – State and Local Governments, Education**<br>Todd Cannady<br>Email: toddc@corus360.com<br>Phone: 919-532-2111 |
| Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Inside Sales – State and Local Governments**<br>Miriam Rodrigue<br>Email: mrodrigue@datanetworksolutions.com<br>Phone: 864-640-1343  
**Outside Sales – State and Local Governments, Education**<br>Bruce Fisher<br>Email: bfisher@datanetworksolutions.com<br>Phone: 704-905-1920 |
| Mainline Information Systems | 1700 Summit Lake Drive Tallahassee, FL 32317 | **Sales – State and Local Governments**<br>Alan Kline<br>Email: alan.kline@mainline.com<br>Phone: 817-202-7947  
Dan Myers<br>Email: dan.myers@mainline.com<br>Phone: 919-671-3713  
Dave Seale<br>Email: dave.seale@mainline.com<br>Phone: 919-306-5660  
**Sales – Higher Education**<br>Hal Connelly<br>Email: hal.connelly@mainline.com<br>Phone: 704-241-4189  
John Nicosia<br>Email: john.nicosia@mainline.com<br>Phone: 781-727-3327 |
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| Lenovo        | SHI International Corp. (HUB VENDOR) | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Governments, Education**  
SHI Carolina Team  
Email: carolinateam@shi.com  
Phone: 800-211-0831  
**Outside Sales – State Governments**  
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Phone: 919-219-7355  
**Outside Sales – Local Governments**  
Dean Blackmon  
Email: Dean_Blackmon@shi.com  
Phone: 910-538-6804  
**Sales – Higher Education**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076  
**Sales – K-12**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-810-6774 |
| NetApp, Inc.  | Direct               | 7301 Kit Creek Road RTP, NC 27709 | **Sales – State and Local Governments, Education**  
Bob Moore, Account Manager  
Email: bob.moore@NetApp.com  
Phone: 919-622-4028  
Brinnan Taylor, Account Manager  
Email: brinnan@NetApp.com  
Phone: 919-961-9697 |
| CDW Government LLC | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments, Education**  
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Email: kyleirw@cdw.com  
Phone: 866-769-8287 |
| Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Sales – State and Local Governments, Education**  
Fred Reavis  
Email: freavis@datanetworksolutions.com  
Phone: 803-932-9915 |
| DLT Solutions, LLC | 2411 Dulles Corner Park Suite 800 Herndon, VA 20171 | **Sales – State and Local Governments, Education**  
Tim Judy  
Email: tim.judy@dlt.com  
Phone: 703-773-8965 |
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| NetApp, Inc.   | ePlus Technology, Inc. | 13595 Dulles Technology Drive Herndon, VA 20171-3413 | **Sales – State and Local Governments, Education**  
Scott Sloan  
Email: sloan@eplus.com  
Phone: 919-767-1559 |
| Insight Public Sector, Inc | 6820 S. Harl Ave. Tempe, AZ 85283 | **Sales – State and Local Governments, Education**  
Molly Harper  
Email: molly.harper@insight.com  
Phone: 919-379-8543 |
| NWN Corporation | 271 Waverley Oaks Road Waltham, MA 02452 | **Sales – State and Local Governments, Education**  
Greg Syer  
Email: gsyer@nwnit.com  
Phone: 919-653-4477 |
| ViON Corporation | 196 Van Buren St. Ste 300 Herndon, VA 20170 | **Inside Sales – State and Local Governments**  
Justin Ciaccio  
Email: Justin.ciaccio@vion.com  
Phone: 703-599-3843  
**Outside Sales – State and Local Governments, Education**  
Charles Michaux  
Email: Charles.Michaux@vion.com  
Phone: 336-686-7002 |
| Pure Storage | Direct | Orders should be placed with Authorized Resellers listed below. | **Sales – State and Local Governments, K-12, Higher Education**  
Wes Miller  
Email: wmiller@purestorage.com  
Phone: 919-455-0796  
**Customer Service / Technical / Warranty Support**  
Website: [http://pure1.purestorage.com/support](http://pure1.purestorage.com/support)  
Email: support@purestorage.com  
Phone: 866-244-7121 |
| CDW Government LLC | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments, Education**  
Kyle Irwin  
Email: kyleirw@cdw.com  
Phone: 919-272-6083 |
| Converge Acquisition LLC (formerly Corus 360) | 130 Technology Parkway Norcross, GA 30092 | **Inside Sales – State and Local Governments, Education**  
Lorie Allen  
Email: lallen@corus360.com  
Phone: 910-835-9047  
**Outside Sales – State and Local Governments, Education**  
Todd Cannady  
Email: todcc@corus360.com  
Phone: 919-532-2111 |
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| Pure Storage   | ePlus Technology, Inc. | 13595 Dulles Technology Drive Herndon, VA 20171-3413 | **Sales – State and Local Governments, Education**  
                    Marcel Provencher  
                    Email: mprovencher@eplus.com  
                    Phone: 919-767-2979 |
|                | NWN Corporation      | 271 Waverley Oaks Road Waltham, MA 02452 | **Sales – State and Local Governments, Education**  
                    Greg Syer  
                    Email: gsyer@nwnit.com  
                    Phone: 919-653-4477 |
|                | Presidio Networked Solutions LLC | 5003 S. Miami Blvd Suite 110 Durham, NC 27703 | **Sales – State and Local Governments, Education**  
                    Shawn Alba  
                    Email: salba@presidio.com  
                    Phone: 919-323-8081 |
|                | SHI International Corp. (HUB VENDOR) | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Governments, Education**  
                    SHI Carolina Team  
                    Email: carolinateam@shi.com  
                    Phone: 800-211-0831  
                    **Outside Sales – State Governments**  
                    Carly Higginbotham  
                    Email: Carly_Higginbotham@shi.com  
                    Phone: 919-219-7355  
                    **Outside Sales – Local Governments**  
                    Dean Blackmon  
                    Email: Dean_Blackmon@shi.com  
                    Phone: 910-538-6804  
                    **Sales – Higher Education**  
                    Leacadia Powell  
                    Email: Leacadia_Powell@shi.com  
                    Phone: 980-556-6076  
                    **Sales – K-12**  
                    Matt Springett  
                    Email: Matt_Springett@shi.com  
                    Phone: 919-610-6774 |
|                | Sirius Computer Solutions, Inc. | 10100 Reunion Place Suite 500 San Antonio, TX 78216 | **Sales – State and Local Governments, Education**  
                    Phyllis (PJ) Byrd  
                    Email: Phyllis.byrd@siriuscom.com  
                    Phone: 210-369-0617 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| Ruckus Networks | Direct               | Orders should be placed with Authorized Resellers listed below. | **Inside Sales – State and Local Governments**  
Jon Ban  
Email: jon.ban@arris.com  
Phone: 720-558-3254  

**Outside Sales – State and Local Governments, K-12, Higher Education**  
Michael Elliott  
Email: michael.elliott@arris.com  
Phone: 727-647-5687  

**Customer Service / Technical / Warranty Support**  
Website: [https://support.ruckuswireless.com/contact-us](https://support.ruckuswireless.com/contact-us)  
Phone: 855-Ruckus1 (855-782-5871) |
| A3 Communications | 1911 Associates Lane  
Suite G  
Charlotte, NC 28217 | **Inside Sales – State and Local Governments**  
Hunter Thornton  
Email: hthornton@a3communications.com  
Phone: 678-630-9134  

**Outside Sales – State and Local Governments**  
Matt Whitfield  
Email: mwhitfield@a3communications.com  
Phone: 704-956-3908  

**Sales – K-12**  
Greg Moorer  
Email: gmoorer@a3communications.com  
Phone: 803-269-9222  

**Sales – Higher Education**  
Scott Rives  
Email: srives@a3communications.com  
Phone: 803-354-6158 |
| ANC Group | 14 Progress Road  
Greenville, SC 29607 | **Inside Sales – State and Local Governments**  
Michelle Gajdolo  
Email: michelleg@ancgroup.com  
Phone: 864-501-4517  

**Outside Sales – State and Local Governments and Education**  
Kyle Radford  
Email: kyler@ancgroup.com  
Phone: 828-989-8274 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| Ruckus Networks                | BridgeTek Solutions  | 744 East Stone Ave Greenville, SC 29601 | **Inside Sales – State and Local Governments**  
Kelley Turpin  
Email: Kturpin@bridgetekssolutions.com  
Phone: 704-517-3002 |
|                                |                      |                  | **Outside Sales – State and Local Governments**  
Tom Clinton  
Email: Tclinton@bridgetekssolutions.com  
Phone: 864-420-1785 |
|                                |                      |                  | **Sales – K-12**  
Vance Milford  
Email: vmilford@bridgetekssolutions.com  
Phone: 864-214-0221 |
|                                |                      |                  | **Sales – Higher Education**  
John Ulmer  
Email: julmer@bridgetekssolutions.com  
Phone: 803-240-3579 |
| CDW Government LLC             |                      | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments**  
Melissa Deets  
Email: melidee@cdwg.com  
Phone: 717-571-8706 |
|                                |                      |                  | **Sales – K-12 and High Education**  
Matt Fielding-Russell  
Email: mattrus@cdw.com  
Phone: 847-371-5600 |
| Converged Networks, LLC       |                      | 2 Still Shadow Drive Suite G Charleston, SC 29414 | **Sales – State and Local Governments, Education**  
Michael Duck  
Email: michael@convergednetworks.com  
Phone: 803-665-9665 |
| Encore Technology Group, LLC  |                      | 2000 Wade Hampton Blvd. Suite 210 Greenville, SC 29615 | **Inside Sales – State and Local Governments**  
Megan White  
Email: insidesales@encoretg.com  
Phone: 888-983-6267 |
|                                |                      |                  | **Outside Sales – State and Local Governments & Higher Education**  
Danielle Stengel  
Email: dstengel@encoretg.com  
Phone: 704-280-1489 |
|                                |                      |                  | **Sales – K-12**  
Mike Ingram  
Email: mingram@encoretg.com  
Phone: 336-870-0848 |
### Awarded Vendors Table

<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>ViON Corporation</td>
<td>Direct</td>
<td>196 Van Buren</td>
<td><strong>Sales – State and Local Governments, Education</strong></td>
</tr>
<tr>
<td></td>
<td>For following products:</td>
<td>Herndon, VA 20170</td>
<td>Charles Michaux&lt;br&gt;Email: <a href="mailto:Charles.Michaux@vion.com">Charles.Michaux@vion.com</a>&lt;br&gt;Phone: 336-686-7002</td>
</tr>
<tr>
<td>VMware, Inc.</td>
<td>Direct</td>
<td>3401 Hillview Avenue</td>
<td><strong>Sales – State and Local Governments, Education</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Palo Alto, CA 94304</td>
<td>Molly Ward&lt;br&gt;Email: <a href="mailto:NC-ITS@vmware.com">NC-ITS@vmware.com</a>&lt;br&gt;Phone: 919-599-1115</td>
</tr>
</tbody>
</table>

#### 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.

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Awarded Vendor</th>
<th>Minimum Discount %s off MSRP / List Price</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Servers</td>
</tr>
<tr>
<td>Aerohive Networks</td>
<td>Aerohive Networks</td>
<td></td>
</tr>
<tr>
<td>Arista Networks</td>
<td>Arista Networks</td>
<td></td>
</tr>
<tr>
<td>Avaya Inc.</td>
<td>Avaya</td>
<td></td>
</tr>
<tr>
<td>Belkin</td>
<td>CDWG</td>
<td>3% HW</td>
</tr>
<tr>
<td>Ciena Communications</td>
<td>Ciena Communications</td>
<td>58% HW 58% SW 58% EW</td>
</tr>
<tr>
<td>Cisco Systems, Inc.</td>
<td>Cisco</td>
<td>35% HW 10% SW 0% EW (Smart Net Total Care available with Govt. &amp; Educ. Discounts)</td>
</tr>
<tr>
<td>Manufacturer</td>
<td>Awarded Vendor</td>
<td>Servers</td>
</tr>
<tr>
<td>-----------------------------------</td>
<td>----------------</td>
<td>---------</td>
</tr>
<tr>
<td>Dell Marketing, LP</td>
<td>Dell Marketing, LP</td>
<td>13.5% HW .5% SW .5% EW</td>
</tr>
<tr>
<td>EMC Corporation</td>
<td>EMC Corporation</td>
<td>32% HW</td>
</tr>
<tr>
<td>Extreme Networks</td>
<td>Extreme Networks</td>
<td>48% HW</td>
</tr>
<tr>
<td>F5 Networks</td>
<td>Carahsoft</td>
<td>4% HW</td>
</tr>
<tr>
<td>Fujitsu America, Inc.</td>
<td>Fujitsu America, Inc.</td>
<td>25% HW 25% SW 25% EW</td>
</tr>
<tr>
<td>Fortinet, Inc.</td>
<td>Fortinet, Inc.</td>
<td>20% HW</td>
</tr>
<tr>
<td>Gigamon</td>
<td>Carahsoft</td>
<td>9% HW</td>
</tr>
<tr>
<td>Hedvig</td>
<td>ViON</td>
<td>20% HW</td>
</tr>
<tr>
<td>Hewlett Packard Enterprise</td>
<td>Hewlett Packard Enterprise</td>
<td>27% HW 27% SW 20% EW</td>
</tr>
<tr>
<td>Hitachi</td>
<td>ViON</td>
<td>22% HW</td>
</tr>
<tr>
<td>IBM</td>
<td>IBM</td>
<td>12% HW</td>
</tr>
<tr>
<td>Infoblox</td>
<td>Carahsoft</td>
<td>10% HW</td>
</tr>
<tr>
<td>Lenovo (United States), Inc.</td>
<td>Lenovo (United States), Inc.</td>
<td>24.5% HW 17.5% SW 8.25% EW</td>
</tr>
<tr>
<td>NetApp</td>
<td>NetApp</td>
<td>18% HW</td>
</tr>
<tr>
<td>Nutanix</td>
<td>Carahsoft</td>
<td>15% HW</td>
</tr>
<tr>
<td>Palo Alto Networks</td>
<td>Carahsoft</td>
<td>1% HW</td>
</tr>
<tr>
<td>Manufacturer</td>
<td>Awarded Vendor</td>
<td>Minimum Discount %s off MSRP / List Price</td>
</tr>
<tr>
<td>--------------</td>
<td>----------------</td>
<td>-----------------------------------------</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Servers</td>
</tr>
<tr>
<td>Pure Storage, Inc.</td>
<td>Pure Storage, Inc.</td>
<td>37% HW 6% EW</td>
</tr>
<tr>
<td>Riverbed</td>
<td>CDWG</td>
<td>3% HW 3% SW 3% EW</td>
</tr>
<tr>
<td>Rubrik</td>
<td>CDWG</td>
<td>5% HW 5% SW 5% EW</td>
</tr>
<tr>
<td>Ruckus</td>
<td>Ruckus</td>
<td>44% HW 44% SW 25% EW</td>
</tr>
<tr>
<td>Symantec</td>
<td>Carahsoft</td>
<td>10% HW 3% SW 1% EW</td>
</tr>
<tr>
<td>Tripp Lite</td>
<td>CDWG</td>
<td>38% HW 38% SW 38% EW</td>
</tr>
<tr>
<td>VMware</td>
<td>VMware</td>
<td>4.00% SW 2.27% EW</td>
</tr>
</tbody>
</table>

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).

<table>
<thead>
<tr>
<th>SLA Name</th>
<th>SLA Description</th>
<th>Minimum Threshold</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delivery Time</td>
<td>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. Vendor shall process Agency purchase order and deliver ordered IT Infrastructure Solutions within thirty (30) calendar days. 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...</td>
<td>95%</td>
</tr>
</tbody>
</table>
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.

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Return Policy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerohive Networks</td>
<td>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, Aerohive will consider returns on a case by case basis.</td>
</tr>
<tr>
<td>Arista Networks</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Avaya Inc.</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Belkin</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
<tr>
<td>Ciena Communications</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Cisco Systems, Inc.</td>
<td>No stock balance returns.</td>
</tr>
<tr>
<td>Dell Marketing, LP</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>EMC Corporation</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Extreme Networks</td>
<td>No stock balance returns. Only warranty replacements or repair offered.</td>
</tr>
<tr>
<td>F5 Networks</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, no returns permitted.</td>
</tr>
<tr>
<td>Fortinet, Inc.</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Fujitsu America, Inc.</td>
<td>If equipment is factory sealed and returned within 30-days of delivery date, Fujitsu will consider returns on a case by case basis.</td>
</tr>
<tr>
<td>Manufacturer</td>
<td>Return Policy</td>
</tr>
<tr>
<td>---------------------------------</td>
<td>-------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Gigamon</td>
<td>No stock balance returns.</td>
</tr>
<tr>
<td>Hedvig</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Hewlett Packard Enterprise</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Hitachi</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>IBM</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Infoblox</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Lenovo (United States), Inc.</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Nutanix</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Palo Alto Networks</td>
<td>No restocking fees on returns if customer has a form of Premium Support.</td>
</tr>
<tr>
<td>Pure Storage, Inc.</td>
<td>If equipment is factory sealed and returned within 30-days of delivery date, Pure Storage will consider returns on a case by case basis.</td>
</tr>
<tr>
<td>Riverbed</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
<tr>
<td>Rubrik</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
<tr>
<td>Ruckus</td>
<td>If equipment is factory sealed and returned within 30-days of delivery date, Ruckus will consider returns on a case by case basis.</td>
</tr>
<tr>
<td>Symantec</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Tripp Lite</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
<tr>
<td>VMware Inc.</td>
<td>No stock balance returns</td>
</tr>
</tbody>
</table>

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.
2018-08-24: 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
2018-10-09: 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.
2018-11-19: 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.
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.
2019-05-20: 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.
2019-07-13: Updated Contact Information for NWN.
2019-07-23: Added CenturyLink Communications as Ciena 204X reseller.
2019-07-31: Removed Insight Public Sector as IBM 204X reseller. Added Sirius Computer Solutions and Technologent as IBM resellers. Updated Corus360 to Converge Acquisition LLC.
2019-08-15: Updated HP address.
2019-08-19: Removed BridgeTek as Aerohive 204X reseller.
2019-10-01: VMware awarded as 204X vendor.
2019-10-07: Updated Sirius Computer Solutions contact information.
2019-10-21: Updated CNIC, Inc. contact information. Updated Lenovo contact information.

-end-