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

Table 1: Scope of 204X Statewide IT Contract

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

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

<table>
<thead>
<tr>
<th>NC State IT Contract 204X Manufacturers:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerohive Networks</td>
</tr>
<tr>
<td>Arista Networks</td>
</tr>
<tr>
<td>Avaya</td>
</tr>
<tr>
<td>Belkin</td>
</tr>
<tr>
<td>BlueCat Networks</td>
</tr>
<tr>
<td>Ciena</td>
</tr>
<tr>
<td>Cisco</td>
</tr>
<tr>
<td>Dell</td>
</tr>
<tr>
<td>EMC</td>
</tr>
<tr>
<td>Extreme Networks</td>
</tr>
<tr>
<td>F5 Networks</td>
</tr>
<tr>
<td>Fortinet</td>
</tr>
<tr>
<td>Fujitsu (Removed 6/9/2020)</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  
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 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerohive Networks</td>
<td>Data Network Solutions, Inc</td>
<td>629 Lake Tide Dr. Chapin, SC 29036</td>
<td><strong>Sales – State and Local Governments, Education</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Bruce Fisher</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:bfisher@datanetworksolutions.com">bfisher@datanetworksolutions.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 704-905-1920</td>
</tr>
<tr>
<td>Encore Technology Group, LLC</td>
<td>2000 Wade Hampton Blvd.</td>
<td><strong>Inside Sales – State and Local Governments</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Suite 210</td>
<td></td>
<td>Megan White</td>
</tr>
<tr>
<td></td>
<td>Greenville, SC 29615</td>
<td></td>
<td>Email: <a href="mailto:insidesales@encoretg.com">insidesales@encoretg.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>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></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Danielle Stengel</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:dstengel@encoretg.com">dstengel@encoretg.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 704-280-1489</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Mike Ingram</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:mingram@encoretg.com">mingram@encoretg.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>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>
</tr>
<tr>
<td>---------------------</td>
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<td>-------------------------------------------------------</td>
<td>---------------------------------------------------------------------------------------------------------</td>
</tr>
</tbody>
</table>
| Aerohive Networks   | SHI International Corp.       | 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  

| Arista Networks, Inc. | Direct                         | Orders should be placed with Authorized Resellers listed below. | **Sales – State, Local Governments, K-12, Higher Education**  
Simon Briggs  
Email: sbriggs@arista.com  
Phone: (336) 707-2231  

**Customer Service / Technical / Warranty Support**  
Website: www.arista.com  
Email: support@arista.com  
Phone: 866-476-0000  
Fax: 408-538-8920 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</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 Riggleman  
  Email: Aaron.Riggleman@Siriuscom.com  
  Phone: 919-500-1852                |
| Avaya Inc.                     | Direct                    | 4655 Great America Parkway Santa Clara, CA 95054 | **Sales – State and Local Governments, Education** Mike Curington  
  Email: mikecur@avaya.com  
  Phone: 205-948-2333                |
| 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>
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</table>
| BlueCat Networks (USA) Inc.    | Direct               | Orders should be placed with Authorized Resellers listed below. | **Sales – State and Local Governments, Education**  
Tyler Bodeell  
Email: tbodell@bluecatnetworks.com  
Phone: 703.785.7404  
**Customer Service / Technical / Warranty Support**  
Website: https://care.bluecatnetworks.com  
Email: support@bluecatnetworks.com  
Phone: 1-866-491-2228  
Fax: 416-225-3324 |
| 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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</tr>
</thead>
<tbody>
<tr>
<td>Carahsoft Technology Corporation</td>
<td>Direct For following products: • F5 Networks • Gigamon • Infoblox • Nutanix • Palo Alto • SecureWorks • Symantec</td>
<td>1860 Michael Faraday Dr. Suite 100 Reston, VA 20190</td>
<td><strong>Inside Sales – State and Local Governments</strong> Richard Maigue Email: <a href="mailto:Richard.Maigue@carahsoft.com">Richard.Maigue@carahsoft.com</a> Phone: 703-871-8578 <strong>Outside Sales – State and Local Governments</strong> Carahsoft Sales Team Email: <a href="mailto:sales@carahsoft.com">sales@carahsoft.com</a> Phone: 703-871-8500 <strong>Sales – K-12 and Higher Education</strong> Tim Boltz Email: <a href="mailto:Tim.Boltz@carahsoft.com">Tim.Boltz@carahsoft.com</a> Phone: 703-230-7402</td>
</tr>
<tr>
<td>CDW Government LLC</td>
<td>For following products: • F5 Networks • Infoblox • Nutanix • Palo Alto • Symantec</td>
<td>230 N. Milwaukee Ave. Vernon Hills, IL 60061</td>
<td><strong>Inside Sales – State and Local Governments</strong> Nicole Tuzzolino Email: <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a> Phone: 866-850-5223 <strong>Outside Sales – State and Local Governments</strong> Kyle Irwin Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a> Phone: 866-769-8287 <strong>Sales – K-12 and High Education</strong> Matt Fielding-Russell Email: <a href="mailto:mattrus@cdw.com">mattrus@cdw.com</a> Phone: 847-371-5600</td>
</tr>
<tr>
<td>Data Network Solutions, Inc</td>
<td>For following products: • F5 Networks • Gigamon • Infoblox • Nutanix • Palo Alto • Symantec</td>
<td>629 Lake Tide Dr. Chapin, SC 29036</td>
<td><strong>Inside Sales – State and Local Governments</strong> Miriam Rodrigue Email: <a href="mailto:mrodrigue@datanetworksolutions.com">mrodrigue@datanetworksolutions.com</a> Phone: 864-640-1343 <strong>Outside Sales – State and Local Governments, Education</strong> Bruce Fisher Email: <a href="mailto:bfisher@datanetworksolutions.com">bfisher@datanetworksolutions.com</a> Phone: 704-905-1920</td>
</tr>
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<td>Awarded Vendor</td>
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<tr>
<td>-----------------------------------------------</td>
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<td>-----------------------------------</td>
<td>---------------------------------------</td>
</tr>
</tbody>
</table>
| Carahsoft Technology Corporation              | Enterprise IT Solutions (EITS) (HUB VENDOR)| 15105 John J Delaney Dr. Suite D-32, Charlotte, NC 28277 | **Sales – State and Local Governments, Education**  
Leo Chavez  
Email: chavezl@eits.com or quotes@eits.com  
Phone: 803-493-7549 |
|                                               |                                           |                                   | **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 |
|                                               |                                           |                                   | **Sales – State and Local Governments, Higher Education**  
James Welch  
Email: JWelch@nwnit.com  
Phone: 919-653-4461 |
|                                               |                                           |                                   | **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 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
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</thead>
</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)**  
Palo Alto  
Email: Jeff_Mazev@shi.com  
Phone: 914-364-3577
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<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| CDWG Direct    | For following products:  
• Belkin  
• Riverbed  
• Rubrik  
• Tripp Lite | 230 N. Milwaukee Ave Vernon Hills, IL 60061 | **Inside Sales – State and Local Governments**  
Nicole Tuzzolino  
Email: nicotuz@cdwg.com  
Phone: 866-850-5223  

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

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

**Sales – Higher Education**  
Justin Scott  
Email: justins@cdwg.com  
Phone: 877-820-8807 |
| Ciena Direct | Orders should be placed with Authorized Resellers listed below. | | **Sales – State 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 |
<table>
<thead>
<tr>
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<th>Ordering Address</th>
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</tr>
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</table>
| Ciena          | CDW Government LLC   | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Inside Sales – State and Local Governments**  
Melissa Deets  
Email: melidee@cdwg.com  
Phone: 717-571-8706  

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

**Sales – K-12 and High Education**  
Matt Fielding-Russell  
Email: mattrus@cdw.com  
Phone: 847-371-5600 |
| Graybar        | Graybar             | 211 S. New Hope Road Raleigh, NC 27610 | **Inside Sales – State and Local Governments, K-12, Higher Education**  
Bryan Gilliam  
Email: Byran.gillian@graybar.com  
Phone: 336-275-9441  

**Outside Sales – State and Local Governments, K-12, Higher Education**  
Steve Foy  
Email: Steven.foy@graybar.com  
Phone: 919-623-8544 |
| Integration Partners Corporation | 12 Hartwell Avenue, Lexington, MA 02421 | | **Sales – State and Local Governments, Education**  
Greg Fowler  
Email: gfowler@integrationpartners.com  
Phone: 704-236-1028 |
| Telamon Corporation | 1000 E 116th St Carmel, IN 46032 | | **Sales – State and Local Governments, Education**  
Mike Taylor  
Email: Mike.taylor@telamon.com  
Phone: 404-307-2360 |
| Cisco Systems, Inc. | Direct | Orders should be placed with Authorized Resellers listed below. | **Sales State and Local Governments**  
Anna Miller  
Email: annamil@cisco.com  
Phone: 984-216-0775  

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

**Sales –K-12 and Higher Education**  
Andy Chai-Seong  
Email: achaiseo@cisco.com  
Phone: 408-895-2832 |
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| 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 Greensboro, NC 27409 | **Inside Sales – State and Local Governments**  
Nichoie 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  

**Sales – K-12**  
James Welch  
Email: JW Welch@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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<td>Dell</td>
<td>Direct</td>
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<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Kris Ross&lt;br&gt;<strong><a href="mailto:Kris_ross@dell.com">Kris_ross@dell.com</a></strong>&lt;br&gt;Phone: 512-513-9031</td>
</tr>
<tr>
<td></td>
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<td>Round Rock, TX 78682</td>
<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Manny Veloza&lt;br&gt;Email: <strong><a href="mailto:manny.veloza@dell.com">manny.veloza@dell.com</a></strong>&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: <strong><a href="mailto:clarence_williams@dell.com">clarence_williams@dell.com</a></strong>&lt;br&gt;Phone: 919-279-3352</td>
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<td><strong>Sales – Higher Education</strong>&lt;br&gt;Jim Rigney&lt;br&gt;Email: <strong><a href="mailto:jim_rigney@dell.com">jim_rigney@dell.com</a></strong>&lt;br&gt;Phone: 919-349-6617</td>
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<td><strong>Customer Service / Technical / Warranty Support</strong>&lt;br&gt;Website: <a href="http://www.dell.com">www.dell.com</a>&lt;br&gt;Email: <a href="http://www.dell.com/support/incidents-online/us/en/04/email/order-support">http://www.dell.com/support/incidents-online/us/en/04/email/order-support</a>&lt;br&gt;Phone: 800-766-3355&lt;br&gt;Fax: 512-283-0526</td>
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<tr>
<td>Cambridge Computer Services, Inc (HUB VENDOR)</td>
<td></td>
<td>271 Waverley Oaks Road Suite 301 Waltham, MA 02452</td>
<td><strong>Sales – State, Local Governments, &amp; Higher Education</strong>&lt;br&gt;Gerry Franzen&lt;br&gt;Email: <strong><a href="mailto:gfranzen@cambridgecomputer.com">gfranzen@cambridgecomputer.com</a></strong>&lt;br&gt;Phone: 919-605-9934</td>
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<td><strong>Sales – K-12</strong>&lt;br&gt;Mike Rowland&lt;br&gt;Email: <strong><a href="mailto:mrowland@cambridgecomputer.com">mrowland@cambridgecomputer.com</a></strong>&lt;br&gt;Phone: 240-315-7695</td>
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<td>CDW Government LLC</td>
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<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: <strong><a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a></strong>&lt;br&gt;Phone: 866-850-5223</td>
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<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Kyle Irwin&lt;br&gt;Email: <strong><a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a></strong>&lt;br&gt;Phone: 203-851-7126</td>
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<td><strong>Sales – K-12</strong>&lt;br&gt;Ashley Pratt&lt;br&gt;Email: <strong><a href="mailto:ashlpra@cdw.com">ashlpra@cdw.com</a></strong>&lt;br&gt;Phone: 866-819-6496</td>
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<td><strong>Sales – Higher Education</strong>&lt;br&gt;Mitch Huffington&lt;br&gt;Email: <strong><a href="mailto:mitchh@cdwg.com">mitchh@cdwg.com</a></strong>&lt;br&gt;Phone: 847-968-9362</td>
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| Dell           | Davenport Group      | 4166 Lexington Ave N St. Paul, MN 55126 | **Sales – State and Local Governments**  
Matt Johnson  
Email: [Matt.johnson@davenportgroup.com](mailto:Matt.johnson@davenportgroup.com)  
Phone: 651-765-0279  
**Sales – Higher Education**  
Mary Brown  
Email: [Mary.brown@davenportgroup.com](mailto:Mary.brown@davenportgroup.com)  
Phone: 651-765-0279 |
| NWN Corporation|                      | 2520 Whitehall Park Drive Suite 250 Charlotte, NC 28273 | **Inside Sales – State and Local Governments**  
Nichole Farrar  
Email: [nfarrar@nwnit.com](mailto:nfarrar@nwnit.com)  
Phone: 919-653-4456  
**Outside Sales – State and Local Governments**  
Greg Syer  
Email: [gsyer@nwnit.com](mailto:gsyer@nwnit.com)  
Phone: 919-653-4477  
**Sales – K-12**  
Kyle Kipping  
Email: [kkipping@nwnit.com](mailto:kkipping@nwnit.com)  
Phone: 404-909-0401  
**Sales – Higher Education**  
Tommy Coleman  
Email: [tcoleman@nwnit.com](mailto:tcoleman@nwnit.com)  
Phone: 336-340-6142 |
| Presidio Networked Solutions LLC | 5444 Wade Park Blvd. Suite 150 Raleigh, NC 27617 | **Sales – State and Local Governments, Education**  
Brian Brantley  
Email: [bbrantley@presidio.com](mailto:bbrantley@presidio.com)  
Phone: 205-238-6026 |
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<td>Dell</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</td>
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<td><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</td>
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<td><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</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;Jackon 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;Aaron Riggleman&lt;br&gt;Email: <a href="mailto:Aaron_Riggleman@Siriuscom.com">Aaron_Riggleman@Siriuscom.com</a>&lt;br&gt;Phone: 919-500-1852</td>
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<td><strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;Phyllis (PJ) Byrd&lt;br&gt;Email: <a href="mailto:phyllis.byrd@siriuscom.com">phyllis.byrd@siriuscom.com</a>&lt;br&gt;Phone: 210-369-0617</td>
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<td><strong>Sales – K-12</strong>&lt;br&gt;Josh Enderline&lt;br&gt;Email: <a href="mailto:Josh_Enderline@Siriuscom.com">Josh_Enderline@Siriuscom.com</a>&lt;br&gt;Phone: 919-215-6749</td>
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<tr>
<td>Sirius Computer Solutions, Inc.</td>
<td>10100 Reunion Place Suite 500 San Antonio, TX 78216</td>
<td></td>
<td><strong>Sales – Higher Education</strong>&lt;br&gt;Aaron Riggleman&lt;br&gt;Email: <a href="mailto:Aaron_Riggleman@Siriuscom.com">Aaron_Riggleman@Siriuscom.com</a>&lt;br&gt;Phone: 919-500-1852</td>
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</table>
| 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](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 |
| 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 |
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| EMC            | 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 |
| 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 |
| 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 |
| 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: btownden@extremenetworks.com  
Phone: 800-872-8440 |
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| Extreme Networks | 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 |
| Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | Sales – State and Local Governments, Education  
Bruce Fisher  
Email: bfisher@datanetworksolutions.com  
Phone: 704-905-1920 |
| Lockstep        | 5403 Stoney Ridge Court Belmont, NC 28012 | Sales – State and Local Governments, Education  
Jim Pullano  
Email: jpullano@lockstepgroup.com  
Phone: 630-802-0202  
Michael Lawing  
Email: mlawing@lockstepgroup.com  
Phone: 704-577-4610 |
| Meridian IT, Inc. | 2065 Donald Street Indian Land, SC 29707 | Sales – State and Local Governments, Education  
Gary Shipman  
Email: Gary.shipman@meridianitinc.com  
Phone: 980-288-6950 |
| Pharr Technologies | 215 S. Trade St. Shelby, NC 28150 | Sales – State and Local Governments, Education  
Rusty Earle  
Email: rearle@pharrtechnologies.com  
Phone: 704-487-4311 |
| RM Source       | 150 Fayetteville Street, Suite 810 Raleigh, NC 27601 | Sales – State and Local Governments, Education  
Email: rhuffin@rmsource.com  
Phone: 919-246-3845 |
| StepCG, LLC     | 137 E. Fourth Street Suite 210 Cincinnati, OH 45202 | Sales – State and Local Governments, Higher Education  
Mitch Needles  
Email: mneedles@stepcg.com  
Phone: 513-795-6000, Ext. 3126 |
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</table>
| 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](mailto:NCSLED@fortinet.com)  

**Sales – State and Local Governments and Education (Western NC)**  
J.B. Webb  
Email: [jwebb@fortinet.com](mailto:jwebb@fortinet.com)  
Phone: 704-651-8008  

**Sales – State and Local Governments and Education (Central NC)**  
Stephanie Ferrell  
Email: [ferrells@fortinet.com](mailto:ferrells@fortinet.com)  
Phone: 919-602-0850  

**Sales – State and Local Governments and Education (Eastern NC)**  
Brent Collins  
Email: [bcollins@fortinet.com](mailto:bcollins@fortinet.com)  
Phone: 803-807-8708  

**Customer Service / Technical / Warranty Support**  
Website: [https://support.fortinet.com/](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@bridgeteksolutions.com](mailto:Kturpin@bridgeteksolutions.com)  
Phone: 704-517-3002  

**Outside Sales – State and Local Governments**  
Tom Clinton  
Email: [Tclinton@bridgeteksolutions.com](mailto:Tclinton@bridgeteksolutions.com)  
Phone: 864-420-1785  

**Sales – K-12**  
Vance Milford  
Email: [vmilford@bridgeteksolutions.com](mailto:vmilford@bridgeteksolutions.com)  
Phone: 864-214-0221  

**Sales – Higher Education**  
John Ulmer  
Email: [julmer@bridgeteksolutions.com](mailto:julmer@bridgeteksolutions.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](mailto:julie@cadinc.com)  
Phone: 919-460-1313  

**Outside Sales – State and Local Governments, K-12, Higher Education**  
BreAnn Verreen  
Email: [bre@cadinc.com](mailto: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**<br>Kyle Irwin<br>Email: kyleirw@cdw.com<br>Phone: 919-272-6083<br><br>Nicole Tuzzolino<br>Email: nicotuz@cdw.com<br>Phone: 866-850-5223  
**Sales – K-12 and High Education**<br>Matt Fielding-Russell<br>Email: mattrus@cdw.com<br>Phone: 847-371-5600 |
| ePlus Technology, Inc. | 511 Davis Drive Suite 350 Morrisville, NC 27560 | **Inside Sales – State and Local Governments, Education**<br>Kelly Manning<br>Email: kmanning@eplus.com<br>Phone: 910-679-3726  
**Outside Sales – State and Local Governments, Education**<br>Marcel Provencher<br>Email: mprovencher@eplus.com<br>Phone: 919-767-2979 |
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<td>Fortinet, Inc.</td>
<td>SHI International Corp.</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</td>
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<tr>
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<td><strong>Outside Sales – State Agencies</strong>&lt;br&gt;Carly Higginbotham Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a>&lt;br&gt;Phone: 919-219-7355</td>
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<td><strong>Outside Sales – State Agencies</strong>&lt;br&gt;Henry Veloza Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a>&lt;br&gt;Phone: 919-384-6020</td>
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<td><strong>Outside Sales – Local Government (Charlotte Area)</strong>&lt;br&gt;Richard Treadway 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 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 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 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 Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a>&lt;br&gt;Phone: 914-364-3577</td>
</tr>
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<td>SpartanTec, Inc.</td>
<td>P.O. Box 132 Longs, SC 29568</td>
<td></td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;brLisa Carter Email: <a href="mailto:lcarter@spartantec.com">lcarter@spartantec.com</a>&lt;br&gt;Phone: 843-418-4792</td>
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<td><strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;Scott McClone Email: <a href="mailto:smcclung@spartantec.com">smcclung@spartantec.com</a>&lt;br&gt;Phone: 843-418-4792</td>
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<td>-------------------------------------------------------------------------------</td>
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| Fortinet, Inc.               | Tiber Creek Consulting (HUB VENDOR) | 10130 Mallard Creek Road, Suite 300 Charlotte, NC 28262 | **Inside Sales – State and Local Governments**  
Ted Schonbrunner  
Email: [ted@tibercreek.com](mailto:ted@tibercreek.com)  
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**Outside Sales – State and Local Governments**  
David Lloyd  
Email: [David.Lloyd@tibercreek.com](mailto:David.Lloyd@tibercreek.com)  
Phone: 704-996-3718  

**Outside Sales – K-12 & Higher Education**  
Jennifer Hillesland  
Email: [Jennifer.Hillesland@tibercreek.com](mailto:Jennifer.Hillesland@tibercreek.com)  
Phone: 704-614-0742 |

| Fujitsu                      |                                |                                                      | **Effective 6/8/2020: Terminated from contract**  
Fujitsu America, Inc. has discontinued being a server, storage, and network hardware provider in North America. |

| Hewlett Packard Enterprise   | Direct                         | 6280 America Center Dr. San Jose, CA 95002           | **Outside Sales – State and Local Governments, Higher Education and K-12**  
Stefanie Perry  
Email: [sperry@hpe.com](mailto:sperry@hpe.com)  
Phone: 919-930-1795  

**Outside Sales – Local Government, Higher Education and K-12**  
Allie McNeal  
Email: [alexandria.mcneal@hpe.com](mailto:alexandria.mcneal@hpe.com)  
Phone: 989-280-1765  

**Customer Service / Technical / Warranty Support**  
Phone: 844-806-3425 |

| BlueAlly Technology Solutions, LLC | 1255 Crescent Green Suite 300 Cary, NC 27518 | **Inside Sales – State and Local Governments, Education**  
Jennifer Jones  
Email: [jones@blueally.com](mailto:jones@blueally.com)  
Phone: 919-249-1582  

**Outside Sales – State and Local Governments, Education**  
Dale Denning  
Email: [ddenning@blueally.com](mailto:ddenning@blueally.com)  
Phone: 919-249-1538 |
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| Hewlett Packard Enterprise     | Carolina Advanced Digital, Inc.    | 133 Triangle Trade Drive Cary, NC 27513 | **Inside Sales – State and Local Governments**  
Julie Allen  
Email: julie@cadinc.com  
Phone: 919-460-1313 Ext. 211  

**Outside Sales – State Governments**  
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**Outside Sales – Local Governments, K-12, Community Colleges**  
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| CDW Government LLC             | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 |  
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**Sales – K-12 and High Education**  
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**Inside Sales – State and Local Governments**  
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Phone: 864-640-1343  

**Outside Sales – State and Local Governments, Education**  
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| High Performance Technologies | 11111 Carmel Commons Suite 340 Charlotte, NC 28226 |  
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Phone: 317-306-9604 |
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Phone: 850-219-5183  

**Outside Sales – State and Local Governments, Education**  
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Email: alan.kline@mainline.com  
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| Hewlett Packard Enterprise     | SHI International Corp.       | 290 Davidson Ave. Somerset, NJ 08873                   | **Sales – State and Local Government, Education**  
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Email: carolina@shi.com  
Phone: 800-211-0831  
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**Outside Sales – Local Government (Charlotte Area)**  
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**Sales – K-12**  
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Phone: 980-556-6076  
**Sales – Higher Education (Universities)**  
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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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Phone: 800-426-7378 |
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| IBM | Converge Acquisition LLC (formerly Corus 360) | 130 Technology Parkway Norcross, GA 30092 | **Inside Sales – State and Local Governments, Education**  
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**Sales – Higher Education**  
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Phone: 704-241-4189  

John Nicosia  
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Phone: 781-727-3327 |
| Sirius Computer Solutions, Inc. | | 10100 Reunion Place Suite 500 San Antonio, TX 78216 | **Inside Sales – State and Local Governments, Education**  
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Phone: 972-725-2017  

**Sales – State and Local Governments, Education**  
Phyllis (PJ) Byrd  
Email: phyllis.byrd@siriuscom.com  
Phone: 210-369-0617 |
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<tr>
<td>IBM</td>
<td>Thomas Gallaway Corp. dba Technologent (HUB VENDOR)</td>
<td>100 Spectrum Drive Suite 700 Irvine, CA 92618</td>
<td><strong>Inside Sales – State and Local Governments, Education</strong>&lt;br&gt;Dayn Kelley&lt;br&gt;Email: <a href="mailto:dayn.kelley@technologent.com">dayn.kelley@technologent.com</a>&lt;br&gt;Phone: 330-573-5115&lt;br&gt;&lt;br&gt;<strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;David Schaffer&lt;br&gt;Email: <a href="mailto:david.schaffer@technologent.com">david.schaffer@technologent.com</a>&lt;br&gt;Phone: 864-787-4848</td>
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<td>Lenovo</td>
<td>Direct</td>
<td>8001 Development Dr. Morrisville, NC 27560</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Ronnie McCoy&lt;br&gt;Email: <a href="mailto:cmccoy@lenovo.com">cmccoy@lenovo.com</a>&lt;br&gt;Phone: (919) 723-8925&lt;br&gt;&lt;br&gt;<strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Alex Meade&lt;br&gt;Email: <a href="mailto:ameade@lenovo.com">ameade@lenovo.com</a>&lt;br&gt;Phone: (910) 315-8880&lt;br&gt;&lt;br&gt;<strong>Sales – K-12, Higher Education</strong>&lt;br&gt;Alex Meade&lt;br&gt;Email: <a href="mailto:ameade@lenovo.com">ameade@lenovo.com</a>&lt;br&gt;Phone: (910) 315-8880&lt;br&gt;&lt;br&gt;<strong>Customer Service / Technical / Warranty Support</strong>&lt;br&gt;Website: <a href="http://support.lenovo.com">http://support.lenovo.com</a>&lt;br&gt;Email: <a href="http://www.lenovo.com/support/phone">www.lenovo.com/support/phone</a>&lt;br&gt;Phone: 800-426-7378</td>
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<tr>
<td>Alphanumeric Systems</td>
<td>3801 Wake Forest Road Raleigh, NC 27609</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Terry Proctor&lt;br&gt;Email: <a href="mailto:tproctor@alphanumeric.com">tproctor@alphanumeric.com</a>&lt;br&gt;Phone: 919-376-4556&lt;br&gt;&lt;br&gt;<strong>Outside Sales – State and Local Governments and Higher Education</strong>:&lt;br&gt;Rob Vanderberry&lt;br&gt;Email: <a href="mailto:rvanderberry@alphanumeric.com">rvanderberry@alphanumeric.com</a>&lt;br&gt;Phone: 919-376-4499&lt;br&gt;&lt;br&gt;<strong>Sales – K-12</strong>&lt;br&gt;Ryan Stitt&lt;br&gt;Email: <a href="mailto:rstitt@alphanumeric.com">rstitt@alphanumeric.com</a>&lt;br&gt;Phone: 919-376-4474</td>
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| **Lenovo**     | Carolinas IT (HUB VENDOR) | 1600 Hillsborough St. Raleigh, NC 27605 | **Inside Sales – State and Local Governments**  
Krstanna Acevedo  
Email: Krystanna.Acevedo@CarolinasIT.com  
Phone: 919-573-4046  
**Outside Sales – State and Local Governments & Education**  
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| **CDW Government LLC** | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments**  
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Phone: 717-571-8706  
**Sales – K-12 and High Education**  
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Phone: 847-371-5600 |
| **Converge Acquisition LLC (formerly Corus 360)** | 130 Technology Parkway Norcross, GA 30092 | **Inside Sales – State and Local Governments, Education**  
Lorie Allen  
Email: lallen@corus360.com  
Phone: 910-835-9047  
**Outside Sales – State and Local Governments, Education**  
Todd Cannady  
Email: toddc@corus360.com  
Phone: 919-532-2111 |
| **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 |
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| Lenovo        | Mainline Information Systems | 1700 Summit Lake Drive Tallahassee, FL 32317 | **Sales – State and Local Governments**  
  Alan Kline  
  Email: alan.kline@mainline.com  
  Phone: 817-202-7947  
  Dan Myers  
  Email: dan.myers@mainline.com  
  Phone: 919-671-3713  
  Dave Seale  
  Email: dave.seale@mainline.com  
  Phone: 919-306-5660 |
|               |                      |                  | **Sales – Higher Education**  
  Hal Connelly  
  Email: hal.connelly@mainline.com  
  Phone: 704-241-4189  
  John Nicosia  
  Email: john.nicosia@mainline.com  
  Phone: 781-727-3327 |
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<td>Lenovo</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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<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&lt;br&gt;&lt;br&gt;Brinnan Taylor, Account Manager&lt;br&gt;Email: <a href="mailto:brinnan@NetApp.com">brinnan@NetApp.com</a>&lt;br&gt;Phone: 919-961-9697</td>
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<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</td>
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| NetApp, Inc.   | Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Sales – State and Local Governments, Education**
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Phone: 803-932-9915 |
| DLT Solutions, LLC | 2411 Dulles Corner Park Suite 800 Herndon, VA 20171 | **Sales – State and Local Governments, Education**
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Phone: 919-653-4477 |
| ViON Corporation | 196 Van Buren St. Ste 300 Herndon, VA 20170 | **Inside Sales – State and Local Governments**
Justin Ciaccio
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Phone: 703-599-3843

**Outside Sales – State and Local Governments, Education**
Charles Michaux
Email: Charles.Michaux@vion.com
Phone: 336-686-7002 |
| Pure Storage | Direct | Orders should be placed with Authorized Resellers listed below. | **Sales – State and Local Governments, K-12, Higher Education**
Wes Miller
Email: wmill@purestorage.com
Phone: 919-455-0796

**Customer Service / Technical / Warranty Support**
Website: http://pure1.purestorage.com/support
Email: support@purestorage.com
Phone: 866-244-7121 |
| CDW Government LLC | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments, Education**
Kyle Irwin
Email: kyleirw@cdw.com
Phone: 919-272-6083 |
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| Pure Storage            | Converge Acquisition LLC (formerly Corus 360) | 130 Technology Parkway Norcross, GA 30092 | **Inside Sales – State and Local Governments, Education**  
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Email: lallen@corus360.com  
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**Outside Sales – State and Local Governments, Education**  
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| Presidio Networked Solutions LLC |                           | 5003 S. Miami Blvd Suite 110 Durham, NC 27703 | **Sales – State and Local Governments, Education**  
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Email: salba@presidio.com  
Phone: 919-323-8081 |
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SHI Carolina Team · QUOTING  
Email: carolinateam@shi.com  
Phone: 800-211-0831  

**Outside Sales – State Agencies**  
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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**  
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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  

| 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>
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<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
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<tr>
<td>Ruckus Networks</td>
<td>Direct</td>
<td>Orders should be placed with Authorized Resellers listed below.</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Jon Ban&lt;br&gt;Email: <a href="mailto:jon.ban@arris.com">jon.ban@arris.com</a>&lt;br&gt;Phone: 720-558-3254</td>
</tr>
<tr>
<td></td>
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<td><strong>Outside Sales – State and Local Governments, K-12, Higher Education</strong>&lt;br&gt;Michael Elliott&lt;br&gt;Email: <a href="mailto:michael.elliott@arris.com">michael.elliott@arris.com</a>&lt;br&gt;Phone: 727-647-5687</td>
</tr>
<tr>
<td></td>
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<td><strong>Customer Service / Technical / Warranty Support</strong>&lt;br&gt;Website: <a href="https://support.ruckuswireless.com/contact-us">https://support.ruckuswireless.com/contact-us</a>&lt;br&gt;Phone: 855-Ruckus1 (855-782-5871)</td>
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<tr>
<td>A3 Communications</td>
<td>Inside Sales – State and Local Governments&lt;br&gt;Hunter Thornton&lt;br&gt;Email: <a href="mailto:hthornton@a3communications.com">hthornton@a3communications.com</a>&lt;br&gt;Phone: 678-630-9134</td>
<td>1911 Associates Lane Suite G Charlotte, NC 28217</td>
<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Matt Whitfield&lt;br&gt;Email: <a href="mailto:mwhitfield@a3communications.com">mwhitfield@a3communications.com</a>&lt;br&gt;Phone: 704-956-3908</td>
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<td><strong>Sales – K-12</strong>&lt;br&gt;Greg Moorer&lt;br&gt;Email: <a href="mailto:gmoorer@a3communications.com">gmoorer@a3communications.com</a>&lt;br&gt;Phone: 803-269-9222</td>
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<td><strong>Sales – Higher Education</strong>&lt;br&gt;Scott Rives&lt;br&gt;Email: <a href="mailto:srives@a3communications.com">srives@a3communications.com</a>&lt;br&gt;Phone: 803-354-6158</td>
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<td>ANC Group</td>
<td>Inside Sales – State and Local Governments&lt;br&gt;Michelle Gajdolo&lt;br&gt;Email: <a href="mailto:michelleg@ancgroup.com">michelleg@ancgroup.com</a>&lt;br&gt;Phone: 864-501-4517</td>
<td>14 Progress Road Greenville, SC 29607</td>
<td><strong>Outside Sales – State and Local Governments and Education</strong>&lt;br&gt;Kyle Radford&lt;br&gt;Email: <a href="mailto:kycler@ancgroup.com">kycler@ancgroup.com</a>&lt;br&gt;Phone: 828-989-8274</td>
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<td>Ruckus Networks</td>
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<td>744 East Stone Ave Greenville, SC 29601</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Kelley Turpin&lt;br&gt;Email: <a href="mailto:Kturpin@bridgetekssolutions.com">Kturpin@bridgetekssolutions.com</a>&lt;br&gt;Phone: 704-517-3002</td>
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<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Tom Clinton&lt;br&gt;Email: <a href="mailto:Tclinton@bridgetekssolutions.com">Tclinton@bridgetekssolutions.com</a>&lt;br&gt;Phone: 864-420-1785</td>
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<td><strong>Sales – K-12</strong>&lt;br&gt;Vance Milford&lt;br&gt;Email: <a href="mailto:vmilford@bridgetekssolutions.com">vmilford@bridgetekssolutions.com</a>&lt;br&gt;Phone: 864-214-0221</td>
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<td><strong>Sales – Higher Education</strong>&lt;br&gt;John Ulmer&lt;br&gt;Email: <a href="mailto:julmer@bridgetekssolutions.com">julmer@bridgetekssolutions.com</a>&lt;br&gt;Phone: 803-240-3579</td>
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<td>CDW Government LLC</td>
<td></td>
<td>230 N. Milwaukee Ave. Vernon Hills, IL 60061</td>
<td><strong>Sales – State and Local Governments</strong>&lt;br&gt;Melissa Deets&lt;br&gt;Email: <a href="mailto:melidee@cdwg.com">melidee@cdwg.com</a>&lt;br&gt;Phone: 717-571-8706</td>
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<td><strong>Sales – K-12 and High Education</strong>&lt;br&gt;Matt Fielding-Russell&lt;br&gt;Email: <a href="mailto:matrus@cdw.com">matrus@cdw.com</a>&lt;br&gt;Phone: 847-371-5600</td>
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<tr>
<td>Converged Networks, LLC</td>
<td></td>
<td>2 Still Shadow Drive Suite G Charleston, SC 29414</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Michael Duck&lt;br&gt;Email: <a href="mailto:michael@convergednetworks.com">michael@convergednetworks.com</a>&lt;br&gt;Phone: 803-665-9665</td>
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<td>Encore Technology Group, LLC</td>
<td></td>
<td>2000 Wade Hampton Blvd. Suite 210 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>
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<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>
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<td>NetSource ET LLC</td>
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<td>156 Langsdale Road Columbia, S.C. 29212</td>
<td><strong>Outside Sales – State and Local Governments &amp; Education</strong>&lt;br&gt;Allison McCrary&lt;br&gt;Email: <a href="mailto:amccrary@netsourcek12.com">amccrary@netsourcek12.com</a>&lt;br&gt;Phone: 803-707-0369</td>
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<td>Direct</td>
<td>196 Van Buren</td>
<td><strong>Sales – State and Local Governments, Education</strong></td>
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<td>For following products:</td>
<td>Herndon, VA 20170</td>
<td>Charles Michaux</td>
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<td></td>
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<td></td>
<td>Email: <a href="mailto:Charles.Michaux@vion.com">Charles.Michaux@vion.com</a></td>
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<td>Phone: 336-686-7002</td>
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<td>4501 Highwoods Pkwy</td>
<td>Molly Ward</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Suite 460</td>
<td>Email: <a href="mailto:NC-ITS@vmware.com">NC-ITS@vmware.com</a></td>
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<td>Glen Allen, VA 23060</td>
<td>Phone: 919-599-1115</td>
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<td>230 N. Milwaukee Ave.</td>
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<td></td>
<td>Vernon Hills, IL 60061</td>
<td>Kyler Murray</td>
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<td>Email: <a href="mailto:Kyler.murray@achieve-1.com">Kyler.murray@achieve-1.com</a></td>
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<td>Phone: 877-385-9937</td>
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<td></td>
<td><strong>Outside Sales – State and Local Governments, Education</strong></td>
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<td>Kenyon Barnett</td>
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<td>Email: <a href="mailto:Kenyon.barnett@achieve-1.com">Kenyon.barnett@achieve-1.com</a></td>
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<td>Phone: 336-687-4655</td>
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<td><strong>Customer Service / Technical / Warranty Support</strong></td>
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<td>Eric Umstead</td>
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<td>Email: <a href="mailto:Eric.umstead@achieve-1.com">Eric.umstead@achieve-1.com</a></td>
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<td>Kyle Irwin</td>
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<td>Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a></td>
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<td>Phone: 919-272-6083</td>
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<td><strong>Sales – K-12 and High Education</strong></td>
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<td></td>
<td>Round Rock, TX 78682</td>
<td>Sean Miller</td>
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<td><a href="mailto:Sean_R_Miller@Dell.com">Sean_R_Miller@Dell.com</a></td>
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<td>Phone: 512-513-9606</td>
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<td><strong>Outside Sales – State and Local Governments</strong></td>
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<td>Manny Veloza</td>
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<td><a href="mailto:manny.veloza@dell.com">manny.veloza@dell.com</a></td>
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<td>Phone: 919-272-5214</td>
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<td><strong>Sales – K-12</strong></td>
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<td>Clarence Williams</td>
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<td><a href="mailto:clarence_williams@dell.com">clarence_williams@dell.com</a></td>
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<td>Phone: 919-279-3352</td>
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<td>Kevin Childs</td>
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<td>Phone: 919-592-7570</td>
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<td>Matt Straatmann</td>
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<td>Jennifer Wu</td>
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<td>Nichole Farrar</td>
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<td>James Welch</td>
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<td><a href="mailto:JWelch@nwnit.com">JWelch@nwnit.com</a></td>
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| VMware, Inc.  | Presidio Networked Solutions LLC | 5444 Wade Park Blvd. Suite 150 Raleigh, NC 27617 | **Inside Sales – State and Local Governments**  
Justin DeMaio  
Email: JuDeMaio@presidio.com  
Phone: 469-549-3847  

**Outside Sales – State and Local Governments**  
Nathan Zinteck  
Email: nzinteck@presidio.com  
Phone: 919-323-8079  

**Sales – K-12**  
Jerome Benjamin  
Email: jbenjamin@presidio.com  
Phone: 910-580-8680  

**Sales – Higher Education**  
Mary Steindl  
Email: msteindl@presidio.com  
Phone: 919-454-1021 |
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<td>VMware, Inc.</td>
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<td>290 Davidson Ave. Somerset, NJ 08873</td>
<td><strong>Sales – State and Local Government, Education</strong></td>
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<td>SHI Carolina Team - QUOTING</td>
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<td>Email: <a href="mailto:carolinateam@shi.com">carolinateam@shi.com</a></td>
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<td><strong>Outside Sales – State Agencies</strong></td>
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<tr>
<td></td>
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<td></td>
<td>Carly Higginbotham</td>
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<td>Henry Veloza</td>
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<td>Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a></td>
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<td></td>
<td>Phone: 919-384-6020</td>
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<td><strong>Outside Sales – Local Government (Charlotte Area)</strong></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>Richard Treadway</td>
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<td>Email: <a href="mailto:Richard_Treadway@shi.com">Richard_Treadway@shi.com</a></td>
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<td><strong>Outside Sales – Local Government (Raleigh Area)</strong></td>
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<td></td>
<td>Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 919-610-6774</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – Higher Education (Community Colleges)</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Jeff Mazev</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:Jeff_Mazev@shi.com">Jeff_Mazev@shi.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 914-364-3577</td>
</tr>
<tr>
<td>Sirius Computer Solutions, Inc.</td>
<td></td>
<td>10100 Reunion Place Suite 500 San Antonio, TX 78216</td>
<td><strong>Sales – State and Local Governments, Education</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phyllis (PJ) Byrd</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:Phyllis.byrd@siriuscom.com">Phyllis.byrd@siriuscom.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 210-369-0617</td>
</tr>
</tbody>
</table>

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 % off MSRP / List Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerohive Networks</td>
<td>Aerohive Networks</td>
<td>40% HW 45% SW 45% EW</td>
</tr>
<tr>
<td>Arista Networks</td>
<td>Arista Networks</td>
<td>42% HW 42% SW 10% EW</td>
</tr>
<tr>
<td>Avaya Inc.</td>
<td>Avaya</td>
<td>39% HW 39% SW 6% EW</td>
</tr>
<tr>
<td>Belkin</td>
<td>CDWG</td>
<td>3% HW 3% SW 3% EW</td>
</tr>
<tr>
<td>BlueCat Networks</td>
<td>BlueCat Networks</td>
<td>5% HW 5% SW 0% EW</td>
</tr>
<tr>
<td>Ciena Communications</td>
<td>Ciena Communications</td>
<td>58% HW 58% SW 58% EW</td>
</tr>
<tr>
<td>Cisco Systems, Inc.</td>
<td>Cisco</td>
<td>35% HW 10% SW 0% EW (Smart Net Total Care available with Govt. &amp; Educ. Discounts)</td>
</tr>
<tr>
<td>Dell Marketing, LP</td>
<td>Dell Marketing, LP</td>
<td>13.5% HW .5% SW .5% EW</td>
</tr>
<tr>
<td>EMC Corporation</td>
<td>EMC Corporation</td>
<td>32% HW 32% SW 5% EW</td>
</tr>
<tr>
<td>Extreme Networks</td>
<td>Extreme Networks</td>
<td>48% HW 48% SW 15% EW</td>
</tr>
<tr>
<td>F5 Networks</td>
<td>Carahsoft</td>
<td>4% HW 4% SW 4% EW</td>
</tr>
<tr>
<td>Fortinet, Inc.</td>
<td>Fortinet, Inc.</td>
<td>20% HW 15% SW 15% EW</td>
</tr>
<tr>
<td>Gigamon</td>
<td>Carahsoft</td>
<td>9% HW 9% SW 4% EW</td>
</tr>
</tbody>
</table>
### Table 3: Awarded Vendors’ Minimum Discount Percentages Off MSRP / List Price by Segment

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Awarded Vendor</th>
<th>Servers</th>
<th>Storage</th>
<th>Networking Equipment</th>
<th>Software</th>
<th>Converged Solutions</th>
<th>Peripheral Components</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hewlett Packard Enterprise</td>
<td>Hewlett Packard Enterprise</td>
<td>27% HW 27% SW 20% EW</td>
<td>35% HW 35% SW 20% EW</td>
<td>34% HW 20% SW 26% EW</td>
<td>26% 26% HW 26% SW 20% EW</td>
<td>26% HW 20% EW</td>
<td></td>
</tr>
<tr>
<td>Hitachi</td>
<td>ViON</td>
<td>22% HW 12% SW 9% EW</td>
<td>22% HW 12% SW 9% EW</td>
<td>12% HW 12% SW 9% EW</td>
<td>12% 22% HW 12% SW 6% EW</td>
<td>22% HW 9% EW</td>
<td></td>
</tr>
<tr>
<td>IBM</td>
<td>IBM</td>
<td>12% HW 12% SW 5% EW</td>
<td>22% HW 22% SW 5% EW</td>
<td>12% HW 12% SW 5% EW</td>
<td>20% 17% HW 22% SW 5% EW</td>
<td>15% HW 5% EW</td>
<td></td>
</tr>
<tr>
<td>Infoblox</td>
<td>Carahsoft</td>
<td>10% HW 10% SW 10% EW</td>
<td>10% HW 10% SW 10% EW</td>
<td>10% HW 10% SW 10% EW</td>
<td>10% 10% HW 10% SW 10% EW</td>
<td>10% HW 10% EW</td>
<td></td>
</tr>
<tr>
<td>Lenovo (United States), Inc.</td>
<td>Lenovo (United States), Inc.</td>
<td>24.5% HW 17.5% SW 8.25% EW</td>
<td>19% HW 17.5% SW 8.25% EW</td>
<td>21% HW 17.5% SW 8.25% EW</td>
<td>17.5% 24.5% HW 17.5% SW 8.25% EW</td>
<td>16.25% HW 8.25% EW</td>
<td></td>
</tr>
<tr>
<td>NetApp</td>
<td>NetApp</td>
<td>18% HW 18% SW 18% EW</td>
<td>18% HW 18% SW 18% EW</td>
<td>18% HW 18% SW 18% EW</td>
<td>18% 18% HW 18% SW 18% EW</td>
<td>18% HW 18% EW</td>
<td></td>
</tr>
<tr>
<td>Nutanix</td>
<td>Carahsoft</td>
<td>15% HW 15% SW 15% EW</td>
<td>15% HW 15% SW 15% EW</td>
<td>15% HW 15% SW 15% EW</td>
<td>15% 15% HW 15% SW 15% EW</td>
<td>15% HW 15% EW</td>
<td></td>
</tr>
<tr>
<td>Palo Alto Networks</td>
<td>Carahsoft</td>
<td></td>
<td></td>
<td></td>
<td>1% HW 1% SW 1% EW</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pure Storage, Inc.</td>
<td>Pure Storage, Inc.</td>
<td>37% HW 6% EW</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Riverbed</td>
<td>CDWG</td>
<td>3% HW 3% SW 3% EW</td>
<td>3% HW 3% SW 3% EW</td>
<td>3% HW 3% SW 3% EW</td>
<td>3% 3% HW 3% SW 3% EW</td>
<td>3% HW 3% EW</td>
<td></td>
</tr>
<tr>
<td>Rubrik</td>
<td>CDWG</td>
<td>5% HW 5% SW 5% EW</td>
<td>5% HW 5% SW 5% EW</td>
<td>5% HW 5% SW 5% EW</td>
<td>5% 5% HW 5% SW 5% EW</td>
<td>5% HW 5% EW</td>
<td></td>
</tr>
<tr>
<td>Ruckus</td>
<td>Ruckus</td>
<td>44% HW 44% SW 25% EW</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SecureWorks</td>
<td>Carahsoft</td>
<td></td>
<td>2% SW 2% SW</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Symantec</td>
<td>Carahsoft</td>
<td></td>
<td>10% HW 3% SW 1% EW</td>
<td>3% 10% HW 1% EW</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tripp Lite</td>
<td>CDWG</td>
<td>38% HW 38% SW 38% EW</td>
<td>38% HW 38% SW 38% EW</td>
<td>38% HW 38% SW 38% EW</td>
<td>38% 38% HW 38% SW 38% EW</td>
<td>38% HW 38% EW</td>
<td></td>
</tr>
<tr>
<td>VMware</td>
<td>VMware</td>
<td>4.00% SW 2.27% EW</td>
<td>4.00% SW 2.27% EW</td>
<td>4.00% SW 2.27% EW</td>
<td>4%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
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>
</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>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SLA Name</th>
<th>SLA Description</th>
</tr>
</thead>
<tbody>
<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>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SLA Name</th>
<th>SLA Description</th>
</tr>
</thead>
<tbody>
<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>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SLA Name</th>
<th>SLA Description</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>
</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>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>
<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>VMware Inc.</td>
<td>No stock balance returns.</td>
</tr>
</tbody>
</table>

Table 5: Manufacturer Return Policy
Taxes

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

Transportation Charges

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

History

2018-07-16: Removed Dell resellers at Dell’s request.
2018-07-26: Added eGroup as EMC reseller.
2018-07-30: Added Cambridge Computer Solutions, Davenport Group, and NWN as EMC resellers.
2018-08-08: Added Sirius as EMC reseller. Added Cambridge Computer Solutions and Davenport Group as Dell resellers. Fortinet awarded as 204X Vendor.
2018-08-10: Added Presidio as EMC reseller.
2018-08-24: Added Corus360 as IBM reseller.
2018-08-29: Added Mainline as EMC reseller.
2018-08-31: Updated Fortinet contact info.
2018-09-20: Pricing Exception note added
2018-10-09: Updated Aerohive contact information.
2018-10-19: NetApp awarded as 204X vendor.
2018-10-23: Carahsoft awarded for F5 Networks products.
2018-10-31: Removed eGroup at EMC’s request and added Data Networks of America as EMC reseller.
2018-11-19: Added ePlus Technology and Tiber Creek Consulting as Fortinet resellers. Added Tiber Creek Consulting as Dell reseller.
2018-12-01: CDWG awarded for Belkin, Riverbed, and Tripp Lite products. Added Data Network Solutions, Presidio, and Sirius as Carahsoft resellers.
2018-12-10: Removed Mainline as EMC Reseller. Added eGroup as EMC Reseller.
2019-01-17: StepCG added as Extreme Networks reseller.
2019-02-01: VION awarded for Hitachi products.
2019-02-05: Insight Public Sector as IBM Reseller. ANC Group added as Ruckus Networks Reseller.
2019-02-06: Added NWN as Carahsoft Reseller.
2019-02-18: VION awarded for Hedvig products.
2019-02-26: Added SHI as Carahsoft Reseller. Removed Alphanumeric Systems as a Fujitsu reseller. Added BlueRange Technology as a Fujitsu Reseller.
2019-03-08: Added BridgeTek Solutions as Fortinet reseller.
2019-03-13: Added CDWG as Carahsoft Reseller.
2019-03-20: Updated Lenovo contact information
2019-04-01: Cisco and Avaya awarded as 204X vendors. Added ePlus Technology as Carahsoft Reseller.
2019-04-17: Added CDWG as Ciena Reseller.
2019-05-20: Arista Networks awarded as 204X vendor.
2019-06-04: Added Infoblox products to Data Network Solutions under Carahsoft.
2019-06-24: Removed Tiber Creek Consulting as Dell 204X reseller. Added SHI as Dell 204X reseller.
2019-07-13: Updated Contact Information for NWN.
2019-07-23: Added CenturyLink Communications as Ciena 204X reseller.
2019-07-31: Removed Insight Public Sector as IBM 204X reseller. Added Sirius Computer Solutions and Technologent as IBM resellers. Updated Corus360 to Converge Acquisition LLC.
2019-08-15: Updated HP address.
2019-08-19: Removed BridgeTek as Aerohive 204X reseller.
2019-10-01: VMware awarded as 204X vendor. 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.
2020-02-12: Carahsoft awarded for SecureWorks products.
2020-03-03: EMC removed NWN Corporation as a 204X reseller and added Rove, LLC as EMC 204X reseller. VMware added Dell as authorized 204X reseller.
2020-03-04: VMware no longer accepts direct orders. VMware orders must be placed with VMware authorized 204X reseller.
2020-03-17: Added Infoblox products to NWN Corporation under Carahsoft 204X contract.
2020-03-24: Removed Applied Data Technologies as HPE 204X reseller. Added Mainline Information Systems as HPE 204X reseller.
2020-04-06: Updated Dell contact information.
2020-04-07: Removed Data Networks of America as an EMC 204X reseller and added Achieve 1 as EMC 204X reseller.
2020-04-27: Added SpartanTec, Inc. as a Fortinet 204x reseller. Added StepCG as an Avaya authorized 204X reseller. Updated Avaya contact information.
2020-05-05: Removed Achieve 1, LLC. as EMC 204X reseller and added Level Solutions Group, LLC.
2020-06-08: Fujitsu America, Inc. terminated from 204X contract after notification to State that it will no longer be a hardware provider for server, storage, & networking equipment in North America.
2020-06-18: Removed eGroup Holding Company as an EMC 204X reseller and added AHEAD, Inc.
2020-07-31: Removed Hedvig products from 204X after Commvault acquisition. Commvault requested removal.
2020-08-17: Updated HPE contact information. Updated Dell contact information. Updated SHI contact information. Added SHI as Fortinet 204X reseller.
2020-08-19: Corrected NetApp discount percentages.
2020-08-27: Added CDWG as Fortinet 204X reseller.
2020-08-28: Added NetSource ET LLC as Ruckus Networks 204X reseller.

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