



**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](mailto: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 <b>\$25,000</b> .

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	Ruckus Networks
Arista Networks	Hedvig (Removed 7/31/2020)	SecureWorks
Avaya	Hewlett Packard Enterprise	Symantec
Belkin	Hitachi	Tripp Lite
BlueCat Networks	IBM	VMware
Ciena	Infoblox	
Cisco	Lenovo	
Dell	NetApp	
EMC	Nutanix	
Extreme Networks	Palo Alto	
F5 Networks	Pure Storage	
Fortinet	Riverbed	
Fujitsu (Removed 6/9/2020)	Rubrik	

## 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><b><u>Inside Sales – State and Local Governments</u></b>  Jonnette Pennington  Email: <a href="mailto:jpennington@aerohive.com">jpennington@aerohive.com</a>  Phone: 408-316-0913</p> <p><b><u>Outside Sales – State. Local Governments, K-12, Higher Education</u></b>  Luis Rodriguez, Regional VP  Email: <a href="mailto:lrodriguez@aerohive.com">lrodriguez@aerohive.com</a>  Phone: 321-422-9577</p> <p><b><u>Customer Service / Technical / Warranty Support</u></b>  Website: <a href="https://support.aerohive.com">https://support.aerohive.com</a>  Email: <a href="mailto:rkorb@aerohive.com">rkorb@aerohive.com</a>  Phone: 866-365-9918  Fax: 408-510-6199</p>
	A3 Communications	1911 Associates Lane Suite G Charlotte, NC 28217	<p><b><u>Inside Sales – State and Local Governments</u></b>  Hunter Thornton  Email: <a href="mailto:hthornton@a3communications.com">hthornton@a3communications.com</a>  Phone: 678-630-9134</p> <p><b><u>Outside Sales – State and Local Governments</u></b>  Matt Whitfield  Email: <a href="mailto:mwhitfield@a3communications.com">mwhitfield@a3communications.com</a>  Phone: 704-956-3908</p> <p><b><u>Sales – K-12</u></b>  Greg Moorer  Email: <a href="mailto:gmoorer@a3communications.com">gmoorer@a3communications.com</a>  Phone: 803-269-9222</p> <p><b><u>Sales – Higher Education</u></b>  Scott Rives  Email: <a href="mailto:srives@a3communications.com">srives@a3communications.com</a>  Phone: 803-354-6158</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><b><u>Sales – State and Local Governments</u></b>  Melissa Deets  Email: <a href="mailto:melidee@cdwg.com">melidee@cdwg.com</a>  Phone: 717-571-8706</p> <p><b><u>Sales – K-12 and High Education</u></b>  Matt Fielding-Russell  Email: <a href="mailto:mattrus@cdw.com">mattrus@cdw.com</a>  Phone: 847-371-5600</p>
	CNIC, Inc.	4418 Monroe Road Suite E Charlotte, NC 28205-7763	<p><b><u>Sales – State and Local Governments</u></b>  Gary Snyder  Email: <a href="mailto:gary.snyder@cnic-inc.com">gary.snyder@cnic-inc.com</a>  Phone: 704-344-0090</p> <p><b><u>Sales – K-12 and Higher Education</u></b>  Jordann Rader  Email: <a href="mailto:jordann.rader@cnic-inc.com">jordann.rader@cnic-inc.com</a>  Phone: 704-582-9422</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Aerohive Networks	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	<b><u>Sales – State and Local Governments, Education</u></b> Bruce Fisher Email: <a href="mailto:bfisher@datanetworksolutions.com">bfisher@datanetworksolutions.com</a> Phone: 704-905-1920
	Encore Technology Group, LLC	2000 Wade Hampton Blvd. Suite 210 Greenville, SC 29615	<b><u>Inside Sales – State and Local Governments</u></b> Megan White Email: <a href="mailto:insidesales@encoretg.com">insidesales@encoretg.com</a> Phone: 888-983-6267  <b><u>Outside Sales – State and Local Governments &amp; Higher Education</u></b> Danielle Stengel Email: <a href="mailto:dstengel@encoretg.com">dstengel@encoretg.com</a> Phone: 704-280-1489  <b><u>Sales – K-12</u></b> Mike Ingram Email: <a href="mailto:mingram@encoretg.com">mingram@encoretg.com</a> Phone: 336-870-0848

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Aerohive Networks	SHI International Corp. <b>(HUB VENDOR)</b>	290 Davidson Ave. Somerset, NJ 08873	<p><b><u>Sales – State and Local Government, Education</u></b> SHI Carolina Team - QUOTING Email: <a href="mailto:carolineteam@shi.com">carolineteam@shi.com</a> Phone: 800-211-0831</p> <p><b><u>Outside Sales – State Agencies</u></b> Carly Higginbotham Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a> Phone: 919-219-7355</p> <p><b><u>Outside Sales – State Agencies</u></b> Henry Veloza Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a> Phone: 919-384-6020</p> <p><b><u>Outside Sales – Local Government (Charlotte Area)</u></b> Richard Treadway Email: <a href="mailto:Richard_Treadway@shi.com">Richard_Treadway@shi.com</a> Phone: 704-219-8933</p> <p><b><u>Outside Sales – Local Government (Raleigh Area)</u></b> Jackson Ling Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a> Phone: 910-705-7183</p> <p><b><u>Sales – K-12</u></b> Leacadia Powell Email: <a href="mailto:Leacadia_Powell@shi.com">Leacadia_Powell@shi.com</a> Phone: 980-556-6076</p> <p><b><u>Sales – Higher Education (Universities)</u></b> Matt Springett Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a> Phone: 919-610-6774</p> <p><b><u>Sales – Higher Education (Community Colleges)</u></b> Jeff Mazev Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a> Phone: 914-364-3577</p>
Arista Networks, Inc.	Direct	Orders should be placed with Authorized Resellers listed below.	<p><b><u>Sales – State, Local Governments, K-12, Higher Education</u></b> Simon Briggs Email: <a href="mailto:sbriggs@arista.com">sbriggs@arista.com</a> Phone: (336) 707-2231</p> <p><b><u>Customer Service / Technical / Warranty Support</u></b> Website: <a href="http://www.arista.com">www.arista.com</a> Email: <a href="mailto:support@arista.com">support@arista.com</a> Phone: 866-476-0000 Fax: 408-538-8920</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Arista Networks, Inc.	Intelligent Visibility, Inc.	200 South Elm. St. Suite 200 Greensboro, NC 27401	<p><b><u>Inside Sales – State and Local Governments</u></b>  Tonya Brewer  Email: <a href="mailto:tbrewer@intelligentvis.com">tbrewer@intelligentvis.com</a>  Phone: 336-202-2352</p> <p><b><u>Outside Sales – State and Local Governments</u></b>  Mike Controne  Email: <a href="mailto:mcotrone@intelligentvis.com">mcotrone@intelligentvis.com</a>  Phone: 336-908-8580</p> <p><b><u>Sales – K-12</u></b>  Rich Dexter  Email: <a href="mailto:rdexter@intelligentvis.com">rdexter@intelligentvis.com</a>  Phone: 336-908-2975</p> <p><b><u>Sales – Higher Education</u></b>  Rob Blair  Email: <a href="mailto:rblair@intelligentvis.com">rblair@intelligentvis.com</a>  Phone: 336-908-7109</p>
	Sirius Computer Solutions, Inc.	10100 Reunion Place Suite 500 San Antonio, TX 78216	<p><b><u>Outside Sales – State and Local Governments, Education</u></b>  Phyllis (PJ) Byrd  Email: <a href="mailto:phyllis.byrd@siriuscom.com">phyllis.byrd@siriuscom.com</a>  Phone: 210-369-0617</p> <p><b><u>Sales – K-12</u></b>  Josh Enderline  Email: <a href="mailto:Josh.Enderline@Siriuscom.com">Josh.Enderline@Siriuscom.com</a>  Phone: 919-215-6749</p> <p><b><u>Sales – Higher Education</u></b>  Aaron Riggleman  Email: <a href="mailto:Aaron.Riggleman@Siriuscom.com">Aaron.Riggleman@Siriuscom.com</a>  Phone: 919-500-1852</p>
Avaya Inc.	Direct	4655 Great America Parkway Santa Clara, CA 95054	<p><b><u>Sales – State and Local Governments, Education</u></b>  Mike Curington  Email: <a href="mailto:mikecur@avaya.com">mikecur@avaya.com</a>  Phone: 205-948-2333</p>
	StepCG, LLC	525 W. Fifth Street Suite 332 Covington, KY 41011	<p><b><u>Sales – State and Local Governments, Higher Education</u></b>  Rob Huff  <a href="mailto:rhuff@stepcg.com">rhuff@stepcg.com</a>  Phone: 513-795-6000</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
BlueCat Networks (USA) Inc.	Direct	Orders should be placed with Authorized Resellers listed below.	<p><b><u>Sales – State and Local Governments, Education</u></b>  Tyler Bodell  Email: <a href="mailto:tbodell@bluecatnetworks.com">tbodell@bluecatnetworks.com</a>  Phone: 703.785.7404</p> <p><b><u>Customer Service / Technical / Warranty Support</u></b>  Website: <a href="https://care.bluecatnetworks.com">https://care.bluecatnetworks.com</a>  Email: <a href="mailto:support@bluecatnetworks.com">support@bluecatnetworks.com</a>  Phone: 1-866-491-2228  Fax: 416-225-3324</p>
	SHI International Corp. <b>(HUB VENDOR)</b>	290 Davidson Ave. Somerset, NJ 08873	<p><b><u>Sales – State and Local Government, Education</u></b>  SHI Carolina Team - QUOTING  Email: <a href="mailto:carolineteam@shi.com">carolineteam@shi.com</a>  Phone: 800-211-0831</p> <p><b><u>Outside Sales – State Agencies</u></b>  Carly Higginbotham  Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a>  Phone: 919-219-7355</p> <p><b><u>Outside Sales – State Agencies</u></b>  Henry Veloza  Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a>  Phone: 919-384-6020</p> <p><b><u>Outside Sales – Local Government (Charlotte Area)</u></b>  Richard Treadway  Email: <a href="mailto:Richard_Treadway@shi.com">Richard_Treadway@shi.com</a>  Phone: 704-219-8933</p> <p><b><u>Outside Sales – Local Government (Raleigh Area)</u></b>  Jackson Ling  Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a>  Phone: 910-705-7183</p> <p><b><u>Sales – K-12</u></b>  Leacadia Powell  Email: <a href="mailto:Leacadia_Powell@shi.com">Leacadia_Powell@shi.com</a>  Phone: 980-556-6076</p> <p><b><u>Sales – Higher Education (Universities)</u></b>  Matt Springett  Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a>  Phone: 919-610-6774</p> <p><b><u>Sales – Higher Education (Community Colleges)</u></b>  Jeff Mazev  Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a>  Phone: 914-364-3577</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Carahsoft Technology Corporation	Direct  <b>For following products:</b> <ul style="list-style-type: none"> <li>• F5 Networks</li> <li>• Gigamon</li> <li>• Infoblox</li> <li>• Nutanix</li> <li>• Palo Alto</li> <li>• SecureWorks</li> <li>• Symantec</li> </ul>	1860 Michael Faraday Dr. Suite 100 Reston, VA 20190	<b><u>Inside Sales – State and Local Governments</u></b> Rich Maigne Email: <a href="mailto:Richard.Maigne@carahsoft.com">Richard.Maigne@carahsoft.com</a> Phone: 703-871-8578  <b><u>Outside Sales – State and Local Governments</u></b> Carahsoft Sales Team Email: <a href="mailto:sales@carahsoft.com">sales@carahsoft.com</a> Phone: 703-871-8500  <b><u>Sales – K-12 and Higher Education</u></b> Tim Boltz Email: <a href="mailto:Tim.Boltz@carahsoft.com">Tim.Boltz@carahsoft.com</a> Phone: 703-230-7402
	CDW Government LLC  <b>For following products:</b> <ul style="list-style-type: none"> <li>• F5 Networks</li> <li>• Infoblox</li> <li>• Nutanix</li> <li>• Palo Alto</li> <li>• Symantec</li> </ul>	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<b><u>Inside Sales – State and Local Governments</u></b> Nicole Tuzzolino Email: <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a> Phone: 866-850-5223  <b><u>Outside Sales – State and Local Governments</u></b> Kyle Irwin Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a> Phone: 866-769-8287  <b><u>Sales – K-12 and High Education</u></b> Matt Fielding-Russell Email: <a href="mailto:mattrus@cdw.com">mattrus@cdw.com</a> Phone: 847-371-5600
	Data Network Solutions, Inc  <b>For following products:</b> <ul style="list-style-type: none"> <li>• F5 Networks</li> <li>• Gigamon</li> <li>• Infoblox</li> <li>• Nutanix</li> <li>• Palo Alto</li> <li>• Symantec</li> </ul>	629 Lake Tide Dr. Chapin, SC 29036	<b><u>Inside Sales – State and Local Governments</u></b> Miriam Rodrigue Email: <a href="mailto:mrodrigue@datanetworksolutions.com">mrodrigue@datanetworksolutions.com</a> Phone: 864-640-1343  <b><u>Outside Sales – State and Local Governments, Education</u></b> Bruce Fisher Email: <a href="mailto:bfisher@datanetworksolutions.com">bfisher@datanetworksolutions.com</a> Phone: 704-905-1920



Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Carahsoft Technology Corporation	Enterprise IT Solutions (EITS) <b>(HUB VENDOR)</b>  <b>For following products:</b> <ul style="list-style-type: none"> <li>• F5 Networks</li> <li>• Gigamon</li> <li>• Infoblox</li> <li>• Nutanix</li> <li>• Palo Alto</li> <li>• Symantec</li> </ul>	15105 John J Delaney Dr. Suite D-32 Charlotte, NC 28277	<b><u>Sales – State and Local Governments, Education</u></b> Leo Chavez Email: <a href="mailto:chavezl@eits.com">chavezl@eits.com</a> or <a href="mailto:quotes@eits.com">quotes@eits.com</a> Phone: 803-493-7549
	ePlus Technology, Inc.  <b>For following products:</b> <ul style="list-style-type: none"> <li>• F5 Networks</li> <li>• Gigamon</li> <li>• Infoblox</li> </ul>	511 Davis Drive Suite 350 Morrisville, NC 27560	<b><u>Inside Sales – State and Local Governments, Education</u></b> Kelly Manning Email: <a href="mailto:kmanning@eplus.com">kmanning@eplus.com</a> Phone: 910-679-3726  <b><u>Outside Sales – State and Local Governments, Education</u></b> Marcel Provencher Email: <a href="mailto:mprovencher@eplus.com">mprovencher@eplus.com</a> Phone: 919-767-2979
	NWN Corporation  <b>For following products:</b> <ul style="list-style-type: none"> <li>• F5 Networks</li> <li>• Infoblox</li> <li>• Nutanix</li> </ul>	271 Waverley Oaks Road Waltham, MA 02452	<b><u>Sales – State and Local Governments, K-12, Higher Education</u></b> James Welch Email: <a href="mailto:JWelch@nwnit.com">JWelch@nwnit.com</a> Phone: 919-653-4461
	Presidio Networked Solutions LLC  <b>For following products:</b> <ul style="list-style-type: none"> <li>• F5 Networks</li> <li>• Gigamon</li> <li>• Infoblox</li> <li>• Nutanix</li> <li>• Palo Alto</li> </ul>	5003 S. Miami Blvd Suite 110 Durham, NC 27703	<b><u>Inside Sales – State and Local Governments</u></b> Jessica Blust <a href="mailto:jblust@presidio.com">jblust@presidio.com</a> Phone: 407-641-0524  <b><u>Outside Sales – State and Local Governments, Higher Education</u></b> Shawn Alba Email: <a href="mailto:salba@presidio.com">salba@presidio.com</a> Phone: 919-592-9676  Sales – K-12 Jim Slowik Email: <a href="mailto:jslowik@presidio.com">jslowik@presidio.com</a> Phone: 919-228-6123

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Carahsoft Technology Corporation	SHI International Corp. <b>(HUB VENDOR)</b>  <b>For following products:</b> <ul style="list-style-type: none"> <li>• F5 Networks</li> <li>• Gigamon</li> <li>• Infoblox</li> <li>• Nutanix</li> <li>• Palo Alto</li> <li>• Symantec</li> </ul>	290 Davidson Ave. Somerset, NJ 08873	<p><b><u>Sales – State and Local Government, Education</u></b>            SHI Carolina Team - QUOTING            Email: <a href="mailto:carolinat@shi.com">carolinat@shi.com</a>            Phone: 800-211-0831</p> <p><b><u>Outside Sales – State Agencies</u></b>            Carly Higginbotham            Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a>            Phone: 919-219-7355</p> <p><b><u>Outside Sales – State Agencies</u></b>            Henry Veloza            Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a>            Phone: 919-384-6020</p> <p><b><u>Outside Sales – Local Government (Charlotte Area)</u></b>            Richard Treadway            Email: <a href="mailto:Richard_Treadway@shi.com">Richard_Treadway@shi.com</a>            Phone: 704-219-8933</p> <p><b><u>Outside Sales – Local Government (Raleigh Area)</u></b>            Jackson Ling            Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a>            Phone: 910-705-7183</p> <p><b><u>Sales – K-12</u></b>            Leacadia Powell            Email: <a href="mailto:Leacadia_Powell@shi.com">Leacadia_Powell@shi.com</a>            Phone: 980-556-6076</p> <p><b><u>Sales – Higher Education (Universities)</u></b>            Matt Springett            Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a>            Phone: 919-610-6774</p> <p><b><u>Sales – Higher Education (Community Colleges)</u></b>            Jeff Mazev            Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a>            Phone: 914-364-3577</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
CDWG	Direct  <b>For following products:</b> <ul style="list-style-type: none"> <li>• Belkin</li> <li>• Riverbed</li> <li>• Rubrik</li> <li>• Tripp Lite</li> </ul>	230 N. Milwaukee Ave Vernon Hills, IL 60061	<p><b><u>Inside Sales – State and Local Governments</u></b>            Nicole Tuzzolino            Email: <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a>            Phone: 866-850-5223</p> <p><b><u>Outside Sales – State and Local Governments</u></b>            Kyle Irwin            Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a>            Phone: 866-769-8287</p> <p><b><u>Sales – K-12</u></b>            Ray Sorrentino            Email: <a href="mailto:raysor@cdwg.com">raysor@cdwg.com</a>            Phone: 866-833-0358</p> <p><b><u>Sales – Higher Education</u></b>            Justin Scott            Email: <a href="mailto:justins@cdwg.com">justins@cdwg.com</a>            Phone: 877-820-8807</p>
Ciena	Direct	Orders should be placed with Authorized Resellers listed below.	<p><b><u>Sales – State Governments</u></b>            Larry Graff            Email: <a href="mailto:lgraff@ciena.com">lgraff@ciena.com</a>            Phone: 443-690-3480</p> <p><b><u>Sales –Local Governments, K-12, Higher Education</u></b>            Greg Nelson            Email: <a href="mailto:gnelson@ciena.com">gnelson@ciena.com</a>            Phone: 919-609-0830</p> <p><b><u>Customer Service / Technical / Warranty Support</u></b>            Website: <a href="https://portal.ciena.com">https://portal.ciena.com</a>            Phone: 800-243-6224            Fax: 410-694-5750</p>
	Carousel Industries of North America, Inc	659 South County Trail Exeter, RI 02882	<p><b><u>Sales – State and Local Governments, Education</u></b>            Brandon L. Hall            Email: <a href="mailto:bhall@carouselindustries.com">bhall@carouselindustries.com</a>            Phone: 919-230-9536</p>
	CenturyLink Communications LLC.	14111 Capital Blvd. Wake Forest, NC 27587	<p><b><u>Sales – State and Local Governments, Education</u></b>            Christine Mostowy            Email: <a href="mailto:christine.mostowy@centurylink.com">christine.mostowy@centurylink.com</a>            Phone: 404-695-5999</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Ciena	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><b><u>Inside Sales – State and Local Governments</u></b> Melissa Deets Email: <a href="mailto:melidee@cdwg.com">melidee@cdwg.com</a> Phone: 717-571-8706</p> <p><b><u>Outside Sales – State and Local Governments</u></b> Kyle Irwin Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a> Phone: 866-769-8287</p> <p><b><u>Sales – K-12 and High Education</u></b> Matt Fielding-Russell Email: <a href="mailto:mattrus@cdw.com">mattrus@cdw.com</a> Phone: 847-371-5600</p>
	Graybar	211 S. New Hope Road Raleigh, NC 27610	<p><b><u>Inside Sales – State and Local Governments, K-12, Higher Education</u></b> Bryan Gilliam Email: <a href="mailto:Byran.gilliam@graybar.com">Byran.gilliam@graybar.com</a> Phone: 336-275-9441</p> <p><b><u>Outside Sales – State and Local Governments, K-12, Higher Education</u></b> Steve Foy Email: <a href="mailto:Steven.foy@graybar.com">Steven.foy@graybar.com</a> Phone: 919-623-8544</p>
	Integration Partners Corporation	12 Hartwell Avenue, Lexington, MA 02421	<p><b><u>Sales – State and Local Governments, Education</u></b> Greg Fowler Email: <a href="mailto:gfover@integrationpartners.com">gfover@integrationpartners.com</a> Phone: 704-236-1028</p>
	Telamon Corporation	1000 E 116th St Carmel, IN 46032	<p><b><u>Sales – State and Local Governments, Education</u></b> Mike Taylor Email: <a href="mailto:Mike.taylor@telamon.com">Mike.taylor@telamon.com</a> Phone: 404-307-2360</p>
Cisco Systems, Inc.	Direct	Orders should be placed with Authorized Resellers listed below.	<p><b><u>Sales State and Local Governments</u></b> Anna Miller Email: <a href="mailto:annamil@cisco.com">annamil@cisco.com</a> Phone: 984-216-0775</p> <p><b><u>Outside Sales – For the following State Government Agencies: DIT, DPS, AOC only</u></b> David Dini Email: <a href="mailto:ddini@cisco.com">ddini@cisco.com</a> Phone: 408-895-2655</p> <p><b><u>Sales –K-12 and Higher Education</u></b> Andy Chai-Seong Email: <a href="mailto:achaiseo@cisco.com">achaiseo@cisco.com</a> Phone: 408-895-2832</p>

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Cisco Systems, Inc.	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><b><u>Outside Sales – State and Local Governments</u></b>            Kyle Irwin            Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a>            Phone: 919-272-6083</p> <p><b><u>Sales – K-12 and High Education</u></b>            Matt Fielding-Russell            Email: <a href="mailto:mattrus@cdw.com">mattrus@cdw.com</a>            Phone: 847-371-5600</p>
	ePlus Technology, Inc.	511 Davis Drive Suite 350 Morrisville, NC 27560	<p><b><u>Inside Sales – State and Local Governments, Education</u></b>            Kelly Manning            Email: <a href="mailto:kmanning@eplus.com">kmanning@eplus.com</a>            Phone: 910-679-3726</p> <p><b><u>Outside Sales – State and Local Governments, Education</u></b>            Marcel Provencher            Email: <a href="mailto:mprovencher@eplus.com">mprovencher@eplus.com</a>            Phone: 919-767-2979</p>
	DISYS Solutions, Inc.	44670 Cape Court Suite 100 Ashburn, VA 20147	<p><b><u>Inside State and Local Governments</u></b>            Pankaj Sharma            Email: <a href="mailto:Pankaj.Sharma@dsitech.com">Pankaj.Sharma@dsitech.com</a>            Phone: 571-707-3610</p> <p><b><u>Outside Sales – State and Local Governments and K-12</u></b>            John Mills            Email: <a href="mailto:John.Mills@dsitech.com">John.Mills@dsitech.com</a>            Phone: 864-350-8477</p> <p><b><u>Sales – Higher Education</u></b>            Roy Everett            Email: <a href="mailto:Roy.Everett@dsitech.com">Roy.Everett@dsitech.com</a>            Phone: 571-707-3655</p>
	Internetwork Services Incorporated, dba Internetwork Engineering	13777 Ballantyne Corporate Place Suite 305 Charlotte, NC 28277	<p><b><u>Inside State and Local Governments</u></b>            Client Services            Email: <a href="mailto:ClientServices@ineteng.com">ClientServices@ineteng.com</a>            Phone: 704-540-5800</p> <p><b><u>Outside Sales – State and Local Governments and Education</u></b>            NC SLED Account Team            Email: <a href="mailto:NCSLED@ineteng.com">NCSLED@ineteng.com</a>            Phone: 704-540-5800</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Cisco Systems, Inc.	NWN Corporation	7025 Albert Pick Road Suite 302 Greensboro, NC 27409	<p><b><u>Inside Sales – State and Local Governments</u></b>  Nichole Farrar  Email: <a href="mailto:nfarrar@nwnit.com">nfarrar@nwnit.com</a>  Phone: 919-653-4456</p> <p><b><u>Outside Sales – State and Local Governments</u></b>  Greg Syer  Email: <a href="mailto:gsyer@nwnit.com">gsyer@nwnit.com</a>  Phone: 919-653-4477</p> <p><b><u>Sales – K-12</u></b>  James Welch  Email: <a href="mailto:JWelch@nwnit.com">JWelch@nwnit.com</a>  Phone: 919-653-4461</p> <p><b><u>Sales – Higher Education</u></b>  Mike Kane  Email: <a href="mailto:MKane@nwnit.com">MKane@nwnit.com</a>  Phone: 704-496-6907</p>
	Presidio Networked Solutions, LLC	5444 Wade Park Blvd. Raleigh, NC 27607	<p><b><u>Inside Sales – State and Local Governments</u></b>  Jessica Blust  <a href="mailto:jblust@presidio.com">jblust@presidio.com</a>  Phone: 407-641-0524</p> <p><b><u>Outside Sales – State and Local Governments, Higher Education</u></b>  Shawn Alba  Email: <a href="mailto:salba@presidio.com">salba@presidio.com</a>  Phone: 919-592-9676</p> <p><b><u>Sales – K-12</u></b>  Jen Zadnik  Email: <a href="mailto:jzadnik@presidio.com">jzadnik@presidio.com</a>  Phone: 919-228-6121</p>
	Rove, LLC	3201 International Airport Dr., Suite 100 Charlotte, NC 28208	<p><b><u>Inside State and Local Governments</u></b>  Brian Calfo  Email: <a href="mailto:brian.calfo@withrove.com">brian.calfo@withrove.com</a>  Phone: (704) 413-0897</p> <p><b><u>Outside Sales – State and Local Governments</u></b>  Marcus Jacoby  Email: <a href="mailto:Marcus.Jacoby@withrove.com">Marcus.Jacoby@withrove.com</a>  Phone: (704) 413-0902</p> <p><b><u>Sales –K-12 and Higher Education</u></b>  Jack Daykin  Email: <a href="mailto:Jack.Daykin@withrove.com">Jack.Daykin@withrove.com</a>  Phone: (704) 413-0914</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Dell	Direct	One Dell Way Round Rock, TX 78682	<p><b><u>Inside Sales – State and Local Governments</u></b> Kris Ross Email: <a href="mailto:Kris_ross@dell.com">Kris_ross@dell.com</a> Phone: 512-513-9031</p> <p><b><u>Outside Sales – State and Local Governments</u></b> Manny Velozza Email: <a href="mailto:manny.velozza@dell.com">manny.velozza@dell.com</a> Phone: 919-272-5214</p> <p><b><u>Sales – K-12</u></b> Clarence Williams Email: <a href="mailto:clarence_williams@dell.com">clarence_williams@dell.com</a> Phone: 919-279-3352</p> <p><b><u>Sales – Higher Education</u></b> Jim Rigney Email: <a href="mailto:jim_rigney@dell.com">jim_rigney@dell.com</a> Phone: 919-349-6617</p> <p><b><u>Customer Service / Technical / Warranty Support</u></b> Website: <a href="http://www.dell.com">www.dell.com</a> Email: <a href="http://www.dell.com/support/incidents-online/us/en/04/email/order-support">http://www.dell.com/support/incidents-online/us/en/04/email/order-support</a> Phone: 800-766-3355 Fax: 512-283-0526</p>
	Cambridge Computer Services, Inc <b>(HUB VENDOR)</b>	271 Waverley Oaks Road Suite 301 Waltham, MA 02452	<p><b><u>Sales – State, Local Governments, &amp; Higher Education</u></b> Gerry Franzen Email: <a href="mailto:gfranzen@cambridgecomputer.com">gfranzen@cambridgecomputer.com</a> Phone: 919-605-9934</p> <p><b><u>Sales – K-12</u></b> Mike Rowland Email: <a href="mailto:mrowland@cambridgecomputer.com">mrowland@cambridgecomputer.com</a> Phone: 240-315-7695</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><b><u>Inside Sales – State and Local Governments</u></b> Nicole Tuzzolino Email: <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a> Phone: 866-850-5223</p> <p><b><u>Outside Sales – State and Local Governments</u></b> Kyle Irwin Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a> Phone: 203-851-7126</p> <p><b><u>Sales – K-12</u></b> Ashley Pratt Email: <a href="mailto:ashlpra@cdw.com">ashlpra@cdw.com</a> Phone: 866-819-6496</p> <p><b><u>Sales – Higher Education</u></b> Mitch Huffington Email: <a href="mailto:mitchh@cdwg.com">mitchh@cdwg.com</a> Phone: 847-968-9362</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Dell	Davenport Group	4166 Lexington Ave N St. Paul, MN 55126	<p><b><u>Sales – State and Local Governments</u></b>  Matt Johnson  Email: <a href="mailto:Matt.johnson@davenportgroup.com">Matt.johnson@davenportgroup.com</a>  Phone: 651-765-0279</p> <p><b><u>Sales – Higher Education</u></b>  Mary Brown  Email: <a href="mailto:Mary.brown@davenportgroup.com">Mary.brown@davenportgroup.com</a>  Phone: 651-765-0279</p>
	NWN Corporation	2520 Whitehall Park Drive Suite 250 Charlotte, NC 28273	<p><b><u>Inside Sales – State and Local Governments</u></b>  Nichole Farrar  Email: <a href="mailto:nfarrar@nwnit.com">nfarrar@nwnit.com</a>  Phone: 919-653-4456</p> <p><b><u>Outside Sales – State and Local Governments</u></b>  Greg Syer  Email: <a href="mailto:gsyer@nwnit.com">gsyer@nwnit.com</a>  Phone: 919-653-4477</p> <p><b><u>Sales – K-12</u></b>  Kyle Kipping  Email: <a href="mailto:kipping@nwnit.com">kipping@nwnit.com</a>  Phone: 404-909-0401</p> <p><b><u>Sales – Higher Education</u></b>  Tommy Coleman  Email: <a href="mailto:tc Coleman@nwnit.com">tc Coleman@nwnit.com</a>  Phone: 336-340-6142</p>
	Presidio Networked Solutions LLC	5444 Wade Park Blvd. Suite 150 Raleigh, NC 27617	<p><b><u>Sales – State and Local Governments, Education</u></b>  Brian Brantley  Email: <a href="mailto:bbrantley@presidio.com">bbrantley@presidio.com</a>  Phone: 205-238-6026</p>



Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Dell	SHI International Corp. <b>(HUB VENDOR)</b>	290 Davidson Ave. Somerset, NJ 08873	<p><b><u>Sales – State and Local Government, Education</u></b> SHI Carolina Team - QUOTING Email: <a href="mailto:carolineteam@shi.com">carolineteam@shi.com</a> Phone: 800-211-0831</p> <p><b><u>Outside Sales – State Agencies</u></b> Carly Higginbotham Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a> Phone: 919-219-7355</p> <p><b><u>Outside Sales – State Agencies</u></b> Henry Veloza Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a> Phone: 919-384-6020</p> <p><b><u>Outside Sales – Local Government (Charlotte Area)</u></b> Richard Treadway Email: <a href="mailto:Richard_Treadway@shi.com">Richard_Treadway@shi.com</a> Phone: 704-219-8933</p> <p><b><u>Outside Sales – Local Government (Raleigh Area)</u></b> Jackson Ling Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a> Phone: 910-705-7183</p> <p><b><u>Sales – K-12</u></b> Leacadia Powell Email: <a href="mailto:Leacadia_Powell@shi.com">Leacadia_Powell@shi.com</a> Phone: 980-556-6076</p> <p><b><u>Sales – Higher Education (Universities)</u></b> Matt Springett Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a> Phone: 919-610-6774</p> <p><b><u>Sales – Higher Education (Community Colleges)</u></b> Jeff Mazev Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a> Phone: 914-364-3577</p>
	Sirius Computer Solutions, Inc.	10100 Reunion Place Suite 500 San Antonio, TX 78216	<p><b><u>Outside Sales – State and Local Governments, Education</u></b> Phyllis (PJ) Byrd Email: <a href="mailto:phyllis.byrd@siriuscom.com">phyllis.byrd@siriuscom.com</a> Phone: 210-369-0617</p> <p><b><u>Sales – K-12</u></b> Josh Enderline Email: <a href="mailto:Josh.Enderline@Siriuscom.com">Josh.Enderline@Siriuscom.com</a> Phone: 919-215-6749</p> <p><b><u>Sales – Higher Education</u></b> Aaron Riggelman Email: <a href="mailto:Aaron.Riggelman@Siriuscom.com">Aaron.Riggelman@Siriuscom.com</a> Phone: 919-500-1852</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
EMC	Direct	176 South Street Hopkinton, MA 01748	<p><b><u>Sales – State and Local Governments, K-12, Higher Education</u></b>  Mike Wade  Email: <a href="mailto:michael.wade@dell.com">michael.wade@dell.com</a>  Phone: 919-247-0851</p> <p><b><u>Customer Service / Technical / Warranty Support</u></b>  Website: <a href="http://support.emc.com">http://support.emc.com</a>  Phone: 800-782-4362</p>
	AHEAD, Inc.	401 North Michigan Ave. Suite 3400 Chicago, IL 60611	<p><b><u>Outside Sales – State. Local Governments, &amp; Higher Education</u></b>  John Q. Holtz  Email: <a href="mailto:john.holtz@thinkahead.com">john.holtz@thinkahead.com</a>  Phone: 704-957-2190</p>
	Cambridge Computer Services, Inc <b>(HUB VENDOR)</b>	271 Waverley Oaks Road Suite 301 Waltham, MA 02452	<p><b><u>Inside Sales – State. Local Governments, &amp; Higher Education</u></b>  Jim Gordon  Email: <a href="mailto:jgordon@cambridgecomputer.com">jgordon@cambridgecomputer.com</a>  Phone: 508-686-6745</p> <p><b><u>Outside Sales – State. Local Governments, &amp; Higher Education</u></b>  Gerry Franzen  Email: <a href="mailto:gfranzen@cambridgecomputer.com">gfranzen@cambridgecomputer.com</a>  Phone: 919 747-4070</p> <p><b><u>Sales – K-12</u></b>  Mike Rowland  Email: <a href="mailto:mrowland@cambridgecomputer.com">mrowland@cambridgecomputer.com</a>  Phone: 240-315-7695</p>
	Davenport Group	4166 Lexington Ave N St. Paul, MN 55126	<p><b><u>Sales – State and Local Governments</u></b>  Matt Johnson  Email: <a href="mailto:Matt.johnson@davenportgroup.com">Matt.johnson@davenportgroup.com</a>  Phone: 651-765-0279</p> <p><b><u>Sales – Higher Education</u></b>  Mary Brown  Email: <a href="mailto:Mary.brown@davenportgroup.com">Mary.brown@davenportgroup.com</a>  Phone: 651-765-0279</p>
	eGroup Holding Company, LLC	PO Box 38 Mount Pleasant, SC 29465	<p><b><u>Inside Sales for State and Local Governments</u></b>  Jeff Thomas  Email: <a href="mailto:insidesales@eGroup-us.com">insidesales@eGroup-us.com</a>  Phone: 877-347-6871</p> <p><b><u>Outside Sales – State and Local Governments, K-12, Higher Education</u></b>  Daniel Navarro  Email: <a href="mailto:insidesales@eGroup-us.com">insidesales@eGroup-us.com</a>  Phone: 877-347-6871</p>

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EMC	Presidio Networked Solutions LLC	5003 S. Miami Blvd Suite 110 Durham, NC 27703	<b><u>Sales – State and Local Governments, Education</u></b> Shawn Alba Email: <a href="mailto:salba@presidio.com">salba@presidio.com</a> Phone: 919-323-8081
	Rove, LLC	3201 International Airport Dr., Suite 100 Charlotte, NC 28208	<b><u>Inside State and Local Governments</u></b> Brian Calfo Email: <a href="mailto:brian.calfo@withrove.com">brian.calfo@withrove.com</a> Phone: (704) 413-0897  <b><u>Outside Sales – State and Local Governments, Education</u></b> Marcus Jacoby Email: <a href="mailto:Marcus.Jacoby@withrove.com">Marcus.Jacoby@withrove.com</a> Phone: (704) 413-0902
	Sirius Computer Solutions, Inc.	10100 Reunion Place Suite 500 San Antonio, TX 78216	<b><u>Sales – State and Local Governments, Higher Education</u></b> Phyllis (PJ) Byrd Email: <a href="mailto:phyllis.byrd@siriuscom.com">phyllis.byrd@siriuscom.com</a> Phone: 210-369-0617  <b><u>Sales –K-12</u></b> Aaron Rigglemen Email: <a href="mailto:aaron.riggleman@siriuscom.com">aaron.riggleman@siriuscom.com</a> Phone: 919-500-1852
	Level Solutions Group, LLC	200 West Lexington Ave. High Point, NC 27265	<b><u>Inside State and Local Governments</u></b> Eric Abeles Email: <a href="mailto:eables@levelsq.com">eables@levelsq.com</a> Phone: 336-259-9887  <b><u>Outside Sales – State and Local Governments, Education</u></b> Kenyon Barnett Email: <a href="mailto:kbarnett@levesq.com">kbarnett@levesq.com</a> Phone: 336-687-4655
Extreme Networks	Direct	6480 Via Del Oro San Jose, CA 95119	<b><u>Sales – State and Local Governments, Education</u></b> Chris Bondi Email: <a href="mailto:cbondi@extremenetworks.com">cbondi@extremenetworks.com</a> Phone: 919-457-8250  <b><u>Customer Service / Technical / Warranty Support</u></b> Website: <a href="https://www.extremenetworks.com/support/contact/">https://www.extremenetworks.com/support/contact/</a> Email: <a href="mailto:btownsen@extremenetworks.com">btownsen@extremenetworks.com</a> Phone: 800-872-8440

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Extreme Networks	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<b><u>Sales – State and Local Governments, Education</u></b> Kyle Irwin Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a> Phone: 919-272-6083  Nicole Tuzzolino Email: <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a> Phone: 866-850-5223
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	<b><u>Sales – State and Local Governments, Education</u></b> Bruce Fisher Email: <a href="mailto:bfisher@datanetworksolutions.com">bfisher@datanetworksolutions.com</a> Phone: 704-905-1920
	Lockstep	5403 Stoney Ridge Court Belmont, NC 28012	<b><u>Sales – State and Local Governments, Education</u></b> Jim Pullano Email: <a href="mailto:jpullano@lockstepgroup.com">jpullano@lockstepgroup.com</a> Phone: 630-802-0202  Michael Lawing Email: <a href="mailto:mlawing@lockstepgroup.com">mlawing@lockstepgroup.com</a> Phone: 704-577-4610
	Meridian IT, Inc.	2065 Donald Street Indian Land, SC 29707	<b><u>Sales – State and Local Governments, Education</u></b> Gary Shipman Email: <a href="mailto:Gary.shipman@meridianitinc.com">Gary.shipman@meridianitinc.com</a> Phone: 980-288-6950
	Pharr Technologies	215 S. Trade St. Shelby, NC 28150	<b><u>Sales – State and Local Governments, Education</u></b> Rusty Earle Email: <a href="mailto:rearle@pharrtechnologies.com">rearle@pharrtechnologies.com</a> Phone: 704-487-4311
	RM Source	150 Fayetteville Street, Suite 810 Raleigh, NC 27601	<b><u>Sales – State and Local Governments, Education</u></b> Email: <a href="mailto:rhultin@rmsource.com">rhultin@rmsource.com</a> Phone: 919-246-3845
	StepCG, LLC	137 E. Fourth Street Suite 210 Cincinnati, OH 45202	<b><u>Sales – State and Local Governments, Higher Education</u></b> Mitch Needles <a href="mailto:mneedles@stepcg.com">mneedles@stepcg.com</a> Phone: 513-795-6000, Ext. 3126

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Fortinet, Inc.	Direct	Orders should be placed with Authorized Resellers listed below.	<p><b><u>Sales – State and Local Governments, Higher Education</u></b>  Fortinet NC SLED Team  Email: <a href="mailto:NCSLED@fortinet.com">NCSLED@fortinet.com</a></p> <p><b><u>Sales – State and Local Governments and Education (Western NC)</u></b>  J.B. Webb  Email: <a href="mailto:jwebb@fortinet.com">jwebb@fortinet.com</a>  Phone: 704-651-8008</p> <p><b><u>Sales – State and Local Governments and Education (Central NC)</u></b>  Stephanie Ferrell  Email: <a href="mailto:ferrells@fortinet.com">ferrells@fortinet.com</a>  Phone: 919-602-0850</p> <p><b><u>Sales – State and Local Governments and Education (Eastern NC)</u></b>  Brent Collins  Email: <a href="mailto:bcollins@fortinet.com">bcollins@fortinet.com</a>  Phone: 803-807-8708</p> <p><b><u>Customer Service / Technical / Warranty Support</u></b>  Website: <a href="https://support.fortinet.com/">https://support.fortinet.com/</a>  Phone: 866-648-4638</p>
	BridgeTek Solutions	744 East Stone Ave Greenville, SC 29601	<p><b><u>Inside Sales – State and Local Governments</u></b>  Kelley Turpin  Email: <a href="mailto:Kturpin@bridgeteksolutions.com">Kturpin@bridgeteksolutions.com</a>  Phone: 704-517-3002</p> <p><b><u>Outside Sales – State and Local Governments</u></b>  Tom Clinton  Email: <a href="mailto:Tclinton@bridgeteksolutions.com">Tclinton@bridgeteksolutions.com</a>  Phone: 864-420-1785</p> <p><b><u>Sales – K-12</u></b>  Vance Milford  Email: <a href="mailto:vmilford@bridgeteksolutions.com">vmilford@bridgeteksolutions.com</a>  Phone: 864-214-0221</p> <p><b><u>Sales – Higher Education</u></b>  John Ulmer  Email: <a href="mailto:julmer@bridgeteksolutions.com">julmer@bridgeteksolutions.com</a>  Phone: 803-240-3579</p>
	Carolina Advanced Digital	133 Triangle Trade Drive Cary, NC 27513	<p><b><u>Inside Sales – State and Local Governments</u></b>  Julie Allen  Email: <a href="mailto:julie@cadinc.com">julie@cadinc.com</a>  Phone: 919-460-1313</p> <p><b><u>Outside Sales – State and Local Governments, K-12, Higher Education</u></b>  BreAnn Verreen  Email: <a href="mailto:bre@cadinc.com">bre@cadinc.com</a>  Phone: 919-460-1313</p>

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Fortinet, Inc.	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><b><u>Sales – State and Local Governments, Education</u></b>            Kyle Irwin            Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a>            Phone: 919-272-6083</p> <p>Nicole Tuzzolino            Email: <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a>            Phone: 866-850-5223</p> <p><b><u>Sales – K-12 and High Education</u></b>            Matt Fielding-Russell            Email: <a href="mailto:mattrus@cdw.com">mattrus@cdw.com</a>            Phone: 847-371-5600</p>
	ePlus Technology, Inc.	511 Davis Drive Suite 350 Morrisville, NC 27560	<p><b><u>Inside Sales – State and Local Governments, Education</u></b>            Kelly Manning            Email: <a href="mailto:kmanning@eplus.com">kmanning@eplus.com</a>            Phone: 910-679-3726</p> <p><b><u>Outside Sales – State and Local Governments, Education</u></b>            Marcel Provencher            Email: <a href="mailto:mprovencher@eplus.com">mprovencher@eplus.com</a>            Phone: 919-767-2979</p>

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Fortinet, Inc.	SHI International Corp. <b>(HUB VENDOR)</b>	290 Davidson Ave. Somerset, NJ 08873	<p><b><u>Sales – State and Local Government, Education</u></b> SHI Carolina Team - QUOTING Email: <a href="mailto:carolinatteam@shi.com">carolinatteam@shi.com</a> Phone: 800-211-0831</p> <p><b><u>Outside Sales – State Agencies</u></b> Carly Higginbotham Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a> Phone: 919-219-7355</p> <p><b><u>Outside Sales – State Agencies</u></b> Henry Veloza Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a> Phone: 919-384-6020</p> <p><b><u>Outside Sales – Local Government (Charlotte Area)</u></b> Richard Treadway Email: <a href="mailto:Richard_Treadway@shi.com">Richard_Treadway@shi.com</a> Phone: 704-219-8933</p> <p><b><u>Outside Sales – Local Government (Raleigh Area)</u></b> Jackson Ling Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a> Phone: 910-705-7183</p> <p><b><u>Sales – K-12</u></b> Leacadia Powell Email: <a href="mailto:Leacadia_Powell@shi.com">Leacadia_Powell@shi.com</a> Phone: 980-556-6076</p> <p><b><u>Sales – Higher Education (Universities)</u></b> Matt Springett Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a> Phone: 919-610-6774</p> <p><b><u>Sales – Higher Education (Community Colleges)</u></b> Jeff Mazev Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a> Phone: 914-364-3577</p>
	SpartanTec, Inc.	P.O. Box 132 Longs, SC 29568	<p><b><u>Inside Sales – State and Local Governments</u></b> Lisa Carter Email: <a href="mailto:lcarter@spartantec.com">lcarter@spartantec.com</a> Phone: 843-418-4792</p> <p><b><u>Outside Sales – State and Local Governments, Education</u></b> Scott McClung Email: <a href="mailto:smcclung@spartantec.com">smcclung@spartantec.com</a> Phone: 843-418-4792</p>

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Fortinet, Inc.	Tiber Creek Consulting <b>(HUB VENDOR)</b>	10130 Mallard Creek Road, Suite 300 Charlotte, NC 28262	<p><b><u>Inside Sales – State and Local Governments</u></b> Ted Schonbrunner Email: <a href="mailto:ted@tibercreek.com">ted@tibercreek.com</a> Phone: 717-746-4004</p> <p><b><u>Outside Sales – State and Local Governments</u></b> David Lloyd Email: <a href="mailto:David.Lloyd@tibercreek.com">David.Lloyd@tibercreek.com</a> Phone: 704-996-3718</p> <p><b><u>Outside Sales –K-12 &amp; Higher Education</u></b> Jennifer Hillesland Email: <a href="mailto:Jennifer.Hillesland@tibercreek.com">Jennifer.Hillesland@tibercreek.com</a> Phone: 704-614-0742</p>
Fujitsu			<p><b>Effective 6/8/2020: Terminated from contract</b></p> <p><b>Fujitsu America, Inc. has discontinued being a server, storage, and network hardware provider in North America.</b></p>
Hewlett Packard Enterprise	Direct	6280 America Center Dr. San Jose, CA 95002	<p><b><u>Outside Sales – State and Local Governments, Higher Education and K-12</u></b> Stefanie Perry Email: <a href="mailto:sperry@hpe.com">sperry@hpe.com</a> Phone: 919-930-1795</p> <p><b><u>Outside Sales – Local Government, Higher Education and K-12</u></b> Allie McNeal Email: <a href="mailto:alexandria.mcneal@hpe.com">alexandria.mcneal@hpe.com</a> Phone: 989-280-1765</p> <p><b><u>Customer Service / Technical / Warranty Support</u></b> Website: <a href="https://www.hpe.com/us/en/support.html">https://www.hpe.com/us/en/support.html</a> Phone: 844-806-3425</p>
	BlueAlly Technology Solutions, LLC	1255 Crescent Green Suite 300 Cary, NC 27518	<p><b><u>Inside Sales – State and Local Governments, Education</u></b> Jennifer Jones Email: <a href="mailto:jjones@blueally.com">jjones@blueally.com</a> Phone: 919-249-1582</p> <p><b><u>Outside Sales – State and Local Governments, Education</u></b> Dale Denning Email: <a href="mailto:ddenning@blueally.com">ddenning@blueally.com</a> Phone: 919-249-1538</p>



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Hewlett Packard Enterprise	Carolina Advanced Digital, Inc.	133 Triangle Trade Drive Cary, NC 27513	<p><b><u>Inside Sales – State and Local Governments</u></b>  Julie Allen  Email: <a href="mailto:julie@cadinc.com">julie@cadinc.com</a>  Phone: 919-460-1313 Ext. 211</p> <p><b><u>Outside Sales – State Governments</u></b>  Lee Currie  Email: <a href="mailto:lee@cadinc.com">lee@cadinc.com</a>  Phone: 919-460-1313</p> <p><b><u>Outside Sales –Local Governments, K-12, Community Colleges</u></b>  Bre Verreen  Email: <a href="mailto:bre@cadinc.com">bre@cadinc.com</a>  Phone: 919-460-1313</p> <p><b><u>Outside Sales – Higher Education - Universities</u></b>  Wayne Gaudette  Email: <a href="mailto:wayne@cadinc.com">wayne@cadinc.com</a>  Phone: 919-460-1313</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><b><u>Sales – State and Local Governments</u></b>  Melissa Deets  Email: <a href="mailto:melidee@cdwg.com">melidee@cdwg.com</a>  Phone: 717-571-8706</p> <p><b><u>Sales – K-12 and High Education</u></b>  Matt Fielding-Russell  Email: <a href="mailto:mattrus@cdw.com">mattrus@cdw.com</a>  Phone: 847-371-5600</p>
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	<p><b><u>Inside Sales – State and Local Governments</u></b>  Miriam Rodrigue  Email: <a href="mailto:mrodrigue@datanetworksolutions.com">mrodrigue@datanetworksolutions.com</a>  Phone: 864-640-1343</p> <p><b><u>Outside Sales – State and Local Governments, Education</u></b>  Bruce Fisher  Email: <a href="mailto:bfisher@datanetworksolutions.com">bfisher@datanetworksolutions.com</a>  Phone: 704-905-1920</p>
	High Performance Technologies	11111 Carmel Commons Suite 340 Charlotte, NC 28226	<p><b><u>Sales – State and Local Governments, Education</u></b>  Brett Stinson  Email: <a href="mailto:Brett.stinson@highperfttech.com">Brett.stinson@highperfttech.com</a>  Phone: 317-306-9604</p>
	Mainline Information Systems	1700 Summit Lake Drive Tallahassee, FL 32317	<p><b><u>Inside Sales – State and Local Governments</u></b>  Rob Butler  Email: <a href="mailto:rob.butler@mainline.com">rob.butler@mainline.com</a>  Phone: 850-219-5183</p> <p><b><u>Outside Sales – State and Local Governments, Education</u></b>  Alan Kline  Email: <a href="mailto:alan.kline@mainline.com">alan.kline@mainline.com</a>  Phone: 817-202-7947</p>

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Hewlett Packard Enterprise	SHI International Corp. <b>(HUB VENDOR)</b>	290 Davidson Ave. Somerset, NJ 08873	<p><b><u>Sales – State and Local Government, Education</u></b> SHI Carolina Team - QUOTING Email: <a href="mailto:carolinatteam@shi.com">carolinatteam@shi.com</a> Phone: 800-211-0831</p> <p><b><u>Outside Sales – State Agencies</u></b> Carly Higginbotham Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a> Phone: 919-219-7355</p> <p><b><u>Outside Sales – State Agencies</u></b> Henry Veloza Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a> Phone: 919-384-6020</p> <p><b><u>Outside Sales – Local Government (Charlotte Area)</u></b> Richard Treadway Email: <a href="mailto:Richard_Treadway@shi.com">Richard_Treadway@shi.com</a> Phone: 704-219-8933</p> <p><b><u>Outside Sales – Local Government (Raleigh Area)</u></b> Jackson Ling Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a> Phone: 910-705-7183</p> <p><b><u>Sales – K-12</u></b> Leacadia Powell Email: <a href="mailto:Leacadia_Powell@shi.com">Leacadia_Powell@shi.com</a> Phone: 980-556-6076</p> <p><b><u>Sales – Higher Education (Universities)</u></b> Matt Springett Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a> Phone: 919-610-6774</p> <p><b><u>Sales – Higher Education (Community Colleges)</u></b> Jeff Mazev Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a> Phone: 914-364-3577</p>
IBM	Direct	3309 E. Cornwallis Rd Research Triangle Park, NC 27709	<p><b><u>Sales – State and Local Governments, K-12</u></b> Mark Molinaro Email: <a href="mailto:molinaro@us.ibm.com">molinaro@us.ibm.com</a> Phone: 919-696-3160</p> <p><b><u>Sales – Higher Education</u></b> Chris Shriver Email: <a href="mailto:cshriver@us.ibm.com">cshriver@us.ibm.com</a> Phone: 919-345-7121</p> <p><b><u>Customer Service / Technical / Warranty Support</u></b> Website: <a href="https://www-05.ibm.com/support/operations/us/en/overview.html">https://www-05.ibm.com/support/operations/us/en/overview.html</a> Email: <a href="mailto:askibm@vnet.ibm.com">askibm@vnet.ibm.com</a> Phone: 800-426-7378</p>

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	Mainline Information Systems	1700 Summit Lake Drive Tallahassee, FL 32317	<p><b><u>Sales – State and Local Governments</u></b>  Alan Kline  Email: <a href="mailto:alan.kline@mainline.com">alan.kline@mainline.com</a>  Phone: 817-202-7947</p> <p>Dan Myers  Email: <a href="mailto:dan.myers@mainline.com">dan.myers@mainline.com</a>  Phone: 919-671-3713</p> <p>Dave Seale  Email: <a href="mailto:dave.seale@mainline.com">dave.seale@mainline.com</a>  Phone: 919-306-5660</p> <p><b><u>Sales – Higher Education</u></b>  Hal Connelly  Email: <a href="mailto:hal.connelly@mainline.com">hal.connelly@mainline.com</a>  Phone: 704-241-4189</p> <p>John Nicosia  Email: <a href="mailto:john.nicosia@mainline.com">john.nicosia@mainline.com</a>  Phone: 781-727-3327</p>
	Meridian IT, Inc.	320 N. Judd Parkway Suite 205 Fuquay, Varina, NC 27526	<p><b><u>Sales – State and Local Governments, Education</u></b>  Chad Morgan  Email: <a href="mailto:cmorgan@onlinemeridian.com">cmorgan@onlinemeridian.com</a>  Phone: 919-522-7471</p>
	Sirius Computer Solutions, Inc.	10100 Reunion Place Suite 500 San Antonio, TX 78216	<p><b><u>Inside Sales – State and Local Governments, Education</u></b>  Chase Gardenhire  Email: <a href="mailto:chase.gardenhire@siriuscom.com">chase.gardenhire@siriuscom.com</a>  Phone: 972-725-2017</p> <p><b><u>Sales – State and Local Governments, Education</u></b>  Phyllis (PJ) Byrd  Email: <a href="mailto:phyllis.byrd@siriuscom.com">phyllis.byrd@siriuscom.com</a>  Phone: 210-369-0617</p>

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IBM	Thomas Gallaway Corp. dba Technologent <b>(HUB VENDOR)</b>	100 Spectrum Drive Suite 700 Irvine, CA 92618	<p><b><u>Inside Sales – State and Local Governments, Education</u></b>  Dayn Kelley  Email: <a href="mailto:dayn.kelley@technologent.com">dayn.kelley@technologent.com</a>  Phone: 330-573-5115</p> <p><b><u>Sales – State and Local Governments, Education</u></b>  David Schaffer  Email: <a href="mailto:david.schaffer@technologent.com">david.schaffer@technologent.com</a>  Phone: 864-787-4848</p>
Lenovo	Direct	8001 Development Dr. Morrisville, NC 27560  <b><u>Contract Manager:</u></b> La Sandra Williams <a href="mailto:lwilliams2@lenovo.com">lwilliams2@lenovo.com</a> Phone: 919-908-5414	<p><b><u>Inside Sales – State and Local Governments</u></b>  Ronnie McCoy  Email: <a href="mailto:cmccoy@lenovo.com">cmccoy@lenovo.com</a>  Phone: (919) 723-8925</p> <p><b><u>Outside Sales – State and Local Governments</u></b>  Alex Meade  Email: <a href="mailto:ameade@lenovo.com">ameade@lenovo.com</a>  Phone: (910) 315-8880</p> <p><b><u>Sales – K-12, Higher Education</u></b>  Alex Meade  Email: <a href="mailto:ameade@lenovo.com">ameade@lenovo.com</a>  Phone: (910) 315-8880</p> <p><b><u>Customer Service / Technical / Warranty Support</u></b>  Website: <a href="http://support.lenovo.com">http://support.lenovo.com</a>  Email: <a href="http://www.lenovo.com/support/phone">www.lenovo.com/support/phone</a>  Phone: 800-426-7378</p>
	Alphanumeric Systems	3801 Wake Forest Road Raleigh, NC 27609	<p><b><u>Inside Sales – State and Local Governments</u></b>  Terry Proctor  Email: <a href="mailto:tproctor@alphanumeric.com">tproctor@alphanumeric.com</a>  Phone: 919-376-4556</p> <p><b><u>Outside Sales – State and Local Governments and Higher Education:</u></b>  Rob Vanderberry  Email: <a href="mailto:rvanderberry@alphanumeric.com">rvanderberry@alphanumeric.com</a>  Phone: 919-376-4499</p> <p><b><u>Sales – K-12</u></b>  Ryan Stitt  Email: <a href="mailto:rstitt@alphanumeric.com">rstitt@alphanumeric.com</a>  Phone: 919-376-4474</p>

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Lenovo	Carolinas IT <b>(HUB VENDOR)</b>	1600 Hillsborough St. Raleigh, NC 27605	<p><b><u>Inside Sales – State and Local Governments</u></b>            Krystanna Acevedo            Email: <a href="mailto:Krystanna.Acevedo@CarolinasIT.com">Krystanna.Acevedo@CarolinasIT.com</a>            Phone: 919-573-4046</p> <p><b><u>Outside Sales – State and Local Governments &amp; Education</u></b>            Krista Cathey            Email: <a href="mailto:Krista.Cathey@CarolinasIT.com">Krista.Cathey@CarolinasIT.com</a>            Phone: 919-573-4073</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><b><u>Sales – State and Local Governments</u></b>            Melissa Deets            Email: <a href="mailto:melidee@cdwg.com">melidee@cdwg.com</a>            Phone: 717-571-8706</p> <p><b><u>Sales – K-12 and High Education</u></b>            Matt Fielding-Russell            Email: <a href="mailto:mattrus@cdw.com">mattrus@cdw.com</a>            Phone: 847-371-5600</p>
	Converge Acquisition LLC (formerly Corus 360)	130 Technology Parkway Norcross, GA 30092	<p><b><u>Inside Sales – State and Local Governments, Education</u></b>            Lorie Allen            Email: <a href="mailto:lallen@corus360.com">lallen@corus360.com</a>            Phone: 910-835-9047</p> <p><b><u>Outside Sales – State and Local Governments, Education</u></b>            Todd Cannady            Email: <a href="mailto:toddc@corus360.com">toddc@corus360.com</a>            Phone: 919-532-2111</p>
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	<p><b><u>Inside Sales – State and Local Governments</u></b>            Miriam Rodrigue            Email: <a href="mailto:mrodrigue@datanetworksolutions.com">mrodrigue@datanetworksolutions.com</a>            Phone: 864-640-1343</p> <p><b><u>Outside Sales – State and Local Governments, Education</u></b>            Bruce Fisher            Email: <a href="mailto:bfisher@datanetworksolutions.com">bfisher@datanetworksolutions.com</a>            Phone: 704-905-1920</p>

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Lenovo	Mainline Information Systems	1700 Summit Lake Drive Tallahassee, FL 32317	<p><b><u>Sales – State and Local Governments</u></b>  Alan Kline  Email: <a href="mailto:alan.kline@mainline.com">alan.kline@mainline.com</a>  Phone: 817-202-7947</p> <p>Dan Myers  Email: <a href="mailto:dan.myers@mainline.com">dan.myers@mainline.com</a>  Phone: 919-671-3713</p> <p>Dave Seale  Email: <a href="mailto:dave.seale@mainline.com">dave.seale@mainline.com</a>  Phone: 919-306-5660</p> <p><b><u>Sales – Higher Education</u></b>  Hal Connelly  Email: <a href="mailto:hal.connelly@mainline.com">hal.connelly@mainline.com</a>  Phone: 704-241-4189</p> <p>John Nicosia  Email: <a href="mailto:john.nicosia@mainline.com">john.nicosia@mainline.com</a>  Phone: 781-727-3327</p>

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Lenovo	SHI International Corp. <b>(HUB VENDOR)</b>	290 Davidson Ave. Somerset, NJ 08873	<p><b><u>Sales – State and Local Government, Education</u></b> SHI Carolina Team - QUOTING Email: <a href="mailto:carolineteam@shi.com">carolineteam@shi.com</a> Phone: 800-211-0831</p> <p><b><u>Outside Sales – State Agencies</u></b> Carly Higginbotham Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a> Phone: 919-219-7355</p> <p><b><u>Outside Sales – State Agencies</u></b> Henry Veloza Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a> Phone: 919-384-6020</p> <p><b><u>Outside Sales – Local Government (Charlotte Area)</u></b> Richard Treadway Email: <a href="mailto:Richard_Treadway@shi.com">Richard_Treadway@shi.com</a> Phone: 704-219-8933</p> <p><b><u>Outside Sales – Local Government (Raleigh Area)</u></b> Jackson Ling Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a> Phone: 910-705-7183</p> <p><b><u>Sales – K-12</u></b> Leacadia Powell Email: <a href="mailto:Leacadia_Powell@shi.com">Leacadia_Powell@shi.com</a> Phone: 980-556-6076</p> <p><b><u>Sales – Higher Education (Universities)</u></b> Matt Springett Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a> Phone: 919-610-6774</p> <p><b><u>Sales – Higher Education (Community Colleges)</u></b> Jeff Mazev Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a> Phone: 914-364-3577</p>
NetApp, Inc.	Direct	7301 Kit Creek Road RTP, NC 27709	<p><b><u>Sales – State and Local Governments, Education</u></b> Bob Moore, Account Manager Email: <a href="mailto:bob.moore@NetApp.com">bob.moore@NetApp.com</a> Phone: 919-622-4028</p> <p>Brinnan Taylor, Account Manager Email: <a href="mailto:brinnan@NetApp.com">brinnan@NetApp.com</a> Phone: 919-961-9697</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><b><u>Sales – State and Local Governments, Education</u></b> Kyle Irwin Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a> Phone: 866-769-8287</p>

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NetApp, Inc.	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	<b><u>Sales – State and Local Governments, Education</u></b> Fred Reavis Email: <a href="mailto:freavis@datanetworksolutions.com">freavis@datanetworksolutions.com</a> Phone: 803-932-9915
	DLT Solutions, LLC	2411 Dulles Corner Park Suite 800 Herndon, VA 20171	<b><u>Sales – State and Local Governments, Education</u></b> Tim Judy Email: <a href="mailto:tim.judy@dlt.com">tim.judy@dlt.com</a> Phone: 703-773-8965
	ePlus Technology, Inc.	13595 Dulles Technology Drive Herndon, VA 20171-3413	<b><u>Sales – State and Local Governments, Education</u></b> Scott Sloan Email: <a href="mailto:sloan@eplus.com">sloan@eplus.com</a> Phone: 919-767-1559
	Insight Public Sector, Inc	6820 S. Harl Ave. Tempe, AZ 85283	<b><u>Sales – State and Local Governments, Education</u></b> Molly Harper Email: <a href="mailto:molly.harper@insight.com">molly.harper@insight.com</a> Phone: 919-379-8543
	NWN Corporation	271 Waverley Oaks Road Waltham, MA 02452	<b><u>Sales – State and Local Governments, Education</u></b> Greg Syer Email: <a href="mailto:gsyer@nwnit.com">gsyer@nwnit.com</a> Phone: 919-653-4477
	ViON Corporation	196 Van Buren St. Ste 300 Herndon, VA 20170	<b><u>Inside Sales – State and Local Governments</u></b> Justin Ciaccio Email: <a href="mailto:Justin.ciaccio@vion.com">Justin.ciaccio@vion.com</a> Phone: 703-599-3843  <b><u>Outside Sales – State and Local Governments, Education</u></b> Charles Michaux Email: <a href="mailto:Charles.Michaux@vion.com">Charles.Michaux@vion.com</a> Phone: 336-686-7002
Pure Storage	Direct	Orders should be placed with Authorized Resellers listed below.	<b><u>Sales – State and Local Governments, K-12, Higher Education</u></b> Wes Miller Email: <a href="mailto:wmiller@purestorage.com">wmiller@purestorage.com</a> Phone: 919-455-0796  <b><u>Customer Service / Technical / Warranty Support</u></b> Website: <a href="http://pure1.purestorage.com/support">http://pure1.purestorage.com/support</a> Email: <a href="mailto:support@purestorage.com">support@purestorage.com</a> Phone: 866-244-7121
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<b><u>Sales – State and Local Governments, Education</u></b> Kyle Irwin Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a> Phone: 919-272-6083



Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Pure Storage	Converge Acquisition LLC (formerly Corus 360)	130 Technology Parkway Norcross, GA 30092	<p><b><u>Inside Sales – State and Local Governments, Education</u></b>  Lorie Allen  Email: <a href="mailto:lallen@corus360.com">lallen@corus360.com</a>  Phone: 910-835-9047</p> <p><b><u>Outside Sales – State and Local Governments, Education</u></b>  Todd Cannady  Email: <a href="mailto:toddc@corus360.com">toddc@corus360.com</a>  Phone: 919-532-2111</p>
	ePlus Technology, Inc.	13595 Dulles Technology Drive Herndon, VA 20171-3413	<p><b><u>Sales – State and Local Governments, Education</u></b>  Marcel Provencher  Email: <a href="mailto:mprovencher@eplus.com">mprovencher@eplus.com</a>  Phone: 919-767-2979</p>
	NWN Corporation	271 Waverley Oaks Road Waltham, MA 02452	<p><b><u>Sales – State and Local Governments, Education</u></b>  Greg Syer  Email: <a href="mailto:gsyer@nwnit.com">gsyer@nwnit.com</a>  Phone: 919-653-4477</p>
	Presidio Networked Solutions LLC	5003 S. Miami Blvd Suite 110 Durham, NC 27703	<p><b><u>Sales – State and Local Governments, Education</u></b>  Shawn Alba  Email: <a href="mailto:salba@presidio.com">salba@presidio.com</a>  Phone: 919-323-8081</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Pure Storage	SHI International Corp. <b>(HUB VENDOR)</b>	290 Davidson Ave. Somerset, NJ 08873	<p><b><u>Sales – State and Local Government, Education</u></b> SHI Carolina Team - QUOTING Email: <a href="mailto:carolinat@shi.com">carolinat@shi.com</a> Phone: 800-211-0831</p> <p><b><u>Outside Sales – State Agencies</u></b> Carly Higginbotham Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a> Phone: 919-219-7355</p> <p><b><u>Outside Sales – State Agencies</u></b> Henry Veloza Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a> Phone: 919-384-6020</p> <p><b><u>Outside Sales – Local Government (Charlotte Area)</u></b> Richard Treadway Email: <a href="mailto:Richard_Treadway@shi.com">Richard_Treadway@shi.com</a> Phone: 704-219-8933</p> <p><b><u>Outside Sales – Local Government (Raleigh Area)</u></b> Jackson Ling Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a> Phone: 910-705-7183</p> <p><b><u>Sales – K-12</u></b> Leacadia Powell Email: <a href="mailto:Leacadia_Powell@shi.com">Leacadia_Powell@shi.com</a> Phone: 980-556-6076</p> <p><b><u>Sales – Higher Education (Universities)</u></b> Matt Springett Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a> Phone: 919-610-6774</p> <p><b><u>Sales – Higher Education (Community Colleges)</u></b> Jeff Mazev Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a> Phone: 914-364-3577</p>
	Sirius Computer Solutions, Inc.	10100 Reunion Place Suite 500 San Antonio, TX 78216	<p><b><u>Sales – State and Local Governments, Education</u></b> Phyllis (PJ) Byrd Email: <a href="mailto:Phyllis.byrd@siriuscom.com">Phyllis.byrd@siriuscom.com</a> Phone: 210-369-0617</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Ruckus Networks	Direct	Orders should be placed with Authorized Resellers listed below.	<p><b><u>Inside Sales – State and Local Governments</u></b>  Jon Ban  Email: <a href="mailto:jon.ban@arris.com">jon.ban@arris.com</a>  Phone: 720-558-3254</p> <p><b><u>Outside Sales – State and Local Governments, K-12, Higher Education</u></b>  Michael Elliott  Email: <a href="mailto:michael.elliott@arris.com">michael.elliott@arris.com</a>  Phone: 727-647-5687</p> <p><b><u>Customer Service / Technical / Warranty Support</u></b>  Website:  <a href="https://support.ruckuswireless.com/contact-us">https://support.ruckuswireless.com/contact-us</a>  Phone: 855-Ruckus1 (855-782-5871)</p>
	A3 Communications	1911 Associates Lane Suite G Charlotte, NC 28217	<p><b><u>Inside Sales – State and Local Governments</u></b>  Hunter Thornton  Email: <a href="mailto:hthornton@a3communications.com">hthornton@a3communications.com</a>  Phone: 678-630-9134</p> <p><b><u>Outside Sales – State and Local Governments</u></b>  Matt Whitfield  Email: <a href="mailto:mwhitfield@a3communications.com">mwhitfield@a3communications.com</a>  Phone: 704-956-3908</p> <p><b><u>Sales – K-12</u></b>  Greg Moorer  Email: <a href="mailto:gmoorer@a3communications.com">gmoorer@a3communications.com</a>  Phone: 803-269-9222</p> <p><b><u>Sales – Higher Education</u></b>  Scott Rives  Email: <a href="mailto:srives@a3communications.com">srives@a3communications.com</a>  Phone: 803-354-6158</p>
	ANC Group	14 Progress Road Greenville, SC 29607	<p><b><u>Inside Sales – State and Local Governments</u></b>  Michelle Gajdolo  Email: <a href="mailto:michelleg@ancgroup.com">michelleg@ancgroup.com</a>  Phone: 864-501-4517</p> <p><b><u>Outside Sales – State and Local Governments and Education</u></b>  Kyle Radford  Email: <a href="mailto:kylerr@ancgroup.com">kylerr@ancgroup.com</a>  Phone: 828-989-8274</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Ruckus Networks	BridgeTek Solutions	744 East Stone Ave Greenville, SC 29601	<p><b><u>Inside Sales – State and Local Governments</u></b> Kelley Turpin Email: <a href="mailto:Kturpin@bridgeteksolutions.com">Kturpin@bridgeteksolutions.com</a> Phone: 704-517-3002</p> <p><b><u>Outside Sales – State and Local Governments</u></b> Tom Clinton Email: <a href="mailto:Tclinton@bridgeteksolutions.com">Tclinton@bridgeteksolutions.com</a> Phone: 864-420-1785</p> <p><b><u>Sales – K-12</u></b> Vance Milford Email: <a href="mailto:vmilford@bridgeteksolutions.com">vmilford@bridgeteksolutions.com</a> Phone: 864-214-0221</p> <p><b><u>Sales – Higher Education</u></b> John Ulmer Email: <a href="mailto:julmer@bridgeteksolutions.com">julmer@bridgeteksolutions.com</a> Phone: 803-240-3579</p>
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<p><b><u>Sales – State and Local Governments</u></b> Melissa Deets Email: <a href="mailto:melidee@cdwg.com">melidee@cdwg.com</a> Phone: 717-571-8706</p> <p><b><u>Sales – K-12 and High Education</u></b> Matt Fielding-Russell Email: <a href="mailto:mattrus@cdw.com">mattrus@cdw.com</a> Phone: 847-371-5600</p>
	Converged Networks, LLC	2 Still Shadow Drive Suite G Charleston, SC 29414	<p><b><u>Sales – State and Local Governments, Education</u></b> Michael Duck Email: <a href="mailto:michael@convergednetworks.com">michael@convergednetworks.com</a> Phone: 803-665-9665</p>
	Encore Technology Group, LLC	2000 Wade Hampton Blvd. Suite 210 Greenville, SC 29615	<p><b><u>Inside Sales – State and Local Governments</u></b> Megan White Email: <a href="mailto:insidesales@encoretg.com">insidesales@encoretg.com</a> Phone: 888-983-6267</p> <p><b><u>Outside Sales – State and Local Governments &amp; Higher Education</u></b> Danielle Stengel Email: <a href="mailto:dstengel@encoretg.com">dstengel@encoretg.com</a> Phone: 704-280-1489</p> <p><b><u>Sales – K-12</u></b> Mike Ingram Email: <a href="mailto:mingram@encoretg.com">mingram@encoretg.com</a> Phone: 336-870-0848</p>
	NetSource ET LLC	156 Langsdale Road Columbia, S.C. 29212	<p><b><u>Outside Sales – State and Local Governments &amp; Education</u></b> Allison McCrary Email: <a href="mailto:amccrary@netsourcek12.com">amccrary@netsourcek12.com</a> Phone: 803-707-0369</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
ViON Corporation	Direct  <b>For following products:</b>  <ul style="list-style-type: none"> <li>• <b>Hitachi</b></li> </ul>	196 Van Buren Herndon, VA 20170	<b><u>Sales – State and Local Governments, Education</u></b> Charles Michaux Email: <a href="mailto:Charles.Michaux@vion.com">Charles.Michaux@vion.com</a> Phone: 336-686-7002
VMware, Inc.	Direct	<b>Orders should be placed with Authorized Resellers listed below</b>	<b><u>Sales – State and Local Governments, Education</u></b> Molly Ward Email: <a href="mailto:NC-ITS@vmware.com">NC-ITS@vmware.com</a> Phone: 919-599-1115
	Achieve 1 LLC	4501 Highwoods Pkwy Suite 460 Glen Allen, VA 23060	<b><u>Inside Sales – State and Local Governments</u></b> Kyler Murray Email: <a href="mailto:Kyler.murray@achieve-1.com">Kyler.murray@achieve-1.com</a> Phone: 877-385-9937  <b><u>Outside Sales – State and Local Governments, Education</u></b> Kenyon Barnett Email: <a href="mailto:Kenyon.barnett@achieve-1.com">Kenyon.barnett@achieve-1.com</a> Phone: 336-687-4655  <b><u>Customer Service / Technical / Warranty Support</u></b> Eric Umstead Email: <a href="mailto:Eric.umstead@achieve-1.com">Eric.umstead@achieve-1.com</a> Phone: 877-385-9937
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	<b><u>Inside Sales – State and Local Governments</u></b> Nicole Tuzzolino Email: <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a> Phone: 866-850-5223  <b><u>Outside Sales – State and Local Governments</u></b> Kyle Irwin Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a> Phone: 919-272-6083  <b><u>Sales – K-12 and High Education</u></b> Matt Fielding-Russell Email: <a href="mailto:mattrus@cdw.com">mattrus@cdw.com</a> Phone: 847-371-5600

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
VMware, Inc.	Dell Marketing LP	One Dell Way Round Rock, TX 78682	<p><b><u>Inside Sales – State and Local Governments, Higher Education</u></b>  Sean Miller  <a href="mailto:Sean_R_Miller@Dell.com">Sean_R_Miller@Dell.com</a>  Phone: 512-513-9606</p> <p><b><u>Outside Sales – State and Local Governments</u></b>  Manny Velozza  Email: <a href="mailto:manny.velozza@dell.com">manny.velozza@dell.com</a>  Phone: 919-272-5214</p> <p><b><u>Sales – K-12</u></b>  Clarence Williams  Email: <a href="mailto:clarence_williams@dell.com">clarence_williams@dell.com</a>  Phone: 919-279-3352</p> <p><b><u>Sales – Higher Education</u></b>  Kevin Childs  Email: <a href="mailto:kevin_childs@dell.com">kevin_childs@dell.com</a>  Phone: 919-592-7570</p> <p>Matt Straatmann  Email: <a href="mailto:matt_straatmann@dell.com">matt_straatmann@dell.com</a>  Phone: 336-389-8324</p> <p>Jennifer Wu  Email: <a href="mailto:jennifer.n.wu@dell.com">jennifer.n.wu@dell.com</a>  Phone: 919-268-3097</p> <p>Charlotte Harrison  Email: <a href="mailto:charlotte_harrison@dell.com">charlotte_harrison@dell.com</a>  Phone: 919-449-6024</p>
	NWN Corporation	1015 Aviation Parkway Suite 100 Morrisville, NC 27560	<p><b><u>Inside Sales – State and Local Governments</u></b>  Nichole Farrar  Email: <a href="mailto:nfarrar@nwnit.com">nfarrar@nwnit.com</a>  Phone: 919-653-4456</p> <p><b><u>Outside Sales – State and Local Governments</u></b>  Greg Syer  Email: <a href="mailto:gsyer@nwnit.com">gsyer@nwnit.com</a>  Phone: 919-653-4477</p> <p><b><u>Sales – K-12 &amp; Higher Education</u></b>  James Welch  Email: <a href="mailto:JWelch@nwnit.com">JWelch@nwnit.com</a>  Phone: 919-653-4461</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
VMware, Inc.	Presidio Networked Solutions LLC	5444 Wade Park Blvd. Suite 150 Raleigh, NC 27617	<p><b><u>Inside Sales – State and Local Governments</u></b>  Justin DeMaio  Email: <a href="mailto:JuDeMaio@presidio.com">JuDeMaio@presidio.com</a>  Phone: 469-549-3847</p> <p><b><u>Outside Sales – State and Local Governments</u></b>  Nathan Zinteck  Email: <a href="mailto:nzinteck@presidio.com">nzinteck@presidio.com</a>  Phone: 919-323-8079</p> <p><b><u>Sales – K-12</u></b>  Jerome Benjamin  Email: <a href="mailto:jbenjamin@presidio.com">jbenjamin@presidio.com</a>  Phone: 910-580-8680</p> <p><b><u>Sales – Higher Education</u></b>  Mary Steindl  Email: <a href="mailto:msteindl@presidio.com">msteindl@presidio.com</a>  Phone: 919-454-1021</p>

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
VMware, Inc.	SHI International Corp. <b>(HUB VENDOR)</b>	290 Davidson Ave. Somerset, NJ 08873	<p><b><u>Sales – State and Local Government, Education</u></b> SHI Carolina Team - QUOTING Email: <a href="mailto:carolineteam@shi.com">carolineteam@shi.com</a> Phone: 800-211-0831</p> <p><b><u>Outside Sales – State Agencies</u></b> Carly Higginbotham Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a> Phone: 919-219-7355</p> <p><b><u>Outside Sales – State Agencies</u></b> Henry Veloza Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a> Phone: 919-384-6020</p> <p><b><u>Outside Sales – Local Government (Charlotte Area)</u></b> Richard Treadway Email: <a href="mailto:Richard_Treadway@shi.com">Richard_Treadway@shi.com</a> Phone: 704-219-8933</p> <p><b><u>Outside Sales – Local Government (Raleigh Area)</u></b> Jackson Ling Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a> Phone: 910-705-7183</p> <p><b><u>Sales – K-12</u></b> Leacadia Powell Email: <a href="mailto:Leacadia_Powell@shi.com">Leacadia_Powell@shi.com</a> Phone: 980-556-6076</p> <p><b><u>Sales – Higher Education (Universities)</u></b> Matt Springett Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a> Phone: 919-610-6774</p> <p><b><u>Sales – Higher Education (Community Colleges)</u></b> Jeff Mazev Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a> Phone: 914-364-3577</p>
	Sirius Computer Solutions, Inc.	10100 Reunion Place Suite 500 San Antonio, TX 78216	<p><b><u>Sales – State and Local Governments, Education</u></b> Phyllis (PJ) Byrd Email: <a href="mailto:Phyllis.byrd@siriuscom.com">Phyllis.byrd@siriuscom.com</a> Phone: 210-369-0617</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
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
BlueCat Networks	BlueCat Networks	5% HW 5% SW 0% EW			0%		
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	
Fortinet, Inc.	Fortinet, Inc.			20% HW 15% SW 15% EW			20% HW
Gigamon	Carahsoft			9% HW 9% SW 4% EW			

Manufacturer	Awarded Vendor	Minimum Discount %s off MSRP / List Price					
		Servers	Storage	Networking Equipment	Software	Converged Solutions	Peripheral Components
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
NetApp	NetApp	18% HW 18% SW 18% EW	18% HW 18% SW 18% EW	18% HW 18% SW 18% 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			
SecureWorks	Carahsoft			2% SW	2% SW		
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
VMware	VMware	4.00% SW 2.27% EW	4.00% SW 2.27% EW	4.00% SW 2.27% EW	4%		

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 <b>thirty (30) calendar days</b>.</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 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.</p>	95%
Quote Time	<p>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.</p> <p>Vendor shall process Agency requests for quotes for IT Infrastructure Solutions <b>within five (5) business days</b> for items in the Servers, Storage, Networking Equipment, IT Infrastructure Software, and IT Infrastructure Peripheral Components Segments.</p> <p>Vendor shall process Agency requests for quotes for IT Infrastructure Solutions <b>within ten (10) business days</b> for items in the Converged IT Infrastructure Solutions and Value-Added Services Segments.</p>	95%
Order Accuracy	<p>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.</p>	98%
Invoice Accuracy	<p>Vendor shall issue invoices that match the Agency Purchase Order issued to the Vendor and the Vendor's quote.</p>	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
<b>Aerohive Networks</b>	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.
<b>Arista Networks</b>	No stock balance returns
<b>Avaya Inc.</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery.
<b>Belkin</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.
<b>BlueCat Networks</b>	No stock balance returns
<b>Ciena Communications</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery.
<b>Cisco Systems, Inc.</b>	No stock balance returns.
<b>Dell Marketing, LP</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery.
<b>EMC Corporation</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery.
<b>Extreme Networks</b>	No stock balance returns. Only warranty replacements or repair offered.
<b>F5 Networks</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, no returns permitted.
<b>Fortinet, Inc.</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery.
<b>Gigamon</b>	No stock balance returns.
<b>Hewlett Packard Enterprise</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery.
<b>Hitachi</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery.
<b>IBM</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery.
<b>Infoblox</b>	No stock balance returns
<b>Lenovo (United States), Inc.</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery.
<b>NetApp</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery.
<b>Nutanix</b>	No stock balance returns.
<b>Palo Alto Networks</b>	No restocking fees on returns if customer has a form of Premium Support.
<b>Pure Storage, Inc.</b>	If equipment is factory sealed and returned within 30-days of delivery date, Pure Storage will consider returns on a case by case basis.
<b>Riverbed</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.
<b>Rubrik</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.
<b>Ruckus</b>	If equipment is factory sealed and returned within 30-days of delivery date, Ruckus will consider returns on a case by case basis.
<b>SecureWorks</b>	Not applicable.
<b>Symantec</b>	No stock balance returns.
<b>Tripp Lite</b>	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.
<b>VMware Inc.</b>	No stock balance returns.

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.

2020-08-28

2019-07-10: Removed General Datatech as Fujitsu 204X reseller. Added Cambridge Computer Services, Inc. as Fujitsu 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 Technogent 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. BlueCat Networks awarded as 204X vendor.  
2019-10-04: Removed Seeds of Genius as Fujitsu 204X reseller. Added HQ Associates as Fujitsu 204X reseller.  
2019-10-07: Updated Sirius Computer Solutions contact information.  
2019-10-21: Updated CNIC, Inc. contact information. Updated Lenovo contact information.  
2019-11-07: Added SHI as BlueCat Networks 204X reseller. Added Achieve 1, Presidio Networked Solutions, and Sirius Computer Solutions as VMware 204X resellers.  
2019-11-18: Added NWN Corporation as VMware 204X reseller. Removed Sirius Computer Solutions as Carahsoft reseller. Added Enterprise IT Solutions (EITS) as Carahsoft 204X reseller. Removed Nitor Solutions as Dell 204X reseller. Added Presidio Networked Solutions as Dell 204X reseller.  
2019-12-06: Added SHI as VMware 204X reseller.  
2019-12-18: Added CDWG as VMware 204X reseller. Added Pharr Technologies as Extreme Networks 204X reseller. Updated contact info. for Ciena.  
2020-02-12: Carahsoft awarded for SecureWorks products.  
2020-03-03: EMC removed NWN Corporation as a 204X reseller and added Rove, LLC as EMC 204X reseller. VMware added Dell as authorized 204X reseller.  
2020-03-04: VMware no longer accepts direct orders. VMware orders must be placed with VMware authorized 204X reseller.  
2020-03-17: Added Infoblox products to NWN Corporation under Carahsoft 204X contract.  
2020-03-24: Removed Applied Data Technologies as HPE 204X reseller. Added Mainline Information Systems as HPE 204X reseller.  
2020-04-06: Updated Dell contact information.  
2020-04-07: Removed Data Networks of America as an EMC 204X reseller and added Achieve 1 as EMC 204X reseller.  
2020-04-27: Added SpartanTec, Inc. as a Fortinet 204x reseller. Added StepCG as an Avaya authorized 204X reseller. Updated Avaya contact information.  
2020-05-05: Removed Achieve 1, LLC. as EMC 204X reseller and added Level Solutions Group, LLC.  
2020-06-08: Fujitsu America, Inc. terminated from 204X contract after notification to State that it will no longer be a hardware provider for server, storage, & networking equipment in North America.  
2020-06-18: Removed eGroup Holding Company as an EMC 204X reseller and added AHEAD, Inc.  
2020-07-31: Removed Hedvig products from 204X after Commvault acquisition. Commvault requested removal.  
2020-08-17: Updated HPE contact information. Updated Dell contact information. Updated SHI contact information. Added SHI as Fortinet 204X reseller.  
2020-08-19: Corrected NetApp discount percentages.  
2020-08-27: Added CDWG as Fortinet 204X reseller.  
2020-08-28: Added NetSource ET LLC as Ruckus Networks 204X reseller.

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