

Appendix F Manufacturer & Value Added Reseller/Distributor Information

Manufacturer/Contractor Information (for Ordering and Contract Administration Purposes)			
Company Name:	Polycom, Inc.		
Address:	6001 America Center Drive		
	San Jose, California 95005		
Federal ID #:	94-3128324		
Contract Administrator Name:	John Palaszynski		
Title:	Territory Manager		
Telephone Number:	(518) 783-3852		
E-mail:	John.Palaszynski@polycom.com		
FAX:			
Orders Placed Directly with Contractor <input type="checkbox"/><input type="checkbox"/><input type="checkbox"/> Orders Placed Directly with VAR <input type="checkbox"/><input type="checkbox"/><input type="checkbox"/>			
Contract "Toll" Free Support Number:	800-756-9266	Guaranteed Product Delivery Timeframe:	30 days ARO
Value Added Reseller/Distributor Information			
(1) Company Name:	Audio-Video Corporation		
Address:	213 Broadway		
	Albany, NY 12204		
Federal ID #:	14-1426006		
Contract Administrator Name:	Scott VanRoy		
Title:	Director of Business Development		
Telephone Number:	(518) 449-7213		
E-mail:	vanroy@audiovideocorp.com		
FAX:	(518) 449-1205		
Secondary Point of Contact:	Bryan Hamill		
Title:	Accounting Administrator		
Telephone Number:	(518) 449-7213		
E-mail:	hamill@audiovideocorp.com		
Reseller Qualifying Criteria:	Polycom Authorized		

Value Added Reseller/Distributor Information	
(2) Company Name:	BT Conferencing, Inc.
Address:	11400 Westmoor Circle, Suite 225 Westminster, CO 80021
Federal ID #:	23-2805984
Contract Administrator Name:	Kristina Balentine
Title:	Public Sector Account Mgr-NE Region
Telephone Number:	(617) 639-7316
E-mail:	Kristina.balentine@bt.com
FAX:	(732) 676-7638
Secondary Point of Contact:	Nicole Romesburg
Title:	Northeast Region, US Sales
Telephone Number:	(610) 742-3323
E-mail:	nichole.romesburg@bt.com
FAX:	(732) 676-7638
Reseller Qualifying Criteria:	15+ years as Polycom Platinum partner
Value Added Reseller/Distributor Information	
(3) Company Name:	Carousel Industries, Inc.
Address:	10 Petra Lane Albany, NY 12205
Federal ID #:	06-1502254
Contract Administrator Name:	Michael Mahar
Title:	Director of Gov./Ed
Telephone Number:	(518) 724-2160
E-mail:	mmahar@carouselindustries.com
FAX:	(518) 218-0980
Secondary Point of Contact:	Meg Rivito
Title:	Sales Support Representative
Telephone Number:	(315) 362-3106
E-mail:	mrivito@carouselindustries.com
FAX:	(518) 218-0980
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(4) Company Name:	CDW Government, Inc.
Address:	230 N. Milwaukee Ave. Vernon Hills, IL 60061
Federal ID #:	36-4230110
Contract Administrator Name:	Yolanda Aguilar
Title:	Deputy Program Manager
Telephone Number:	(312) 705-1880
E-mail:	yaguilar@cdw.com
FAX:	(312) 705-4680
Secondary Point of Contact:	Brandi Steckle
Title:	Supervisor of Government Proposals
Telephone Number:	(847) 371-7104
E-mail:	brante@cdwg.com
FAX:	(312) 705-4680
Reseller Qualifying Criteria:	Polycom Authorized

Value Added Reseller/Distributor Information	
(5) Company Name:	Expedite Video Conferencing Services, Inc.
Address:	325 Duffy Avenue Hicksville, NY 11801
Federal ID #:	11-3366821
Contract Administrator Name:	Jon Genna
Title:	Vice President
Telephone Number:	1-888-937-8433 ext. 3022
E-mail:	jgenna@expeditevcs.com
FAX:	(516) 938-0024
Secondary Point of Contact:	Diane Doreson
Title:	
Telephone Number:	1-888-937-8433 ext. 3009
E-mail:	ddoreson@expeditevcs.com
FAX:	(516) 938-0024
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(6) Company Name:	HB Communications, Inc.
Address:	247 W. 30 th Street, 15 th Floor New York, New York 10001
Federal ID #:	06-0770059
Contract Administrator Name:	William Tinnel, Jr.
Title:	Director-UC Sales Engineering
Telephone Number:	(908) 721-1367
E-mail:	William.tinnel@hbcommunications.com
FAX:	
Secondary Point of Contact:	James Burke
Title:	Vice President, Northeast Sales
Telephone Number:	(800) 243-4414
E-mail:	jburke@hbcommunications.com
FAX:	
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(7) Company Name:	IVCi, LLC.
Address:	601 Old Willets Path Hauppauge, NY 11788
Federal ID #:	20-0399584
Contract Administrator Name:	Charles Nwosu
Title:	Data Entry Coordinator
Telephone Number:	(631) 273-5800
E-mail:	cnwosu@ivci.com
FAX:	(631) 273-7277
Secondary Point of Contact:	Brendan Donohue
Title:	Purchasing & Logistics Manager
Telephone Number:	(631) 271-5800 ext.1046
E-mail:	bdonohue@ivci.com
FAX:	(631) 273-7277
Reseller Qualifying Criteria:	Polycom Authorized

Value Added Reseller/Distributor Information	
(8) Company Name:	Keyser Consulting Group, LLC.
Address:	29 West Broadway Gettysburg, PA 17325
Federal ID #:	20-5521205
Contract Administrator Name:	Andy Keyser
Title:	Vice President
Telephone Number:	(717) 549-3600
E-mail:	contact@keyserconsultinggroup.com
FAX:	(614) 737-4739
Secondary Point of Contact:	Julie Keyser
Title:	
Telephone Number:	(717) 549-3600
E-mail:	Julie@keyserconsultinggroup.com
FAX:	(614) 737-4739
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(9) Company Name:	MAC Source Communications
Address:	122 Remsen Street Suite 102 Cohoes, New York 12047
Federal ID #:	16-1535194
Contract Administrator Name:	Scott Hobin
Title:	Director of Sales
Telephone Number:	(315) 362-9239
E-mail:	scott.hobin@macsourceinc.com
FAX:	(518) 429-6007
Secondary Point of Contact:	Eric Hudson
Title:	Sales Support Supervisor
Telephone Number:	(315) 362-9277
E-mail:	ehudson@macsourceinc.com
FAX:	(518) 429-6007
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(10) Company Name:	Direct Packet d/b/a One Vision Solutions
Address:	165 Jordan Road Troy, NY 12180
Federal ID #:	20-1005886
Contract Administrator Name:	Shanan Ridnour
Title:	Regional Manager
Telephone Number:	(972) 714-0540 ext. 58457
E-mail:	sridnour@onevisionsolutions.com
FAX:	(518) 283-9061
Secondary Point of Contact:	D.J. Hansen
Title:	Regional Manager
Telephone Number:	(518) 283-9060
E-mail:	djhansen@onevisionsolutions.com
FAX:	(518) 283-9061
Reseller Qualifying Criteria:	Polycom Authorized

Value Added Reseller/Distributor Information	
(11) Company Name:	Presentation Concepts Corporation
Address:	6517 Basile Rowe E. Syracuse, NY 13057
Federal ID #:	16-1535373
Contract Administrator Name:	Ed Frontuto
Title:	Director of Operations
Telephone Number:	(315) 437-1314 ext. 110
E-mail:	efrontuto@pccav.com
FAX:	(315) 437-1314 ext. 110
Secondary Point of Contact:	Valerie Smith
Title:	Inside Sales Administrator
Telephone Number:	(315) 437-1314 ext. 101
E-mail:	vsmith@pccav.com
FAX:	(315) 437-0110
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(12) Company Name:	The Presentation Source, Inc.
Address:	PO Box 30409 Rochester, NY 14603
Federal ID #:	16-1515532
Contract Administrator Name:	Laurie Widmaier
Title:	President
Telephone Number:	(585) 381-3070 ext. 202
E-mail:	lwidmaier@presentationsource.com
FAX:	(585) 381-3124
Secondary Point of Contact:	Anne Ferrari Mancuso
Title:	Office Manager
Telephone Number:	(585) 381-3070 ext. 201
E-mail:	AMancuso@presentationsource.com
FAX:	(585) 381-3124
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(13) Company Name:	Signal Perfection, Ltd., d/b/a AVI-SPL
Address:	6301 Benjamin Road, Suite 101 Tampa, Florida 33634
Federal ID #:	52-1760942
Contract Administrator Name:	Lauren Mastro
Title:	Contracts Administrator
Telephone Number:	(813) 884-7168 ext. 2815
E-mail:	Lauren.Mastro@avispl.com
FAX:	(813) 882-9508
Secondary Point of Contact:	Cindy Turner
Title:	Public Sector Contracts Manager
Telephone Number:	(813) 884-7168 ext. 2062
E-mail:	Cindy.Turner@avispl.com
FAX:	(813) 882-9508
Reseller Qualifying Criteria:	Polycom Authorized

Value Added Reseller/Distributor Information	
(14) Company Name:	Solutionz Conferencing, Inc.
Address:	4 Chadwick Manor Fairport, NY 14450
Federal ID #:	38-3645853
Contract Administrator Name:	Bret Hagenbach
Title:	Sales Manager
Telephone Number:	585-223-4052 ext. 8905
E-mail:	bhagenbach@solutionzinc.com
FAX:	(212) 208-3036
Secondary Point of Contact:	Matt Drouhard
Title:	Director of Operations
Telephone Number:	(310) 571-1207
E-mail:	mdrouhard@solutionzinc.com
FAX:	(212) 208-3036
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(15) Company Name:	Veraview, LLC.
Address:	70 West Chippewa St Buffalo, NY 14202
Federal ID #:	16-1598572
Contract Administrator Name:	Jim Warrington
Title:	Sales manager
Telephone Number:	(716) 819-4002 ext.4026
E-mail:	jimw@veraview.com
FAX:	(716) 819-6651
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(16) Company Name:	Verizon Network Integration Corp., Verizon Select Services Inc., and MCI Communications Services, Inc. d/b/a Verizon Business
Address:	14 Corporate Woods Blvd. Albany, NY 12211
Federal ID #:	23-2743964, 16-1337624, and 47-0751768
Contract Administrator Name:	Kathleen Metzger
Title:	Manager, Customer Service & Program Management
Telephone Number:	(518) 426-2157
E-mail:	NYSContracts@lists.verizonbusiness.com
FAX:	1-866-404-8815
Secondary Point of Contact:	Kimberly Alleyne
Title:	Sr. Analyst Vendor Management
Telephone Number:	(212) 292-6877
E-mail:	Kimberly.d.alleyne@verizon.com
FAX:	1-866-404-8815
Reseller Qualifying Criteria:	Certified Reseller

Value Added Reseller/Distributor Information	
(17) Company Name:	VSGi
Address:	7900 Westpark Drive Suite T-610 McLean, VA 22102
Federal ID #:	52-235-2910
Contract Administrator Name:	Michael Glazer
Title:	Contracts Manager
Telephone Number:	(571) 297-3471
E-mail:	mglazer@vsgi.com
FAX:	(703) 848-8211
Reseller Qualifying Criteria:	Polycom Certified Service Partner, Polycom Platinum Reseller, Polycom Certified VOIP Reseller
Value Added Reseller/Distributor Information	
(18) Company Name:	York Telecom Corporation
Address:	81 Corbett Way Eatontown, NJ 07724
Federal ID #:	22-26-24906
Contract Administrator Name:	Rebecca Kane
Title:	Contract Administrator
Telephone Number:	(732) 413-6000 ext. 7117
E-mail:	contracts@yorktel.com
FAX:	(732) 413-6060
Secondary Point of Contact:	Jessica Moreira
Title:	
Telephone Number:	(732) 413-6000
E-mail:	jmoreira@yorktel.com
FAX:	(732) 413-6060
Reseller Qualifying Criteria:	Polycom Platinum Reseller, Certified Service Partner, Telepresence VNOCCertified