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

Scope

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

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

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

<table>
<thead>
<tr>
<th>Segment</th>
<th>Segment Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Table 1: Scope of 204X Statewide IT Contract</strong></td>
<td></td>
</tr>
</tbody>
</table>

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

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

### NC State IT Contract 204X Manufacturers:

<table>
<thead>
<tr>
<th>Aerohive Networks</th>
<th>Gigamon</th>
<th>SecureWorks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arista Networks</td>
<td>Hedvig (Removed 7/31/2020)</td>
<td>Symantec</td>
</tr>
<tr>
<td>Avaya</td>
<td>Hewlett Packard Enterprise</td>
<td>Tripp Lite</td>
</tr>
<tr>
<td>Belkin</td>
<td>Hitachi</td>
<td>Veritas <strong>Only non-Cloud Software</strong></td>
</tr>
<tr>
<td>BlueCat Networks</td>
<td>IBM</td>
<td>VMware</td>
</tr>
<tr>
<td>Ciena</td>
<td>Infoblox</td>
<td></td>
</tr>
<tr>
<td>Cisco</td>
<td>Lenovo</td>
<td></td>
</tr>
<tr>
<td>Dell</td>
<td>NetApp</td>
<td></td>
</tr>
<tr>
<td>EMC</td>
<td>Nutanix</td>
<td></td>
</tr>
<tr>
<td>Extreme Networks</td>
<td>Palo Alto</td>
<td></td>
</tr>
<tr>
<td>F5 Networks</td>
<td>Pure Storage</td>
<td></td>
</tr>
<tr>
<td>Forescout Technologies</td>
<td>Riverbed</td>
<td></td>
</tr>
<tr>
<td>Fortinet</td>
<td>Rubrik</td>
<td></td>
</tr>
<tr>
<td>Fujitsu (Removed 6/9/2020)</td>
<td>Ruckus Networks</td>
<td></td>
</tr>
</tbody>
</table>

### Vendor Contact Information

Table 2 contains the awarded Vendors’ Ordering Address and Contact information. Orders shall be issued directly to the respective Vendor or Authorized Reseller. To address service or pricing questions, please contact the Vendors listed below.
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| Aerohive Networks | Direct              | Orders should be placed with Authorized Resellers listed below. | **Inside Sales – State and Local Governments**  
Jonnette Pennington  
Email: jpennington@aerohive.com  
Phone: 408-316-0913  

**Outside Sales – State, Local Governments, K-12, Higher Education**  
Luis Rodriguez, Regional VP  
Email: lrodriguez@aerohive.com  
Phone: 321-422-9577  

**Customer Service / Technical / Warranty Support**  
Website: [https://support.aerohive.com](https://support.aerohive.com)  
Email: rkorb@aerohive.com  
Phone: 866-365-9918  
Fax: 408-510-6199 |
| A3 Communications | 1911 Associates Lane  
Suite G  
Charlotte, NC 28217 | **Inside Sales – State and Local Governments**  
Hunter Thornton  
Email: hthornton@a3communications.com  
Phone: 678-630-9134  

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

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

**Sales – Higher Education**  
Scott Rives  
Email: srives@a3communications.com  
Phone: 803-354-6158 |
| CDW Government LLC | 230 N. Milwaukee Ave.  
Vernon Hills, IL 60061 | **Sales – State and Local Governments**  
Melissa Deets  
Email: melidee@cdwg.com  
Phone: 717-571-8706  

**Sales – K-12 and High Education**  
Matt Fielding-Russell  
Email: mattrus@cdw.com  
Phone: 847-371-5600 |
| CNIC, Inc. | 4418 Monroe Road  
Suite E  
Charlotte, NC 28205-7763 | **Sales – State and Local Governments**  
Gary Snyder  
Email: gary.snyder@cnic-inc.com  
Phone: 704-344-0090  

**Sales – K-12 and Higher Education**  
Jordann Rader  
Email: jordann.rader@cnic-inc.com  
Phone: 704-582-9422 |
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<tr>
<td>Aerohive Networks</td>
<td>Data Network Solutions, Inc</td>
<td>629 Lake Tide Dr. Chapin, SC 29036</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Bruce Fisher&lt;br&gt;Email: <a href="mailto:bfisher@datanetworksolutions.com">bfisher@datanetworksolutions.com</a>&lt;br&gt;Phone: 704-905-1920</td>
</tr>
<tr>
<td></td>
<td>Encore Technology Group, LLC</td>
<td>2000 Wade Hampton Blvd.&lt;br&gt;Suite 210&lt;br&gt;Greenville, SC 29615</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Megan White&lt;br&gt;Email: <a href="mailto:insidesales@encoretg.com">insidesales@encoretg.com</a>&lt;br&gt;Phone: 888-983-6267</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Outside Sales – State and Local Governments &amp; Higher Education</strong>&lt;br&gt;Danielle Stengel&lt;br&gt;Email: <a href="mailto:dstengel@encoretg.com">dstengel@encoretg.com</a>&lt;br&gt;Phone: 704-280-1489</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12</strong>&lt;br&gt;Mike Ingram&lt;br&gt;Email: <a href="mailto:mingram@encoretg.com">mingram@encoretg.com</a>&lt;br&gt;Phone: 336-870-0848</td>
</tr>
<tr>
<td>Awarded Vendor</td>
<td>Authorized Resellers</td>
<td>Ordering Address</td>
<td>Vendor / Reseller Contact Information</td>
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<tr>
<td>---------------------</td>
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<td>-------------------------------------------------------------------------------------------------------</td>
</tr>
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</table>
| Aerohive Networks   | SHI International Corp. (HUB VENDOR) | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Government, Education**  
SHI Carolina Team - QUOTING  
Email: carolinateam@shi.com  
Phone: 800-211-0831  
**Outside Sales – State Agencies**  
Carlly Higginbotham  
Email: Carly_Higginbotham@shi.com  
Phone: 919-219-7355  
**Outside Sales – State Agencies**  
Henry Veloza  
Email: Henry_Veloza@shi.com  
Phone: 919-384-6020  
**Outside Sales – Local Government (Charlotte Area)**  
Richard Treadway  
Email: Richard_Treadway@shi.com  
Phone: 704-219-8933  
**Outside Sales – Local Government (Raleigh Area)**  
Jackson Ling  
Email: Jackson_Ling@shi.com  
Phone: 910-705-7183  
**Sales – K-12**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076  
**Sales – Higher Education (Universities)**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774  
**Sales – Higher Education (Community Colleges)**  
Jeff Mazev  
Email: Jeff_Mazev@shi.com  
Phone: 914-364-3577 |
| Arista Networks, Inc. | Direct | Orders should be placed with Authorized Resellers listed below. | **Sales – State, Local Governments, K-12, Higher Education**  
Bobby Conway  
Email: bobby@arista.com  
Phone: 615-920-9303  
**Customer Service / Technical / Warranty Support**  
Website: www.arista.com  
Email: support@arista.com  
Phone: 866-476-0000  
Fax: 408-538-8920 |
<table>
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</thead>
</table>
| Arista Networks, Inc.              | Intelligent Visibility, Inc. | 200 South Elm. St. Suite 200 Greensboro, NC 27401 | **Inside Sales – State and Local Governments**  
Tonya Brewer  
Email: tbrewer@intelligentvis.com  
Phone: 336-202-2352  

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

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

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

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

**Sales – Higher Education**  
Aaron Riggeman  
Email: Aaron.Riggleman@Siriuscom.com  
Phone: 919-500-1852 |
| Avaya Inc.                          | Direct                       | 4655 Great America Parkway Santa Clara, CA 95054 | **Sales – State and Local Governments, Education**  
Michelle Bueti  
Email: buetim@avaya.com  
Phone: 919-425-8254 |
| Meridian IT, Inc.                   |                              | 9 Parkway N. Suite 500 Deerfield, IL 60015      | **Sales – State and Local Governments, Education**  
Wayne Ianuario  
Email: wayne.ianuario@meridianitinc.com  
Phone: 864-345-7959 |
| StepCG, LLC                         |                              | 525 W. Fifth Street Suite 332 Covington, KY 41011 | **Sales – State and Local Governments, Higher Education**  
Rob Huff  
Email: rhuff@stepcg.com  
Phone: 513-795-6000 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| Avaya Inc.          | Tricom Communication Services, Inc. | 5400 Etta Burke Ct. Raleigh, NC 27606 | **Sales – State and Local Governments, Higher Education**  
Steve Chandler  
schandler@tricom-usa.com  
Phone: 919-865-2002 |
| BlueCat Networks (USA) Inc. | Direct                             | Orders should be placed with Authorized Resellers listed below. | **Sales – State and Local Governments, Education**  
Tyler Bodell  
Email: tbodell@bluecatnetworks.com  
Phone: 703.785.7404  

**Customer Service / Technical / Warranty Support**  
Website: [https://care.bluecatnetworks.com](https://care.bluecatnetworks.com)  
Email: support@bluecatnetworks.com  
Phone: 1-866-491-2228  
Fax: 416-225-3324 |
<table>
<thead>
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<th>Authorized Resellers</th>
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</thead>
</table>
| BlueCat Networks (USA) Inc. | SHI International Corp. (HUB VENDOR) | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Government, Education**  
SHI Carolina Team - QUOTING  
Email: carolinateam@shi.com  
Phone: 800-211-0831 |
| | | | **Outside Sales – State Agencies**  
Carly Higginbotham  
Email: Carly_Higginbotham@shi.com  
Phone: 919-219-7355 |
| | | | **Outside Sales – State Agencies**  
Henry Veloza  
Email: Henry_Veloza@shi.com  
Phone: 919-384-6020 |
| | | | **Outside Sales – Local Government (Charlotte Area)**  
Richard Treadway  
Email: Richard_Treadway@shi.com  
Phone: 704-219-8933 |
| | | | **Outside Sales – Local Government (Raleigh Area)**  
Jackson Ling  
Email: Jackson_Ling@shi.com  
Phone: 910-705-7183 |
| | | | **Sales – K-12**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076 |
| | | | **Sales – Higher Education (Universities)**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774 |
| | | | **Sales – Higher Education (Community Colleges)**  
Jeff Mazev  
Email: Jeff_Mazev@shi.com  
Phone: 914-364-3577 |
| Carahsoft Technology Corporation | Direct  
*For following products:*  
- F5 Networks  
- Forescout  
- Gigamon  
- Infoblox  
- Nutanix  
- Palo Alto  
- SecureWorks  
- Symantec  
- Veritas (non-Cloud software only) | 1860 Michael Faraday Dr. Suite 100  
Reston, VA 20190 | **Inside Sales – State and Local Governments**  
Rich Maigue  
Email: Richard.Maigue@carahsoft.com  
Phone: 703-871-8578 |
| | | | **Outside Sales – State and Local Governments**  
Carahsoft Sales Team  
Email: sales@carahsoft.com  
Phone: 703-871-8500 |
| | | | **Sales – K-12 and Higher Education**  
Tim Boltz  
Email: Tim.Boltz@carahsoft.com  
Phone: 703-230-7402 |
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<th>Ordering Address</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Carahsoft Technology Corporation</td>
<td>CDW Government LLC</td>
<td>230 N. Milwaukee Ave. Vernon Hills, IL 60061</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Nicole Tuzzolino&lt;br&gt;Email: <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a>&lt;br&gt;Phone: 866-850-5223</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Kyle Irwin&lt;br&gt;Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a>&lt;br&gt;Phone: 866-769-8287</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12 and High Education</strong>&lt;br&gt;Matt Fielding-Russell&lt;br&gt;Email: <a href="mailto:mattrus@cdw.com">mattrus@cdw.com</a>&lt;br&gt;Phone: 847-371-5600</td>
</tr>
<tr>
<td></td>
<td>Data Network Solutions, Inc</td>
<td>629 Lake Tide Dr. Chapin, SC 29036</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Miriam Rodrigue&lt;br&gt;Email: <a href="mailto:mrodrigue@datanetworksolutions.com">mrodrigue@datanetworksolutions.com</a>&lt;br&gt;Phone: 864-640-1343</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;Bruce Fisher&lt;br&gt;Email: <a href="mailto:bfisher@datanetworksolutions.com">bfisher@datanetworksolutions.com</a>&lt;br&gt;Phone: 704-905-1920</td>
</tr>
<tr>
<td></td>
<td>Enterprise IT Solutions (EITS) (HUB VENDOR)</td>
<td>15105 John J Delaney Dr. Suite D-32 Charlotte, NC 28277</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Leo Chavez&lt;br&gt;Email: <a href="mailto:chavezl@eits.com">chavezl@eits.com</a> or <a href="mailto:quotes@eits.com">quotes@eits.com</a>&lt;br&gt;Phone: 803-493-7549</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Andrew Bena&lt;br&gt;Email: <a href="mailto:benaa@eits.com">benaa@eits.com</a>&lt;br&gt;Phone: 803-280-0283</td>
</tr>
<tr>
<td>Awarded Vendor</td>
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<td>--------------------------------------</td>
</tr>
</tbody>
</table>
| Carahsoft Technology Corporation | Insight Public Sector, Inc | 6820 S. Harl Ave. Tempe, AZ 85283 | **Inside Sales – State and Local Governments**  
Scott Lipson  
Email: scott.lipson@insight.com  
Phone: 514-373-8351 |
|  |  |  | **Outside Sales – State and Local Governments**  
Molly Harper  
Email: molly.harper@insight.com  
Phone: 919-539-8298 |
|  |  |  | **Outside Sales – K-12 and Higher Education**  
Kelly Riedel  
Email: kelly.riedel@insight.com  
Phone: 919-379-8548 |
| NWN Corporation |  |  | **Sales – State and Local Governments, Education**  
Greg Syer  
Email: gsyer@nwnit.com  
Phone: 919-653-4477 |
| Presidio Networked Solutions LLC |  |  | **Inside Sales – State and Local Governments**  
Jessica Blust  
Email: jblust@presidio.com  
Phone: 407-641-0524 |
|  |  |  | **Outside Sales – State and Local Governments, Higher Education**  
Shawn Alba  
Email: salba@presidio.com  
Phone: 919-592-9676 |
|  |  |  | **Sales – K-12**  
Jim Slowik  
Email: jslowik@presidio.com  
Phone: 919-228-6123 |
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</table>
| Carahsoft Technology Corporation | SHI International Corp. (HUB VENDOR) | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Government, Education**  
SHI Carolina Team - QUOTING  
Email: carolinateam@shi.com  
Phone: 800-211-0831  

**Outside Sales – State Agencies**  
Carly Higginbotham  
Email: Carly_Higginbotham@shi.com  
Phone: 919-219-7355  

**Outside Sales – State Agencies**  
Henry Veloza  
Email: Henry_Veloza@shi.com  
Phone: 919-384-6020  

**Outside Sales – Local Government (Charlotte Area)**  
Richard Treadway  
Email: Richard_Treadway@shi.com  
Phone: 704-219-8933  

**Outside Sales – Local Government (Raleigh Area)**  
Jackson Ling  
Email: Jackson_Ling@shi.com  
Phone: 910-705-7183  

**Sales – K-12**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076  

**Sales – Higher Education (Universities)**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774  

**Sales – Higher Education (Community Colleges)**  
Jeff Mazev  
Email: Jeff_Mazev@shi.com  
Phone: 914-364-3577 |
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</thead>
</table>
| CDWG          | Direct               | 230 N. Milwaukee Ave Vernon Hills, IL 60061 | **Inside Sales – State and Local Governments**  
Nicole Tuzzolino  
Email: nicotuz@cdwg.com  
Phone: 866-850-5223  

**Outside Sales – State and Local Governments**  
Kyle Irwin  
Email: kyleiw@cdw.com  
Phone: 866-769-8287  

**Sales – K-12**  
Ray Sorrentino  
Email: rayso@cdwg.com  
Phone: 866-833-0358  

**Sales – Higher Education**  
Justin Scott  
Email: justins@cdwg.com  
Phone: 877-820-8807 |
| Ciena          | Direct               | Orders should be placed with Authorized Resellers listed below. | **Sales – State Governments**  
Larry Graff  
Email: lgraft@ciena.com  
Phone: 443-690-3480  

**Sales – Local Governments, K-12, Higher Education**  
Greg Nelson  
Email: gnelson@ciena.com  
Phone: 919-609-0830  

**Customer Service / Technical / Warranty Support**  
Website: https://portal.ciena.com  
Phone: 800-243-6224  
Fax: 410-694-5750 |
| Carousel Industries of North America, Inc | 659 South County Trail Exeter, RI 02882 | **Sales – State and Local Governments, Education**  
Brandon L. Hall  
Email: bhall@carouselindustries.com  
Phone: 919-230-9536 |
| CenturyLink Communications LLC | 14111 Capital Blvd. Wake Forest, NC 27587 | **Sales – State and Local Governments, Education**  
Christine Mostowy  
Email: christine.mostowy@centurylink.com  
Phone: 404-695-5999 |
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</table>
| Ciena                 | CDW Government LLC   | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Inside Sales – State and Local Governments**<br>Melissa Deets<br>Email: melidee@cdwg.com<br>Phone: 717-571-8706  
**Outside Sales – State and Local Governments**<br>Kyle Irwin<br>Email: kyleirw@cdw.com<br>Phone: 866-769-8287  
**Sales – K-12 and High Education**<br>Matt Fielding-Russell<br>Email: mattrus@cdw.com<br>Phone: 847-371-5600 |
| Graybar               |                      | 211 S. New Hope Road Raleigh, NC 27610    | **Inside Sales – State and Local Governments, K-12, Higher Education**<br>Bryan Gilliam<br>Email: Byran.gillard@graybar.com<br>Phone: 336-275-9441  
**Outside Sales – State and Local Governments, K-12, Higher Education**<br>Steve Foy<br>Email: Steven.foy@graybar.com<br>Phone: 919-623-8544 |
| Integration Partners Corporation | 12 Hartwell Avenue, Lexington, MA 02421 | **Sales – State and Local Governments, Education**<br>Greg Fowler<br>Email: gfowler@integrationpartners.com<br>Phone: 704-236-1028 |
| Telamon Corporation   |                      | 1000 E 116th St Carmel, IN 46032           | **Sales – State and Local Governments, Education**<br>Mike Taylor<br>Email: Mike.taylor@telamon.com<br>Phone: 404-307-2360 |
| Cisco Systems, Inc.   | Direct               | Orders should be placed with Authorized Resellers listed below. | **Sales State and Local Governments**<br>Anna Miller<br>Email: annamil@cisco.com<br>Phone: 984-216-0775  
**Outside Sales – For the following State Government Agencies: DIT, DPS, AOC only**<br>Chris Kouskolekas<br>Email: ckouskol@cisco.com<br>Phone: 919-392-0527 (office)<br><br>919-428-4020 (mobile)  
**Sales – K-12 and Higher Education**<br>Andy Chai-Seong<br>Email: achaiseo@cisco.com<br>Phone: 408-895-2832 |
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</table>
| **Cisco Systems, Inc.** | CDW Government LLC | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Outside Sales – State and Local Governments**  
Kyle Irwin  
Email: kyleirw@cdw.com  
Phone: 919-272-6083  

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

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

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

**Sales – Higher Education**  
Roy Everett  
Email: Roy_Everett@dsitech.com  
Phone: 571-707-3655 |
| **Internetwork Services Incorporated, dba Internetwork Engineering** | 13777 Ballantyne Corporate Place Suite 305 Charlotte, NC 28277 | **Inside State and Local Governments**  
Client Services  
Email: ClientServices@ineteng.com  
Phone: 704-540-5800  

**Outside Sales – State and Local Governments and Education**  
NC SLED Account Team  
Email: NCSLED@ineteng.com  
Phone: 704-540-5800 |
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</table>
| Cisco Systems, Inc.            | NWN Corporation              | 7025 Albert Pick Road Suite 302   | **Inside Sales – State and Local Governments**  
Nichole Farrar  
Email: ntfarrar@nwnit.com  
Phone: 919-653-4456  

**Outside Sales – State and Local Governments**  
Greg Syer  
Email: gsyer@nwnit.com  
Phone: 919-653-4477 |
|                               |                              | Greensboro, NC 27409             | **Sales – K-12**  
James Welch  
Email: JWelch@nwnit.com  
Phone: 919-653-4461 |
|                               |                              |                                   | **Sales – Higher Education**  
Mike Kane  
Email: MKane@nwnit.com  
Phone: 704-496-6907 |
| Presidio Networked Solutions, LLC | 5444 Wade Park Blvd. Raleigh, NC 27607 | **Inside Sales – State and Local Governments**  
Jessica Blust  
Email: jblust@presidio.com  
Phone: 407-641-0524  

**Outside Sales – State and Local Governments, Higher Education**  
Shawn Alba  
Email: salba@presidio.com  
Phone: 919-592-9676  

**Sales – K-12**  
Jen Zadnik  
Email: jzadnik@presidio.com  
Phone: 919-228-6121 |
| Rove, LLC                      | 3201 International Airport Dr., Suite 100 Charlotte, NC 28208 | **Inside State and Local Governments**  
Brian Calfo  
Email: brian.calfo@withrove.com  
Phone: (704) 413-0897  

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

**Sales – K-12 and Higher Education**  
Jack Daykin  
Email: Jack.Daykin@withrove.com  
Phone: (704) 413-0914 |
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</table>
| Dell          | Direct              | One Dell Way     | **Inside Sales – State and Local Governments**  
|               |                     | Round Rock, TX 78682  
|               |                     | Karen Dauskurdas  
|               |                     | Email: K_Dauskurdas@Dell.com  
|               |                     | Phone: 512-513-9630  
|               |                     | **Outside Sales – State and Local Governments**  
|               |                     | Manny Veloza  
|               |                     | Email: manny.veloza@dell.com  
|               |                     | Phone: 919-272-5214  
|               |                     | **Sales – K-12**  
|               |                     | Clarence Williams  
|               |                     | Email: clarence.williams@dell.com  
|               |                     | Phone: 919-279-3352  
|               |                     | **Sales – Higher Education**  
|               |                     | Jim Rigney  
|               |                     | Email: jim_rigney@dell.com  
|               |                     | Phone: 919-349-6617  
|               |                     | **Customer Service / Technical / Warranty Support**  
|               |                     | Website: www.dell.com  
|               |                     | Email: http://www.dell.com/support/incidents-online/us/en/04/email/order-support  
|               |                     | Phone: 800-766-3355  
|               |                     | Fax: 512-283-0526  
| Cambridge Computer Services, Inc (HUB VENDOR) | | 271 Waverley Oaks Road Suite 301 Waltham, MA 02452 | **Sales – State, Local Governments, & Higher Education**  
|               |                     | Gerry Franzen  
|               |                     | Email: gfranzen@cambridgecomputer.com  
|               |                     | Phone: 919-605-9934  
|               |                     | **Sales – K-12**  
|               |                     | Mike Rowland  
|               |                     | Email: mrowland@cambridgecomputer.com  
|               |                     | Phone: 240-315-7695  
| CDW Government LLC | | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Inside Sales – State and Local Governments**  
|               |                     | Nicole Tuzzolino  
|               |                     | Email: nicotuz@cdwg.com  
|               |                     | Phone: 866-850-5223  
|               |                     | **Outside Sales – State and Local Governments**  
|               |                     | Kyle Irwin  
|               |                     | Email: kyleirw@cdw.com  
|               |                     | Phone: 203-851-7126  
|               |                     | **Sales – K-12**  
|               |                     | Ashley Pratt  
|               |                     | Email: ashlpra@cdw.com  
|               |                     | Phone: 866-819-6496  
|               |                     | **Sales – Higher Education**  
|               |                     | Mitch Huffington  
|               |                     | Email: mitchh@cdwg.com  
|               |                     | Phone: 847-968-9362  
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|               |                     | **Inside Sales – State and Local Governments**  
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|               |                     | **Outside Sales – State and Local Governments**  
|               |                     | Kyle Irwin  
|               |                     | Email: kyleirw@cdw.com  
|               |                     | Phone: 203-851-7126  
|               |                     | **Sales – K-12**  
|               |                     | Ashley Pratt  
|               |                     | Email: ashlpra@cdw.com  
|               |                     | Phone: 866-819-6496  
|               |                     | **Sales – Higher Education**  
|               |                     | Mitch Huffington  
|               |                     | Email: mitchh@cdwg.com  
|               |                     | Phone: 847-968-9362  
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<td>Dell</td>
<td>Davenport Group</td>
<td>4166 Lexington Ave N St. Paul, MN 55126</td>
<td><strong>Sales – State and Local Governments</strong>&lt;br&gt;Matt Johnson&lt;br&gt;Email: <a href="mailto:Matt.johnson@davenportgroup.com">Matt.johnson@davenportgroup.com</a>&lt;br&gt;Phone: 651-765-0279&lt;br&gt;&lt;br&gt;<strong>Sales – Higher Education</strong>&lt;br&gt;Mary Brown&lt;br&gt;Email: <a href="mailto:Mary.brown@davenportgroup.com">Mary.brown@davenportgroup.com</a>&lt;br&gt;Phone: 651-765-0279</td>
</tr>
<tr>
<td></td>
<td>Presidio Networked Solutions LLC</td>
<td>5444 Wade Park Blvd. Suite 150 Raleigh, NC 27617</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Brian Brantley&lt;br&gt;Email: <a href="mailto:bbrantley@presidio.com">bbrantley@presidio.com</a>&lt;br&gt;Phone: 205-238-6026</td>
</tr>
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<td></td>
<td>SHI International Corp. (HUB VENDOR)</td>
<td>290 Davidson Ave. Somerset, NJ 08873</td>
<td><strong>Sales – State and Local Government, Education</strong>&lt;br&gt;SHI Carolina Team - QUOTING&lt;br&gt;Email: <a href="mailto:carolinateam@shi.com">carolinateam@shi.com</a>&lt;br&gt;Phone: 800-211-0831&lt;br&gt;&lt;br&gt;<strong>Outside Sales – State Agencies</strong>&lt;br&gt;Carly Higginbotham&lt;br&gt;Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a>&lt;br&gt;Phone: 919-219-7355&lt;br&gt;&lt;br&gt;<strong>Outside Sales – State Agencies</strong>&lt;br&gt;Henry Veloza&lt;br&gt;Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a>&lt;br&gt;Phone: 919-384-6020&lt;br&gt;&lt;br&gt;<strong>Outside Sales – Local Government (Charlotte Area)</strong>&lt;br&gt;Richard Treadway&lt;br&gt;Email: <a href="mailto:Richard_Treadway@shi.com">Richard_Treadway@shi.com</a>&lt;br&gt;Phone: 704-219-8933&lt;br&gt;&lt;br&gt;<strong>Outside Sales – Local Government (Raleigh Area)</strong>&lt;br&gt;Jackson Ling&lt;br&gt;Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a>&lt;br&gt;Phone: 910-705-7183&lt;br&gt;&lt;br&gt;<strong>Sales – K-12</strong>&lt;br&gt;Leacadia Powell&lt;br&gt;Email: <a href="mailto:Leacadia_Powell@shi.com">Leacadia_Powell@shi.com</a>&lt;br&gt;Phone: 980-556-6076&lt;br&gt;&lt;br&gt;<strong>Sales – Higher Education (Universities)</strong>&lt;br&gt;Matt Springett&lt;br&gt;Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a>&lt;br&gt;Phone: 919-610-6774&lt;br&gt;&lt;br&gt;<strong>Sales – Higher Education (Community Colleges)</strong>&lt;br&gt;Jeff Mazev&lt;br&gt;Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a>&lt;br&gt;Phone: 914-364-3577</td>
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</tbody>
</table>
| Dell           | Sirius Computer Solutions, Inc. | 10100 Reunion Place Suite 500 San Antonio, TX 78216 | **Outside Sales – State and Local Governments, Education**  
Phyllis (PJ) Byrd  
Email: phyllis.byrd@siriuscom.com  
Phone: 210-369-0617  
**Sales – K-12**  
Josh Enderline  
Email: Josh.Enderline@Siriuscom.com  
Phone: 919-215-6749  
**Sales – Higher Education**  
Aaron Riggleman  
Email: Aaron.Riggleman@Siriuscom.com  
Phone: 919-500-1852 |
| Tiber Creek Consulting (HUB VENDOR) | 10130 Mallard Creek Road, Suite 300 Charlotte, NC 28262 | **Inside Sales – State and Local Governments**  
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Email: keith.bond@tibercreek.com  
Phone: 704-441-5405  
**Outside Sales – State and Local Governments**  
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Phone: 704-996-3718  
**Sales – K-12**  
Donald Junker  
Email: Don.Junker@tibercreek.com  
Phone: 704-685-2479  
**Sales – Higher Education**  
Jennifer Hillesland  
Email: Jennifer.Hillesland@tibercreek.com  
Phone: 704-614-0742 |
| EMC            | Direct               | 176 South Street Hopkinton, MA 01748 | **Sales – State and Local Governments, K-12, Higher Education**  
Mike Wade  
Email: michael.wade@dell.com  
Phone: 919-247-0851  
**Customer Service / Technical / Warranty Support**  
Website: http://support.emc.com  
Phone: 800-782-4362 |
| AHEAD, Inc.    | 401 North Michigan Ave. Suite 3400 Chicago, IL 60611 | **Outside Sales – State, Local Governments, & Higher Education**  
John Q. Holtz  
Email: john.holtz@thinkahead.com  
Phone: 704-957-2190 |
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| EMC            | Cambridge Computer Services, Inc (HUB VENDOR) | 271 Waverley Oaks Road Suite 301 Waltham, MA 02452 | **Inside Sales – State. Local Governments, & Higher Education**  
Jim Gordon  
Email: jgordon@cambridgecomputer.com  
Phone: 508-686-6745  

**Outside Sales – State. Local Governments, & Higher Education**  
Gerry Franzen  
Email: gfranzen@cambridgecomputer.com  
Phone: 919 747-4070  

**Sales – K-12**  
Mike Rowland  
Email: mrowland@cambridgecomputer.com  
Phone: 240-315-7695 |
| Davenport Group | 4166 Lexington Ave N St. Paul, MN 55126 | **Sales – State and Local Governments**  
Matt Johnson  
Email: Matt.johnson@davenportgroup.com  
Phone: 651-765-0279  

**Sales – Higher Education**  
Mary Brown  
Email: Mary.brown@davenportgroup.com  
Phone: 651-765-0279 |
| eGroup Holding Company, LLC | PO Box 38 Mount Pleasant, SC 29465 | **Inside Sales for State and Local Governments**  
Jeff Thomas  
Email: insidesales@eGroup-us.com  
Phone: 877-347-6871  

**Outside Sales – State and Local Governments, K-12, Higher Education**  
Daniel Navarro  
Email: insidesales@eGroup-us.com  
Phone: 877-347-6871 |
| Presidio Networked Solutions LLC | 5003 S. Miami Blvd Suite 110 Durham, NC 27703 | **Sales – State and Local Governments, Education**  
Shawn Alba  
Email: salba@presidio.com  
Phone: 919-323-8081 |
| Rove, LLC | 3201 International Airport Dr., Suite 100 Charlotte, NC 28208 | **Inside State and Local Governments**  
Brian Calfo  
Email: brian.calfo@withrove.com  
Phone: (704) 413-0897  

**Outside Sales – State and Local Governments, Education**  
Marcus Jacoby  
Email: Marcus.Jacoby@withrove.com  
Phone: (704) 413-0902 |
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</table>
| EMC           | Sirius Computer Solutions, Inc. | 10100 Reunion Place Suite 500 San Antonio, TX 78216 | **Sales – State and Local Governments, Higher Education** Phyllis (PJ) Byrd Email: phyllis.byrd@siriuscom.com Phone: 210-369-0617  
**Sales – K-12** Aaron Rigglemen Email: aaron.riggleman@siriuscom.com Phone: 919-500-1852 |
| Level Solutions Group, LLC | 200 West Lexington Ave. High Point, NC 27265 | **Inside State and Local Governments** Eric Abeles Email: eables@levelsg.com Phone: 336-259-9887  
**Outside Sales – State and Local Governments, Education** Kenyon Barnett Email: kbarnett@levelsg.com Phone: 336-687-4655 |
| Extreme Networks | Direct | 6480 Via Del Oro San Jose, CA 95119 | **Sales – State and Local Governments, Education** Chris Bondi Email: cbondi@extremenetworks.com Phone: 919-457-8250  
**Customer Service / Technical / Warranty Support** Website: https://www.extremenetworks.com/support/contact/ Email: btownsen@extremenetworks.com Phone: 800-872-8440 |
| CDW Government LLC | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments, Education** Kyle Irwin Email: kyleiw@cdw.com Phone: 919-272-6083  
Nicole Tuzzolino Email: nicotuz@cdwg.com Phone: 866-850-5223 |
<p>| Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | <strong>Sales – State and Local Governments, Education</strong> Bruce Fisher Email: <a href="mailto:bfisher@datanetworksolutions.com">bfisher@datanetworksolutions.com</a> Phone: 704-905-1920 |</p>
<table>
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| Extreme Networks      | Lockstep             | 5403 Stoney Ridge Court                  | Sales – State and Local Governments, Education  
Jim Pullano  
Email: jpullano@lockstepgroup.com  
Phone: 630-802-0202  
Michael Lawing  
Email: mlawing@lockstepgroup.com  
Phone: 704-577-4610 |
| Meridian IT, Inc.     | 2065 Donald Street   | Sales – State and Local Governments,      | Gary Shipman  
Email: Gary.shipman@meridianitinc.com  
Phone: 980-288-6950 |
| Pharr Technologies    | 215 S. Trade St.     | Sales – State and Local Governments,      | Rusty Earle  
Email: rearle@pharrtechnologies.com  
Phone: 704-487-4311 |
| RM Source             | 150 Fayetteville Street, Suite 810 | Sales – State and Local Governments,      | Email: rhultin@rmsource.com  
Phone: 919-246-3845 |
| StepCG, LLC           | 137 E. Fourth Street | Sales – State and Local Governments,      | Mitch Needles  
Email: mneedles@stepcg.com  
Phone: 513-795-6000, Ext. 3126 |
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| Fortinet, Inc.       | Direct               | Orders should be placed with Authorized Resellers listed below. | **Sales – State and Local Governments, Higher Education**  
Fortinet NC SLED Team  
Email: NCSLED@fortinet.com  
**Sales – State and Local Governments and Education (Western NC)**  
J.B. Webb  
Email: jwebb@fortinet.com  
Phone: 704-651-8008  
**Sales – State and Local Governments and Education (Central NC)**  
Stephanie Ferrell  
Email: ferrells@fortinet.com  
Phone: 919-602-0850  
**Sales – State and Local Governments and Education (Eastern NC)**  
Brent Collins  
Email: bcollins@fortinet.com  
Phone: 803-807-8708  
**Customer Service / Technical / Warranty Support**  
Website: https://support.fortinet.com/  
Phone: 866-648-4638 |

| BridgeTek Solutions  | 744 East Stone Ave Greenville, SC 29601 | **Inside Sales – State and Local Governments**  
Kelley Turpin  
Email: Kturpin@bridgetekssolutions.com  
Phone: 704-517-3002  
**Outside Sales – State and Local Governments**  
Tom Clinton  
Email: Tclinton@bridgetekssolutions.com  
Phone: 864-420-1785  
**Sales – K-12**  
Vance Milford  
Email: vmilford@bridgetekssolutions.com  
Phone: 864-214-0221  
**Sales – Higher Education**  
John Ulmer  
Email: julmer@bridgetekssolutions.com  
Phone: 803-240-3579 |

| Carolina Advanced Digital | 133 Triangle Trade Drive Cary, NC 27513 | **Inside Sales – State and Local Governments**  
Julie Allen  
Email: julie@cadinc.com  
Phone: 919-460-1313  
**Outside Sales – State and Local Governments, K-12, Higher Education**  
BreAnn Verreen  
Email: bre@cadinc.com  
Phone: 919-460-1313 |
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| Fortinet, Inc. | CDW Government LLC   | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments, Education**  
Kyle Irwin  
Email: kyleirw@cdw.com  
Phone: 919-272-6083  
Nicole Tuzzolino  
Email: nicotuz@cdw.com  
Phone: 866-850-5223  
**Sales – K-12 and High Education**  
Matt Fielding-Russell  
Email: mattrus@cdw.com  
Phone: 847-371-5600 |
| ePlus Technology, Inc. | 511 Davis Drive Suite 350 Morrisville, NC 27560 | **Inside Sales – State and Local Governments, Education**  
Kelly Manning  
Email: kmanning@eplus.com  
Phone: 910-679-3726  
**Outside Sales – State and Local Governments, Education**  
Marcel Provenccher  
Email: mprovencher@eplus.com  
Phone: 919-767-2979 |
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| Fortinet, Inc.      | SHI International Corp. (HUB VENDOR)          | 290 Davidson Ave, Somerset, NJ 08873 | **Sales – State and Local Government, Education**  
SHI Carolina Team - QUOTING  
Email: carolinateam@shi.com  
Phone: 800-211-0831  
**Outside Sales – State Agencies**  
Carly Higginbotham  
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Phone: 919-219-7355  
**Outside Sales – State Agencies**  
Henry Veloza  
Email: Henry_Veloza@shi.com  
Phone: 919-384-6020  
**Outside Sales – Local Government (Charlotte Area)**  
Richard Treadway  
Email: Richard_Treadway@shi.com  
Phone: 704-219-8933  
**Outside Sales – Local Government (Raleigh Area)**  
Jackson Ling  
Email: Jackson_Ling@shi.com  
Phone: 910-705-7183  
**Sales – K-12**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076  
**Sales – Higher Education (Universities)**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774  
**Sales – Higher Education (Community Colleges)**  
Jeff Mazev  
Email: Jeff_Mazev@shi.com  
Phone: 914-364-3577 |
| SpartanTec, Inc.    | P.O. Box 132 Longs, SC 29568                  |                                   | **Inside Sales – State and Local Governments**  
Lisa Carter  
Email: lcarter@spartantec.com  
Phone: 843-418-4792  
**Outside Sales – State and Local Governments, Education**  
Scott McClung  
Email: smcclung@spartantec.com  
Phone: 843-418-4792 |
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<td>Fortinet, Inc.</td>
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<td>10130 Mallard Creek Road, Suite 300 Charlotte, NC 28262</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Ted Schonbrunner&lt;br&gt;Email: <a href="mailto:ted@tibercreek.com">ted@tibercreek.com</a>&lt;br&gt;Phone: 717-746-4004</td>
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<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;David Lloyd&lt;br&gt;Email: <a href="mailto:David.Lloyd@tibercreek.com">David.Lloyd@tibercreek.com</a>&lt;br&gt;Phone: 704-996-3718</td>
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<td><strong>Outside Sales – K-12 &amp; Higher Education</strong>&lt;br&gt;Jennifer Hillesland&lt;br&gt;Email: <a href="mailto:Jennifer.Hillesland@tibercreek.com">Jennifer.Hillesland@tibercreek.com</a>&lt;br&gt;Phone: 704-614-0742</td>
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<td>Fujitsu</td>
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<td><strong>Effective 6/8/2020: Terminated from contract</strong>&lt;br&gt;Fujitsu America, Inc. has discontinued being a server, storage, and network hardware provider in North America.</td>
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<td>Hewlett Packard Enterprise</td>
<td>Direct</td>
<td>6280 America Center Dr. San Jose, CA 95002</td>
<td><strong>Outside Sales – State and Local Governments, Higher Education and K-12</strong>&lt;br&gt;Stefanie Perry&lt;br&gt;Email: <a href="mailto:sperry@hpe.com">sperry@hpe.com</a>&lt;br&gt;Phone: 919-930-1795</td>
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<td><strong>Inside Sales – Local Governments, Higher Education and K-12</strong>&lt;br&gt;Chase Dixon&lt;br&gt;Email: <a href="mailto:chase.dixon@hpe.com">chase.dixon@hpe.com</a>&lt;br&gt;Phone: 469-405-3311</td>
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<td>BlueAlly Technology Solutions, LLC</td>
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<td>1255 Crescent Green Suite 300 Cary, NC 27518</td>
<td><strong>Inside Sales – State and Local Governments, Education</strong>&lt;br&gt;Jennifer Jones&lt;br&gt;Email: <a href="mailto:jones@blueally.com">jones@blueally.com</a>&lt;br&gt;Phone: 919-249-1582</td>
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<td><strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;Dale Denning&lt;br&gt;Email: <a href="mailto:ddenning@blueally.com">ddenning@blueally.com</a>&lt;br&gt;Phone: 919-249-1538</td>
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| Hewlett Packard Enterprise     | Carolina Advanced Digital, Inc. | 133 Triangle Trade Drive Cary, NC 27513 | **Inside Sales – State and Local Governments**  
Julie Allen  
Email: julie@cadinc.com  
Phone: 919-460-1313 Ext. 211  

**Outside Sales – State Governments**  
Lee Currie  
Email: lee@cadinc.com  
Phone: 919-460-1313  

**Outside Sales – Local Governments, K-12, Community Colleges**  
Bre Verreen  
Email: bre@cadinc.com  
Phone: 919-460-1313  

**Outside Sales – Higher Education - Universities**  
Wayne Gaudette  
Email: wayne@cadinc.com  
Phone: 919-460-1313 |
| CDW Government LLC             | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments**  
Melissa Deets  
Email: melidee@cdwg.com  
Phone: 717-571-8706  

**Sales – K-12 and High Education**  
Matt Fielding-Russell  
Email: mattrus@cdw.com  
Phone: 847-371-5600 |
| Data Network Solutions, Inc   | 629 Lake Tide Dr. Chapin, SC 29036 | **Inside Sales – State and Local Governments**  
Miriam Rodrigue  
Email: mrodrigue@datanetworksolutions.com  
Phone: 864-640-1343  

**Outside Sales – State and Local Governments, Education**  
Bruce Fisher  
Email: bfisher@datanetworksolutions.com  
Phone: 704-905-1920 |
| Mainline Information Systems  | 1700 Summit Lake Drive Tallahassee, FL 32317 | **Inside Sales – State and Local Governments**  
Rob Butler  
Email: rob.butler@mainline.com  
Phone: 850-219-5183  

**Outside Sales – State and Local Governments, Education**  
Alan Kline  
Email: alan.kline@mainline.com  
Phone: 817-202-7947 |
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<td>Jeff Mazev</td>
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<td><strong>Inside Sales – State and Local Governments</strong></td>
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<td>Kathryn Cavasinni</td>
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<td>Email: <a href="mailto:kathryn.cavasinni@veristor.com">kathryn.cavasinni@veristor.com</a></td>
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<td>Phone: 678-990-1593</td>
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<td>Veristor Systems, Inc.</td>
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<td>Mike Arnold</td>
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<td>Email: <a href="mailto:mike.arnold@veristor.com">mike.arnold@veristor.com</a></td>
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<td>IBM</td>
<td>Direct</td>
<td>3309 E. Cornwallis Rd Research Triangle Park, NC 27709</td>
<td><strong>Sales – State and Local Governments, K-12</strong>&lt;br&gt;Mark Molinaro&lt;br&gt;Email: <a href="mailto:molinaro@us.ibm.com">molinaro@us.ibm.com</a>&lt;br&gt;Phone: 919-696-3160</td>
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<td><strong>Sales – Higher Education</strong>&lt;br&gt;Chris Shriver&lt;br&gt;Email: <a href="mailto:cshriver@us.ibm.com">cshriver@us.ibm.com</a>&lt;br&gt;Phone: 919-345-7121</td>
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<td>Converge Acquisition LLC (formerly Corus 360)</td>
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<td>130 Technology Parkway Norcross, GA 30092</td>
<td><strong>Inside Sales – State and Local Governments, Education</strong>&lt;br&gt;Lorie Allen&lt;br&gt;Email: <a href="mailto:lallen@corus360.com">lallen@corus360.com</a>&lt;br&gt;Phone: 910-835-9047</td>
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<td>Mainline Information Systems</td>
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<td>1700 Summit Lake Drive Tallahassee, FL 32317</td>
<td><strong>Sales – State and Local Governments</strong>&lt;br&gt;Alan Kline&lt;br&gt;Email: <a href="mailto:alan.kline@mainline.com">alan.kline@mainline.com</a>&lt;br&gt;Phone: 817-202-7947</td>
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<td><strong>Sales – Higher Education</strong>&lt;br&gt;Hal Connelly&lt;br&gt;Email: <a href="mailto:hal.connelly@mainline.com">hal.connelly@mainline.com</a>&lt;br&gt;Phone: 704-241-4189</td>
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<td>Meridian IT, Inc.</td>
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<td>320 N. Judd Parkway Suite 205 Fuquay, Varina, NC 27526</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Chad Morgan&lt;br&gt;Email: <a href="mailto:cmorgan@onlinemeridian.com">cmorgan@onlinemeridian.com</a>&lt;br&gt;Phone: 919-522-7471</td>
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| IBM            | Sirius Computer Solutions, Inc. | 10100 Reunion Place Suite 500 San Antonio, TX 78216 | **Inside Sales – State and Local Governments, Education**<br>Chase Gardenhire<br>Email: chase.gardenhire@siriuscom.com<br>Phone: 972-725-2017
**Sales – State and Local Governments, Education**<br>Phyllis (PJ) Byrd<br>Email: phyllis.byrd@siriuscom.com<br>Phone: 210-369-0617 |
| Thomas Gallaway Corp. dba Technologent (HUB VENDOR) | 100 Spectrum Drive Suite 700 Irvine, CA 92618 | **Inside Sales – State and Local Governments, Education**<br>Dayn Kelley<br>Email: dayn.kelley@technologent.com<br>Phone: 330-573-5115
**Sales – State and Local Governments, Education**<br>David Schaffer<br>Email: david.schaffer@technologent.com<br>Phone: 864-787-4848 |
| Lenovo         | Direct               | 8001 Development Dr. Morrisville, NC 27560 | **Inside Sales – State and Local Governments**<br>Ronnie McCoy<br>Email: cmccoy@lenovo.com<br>Phone: (919) 723-8925
**Outside Sales – State and Local Governments**<br>Alex Meade<br>Email: ameade@lenovo.com<br>Phone: (910) 315-8880
**Sales – K-12, Higher Education**<br>Alex Meade<br>Email: ameade@lenovo.com<br>Phone: (910) 315-8880
**Customer Service / Technical / Warranty Support**<br>Website: http://support.lenovo.com<br>Email: www.lenovo.com/support/phone<br>Phone: 800-426-7378 |
| Carolinas IT (HUB VENDOR) | 1600 Hillsborough St. Raleigh, NC 27605 | **Inside Sales – State and Local Governments**<br>Krystanna Acevedo<br>Email: Krystanna.Acevedo@CarolinasIT.com<br>Phone: 919-573-4046
**Outside Sales – State and Local Governments & Education**<br>Krysta Cathey<br>Email: Krista.Cathey@CarolinasIT.com<br>Phone: 919-573-4073 |
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| Lenovo         | CDW Government LLC   | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments**<br>Melissa Deets<br>Email: melidee@cdwg.com<br>Phone: 717-571-8706  
**Sales – K-12 and High Education**<br>Matt Fielding-Russell<br>Email: mattrus@cdw.com<br>Phone: 847-371-5600 |
| Converge Acquisition LLC (formerly Corus 360) | 130 Technology Parkway Norcross, GA 30092 | **Inside Sales – State and Local Governments, Education**<br>Lorie Allen<br>Email: lallen@corus360.com<br>Phone: 910-835-9047  
**Outside Sales – State and Local Governments, Education**<br>Todd Cannady<br>Email: toddc@corus360.com<br>Phone: 919-532-2111 |
| Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Inside Sales – State and Local Governments**<br>Miriam Rodrigue<br>Email: mrodrigue@datanetworksolutions.com<br>Phone: 864-640-1343  
**Outside Sales – State and Local Governments, Education**<br>Bruce Fisher<br>Email: bfisher@datanetworksolutions.com<br>Phone: 704-905-1920 |
| 5S Technologies | 121 Edinburgh Dr. South Suite 205 Cary, NC 27511 | **Sales – State and Local Government, Education**<br>Les Roach<br>Email: les.roach@5stechnologies.com<br>Phone: 919-364-9400 (main)  
919-480-6095 (mobile) |
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<td>Dan Myers</td>
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<td><strong>Outside Sales – Local Government (Charlotte Area)</strong>&lt;br&gt;Richard Treadway&lt;br&gt;Email: <a href="mailto:Richard_Treadway@shi.com">Richard_Treadway@shi.com</a>&lt;br&gt;Phone: 704-219-8933</td>
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<td><strong>Outside Sales – Local Government (Raleigh Area)</strong>&lt;br&gt;Jackson Ling&lt;br&gt;Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a>&lt;br&gt;Phone: 910-705-7183</td>
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<td><strong>Sales – K-12</strong>&lt;br&gt;Leacadia Powell&lt;br&gt;Email: <a href="mailto:Leacadia_Powell@shi.com">Leacadia_Powell@shi.com</a>&lt;br&gt;Phone: 980-556-6076</td>
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<td><strong>Sales – Higher Education (Universities)</strong>&lt;br&gt;Matt Springett&lt;br&gt;Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a>&lt;br&gt;Phone: 919-610-6774</td>
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<td><strong>Sales – Higher Education (Community Colleges)</strong>&lt;br&gt;Jeff Mazev&lt;br&gt;Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a>&lt;br&gt;Phone: 914-364-3577</td>
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<td>NetApp, Inc.</td>
<td>Direct</td>
<td>7301 Kit Creek Road RTP, NC 27709</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Bob Moore, Account Manager&lt;br&gt;Email: <a href="mailto:bob.moore@NetApp.com">bob.moore@NetApp.com</a>&lt;br&gt;Phone: 919-622-4028</td>
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<td>Jessica Heinrich, Account Manager&lt;br&gt;<a href="mailto:jessica.heinrich@NetApp.com">jessica.heinrich@NetApp.com</a>&lt;br&gt;Phone: 919-818-8097</td>
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<tr>
<td>CDW Government LLC</td>
<td>230 N. Milwaukee Ave. Vernon Hills, IL 60061</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Kyle Irwin&lt;br&gt;Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a>&lt;br&gt;Phone: 866-769-8287&lt;br&gt;Mobile: 919-272-6083</td>
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<td>NetApp, Inc.</td>
<td>Data Network Solutions, Inc</td>
<td>629 Lake Tide Dr. Chapin, SC 29036</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Miriam Rodrigue&lt;br&gt;<a href="mailto:mrodrigue@datanetworksolutions.com">mrodrigue@datanetworksolutions.com</a>&lt;br&gt;Phone: 864-640-1343</td>
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<td><strong>Outside Sales – State and Local Governments, Higher Education</strong>&lt;br&gt;Wes Miller&lt;br&gt;Email: <a href="mailto:wmiller@purestorage.com">wmiller@purestorage.com</a>&lt;br&gt;Phone: 919-455-0796</td>
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<td><strong>Customer Service / Technical / Warranty Support</strong>&lt;br&gt;Website: <a href="http://pure1.purestorage.com/support">http://pure1.purestorage.com/support</a>&lt;br&gt;Email: <a href="mailto:support@purestorage.com">support@purestorage.com</a>&lt;br&gt;Phone: 866-244-7121</td>
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<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Justin Ciaccio&lt;br&gt;Email: <a href="mailto:Justin.ciaccio@vion.com">Justin.ciaccio@vion.com</a>&lt;br&gt;Phone: 703-599-3843</td>
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<tr>
<td>DLT Solutions, LLC</td>
<td></td>
<td>2411 Dulles Corner Park Suite 800 Herndon, VA 20171</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Sean McCarthy&lt;br&gt;<a href="mailto:sean.mccarthy@dlt.com">sean.mccarthy@dlt.com</a>&lt;br&gt;Phone: 703-706-9682</td>
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<td><strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;Charles Michaux&lt;br&gt;Email: <a href="mailto:Charles.Michaux@vion.com">Charles.Michaux@vion.com</a>&lt;br&gt;Phone: 336-686-7002</td>
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<tr>
<td>ePlus Technology, Inc.</td>
<td></td>
<td>13595 Dulles Technology Drive Herndon, VA 20171-3413</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Alex Medina&lt;br&gt;<a href="mailto:alex.medina@eplus.com">alex.medina@eplus.com</a>&lt;br&gt;Phone: 919-302-2230</td>
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<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Molly Harper&lt;br&gt;Email: <a href="mailto:molly.harper@insight.com">molly.harper@insight.com</a>&lt;br&gt;Phone: 919-539-8298</td>
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<td><strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;Charles Michaux&lt;br&gt;Email: <a href="mailto:Charles.Michaux@vion.com">Charles.Michaux@vion.com</a>&lt;br&gt;Phone: 336-686-7002</td>
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<td>Insight Public Sector, Inc</td>
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<td>6820 S. Harl Ave. Tempe, AZ 85283</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Molly Harper&lt;br&gt;Email: <a href="mailto:molly.harper@insight.com">molly.harper@insight.com</a>&lt;br&gt;Phone: 919-539-8298</td>
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<td><strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;Charles Michaux&lt;br&gt;Email: <a href="mailto:Charles.Michaux@vion.com">Charles.Michaux@vion.com</a>&lt;br&gt;Phone: 336-686-7002</td>
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<td>NWN Corporation</td>
<td></td>
<td>271 Waverley Oaks Road Waltham, MA 02452</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Greg Syer&lt;br&gt;Email: <a href="mailto:gsyer@nwnit.com">gsyer@nwnit.com</a>&lt;br&gt;Phone: 919-653-4477</td>
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<td>ViON Corporation</td>
<td></td>
<td>196 Van Buren St. Ste 300 Herndon, VA 20170</td>
<td><strong>Sales – State and Local Governments, K-12, Higher Education</strong>&lt;br&gt;Wes Miller&lt;br&gt;Email: <a href="mailto:wmiller@purestorage.com">wmiller@purestorage.com</a>&lt;br&gt;Phone: 919-455-0796</td>
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<td>Pure Storage</td>
<td>Direct</td>
<td>Orders should be placed with Authorized Resellers listed below.</td>
<td><strong>Sales – State and Local Governments, K-12, Higher Education</strong>&lt;br&gt;Wes Miller&lt;br&gt;Email: <a href="mailto:wmiller@purestorage.com">wmiller@purestorage.com</a>&lt;br&gt;Phone: 919-455-0796</td>
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<td>230 N. Milwaukee Ave. Vernon Hills, IL 60061</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Kyle Irwin&lt;br&gt;Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a>&lt;br&gt;Phone: 919-272-6083</td>
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<td>Pure Storage</td>
<td>ePlus Technology, Inc.</td>
<td>13595 Dulles Technology Drive Herndon, VA 20171-3413</td>
<td>Sales – State and Local Governments, Education Marcel Provencher Email: <a href="mailto:mprovencher@eplus.com">mprovencher@eplus.com</a> Phone: 919-767-2979</td>
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<td>Internetwork Services Incorporated, dba Internetwork Engineering</td>
<td>13777 Ballantyne Corporate Place Suite 305 Charlotte, NC 28277</td>
<td>Inside State and Local Governments Client Services Email: <a href="mailto:ClientServices@ineteng.com">ClientServices@ineteng.com</a> Phone: 704-540-5800</td>
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<td>NWN Corporation</td>
<td>271 Waverley Oaks Road Waltham, MA 02452</td>
<td>Sales – State and Local Governments, Education Greg Syer Email: <a href="mailto:gsyer@nwnit.com">gsyer@nwnit.com</a> Phone: 919-653-4477</td>
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<td>Presidio Networked Solutions LLC</td>
<td>5003 S. Miami Blvd Suite 110 Durham, NC 27703</td>
<td>Sales – State and Local Governments, Education Shawn Alba Email: <a href="mailto:salba@presidio.com">salba@presidio.com</a> Phone: 919-323-8081</td>
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| Pure Storage   | SHI International Corp. (HUB VENDOR) | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Government, Education**  
SHI Carolina Team - QUOTING  
Email: carolinateam@shi.com  
Phone: 800-211-0831  
**Outside Sales – State Agencies**  
Carly Higginbotham  
Email: Carly_Higginbotham@shi.com  
Phone: 919-219-7355  
**Outside Sales – State Agencies**  
Henry Veloza  
Email: Henry_Veloza@shi.com  
Phone: 919-384-6020  
**Outside Sales – Local Government (Charlotte Area)**  
Richard Treadway  
Email: Richard_Treadway@shi.com  
Phone: 704-219-8933  
**Outside Sales – Local Government (Raleigh Area)**  
Jackson Ling  
Email: Jackson_Ling@shi.com  
Phone: 910-705-7183  
**Sales – K-12**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076  
**Sales – Higher Education (Universities)**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774  
**Sales – Higher Education (Community Colleges)**  
Jeff Mazev  
Email: Jeff_Mazev@shi.com  
Phone: 914-364-3577 |
| Tego Data Systems, LLC. | | 401 Harrison Oaks Blvd. Suite 140 Cary, NC 27513-2412 | **Sales - State and Local Governments, Education**  
Hatcher Kincheloe  
Email: hkincheloe@tegodata.com  
Phone: • 919-792-1747 |
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| Ruckus Networks  | Direct               |                 | **Inside Sales – State and Local Governments**  
Jon Ban  
Email: jon.ban@arris.com  
Phone: 720-558-3254  
**Outside Sales – State and Local Governments, K-12, Higher Education**  
Michael Elliott  
Email: michael.elliott@arris.com  
Phone: 727-647-5687  
**Customer Service / Technical / Warranty Support**  
Website: [https://support.ruckuswireless.com/contact-us](https://support.ruckuswireless.com/contact-us)  
Phone: 855-Ruckus1 (855-782-5871) |
| A3 Communications| 1911 Associates Lane  
Suite G  
Charlotte, NC 28217 |                 | **Inside Sales – State and Local Governments**  
Hunter Thornton  
Email: hthornton@a3communications.com  
Phone: 678-630-9134  
**Outside Sales – State and Local Governments**  
Matt Whitfield  
Email: mwhitfield@a3communications.com  
Phone: 704-956-3908  
**Sales – K-12**  
Greg Moorer  
Email: gmoorer@a3communications.com  
Phone: 803-269-9222  
**Sales – Higher Education**  
Scott Rives  
Email: srives@a3communications.com  
Phone: 803-354-6158 |
| ANC Group        | 14 Progress Road  
Greenville, SC 29607 |                 | **Inside Sales – State and Local Governments**  
Michelle Gajdolo  
Email: michelleg@ancgroup.com  
Phone: 864-501-4517  
**Outside Sales – State and Local Governments and Education**  
Kyle Radford  
Email: kyler@ancgroup.com  
Phone: 828-989-8274 |
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| **Ruckus Networks** | BridgeTek Solutions | 744 East Stone Ave Greenville, SC 29601 | **Inside Sales – State and Local Governments**  
Kelley Turpin  
Email: Kturpin@bridgetekssolutions.com  
Phone: 704-517-3002  
**Outside Sales – State and Local Governments**  
Tom Clinton  
Email: Tclinton@bridgetekssolutions.com  
Phone: 864-420-1785  
**Sales – K-12**  
Vance Milford  
Email: vmilford@bridgetekssolutions.com  
Phone: 864-214-0221  
**Sales – Higher Education**  
John Ulmer  
Email: julmer@bridgetekssolutions.com  
Phone: 803-240-3579 |
| **CDW Government LLC** | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments**  
Melissa Deets  
Email: melidee@cdwg.com  
Phone: 717-571-8706  
**Sales – K-12 and High Education**  
Matt Fielding-Russell  
Email: mattrus@cdw.com  
Phone: 847-371-5600 |
| **Converged Networks, LLC** | 2 Still Shadow Drive Suite G Charleston, SC 29414 | **Sales – State and Local Governments, Education**  
Michael Duck  
Email: michael@convergednetworks.com  
Phone: 803-665-9665 |
| **Encore Technology Group, LLC** | 2000 Wade Hampton Blvd. Suite 210 Greenville, SC 29615 | **Inside Sales – State and Local Governments**  
Megan White  
Email: insidesales@encoretg.com  
Phone: 888-983-6267  
**Outside Sales – State and Local Governments & Higher Education**  
Danielle Stengel  
Email: dstengel@encoretg.com  
Phone: 704-280-1489  
**Sales – K-12**  
Mike Ingram  
Email: migram@encoretg.com  
Phone: 336-870-0848 |
| **NetSource ET LLC** | 156 Langsdale Road Columbia, S.C. 29212 | **Outside Sales – State and Local Governments & Education**  
Allison McCrary  
Email: amccrarry@netsourcek12.com  
Phone: 803-707-0369 |
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| ViON Corporation | Direct | 196 Van Buren Herndon, VA 20170 | Sales – State and Local Governments, Education  
Charles Michaux  
Email: Charles.Michaux@vion.com  
Phone: 336-686-7002 |
| VMware, Inc. | Direct | 196 Van Buren Herndon, VA 20170 | Orders should be placed with Authorized Resellers listed below  
Sales – State and Local Governments, Education  
Molly Ward  
Email: NC-ITS@vmware.com  
Phone: 919-599-1115 |
| Achieve 1 LLC | Direct | 196 Van Buren Herndon, VA 20170 | Inside Sales – State and Local Governments  
Kyler Murray  
Email: Kyler.murray@achieve-1.com  
Phone: 877-385-9937  
Outside Sales – State and Local Governments, Education  
Kenyon Barnett  
Email: Kenyon.barnett@achieve-1.com  
Phone: 336-687-4655  
Customer Service / Technical / Warranty Support  
Eric Umstead  
Email: Eric.umstead@achieve-1.com  
Phone: 877-385-9937 |
| CDW Government LLC | Direct | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | Inside Sales – State and Local Governments  
Nicole Tuzzolino  
Email: nicotuz@cdwq.com  
Phone: 866-850-5223  
Outside Sales – State and Local Governments  
Kyle Irwin  
Email: kyleirw@cdw.com  
Phone: 919-272-6083  
Sales – K-12 and High Education  
Matt Fielding-Russell  
Email: mattrus@cdw.com  
Phone: 847-371-5600 |
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<tr>
<td>VMware, Inc.</td>
<td>Dell Marketing LP</td>
<td>One Dell Way Round Rock, TX 78682</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Karen Dauskurda&lt;br&gt;Email: <a href="mailto:K_Dauskurda@Dell.com">K_Dauskurda@Dell.com</a>&lt;br&gt;Phone: 512-513-9630</td>
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<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Manny Veloza&lt;br&gt;Email: <a href="mailto:manny.veloza@dell.com">manny.veloza@dell.com</a>&lt;br&gt;Phone: 919-272-5214</td>
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<td><strong>Sales – K-12</strong>&lt;br&gt;Clarence Williams&lt;br&gt;Email: <a href="mailto:clarence_williams@dell.com">clarence_williams@dell.com</a>&lt;br&gt;Phone: 919-279-3352</td>
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<td><strong>Sales – Higher Education</strong>&lt;br&gt;Kevin Childs&lt;br&gt;Email: <a href="mailto:kevin_childs@dell.com">kevin_childs@dell.com</a>&lt;br&gt;Phone: 919-592-7570</td>
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<td>Karen Dauskurda&lt;br&gt;Email: <a href="mailto:K_Dauskurda@Dell.com">K_Dauskurda@Dell.com</a>&lt;br&gt;Phone: 512-513-9630</td>
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<td>Jennifer Wu&lt;br&gt;Email: <a href="mailto:jennifer.n.wu@dell.com">jennifer.n.wu@dell.com</a>&lt;br&gt;Phone: 919-268-3097</td>
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<td>Charlotte Harrison&lt;br&gt;Email: <a href="mailto:charlotte_harrison@dell.com">charlotte_harrison@dell.com</a>&lt;br&gt;Phone: 919-449-6024</td>
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<tr>
<td>NWN Corporation</td>
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<td>1015 Aviation Parkway Suite 100 Morrisville, NC 27560</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Nichole Farrar&lt;br&gt;Email: <a href="mailto:nfarrar@nwnit.com">nfarrar@nwnit.com</a>&lt;br&gt;Phone: 919-653-4456</td>
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<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Greg Syer&lt;br&gt;Email: <a href="mailto:gsyer@nwnit.com">gsyer@nwnit.com</a>&lt;br&gt;Phone: 919-653-4477</td>
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<td><strong>Sales – K-12 &amp; Higher Education</strong>&lt;br&gt;James Welch&lt;br&gt;Email: <a href="mailto:JWelch@nwnit.com">JWelch@nwnit.com</a>&lt;br&gt;Phone: 919-653-4461</td>
</tr>
<tr>
<td>Awarded Vendor</td>
<td>Authorized Resellers</td>
<td>Ordering Address</td>
<td>Vendor / Reseller Contact Information</td>
</tr>
<tr>
<td>----------------</td>
<td>----------------------</td>
<td>------------------</td>
<td>---------------------------------------</td>
</tr>
<tr>
<td>VMware, Inc.</td>
<td>Presidio Networked Solutions LLC</td>
<td>5444 Wade Park Blvd. Suite 150 Raleigh, NC 27617</td>
<td><strong>Inside Sales – State and Local Governments</strong> &lt;br&gt;Justin DeMaio &lt;br&gt;Email: <a href="mailto:JuDeMaio@presidio.com">JuDeMaio@presidio.com</a> &lt;br&gt;Phone: 469-549-3847</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Outside Sales – State and Local Governments</strong> &lt;br&gt;Nathan Zinteck &lt;br&gt;Email: <a href="mailto:nzinteck@presidio.com">nzinteck@presidio.com</a> &lt;br&gt;Phone: 919-323-8079</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12</strong> &lt;br&gt;Jerome Benjamin &lt;br&gt;Email: <a href="mailto:jbenjamin@presidio.com">jbenjamin@presidio.com</a> &lt;br&gt;Phone: 910-580-8680</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – Higher Education</strong> &lt;br&gt;Mary Steindl &lt;br&gt;Email: <a href="mailto:msteindl@presidio.com">msteindl@presidio.com</a> &lt;br&gt;Phone: 919-454-1021</td>
</tr>
<tr>
<td>Awarded Vendor</td>
<td>Authorized Resellers</td>
<td>Ordering Address</td>
<td>Vendor / Reseller Contact Information</td>
</tr>
<tr>
<td>------------------------</td>
<td>---------------------------------------</td>
<td>--------------------------------</td>
<td>------------------------------------------------------------------------------------------------</td>
</tr>
</tbody>
</table>
| VMware, Inc.           | SHI International Corp. (HUB VENDOR)  | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Government, Education**  
SHI Carolina Team - QUOTING  
Email: carolina@shi.com  
Phone: 800-211-0831  

**Outside Sales – State Agencies**  
Carly Higginbotham  
Email: Carly_Higginbotham@shi.com  
Phone: 919-219-7355  

**Outside Sales – State Agencies**  
Henry Veloza  
Email: Henry_Veloza@shi.com  
Phone: 919-384-6020  

**Outside Sales – Local Government (Charlotte Area)**  
Richard Treadway  
Email: Richard_Treadway@shi.com  
Phone: 704-219-8933  

**Outside Sales – Local Government (Raleigh Area)**  
Jackson Ling  
Email: Jackson_Ling@shi.com  
Phone: 910-705-7183  

**Sales – K-12**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076  

**Sales – Higher Education (Universities)**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774  

**Sales – Higher Education (Community Colleges)**  
Jeff Mazev  
Email: Jeff_Mazev@shi.com  
Phone: 914-364-3577  

<table>
<thead>
<tr>
<th>Authorized Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| Sirius Computer Solutions, Inc. |                                 | 10100 Reunion Place Suite 500 San Antonio, TX 78216 | **Sales – State and Local Governments, Education**  
Phyllis (PJ) Byrd  
Email: Phyllis.byrd@siriuscom.com  
Phone: 210-369-0617  

Table 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.

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Awarded Vendor</th>
<th>Minimum Discount %s off MSRP / List Price</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Servers</td>
</tr>
<tr>
<td>Aerohive Networks</td>
<td>Aerohive Networks</td>
<td>40% HW</td>
</tr>
<tr>
<td>Arista Networks</td>
<td>Arista Networks</td>
<td>42% HW</td>
</tr>
<tr>
<td>Avaya Inc.</td>
<td>Avaya</td>
<td>39% HW</td>
</tr>
<tr>
<td>Belkin</td>
<td>CDWG</td>
<td>3% HW</td>
</tr>
<tr>
<td>BlueCat Networks</td>
<td>BlueCat Networks</td>
<td>5% HW</td>
</tr>
<tr>
<td>Ciena Communications</td>
<td>Ciena Communications</td>
<td>58% HW</td>
</tr>
<tr>
<td>Cisco Systems, Inc.</td>
<td>Cisco</td>
<td>35% HW</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dell Marketing, LP</td>
<td>Dell Marketing, LP</td>
<td>13.5% HW</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EMC Corporation</td>
<td>EMC Corporation</td>
<td>32% HW</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Extreme Networks</td>
<td>Extreme Networks</td>
<td>48% HW</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>F5 Networks</td>
<td>Carahsoft</td>
<td>4% HW</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Forescout Technologies</td>
<td>Carahsoft</td>
<td>2% HW</td>
</tr>
<tr>
<td>Fortinet, Inc.</td>
<td>Fortinet, Inc.</td>
<td>20% HW</td>
</tr>
<tr>
<td>Manufacturer</td>
<td>Awarded Vendor</td>
<td>Servers</td>
</tr>
<tr>
<td>--------------</td>
<td>----------------</td>
<td>---------</td>
</tr>
<tr>
<td>Gigamon</td>
<td>Carahsoft</td>
<td></td>
</tr>
<tr>
<td>Hewlett Packard Enterprise</td>
<td>Hewlett Packard Enterprise</td>
<td>27% HW 27% SW 20% EW</td>
</tr>
<tr>
<td>Hitachi</td>
<td>VION</td>
<td></td>
</tr>
<tr>
<td>IBM</td>
<td>IBM</td>
<td>12% HW 12% SW 5% EW</td>
</tr>
<tr>
<td>Infoblox</td>
<td>Carahsoft</td>
<td>10% HW 10% SW 10% EWF</td>
</tr>
<tr>
<td>Lenovo (United States), Inc.</td>
<td>Lenovo (United States), Inc.</td>
<td>24.5% HW 17.5% SW 8.25% EWF</td>
</tr>
<tr>
<td>NetApp</td>
<td>NetApp</td>
<td>18% HW 18% SW 18% EWF</td>
</tr>
<tr>
<td>Nutanix</td>
<td>Carahsoft</td>
<td>15% HW 15% SW 15% EWF</td>
</tr>
<tr>
<td>Palo Alto Networks</td>
<td>Carahsoft</td>
<td></td>
</tr>
<tr>
<td>Pure Storage, Inc.</td>
<td>Pure Storage, Inc.</td>
<td>37% HW 6% EWF</td>
</tr>
<tr>
<td>Riverbed</td>
<td>CDWG</td>
<td>3% HW 3% SW 3% EWF</td>
</tr>
<tr>
<td>Rubrik</td>
<td>CDWG</td>
<td>5% HW 5% SW 5% EWF</td>
</tr>
<tr>
<td>Ruckus</td>
<td>Ruckus</td>
<td></td>
</tr>
<tr>
<td>SecureWorks</td>
<td>Carahsoft</td>
<td></td>
</tr>
<tr>
<td>Symantec</td>
<td>Carahsoft</td>
<td>10% HW 3% SW 1% EWF</td>
</tr>
<tr>
<td>Tripp Lite</td>
<td>CDWG</td>
<td>38% HW 38% SW 38% EWF</td>
</tr>
<tr>
<td>Veritas</td>
<td>Carahsoft</td>
<td>55% SW 5% EW</td>
</tr>
</tbody>
</table>
Table 3: Awarded Vendors’ Minimum Discount Percentages Off MSRP / List Price by Segment

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

Abnormal Quantities Threshold

Any requirement that exceeds $250,000 must be forwarded to the Statewide IT Procurement Office for approval. The Statewide IT Procurement Office, and in consultation with the using Agency, may process the request in one or more of the following ways:
1. Purchase may be authorized at current pricing with current Vendor
2. Additional discounts from current pricing level may be negotiated with current Vendor
3. A separate Invitation for Bids may be issued for the requirement

Service Level Agreements

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

<table>
<thead>
<tr>
<th>SLA Name</th>
<th>SLA Description</th>
<th>Minimum Threshold</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delivery Time</td>
<td>Delivery Time is the number of calendar days between Vendor’s receipt of a valid request for IT Infrastructure Solutions and the date the IT Infrastructure Solutions are delivered. Vendor shall process Agency purchase order and deliver ordered IT Infrastructure Solutions within thirty (30) calendar days. Agency requested delivery dates that are past the established minimum threshold are excluded from this Service Level Agreement. Orders for Converged IT Infrastructure Solutions or complex, highly configured IT Infrastructure Solutions are excluded from this Service Level Agreement. Delays in delivery due to industry-wide component shortages or 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.</td>
<td></td>
</tr>
<tr>
<td>Quote Time</td>
<td>Quote Time is the number of calendar days between Vendor’s receipt of a request for quote on IT Infrastructure Solutions and the date the written quote is delivered to the Agency. Vendor shall process Agency requests for quotes for IT Infrastructure Solutions within five (5) business days for items in the Servers, Storage, Networking Equipment, IT Infrastructure Software, and IT Infrastructure Peripheral Components Segments. Vendor shall process Agency requests for quotes for IT Infrastructure Solutions within ten (10) business days for items in the Converged IT Infrastructure Solutions and Value-Added Services Segments.</td>
<td></td>
</tr>
<tr>
<td>Order Accuracy</td>
<td>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.</td>
<td>98%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Awarded Vendor</th>
<th>Minimum Discount %s off MSRP / List Price</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Servers</td>
</tr>
<tr>
<td>VMware</td>
<td>VMware</td>
<td>4.00% SW</td>
</tr>
</tbody>
</table>

VMware

<table>
<thead>
<tr>
<th>VMware</th>
<th>VMware</th>
<th>4.00% SW</th>
<th>4.00% SW</th>
<th>4.00% SW</th>
<th>4.00% SW</th>
<th>2.27% EW</th>
<th>2.27% EW</th>
</tr>
</thead>
<tbody>
<tr>
<td>VMware</td>
<td>VMware</td>
<td>4.00% SW</td>
<td>4.00% SW</td>
<td>4.00% SW</td>
<td>4.00% SW</td>
<td>2.27% EW</td>
<td>2.27% EW</td>
</tr>
<tr>
<td>VMware</td>
<td>VMware</td>
<td>4.00% SW</td>
<td>4.00% SW</td>
<td>4.00% SW</td>
<td>4.00% SW</td>
<td>2.27% EW</td>
<td>2.27% EW</td>
</tr>
</tbody>
</table>
### Invoice Accuracy
Vendor shall issue invoices that match the Agency Purchase Order issued to the Vendor and the Vendor’s quote.

<table>
<thead>
<tr>
<th>SLA Name</th>
<th>SLA Description</th>
<th>Minimum Threshold</th>
</tr>
</thead>
<tbody>
<tr>
<td>Invoice Accuracy</td>
<td>Vendor shall issue invoices that match the Agency Purchase Order issued to the Vendor and the Vendor’s quote.</td>
<td>98%</td>
</tr>
</tbody>
</table>

**Table 4: Service Level Agreement Minimum Thresholds**

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

**Return of Merchandise**

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

See Table 5 for specific return policy by Manufacturer.

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Return Policy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerohive Networks</td>
<td>As a standard policy, Aerohive Networks does not accept cancellations or order returns. If equipment is factory sealed and returned within 30-days of delivery date, Aerohive will consider returns on a case by case basis.</td>
</tr>
<tr>
<td>Arista Networks</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Avaya Inc.</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Belkin</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
<tr>
<td>BlueCat Networks</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Ciena Communications</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Cisco Systems, Inc.</td>
<td>No stock balance returns.</td>
</tr>
<tr>
<td>Dell Marketing, LP</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>EMC Corporation</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Extreme Networks</td>
<td>No stock balance returns. Only warranty replacements or repair offered.</td>
</tr>
<tr>
<td>F5 Networks</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, no returns permitted.</td>
</tr>
<tr>
<td>Forescout Technologies, Inc.</td>
<td>No stock balance returns.</td>
</tr>
<tr>
<td>Fortinet, Inc.</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Gigamon</td>
<td>No stock balance returns.</td>
</tr>
<tr>
<td>Hewlett Packard Enterprise</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Hitachi</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>IBM</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Infoblox</td>
<td>No stock balance returns.</td>
</tr>
<tr>
<td>Lenovo (United States), Inc.</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>NetApp</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Nutanix</td>
<td>No stock balance returns.</td>
</tr>
<tr>
<td>Palo Alto Networks</td>
<td>No restocking fees on returns if customer has a form of Premium Support.</td>
</tr>
<tr>
<td>Pure Storage, Inc.</td>
<td>If equipment is factory sealed and returned within 30-days of delivery date, Pure Storage will consider returns on a case by case basis.</td>
</tr>
<tr>
<td>Riverbed</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
<tr>
<td>Rubrik</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
</tbody>
</table>
### Manufacturer Return Policy

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Return Policy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ruckus</td>
<td>If equipment is factory sealed and returned within 30-days of delivery date, Ruckus will consider returns on a case by case basis.</td>
</tr>
<tr>
<td>SecureWorks</td>
<td>Not applicable.</td>
</tr>
<tr>
<td>Symantec</td>
<td>No stock balance returns.</td>
</tr>
<tr>
<td>Tripp Lite</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
<tr>
<td>Veritas</td>
<td>No stock balance returns.</td>
</tr>
<tr>
<td>VMware Inc.</td>
<td>No stock balance returns.</td>
</tr>
</tbody>
</table>

Table 5: Manufacturer Return Policy

### Taxes

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

### Transportation Charges

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

### History

- **2018-07-16**: Removed Dell resellers at Dell’s request.
- **2018-07-26**: Added eGroup as EMC reseller.
- **2018-07-30**: Added Cambridge Computer Solutions, Davenport Group, and NWN as EMC resellers.
- **2018-08-08**: Added Sirius as EMC reseller. Added Cambridge Computer Solutions and Davenport Group as Dell resellers.
- **2018-08-10**: Added Presidio as EMC reseller.
- **2018-08-24**: Added Corus360 as IBM reseller.
- **2018-08-29**: Added Mainline as EMC reseller.
- **2018-08-31**: Updated Fortinet contact info.
- **2018-09-20**: Pricing Exception note added
- **2018-10-09**: Updated Aerohive contact information.
- **2018-10-19**: NetApp awarded as 204X vendor.
- **2018-10-23**: Carahsoft awarded for F5 Networks products
- **2018-10-31**: Removed eGroup at EMC’s request and added Data Networks of America as EMC reseller.
- **2018-11-09**: 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.
2019-05-20: Arista Networks awarded as 204X vendor.
2019-06-04: Added Infoblox products to Data Network Solutions under Carahsoft.
2019-06-24: Removed Tiber Creek Consulting as Dell 204X reseller. Added SHI as Dell 204X reseller.
2019-07-13: Updated Contact Information for NWN.
2019-07-23: Added CenturyLink Communications as Ciena 204X reseller.
2019-07-31: Removed Insight Public Sector as IBM 204X reseller. Added Sirius Computer Solutions and Technolgent 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.
2019-10-07: 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.
2019-12-06: 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.
2020-09-24: Updated Avaya contact information.
2020-09-28: Removed High Performance Technologies as HPE 204X reseller. Add Veristor Systems, Inc. as HPE 204X reseller.
2020-10-06: Updated EITS contact information
2020-10-28: Added Tiber Creek Consulting as Dell 204X reseller. Removed NWN Corporation as Dell 204X reseller.
2020-10-30: Added Internetwork Services Incorporated, dba Internetwork Engineering and Tego Data Systems, LLC as Pure Storage 204X resellers. Removed Converge Acquisition LLC (formerly Corus 360) and Sirius Computer Computers as Pure Storage 204X resellers.
2020-11-02: Updated Cisco contact information. Added Meridian IT, Inc. as Avaya 204X reseller.
2020-11-05: Updated Dell contact information.
2020-11-20: Updated HPE contact information.
2020-12-01: Updated HPE contact information.
2020-12-07: Updated NetApp contact information. Added OnWire Consulting Group, LLC as an IBM 204X reseller.
2020-12-08: Removed OnWire Consulting Group, LLC. as IBM 204X reseller per IBM’s request.
2020-12-10: Carahsoft awarded for Veritas non-Cloud software and maintenance. Updated Arista Networks contact information.
2020-12-17: Carahsoft removed NWN as 204X reseller and added Insight Public Sector.
2020-12-29: Lenovo removed Alphanumeric Systems as 204X reseller and added 5S Technologies.
2021-01-08: Carahsoft awarded for Forescout Technologies products.
2021-01-25: Updated VMware-Dell contact information.
2021-02-12: Carahsoft removed ePlus as a 204X reseller and added NWN Corporation. Avaya added Tricom Communications Services, Inc. as a 204X reseller.

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