STATE OF NORTH CAROLINA
DEPARTMENT OF INFORMATION TECHNOLOGY (DIT)
STATEWIDE IT PROCUREMENT OFFICE

Statewide IT Contract Number	**204X – IT Infrastructure Solutions**
Bid / Solicitation Number	ITS-400277
Contract Award Type	CONVENIENCE
Current Effective Dates	July 1, 2018, through June 30, 2027 Renewals: One (1) one-year option
Contract Administrator	Debbie Patterson Email: debbie.patterson@nc.gov Tel: 919-754-6619

Scope

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

Segment	Segment Description
Servers	Physical servers, including rack-mounted, blades, and tower models, virtual servers, and related emerging technologies
Storage	Enterprise mass storage components, purchased as standalone units or as part of a storage system containing several unique items, and related emerging technologies
Networking Equipment	Physical devices which are required for communication and interaction between devices on a computer network, and related emerging technologies (e.g., L1-L7 networking devices: repeaters, extenders, optical, switches, routers, firewalls, gateways, and IP Telephony)
IT Infrastructure Software	Software used in the operation, maintenance, or management of IT Infrastructure Solutions within the scope of this contract (e.g., IT hardware management software, software defined storage, network modeling software, performance monitoring software)
Converged IT Infrastructure Solutions	Includes pre-engineered converged and hyper-converged enterprise infrastructure solutions that integrate one or more IT infrastructure elements (e.g., servers, storage, networking equipment, virtualization, management software) and related emerging technologies
IT Infrastructure Peripheral Components	Peripherals (e.g., memory, hard drives, racks, additional processors, cables) must be able to attach to, work with, and be supported by the IT Infrastructure Solutions and the architecture described elsewhere herein. Peripherals must be present with the general offerings of the manufacturer, and as such, normally available from the manufacturer represented. Peripheral Options (procured by themselves) may be purchased under this contract in amounts up to **$25,000**.
Value Added Services	**NOTE:** The 204X contract is not a Services only contract. Any Value Added Services must be related to or in conjunction with hardware or software purchases made under this contract 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. Value Added Services related to IT Infrastructure Solutions include 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.

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.

There is no minimum order size or spending limit on this contract.

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

NC State IT Contract 204X Manufacturers:		
~~Aerohive Networks~~ (Purchased by Extreme Networks)	~~Fujitsu~~ (Removed 06/09/2020)	Rubrik
APC by Schneider Electric IT Corp.	Gigamon	Ruckus Wireless (formerly Ruckus Networks)
Arista Networks	~~Hedvig~~ (Removed 07/31/2020)	Tripp Lite
Avaya	Hewlett Packard Enterprise	~~Veritas ** Only non-Cloud Software**~~ (Removed effective 9/14/2026)
Belkin	Hitachi	CA Inc., a Broadcom Company (formerly VMware, Inc.) - ** For VMware products only **
~~BlueCat Networks~~ (Removed 06/15/2023)	IBM	
Ciena ** Only non-Cloud Software**	Infloblox	
Cisco	Juniper Networks	
Cohesity	Kyndryl, Inc.	
Dell	Lenovo	
EMC	NetApp	
Extreme Networks	Nutanix	
F5 Networks	Omnissa Horizon products (formerly VMware Horizon)	
Forescout Technologies	Palo Alto	
~~FireEye Security Holdings, LLC.~~ (removed 06/30/2025)	Pure Storage	
Fortinet	Riverbed	

Abnormal Quantities Threshold

Any request that exceeds **$250,000** must be reviewed and approved by the Statewide IT Procurement Office before a Purchase Order can be issued.

For NC eProcurement Users, the system will automatically add the appropriate NCDIT Approvers and the Statewide IT Procurement Office to your Approval Flow.

For Non-NC eProcurement Users, you must email your request (including the Vendor quote and your documentation) to the following address:

To: Submit2.StatewideIT@its.nc.gov
(Please include “Abnormal Quantity Request STC 204X” in the subject line of the email.)

The Statewide IT Procurement Office, in consultation with the procuring Agency, may process the request in one or more of the following ways:

1. Purchase may be authorized at current pricing with current Vendor(s)
2. Additional discounts from current pricing level may be negotiated with current vendor(s) or approved resellers

3. A separate Invitation for Bids may be issued for the requirement

NOTE: Effective June 10, 2021 – Per the Enterprise Security and Risk Management Office ("ESRMO"), State Agencies must submit a Vendor Readiness Assessment Report ("VRAR") for any State hosted or Cloud hosted vendor solutions. The VRAR is required for the **initial request to purchase** any State hosted or Cloud hosted vendors solutions. A VRAR is not required for renewals of existing State hosted or Cloud hosted vendors solutions. The VRAR must be reviewed and approved by the Enterprise Security and Risk Management Office ("ESRMO").

- If the request exceeds the Abnormal Quantity Threshold of the 204X contract, then State Agencies may submit the VRAR to the Statewide IT Procurement Office along with their Abnormal Quantity Request.
- If the request is below the Abnormal Quantity Threshold of the 204X contract, then State Agencies should submit the request directly to the ESRMO (ESRMO.Security.Reviews@nc.gov) for review and approval.

The VRAR is available at the following link: https://it.nc.gov/documents/vendor-readiness-assessment-report.

Vendor Contact Information

Table 2 contains the awarded Vendors' Ordering Address and Contact information. Orders shall be issued directly to the respective Vendor or Authorized Reseller. To address service or pricing questions, please contact the Vendors listed below.

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Aerohive Networks			**Effective January 11, 2021: Aerohive Networks has been removed from STC 204X.** **The Aerohive Networks 204X contract has been assigned via amendment to Extreme Networks. Extreme Networks has acquired Aerohive Networks.**
Arista Networks, Inc.	Direct	Orders should be placed with Authorized Resellers listed below.	**Sales – State and Local Governments, K-12 & Higher Education** Hans Honer Email: hhoner@arista.com Phone: 860-510-1876 **Customer Service / Technical / Warranty Support** Website: www.arista.com Email: support@arista.com Phone: 866-476-0000 Fax: 408-538-8920
	Cypress Technology Advisors, LLC	338 S. Sharon Amity Rd, Suite 530, Charlotte, NC 28211	**Outside Sales – State and Local Governments, & Education** Daniel Weiss daniel.weiss@cypresstechadvisors.com Phone: 704-747-3944
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	**Outside Sales – State and Local Governments & Education** Maureen DeNardo Email: mdenardo@datanetworksolutions.com Phone: 919-669-4214

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Arista Networks, Inc.	ePlus Technology, Inc.	1213 W. Morehead St. Suite 350 Charlotte, NC 28208	**Inside Sales – State and Local Governments & Education** Stacie Digangi Email: SDigangi@eplus.com Phone: 910-679-3728 **Outside Sales – State and Local Governments & Education** David Hamilton Email: david.hamilton@eplus.com Phone: 919-349-4055
	VistaTech, Inc. DBA Intelligent Visibility	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** Email: sales@intelligentvisibility.com Phone: 336-908-8580 **Academic Sales – K-12 Local Education Authorities** Rich Dexter Email: rdexter@intelligentvis.com Phone: 336-908-2975 **Academic Sales – Higher Education** Rob Blair Email: rbair@intelligentvis.com Phone: 336-908-7109
	Lockstep Technology Group, LLC	190 Technology Pkwy NW, Suite 125 Peachtree Corners, GA 30092	**Inside Sales – State and Local Governments** John Ulmer Email: John.ulmer@lockstepgroup.com Phone: 864-609-3073 **Outside Sales – State and Local Governments** Chris Turpin Chris.turpin@lockstepgroup.com Phone: 704-770-1659 **Academic Sales – K-12 Local Education Authorities** Kelley Turpin Kelley.turpin@lockstepgroup.com Phone: 704-517-3002 **Academic Sales – Higher Education** Michael Davis Michael.davis@lockstepgroup.com Phone: 404-259-5641

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Arista Networks, Inc.	Optiv Security, Inc.	1144 15th Street, Suite 2900 Denver, CO 80202	**Sales – State and Local Governments, K12, & Higher Education** George Adams Email: George.Adams@optiv.com Phone: 614-735-8174
	Presidio Networked Solutions, LLC	1 Fenton Main Street, Suite 240, Cary, NC 27511	**Inside Sales – State and Local Governments** Charles West Email: charleswest@presidio.com Phone: 919-228-6138 **Outside Sales – State and Local Governments** Shawn Alba Email: salba@presidio.com Phone: 919-592-9676 **Academic Sales – K-12 Local Education** Charles West Email: charleswest@presidio.com Phone: 919-228-6138 **Academic Sales – Higher Education** Mary Steindl Email: msteindl@presidio.com Phone: 919-228-6129
Avaya LLC	Direct	350 Mt. Kemble Ave Morristown, NJ 07960 **Contract Administration** Melanie Newton Email: mnewton@avaya.com Phone: 786-331-0122	**Sales – State and Local Governments & Education** Rick McDonald Email: rickmcdo@avaya.com Phone: 703-390-8314
	ConvergeOne	10900 Nesbitt Avenue Bloomington, MN 55437	**Sales – State and Local Governments & Higher Education** Richard Shumaker Email: rshumaker@onec1.com
	Meridian IT, Inc.	9 Parkway N. Suite 500 Deerfield, IL 60015	**Sales – State and Local Governments & Education** Brian Hartsell Email: Brian.Hartsell@meridianitinc.com Phone: 864-660-6172
	Tricom Communication Services, Inc.	2703 Jones Franklin Rd. Suite 201 Cary, NC 27518	**Sales – State and Local Governments & Higher Education** Steve Chandler schandler@tricom-usa.com Phone: 919-865-2002

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
BlueCat Networks (USA) Inc.			**Effective June 15, 2023: BlueCat Networks has been removed from STC 204X.**
Carahsoft Technology Corporation	Direct **For following products:** • Cohesity • F5 Networks • Forescout • Gigamon • Infoblox • Nutanix • Palo Alto • SecureWorks • Symantec	11493 Sunset Hills Rd Suite 100 Reston, VA 20190	**Inside Sales – State and Local Governments** Sled Team Email: SLEDcontracts@carahsoft.com Phone: 703-871-8578 **Outside Sales – State and Local Governments** Carahsoft Sales Team Email: sales@carahsoft.com Phone: 703-871-8500 **Academic Sales – K-12 and Higher Education** Tim Boltz Email: Tim.Boltz@carahsoft.com Phone: 703-230-7402 **Contract Manager** Renee Taylor Email: renee.taylor@carahsoft.com Phone: 571-590-7198
	CDW Government LLC **For following products:** • Cohesity • F5 Networks • Infoblox • Nutanix • Palo Alto • Symantec	230 N. Milwaukee Ave. Vernon Hills, IL 60061	**Inside Sales – State and Local Governments** Joseph R. Barese III Email: josebar@cdw.com Phone: 866-819-6497 **State and Local Sales Manager** Michael Karpman Email: michkar@cdw.com Phone: 877-898-8153 **Outside Sales – State and Local Governments** Leslie Smith Email: leslie.smith@cdwg.com Phone: 919-667-4821 **Academic Sales – K-12 Local Education Authorities** Ashley Pratt Email: ashlpra@cdw.com Phone: 866-819-6496 **Academic Sales – Higher Education** Greg Henderson Email: greghen@cdw.com Phone: 540-494-2151

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Carahsoft Technology Corporation	Data Network Solutions, Inc **For following products:** • Cohesity • F5 Networks • Gigamon • Infoblox • Nutanix • Palo Alto • Symantec	629 Lake Tide Dr. Chapin, SC 29036	**Outside Sales – State and Local Governments & Education** Maureen DeNardo Email: mdenardo@datanetworksolutions.com Phone: 919-669-4214
	ePlus Technology, Inc. **For following products:** • Cohesity • F5 Networks • Gigamon • Infoblox • Nutanix • Palo Alto	1213 W. Morehead St. Suite 350 Charlotte, NC 28208	**Inside Sales – State and Local Governments & Education** Stacie Digangi Email: SDigangi@eplus.com Phone: 910-679-3728 **Outside Sales – State and Local Governments & Education** Alex Medina Email: alex.medina@eplus.com Phone: 919-425-5643
	Insight Public Sector, Inc **For following products:** • Cohesity • F5	6820 S. Harl Ave. Tempe, AZ 85283	**Inside Sales – State and Local Governments** Scott Lipson Email: scott.lipson@insight.com Phone: 800-625-5468, Ext. 38351 Margaret Pickles Email: margaret.pickles@insight.com Phone: 800-625-5468, Ext. 38075 Mark Latiolais Email: mark.latiolais@insight.com Phone: 703-227-2930 **Inside Sales Manager** Maikol Garay Email: maikol.garay@insight.com Phone: 800-625-5468, Ext. 8553 **Outside Sales – Local Governments & K-12** Kelly Riedel Email: kelly.riedel@insight.com Phone: 919-379-8548 **Outside Sales – Higher Education** Aaron Wilson Email: aaron.wilson@insight.com Phone: 919-379-8440 Christian Clark Email: Christian.Clark@insight.com Phone: 919-908-0329

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Carahsoft Technology Corporation	Mainline Information Systems **For following products:** • Cohesity • F5 Networks • Forescout • Gigamon • Infoblox • Nutanix • Palo Alto • Symantec	1700 Summit Lake Drive Tallahassee, FL 32317	**Sales – State and Local Governments & Education** Leo Chavez Email: leo.chavez@mainline.com Phone: 803-493-7549 **Sales – State and Local Governments & Education** Andrew Bena Email: andrew.bena@mainline.com Phone: 803-280-0283
	Presidio Networked Solutions LLC **For following products:** • Cohesity • F5 Networks • Gigamon • Infoblox • Nutanix • Palo Alto	1 Fenton Main Street, Suite 240, Cary, NC 27511	**Inside Sales – State and Local Governments** Holly Miller Email: hmiller@presidio.com Phone: 631-406-4590 **Outside Sales – State and Local Governments** Shawn Alba Email: salba@presidio.com Phone: 919-592-9676 **Academic Sales – K-12 Local Education Authorities** Charles West Email: charleswest@presidio.com Phone: 919-228-6138 **Academic Sales – Higher Education** Mary Steindl Email: msteindl@presidio.com Phone: 919-228-6129

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Carahsoft Technology Corporation	SHI International Corp. **For following products:** • Cohesity • F5 Networks • Gigamon • Infoblox • Nutanix • Palo Alto • Secure Works • Symantec	290 Davidson Ave. Somerset, NJ 08873	**Sales – State and Local Government** Gov Quotes - SHI SouthEast Gov Team Email: southeastteamgov@shi.com Phone: 800-715-3197 **Outside Sales – State Agencies** Todd Enter Email: Todd_Enter@shi.com Phone: 336-254-3197 Carly Higginbotham Email: Carly_Higginbotham@shi.com Phone: 919-219-7355 **Outside Sales – Local Government (Raleigh Area)** Jackson Ling Email: Jackson_Ling@shi.com Phone: 910-705-7183 **Sales – Academic** EDU Quotes - SouthEastEDU Team Email: southeastteamedu@shi.com Phone: 800-715-3197 **Sales – Academic** Corey Boyd Email: Corey_Boyd@SHI.com Phone: 678-571-9796
CDWG	Direct **For following products:** • APC by Schneider Electric • Belkin (non-cloud services only) • Riverbed • Rubrik • Tripp Lite (non-cloud services only)	230 N. Milwaukee Ave Vernon Hills, IL 60061 **Contract Manager:** Nelson Narciso nelsnar@cdw.com Phone: 224-908-4087	**Inside Sales – State and Local Governments** Joseph R. Barese III Email: josebar@cdw.com Phone: 866-819-6497 **State and Local Sales Manager** Michael Karpman Email: michkar@cdw.com Phone: 877-898-8153 **Outside Sales – State and Local Governments** Leslie Smith Email: leslie.smith@cdwg.com Phone: 919-667-4821 **Academic Sales – K-12 Local Education Authorities** Ashley Pratt Email: ashlpra@cdw.com Phone: 866-819-6496 **Academic Sales – Higher Education** Greg Henderson Email: greghen@cdw.com Phone: 540-494-2151

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Ciena	Direct	Orders should be placed with Authorized Resellers listed below.	**Sales – State Governments, Local Governments, K-12 & Higher Education** Chris Kelley Email: chkelley@ciena.com Phone: 919-637-4299 **Customer Service/Technical/Warranty Support** Website: https://portal.ciena.com Phone: 800-243-6224
	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** Jordann Rader Email: Jordann.Rader@lumen.com Phone: 704-441-2263 **Sales – K-12 Local Education Authorities** Oliver Bustillos Email: Oliver.Bustillos@Lumen.com Phone: 602-563-3454 **Sales – Higher Education** Scott Pohlman Email: scott.pohlman@lumen.com Phone: 314-550-5014

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Ciena	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	**Inside Sales – State and Local Govt** Joseph R. Barese III Email: josebar@cdw.com Phone: 866-819-6497 **State and Local Sales Manager** Michael Karpman Email: michkar@cdw.com Phone: 877-898-8153 **Outside Sales – State and Local Governments** Leslie Smith Email: leslie.smith@cdwg.com Phone: 919-667-4821 **Academic Sales – K-12 Local Education Authorities** Ashley Pratt Email: ashlpra@cdw.com Phone: 866-819-6496 **Academic Sales – Higher Education** Greg Henderson Email: greghen@cdw.com Phone: 540-494-2151
	Graybar	211 S. New Hope Road Raleigh, NC 27610	**Inside Sales – State and Local Governments, K-12 & Higher Education** Bryan Gilliam Email: Byran.gilliam@graybar.com Phone: 336-275-9441 **Outside Sales – State and Local Governments, K-12 & Higher Education** Steve Foy Email: Steven.foy@graybar.com Phone: 919-623-8544
	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

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Ciena	Walker and Associates, Inc. dba NetCeed	110 Business Park Drive Winston-Salem, NC 37107	**Inside Sales – State and Local Governments, K-12 & Higher Education** Adam Blackley Email: Adam.blackley@netceed.com Phone: 336-731-5240 **Outside Sales – State and Local Governments, K-12 & Higher Education** Eddie Lester Email: eddie.lester@netceed.com Phone: 336-731-5268
Cisco Systems, Inc.	Direct	Orders should be placed with Authorized Resellers listed below.	**Outside Sales – State and Local Governments** Laura Biroldi Email: laweston@cisco.com Phone: 919-539-2458 (mobile) **Academic Sales – K-12 and Higher Education** Liz McCormick Email: elmccorm@cisco.com Phone: 919-392-1017
	Advanced Network Management Inc.	4114 Center at N. Hills Street, Suite 230 Raleigh, NC 27609	**Inside Sales – State and Local Governments** ANM Inside Sales Team Email: bids@anm.com Phone: 866-527-8822 **Outside Sales – State and Local Governments, K-12, & Higher Education** Anna Burke Email: anna.burke@anm.com Phone: 866-527-8822 or 505-217-0735 Adam Pierce Email: adam.pierce@anm.com Phone: 866-527-8822 or 720-593-5919 Lee Bedford Email: lee.bedford@anm.com Phone: 866-527-8822 or 505-515-3362 Kyle Mitchell Email: kyle.mitchell@anm.com Phone: 866-527-8822 or 515-515-3335

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Cisco Systems, Inc.	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	**Inside Sales – State and Local Governments** Nathan Goodman Email:ngoodman@datanetworksolutions.com CC: orders@datanetworksolutions.com Phone: 704-516-8495 **Outside Sales – State and Local Governments & Education** Maureen DeNardo Email: mdenardo@datanetworksolutions.com Phone: 919-669-4214 Scott Noble Email: snoble@datanetworksolutions.com Phone: 803-960-1484
	DISYS Solutions, Inc.	44670 Cape Court Suite 100 Ashburn, VA 20147	**Inside Sales – State and Local Governments** Pankaj Sharma Email: Pankaj.Sharma@dsitech.com Phone: 571-707-3610 **Outside Sales – State and Local Governments & Education** Benjamin Johnson Email: benjamin.johnson@dsitech.com Phone: 828-989-0641
	ePlus Technology, Inc.	1213 W. Morehead St. Suite 350 Charlotte, NC 28208	**Inside Sales – State and Local Governments & Education** Stacie Digangi Email: SDigangi@eplus.com Phone: 910-679-3728 **Outside Sales – State and Local Governments & Education** Alex Medina Email: Alex.Medina@eplus.com Phone: 919-425-5643

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Cisco Systems, Inc.	NWN Carousel	7025 Albert Pick Road Suite 302 Greensboro, NC 27409	**Inside Sales – State and Local Governments** Tracy Johnson Email: TJohnson@nwn.ai Phone: 781-472-3485 **Outside Sales – State and Local Governments** JP Pennington Email: jpennington@nwn.ai Phone: 803-629-8407 **Academic Sales – K-12 Local Education Authorities** James Welch Email: jwelch@nwn.ai Phone: 919-795-5946 **Academic Sales – Higher Education** Tommy Coleman Email: tcoleman@nwn.ai Phone: 336-232-5248
	Presidio Networked Solutions, LLC	1 Fenton Main Street, Suite 240, Cary, NC 27511	**Inside Sales – State and Local Governments** Holly Miller Email: hmiller@presidio.com Phone: 631-406-4590 **Outside Sales – State and Local Governments** Shawn Alba Email: salba@presidio.com Phone: 919-592-9676 **Academic Sales – K-12 Local Education Authorities** Charles West Email: charleswest@presidio.com Phone: 919-228-6138 **Academic Sales – Higher Education** Mary Steindl Email: msteindl@presidio.com Phone: 919-228-6129
	World Wide Technology, LLC	1 World Wide Way Saint Louis, MO 63146	**Inside Sales – State and Local Governments** Mike Kovach Email: mike.kovach@wwt.com Phone: 314-301-2703 **Outside Sales – State and Local Governments, K-12 & Higher Education** Amanda VanSpybrook Email: Amanda.edwards2@wwt.com Phone: 919-757-6403

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Dell	Direct	One Dell Way Round Rock, TX 78682	**Inside Sales – State and Local Governments** John Beck Email: John.Beck@Dell.com Phone: (512) 720-4585 **Outside Sales – State & Local Governments** Vincent Occhipinti Email: vincent.occhipinti@dell.com Phone: 919-601-7482 **Academic Sales – K-12** Tricia Gray Email: tricia.gray@dell.com Phone: 301-256-6246 **Academic Sales – Higher Education** Anthony Jenkins Email: anthony.jenkins@dell.com Phone: 919-264-9235 **Customer Service / Technical / Warranty Support** Website: www.dell.com Email: https://www.dell.com/support/home/en-us Phone: 800-766-3355 Fax: 512-283-0526
	Advizex Technologies, LLC	6480 Rockside Woods Blvd. South, Suite 190 Independence, OH 44131	**Inside Sales – State and Local Governments** Alex Murphy Email: amurphy@advizex.com Phone: 248-881-3598 **Outside Sales – State and Local Governments, & Higher Education** Paul Lyons Email:mailto:david.carrillo@davenportgroup.com plyons@advizex.com Phone: 843-614-7247 **Sales – K-12** Drew Weems Email: dweems@advizex.com Phone: 770-335-5333

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Dell	Cambridge Computer Services, Inc	271 Waverley Oaks Road Suite 301 Waltham, MA 02452	**Inside Sales – State and Local Governments & Education** Chris Dennison Email: cdennison@cambridgecomputer.com Phone: 781-250-3045 **Outside Sales – State and Local Governments & Education** Shaun Hogan Email: shogan@cambridgecomputer.com Phone: 781-250-3045
	Davenport Group, Inc.	104 Belfast St. Lewisburg, TN 37091	**Inside Sales – State and Local Governments** Eric Robinson Email:eric.robinson@davenportgroup.com Phone: 405-595-9063 **Outside Sales – State and Local Governments, K-12 & Higher Education** David Carillo Email:david.carrillo@davenportgroup.com Phone: 512-740-3015 Lindsay Bourne Email: lindsay.bourne@davenportgroup.com Phone: 434-444-0996
	Level Solutions Group	410 W. English Road Suite A231 High Point, NC 27262	**Inside Sales – State and Local Governments & Education** Eric Abeles Email: sales@levelsg.com Phone: 336-259-9887 **Outside Sales – State and Local Governments & Education** Kenyon Barnett Email: kbarnett@levelsg.com Phone: 336-687-4655

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Dell	Presidio Networked Solutions LLC	1 Fenton Main Street, Suite 240, Cary, NC 27511	**Inside Sales – State and Local Governments** Holly Miller Email: hmiller@presidio.com Phone: 631-406-4590 **Outside Sales – State and Local Governments** Shawn Alba Email: salba@presidio.com Phone: 919-592-9676 **Academic Sales – K-12 Local Education Authorities** Charles West Email: charleswest@presidio.com Phone: 919-228-6138 **Academic Sales – Higher Education** Mary Steindl Email: msteindl@presidio.com Phone: 919-228-6129
	SHI International Corp.	290 Davidson Ave. Somerset, NJ 08873	**Sales – State and Local Government** Gov Quotes - SHI SouthEast Gov Team Email: southeastteamgov@shi.com Phone: 800-715-3197 **Outside Sales – State Agencies** Todd Enter Email: Todd_Enter@shi.com Phone: 336-254-3197 Carly Higginbotham Email: Carly_Higginbotham@shi.com Phone: 919-219-7355 **Outside Sales – Local Government (Raleigh Area)** Jackson Ling Email: Jackson_Ling@shi.com Phone: 910-705-7183 **Sales – Academic** EDU Quotes - SouthEastEDU Team Email: southeastteamedu@shi.com Phone: 800-715-3197 **Sales – Academic** Corey Boyd Email: Corey_Boyd@SHI.com Phone: 678-571-9796

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Dell	Sidepath Inc.	22892 Mill Creek Dr. Laguna Hills, CA 92653	**Inside Sales – State and Local Governments** Kristen Norem Email: kristen@sidepath.com Phone: 949-403-8074 **Outside Sales – State and Local Governments & Education** Krunal Patel Email: krunal@sidepath.com Phone: 949-396-3743
EMC	Direct	176 South Street HopkintA 01748	**Sales – State and Local Governments, K-12 & Higher Education** Vincent Occhipinti Email: vincent.occhipinti@dell.com Phone: (919) 601-7482 **Customer Service / Technical / Warranty Support** Website: http://support.emc.com Phone: 800-782-4362
	Cambridge Computer Services, Inc	271 Waverley Oaks Road Suite 301 Waltham, MA 02452	**Inside Sales – State and Local Governments & Education** Jim Gordon Email: jgordon@cambridgecomputer.com Phone: 508-686-6745 **Outside Sales – State and Local Governments & Education** Gerry Franzen Email: gfranzen@cambridgecomputer.com Phone: 919 747-4070
	eGroup Holding Company LLC	482 Wando Park Blvd. Mount Pleasant, SC 29464	**Inside Sales – State and Local Governments** Jeff Thomas Email: insidesales@eGroup-us.com Phone: 877-347-6871 **Outside Sales – State and Local Governments & Education** Daniel Navarro Email: insidesales@eGroup-us.com Phone: 877-347-6871

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
EMC	iTi Communications, LLC	1111 Metropolitan Ave. Suite 1050 Charlotte, NC 28204	**Inside Sales – State and Local Governments** Abel Kardel Email: akardel@iticommunications.com Phone: 704-765-6400, Ext. 6173 **Outside Sales – State and Local Governments & Education** Shane Massey Email: smassey@iticommunications.com Phone: 704-765-6400, Ext. 6187
	Level Solutions Group, LLC	200 West Lexington Ave. High Point, NC 27265	**Inside Sales – State and Local Governments & Education** Eric Abeles Email: sales@levelsg.com Phone: 336-259-9887 **Outside Sales – State and Local Governments & Education** Kenyon Barnett Email: kbarnett@levesg.com Phone: 336-687-4655
	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 **Sales – Education** Hal Connelly Email: hal.connelly@mainline.com Phone: 704-241-4189
	Presidio Networked Solutions LLC	1 Fenton Main Street, Suite 240, Cary, NC 27511	**Inside Sales – State and Local Governments** Holly Miller Email: hmiller@presidio.com Phone: 631-406-4590 **Outside Sales – State and Local Governments** Shawn Alba Email: salba@presidio.com Phone: 919-592-9676 **Academic Sales – K-12 Local Education Authorities** Charles West Email: charleswest@presidio.com Phone: 919-228-6138 **Academic Sales – Higher Education** Mary Steindl Email: msteindl@presidio.com Phone: 919-228-6129

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
EMC	The Drala Project Inc. dba ReDesign Group	2629 Manhattan Ave Suite 307 Hermosa Beach, CA 90254	**Sales – State and Local Governments & Education** Madi Phillips Email: mphillips@redesign-group.com Phone: 405-596-7247 Jack Goss Email: jgoss@redesign-group.com Phone: 978-304-6476
Extreme Networks	Direct	6480 Via Del Oro San Jose, CA 95119	**Sales – State and Local Governments & Education** Matthew Whitfield Email: mwhitfield@extremenetworks.com Phone: 919-536-6796 **Customer Service / Technical / Warranty Support** Website: https://www.extremenetworks.com/support/contact/ Douglas Hyde, Sr. Director, Technical Support Email: dhyde@extremenetworks.com Phone: 800-872-8440
	Alliance Technology Group	7010 Hi Tech Drive Hanover, MD 21076	**Sales – State and Local Governments & Education** Patrick Tobin Email: patrick.tobin@alliance-it.com Phone: 704-622-3892

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Extreme Networks	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	**Inside Sales – State and Local Governments** Joseph R. Barese III Email: josebar@cdw.com Phone: 866-819-6497 **State and Local Sales Manager** Joe Goodwin Email: joe.goodwin@cdw.com Phone: 877-325-2919 **Outside Sales – State and Local Governments** Leslie Smith Email: leslie.smith@cdwg.com Phone: 919-667-4821 **Academic Sales – K-12 Local Education Authorities** Ashley Pratt Email: ashlpra@cdw.com Phone: 866-819-6496 **Academic Sales – Higher Education** Mike Grey Email: mikeg@cdwg.com Phone: 800-800-4239 OR Melissa Deets Email: melidee@cdwg.com Phone: 717-571-8706
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	**Inside Sales – State and Local Governments** Suzanne Dyches Email: sdyches@datanetworksolutions.com CC: orders@datanetworksolutions.com Phone: 864-303-7026 **Outside Sales – State and Local Governments & Education** Maureen DeNardo Email: mdenardo@datanetworksolutions.com CC: orders@datanetworksolutions.com Phone: 919-669-4214
	Encore Technology Group LLC	202 Wall Street Piedmont, SC 29673	**Inside Sales – State and Local Governments** Megan White Email: mwhite@encoretg.com Phone: 864-326-3604 **Outside Sales – State and Local Governments & Education** Mike Harris Email: mharris@encoretg.com Phone: 864-326-3604

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Extreme Networks	Step CG, LLC	50 E. RiverCenter Blvd. Suite 900 Covington, KY 41011	**Sales – State and Local Governments & Higher Education** Mitch Needles Email: mneedles@stepcg.com Phone: 513-795-6000, Ext. 3126
	Vector Technology Group	4430 Antioch Church Rd Matthews, NC 28104	**Sales – State and Local Governments & Education** Brian Cothern Email: bcothern@vtgnc.com Phone: 704-936-7356
	World Wide Technology, LLC	1 World Wide Way Saint Louis, MO 63146	**Inside Sales – State and Local Governments** Carol Harting Email: carol.harting@wwt.com Phone: 314-995-6103 **Outside Sales – State and Local Governments, K-12 & Higher Education** Robert Roesch Email: robert.roesch@wwt.com Phone: 615-815-9228
Fortinet, Inc.	Direct	Orders should be placed with Authorized Resellers listed below.	**Contract Manager** Jerilyn Bailey Email: baileyj@fortinet.com or SLED_Contracts@fortinet.com Phone: 850-728-6504 **Sales – State Government** David Pickett Email: dpickett@fortinet.com Phone: 919-523-3828 **Sales – Higher Education** Lindsay Strickland Email: lstrickland@fortinet.com Phone: 252-908-1268 **Sales – Local Government & K-12 – (West)** Patrick Ryan Email: pryan@fortinet.com Phone: 704-929-1928 **Sales – Local Government & K-12 – (East)** Carey Shetterley Email: cshetterley@fortinet.com Phone: 910-622-2489 **Sales – Local Government & K-12 – (Coast)** Calvin Williams Email: cwilliams@fortinet.com Phone: 303-810-8949 **Customer Service / Technical / Warranty Support** Website: https://support.fortinet.com/ Phone: 866-648-4638

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Fortinet, Inc.	Advanced Personal Computing, Inc. (dba Liquid Networx)	415 N Main San Antonio, TX 78205	**Inside/Outside Sales – State and Local Government & Education** Robert Short Email: robert@liquidnetworx.com Phone: 972-532-2424
	BridgeTek Solutions LLC / Lockstep Technology	744 East Stone Ave. Greenville, SC 29601	**Inside Sales – State and Local Governments, & Education** Kelley Turpin Email: kelley.turpin@lockstepgroup.commailto:josebar@cdw.com Phone: 704-517-3002
	Eastern DataComm, LLC (*formerly Carolina Advanced Digital*)	44 Commerce Way Hackensack NJ 07601	**Inside Sales – State and Local Governments** Julie Allen Email: jallen@easterndatacomm.com Phone: 919-230-1215 **Outside Sales – State Governments** Alex Price Email: aprice@easterndatacomm.com Phone: 919-234-7476 **Outside Sales – Local Governments, K-12, Community Colleges** Bre Verreen Email: bverreen@easterndatacomm.com Phone: 919-230-1218 **Outside Sales – Higher Education, Universities** Rob Brooks Email: rbrooks@easterndatacomm.com Phone: 919-297-2770
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	**Inside Sales – State and Local Governments** Suzanne Dyches Email: sdyches@datanetworksolutions.com Phone: 864-303-7026 **Outside Sales – State and Local Governments & Education** Maureen DeNardo Email: mdenardo@datanetworksolutions.com Phone: 919-669-4214
	ePlus Technology, Inc.	1213 W. Morehead St. Suite 350 Charlotte, NC 28208	**Inside Sales – State and Local Governments & Education** Stacie Digangi Email: SDigangi@eplus.com Phone: 910-679-3728 **Outside Sales – State and Local Governments & Education** Robbie Caldwell Email: Robbie.Caldwell@eplus.com Phone: 919-244-1836

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Fortinet, Inc.	SHI International Corp.	290 Davidson Ave. Somerset, NJ 08873	**Sales – State and Local Government** Gov Quotes - SHI SouthEast Gov Team Email: southeastteamgov@shi.com Phone: 800-715-3197 **Outside Sales – State Agencies** Todd Enter Email: Todd_Enter@shi.com Phone: 336-254-3197 Carly Higginbotham Email: Carly_Higginbotham@shi.com Phone: 919-219-7355 **Outside Sales – Local Government (Raleigh Area)** Jackson Ling Email: Jackson_Ling@shi.com Phone: 910-705-7183 **Sales – Academic (West)** JD Detwiler Email: jd_detwiler@shi.com Phone: 704-915-2083 **Sales – Academic (East)** Corey Boyd Email: Corey_Boyd@SHI.com Phone: 678-571-9796
	Tiber Creek Consulting	10130 Mallard Creek Road, Suite 300 Charlotte, NC 28262	**Inside Sales – State and Local Governments** Keith Bond Email: keith.bond@tibercreek.com Phone: 704-447-5405 **Outside Sales – State and Local Governments** Don Junker Email: don.junker@tibercreek.com Phone: 704-695-2479 **Outside Sales – Education** David Lloyd Email: david.lloyd@tibercreek.com Phone: 704-996-3718
Fujitsu			**Effective 6/8/2020: Terminated from contract** **Fujitsu America, Inc. has discontinued being a server, storage, and network hardware provider in North America.**

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Hewlett Packard Enterprise	Direct	14231 Tandem Blvd. Austin, TX 78728	**Outside Sales – State and Local Governments, K-12 & Higher Education** Greg Harrison - Storage & Computer Products Email: greg.harrison@hpe.com Phone: 919-906-3954 **Customer Service / Technical / Warranty Support** Website: https://www.hpe.com/us/en/support.html Phone: 844-806-3425
	BlueAlly Technology Solutions, LLC	1225 Crescent Green Suite 115 Cary, NC 27518	**Inside Sales – State and Local Governments** Miriam Rodrigue Email: mrodrigue@blueally.com Phone: 800-886-5369 **Outside Sales – State and Local Governments** Ron Ferrucci Email: rferrucci@blueally.com Phone: 704-858-6096 **Outside Sales – K-12 & Higher Education** Tommy Jackson Email: tjackson@blueally.com Phone: 336-782-1400
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	**Inside Sales – State and Local Governments** Suzanne Dyches Email: sdyches@datanetworksolutions.com Phone: 864-303-7026 **Outside Sales – State and Local Governments & Education** Maureen DeNardo Email: mdenardo@datanetworksolutions.com Phone: 919-669-4214

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Hewlett Packard Enterprise	Eastern DataComm, LLC (*formerly Carolina Advanced Digital*)	44 Commerce Way Hackensack NJ 07601	**Inside Sales – State and Local Governments** Julie Allen Email: jallen@easterndatacomm.com Phone: 919-230-1215 **Outside Sales – State Governments** Alex Price Email: aprice@easterndatacomm.com Phone: 919-234-7476 **Outside Sales – Local Governments, K-12 & Community Colleges** Bre Verreen Email: bverreen@easterndatacomm.com Phone: 919-230-1218 **Outside Sales – Higher Education/ Universities** Rob Brooks Email: rbrooks@easterndatacomm.com Phone: 919-297-2770
	ePlus Technology, Inc.	1213 W. Morehead St. Suite 350 Charlotte, NC 28208	**Inside Sales – State and Local Governments & Education** Stacie Digangi Email: SDigangi@eplus.com Phone: 910-679-3728 **Outside Sales – State and Local Governments & Education** Alex Medina Email: Alex.Medina@eplus.com Phone: 919-425-5643
	Mainline Information Systems	1700 Summit Lake Drive Tallahassee, FL 32317	**Inside Sales – State and Local Governments** Rob Butler Email: rob.butler@mainline.com Phone: 850-219-5183 **Outside Sales – State and Local Governments & Education** Alan Kline Email: alan.kline@mainline.com Phone: 817-202-7947

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Hewlett Packard Enterprise	Presidio Networked Solutions, LLC	1 Fenton Main St, Suite 240, Cary, NC 27511	**Inside Sales – State and Local Governments** Holly Miller Email: hmiller@presidio.com Phone: 631-406-4590 **Outside Sales – State and Local Governments** Shawn Alba Email: salba@presidio.com Phone: 919-592-9676 **Academic Sales – K-12 Local Education Authorities** Charles West Email: charleswest@presidio.com Phone: 919-228-6138 **Academic Sales – Higher Education** Mary Steindl Email: msteindl@presidio.com Phone: 919-228-6129
	SHI International Corp.	290 Davidson Ave. Somerset, NJ 08873	**Sales – State and Local Government** Gov Quotes - SHI SouthEast Gov Team Email: southeastteamgov@shi.com Phone: 800-715-3197 **Outside Sales – State Agencies** Todd Enter Email: Todd_Enter@shi.com Phone: 336-254-3197 Carly Higginbotham Email: Carly_Higginbotham@shi.com Phone: 919-219-7355 **Outside Sales – Local Government (Raleigh Area)** Jackson Ling Email: Jackson_Ling@shi.com Phone: 910-705-7183 **Sales – Academic (West)** JD Detwiler Email: jd_detwiler@shi.com Phone: 704-915-2083 **Sales – Academic (East)** Corey Boyd Email: Corey_Boyd@SHI.com Phone: 678-571-9796

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
IBM **Note:** Effective 9/1/2021, IBM assigned the IT Infrastructure Services portion of its 204X contract to Kyndryl, Inc.	Direct	3309 E. Cornwallis Rd Research Triangle Park, NC 27709	**Sales – State & Local Governments & K-12** Will Gilbert Email: will.gilbert@ibm.com Phone: 919-308-5005 **Sales – Higher Education** Will Gilbert Email: will.gilbert@ibm.com Phone: 919-308-5005 **Technical SLED Leader** Marissa Weinstock E-mail: mweinsto@us.ibm.com **Customer Service / Technical / Warranty Support** Website: https://www-05.ibm.com/support/operations/us/en/overview.html Email: askibm@vnet.ibm.com Phone: 800-426-7378
	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 **Sales – Education** Hal Connelly Email: hal.connelly@mainline.com Phone: 704-241-4189
	OnWire Consulting Group, LLC	4912 Professional Court Raleigh, NC 27609	**Sales – State and Local Governments & Education** Chonly McGowan Email: chonly@onwireco.com Phone: 919-332-1292
	Pellera Technologies LLC	1700 Summit Lake Drive, Suite 201 Tallahassee, FL 32317	**Sales – State and Local Governments & Education** Andrew Bena Email: andrew.bena@pellera.com Phone: 803-280-0283
	Thomas Gallaway Corp. dba Technologent	100 Spectrum Drive Suite 700 Irvine, CA 92618	**Inside Sales – State and Local Governments & Education** Layne Priest Email: vendorbids@technologent.com Phone: 402-387-8005 **Sales – State and Local Governments & Education** David Schaffer Email: david.schaffer@technologent.com Phone: 864-787-4848

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Juniper Networks	Direct	Orders should be placed with Authorized Resellers listed below.	**Sales – State and Local Governments & Education** Armand Glassman Email: armand.glassman@hpe.com Phone: 404-556-7957
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	**Inside Sales – State and Local Governments** Joseph R. Barese III Email: josebar@cdw.com Phone: 866-819-6497 **State and Local Sales Manager** Michael Karpman Email: michkar@cdw.com Phone: 877-898-8153 **Outside Sales – State and Local Governments** Leslie Smith Email: leslie.smith@cdwg.com Phone: 919-667-4821 **Academic Sales – K-12 Local Education Authorities** Ashley Pratt Email: ashlpra@cdw.com Phone: 866-819-6496 **Academic Sales – Higher Education** Greg Henderson Email: greghen@cdw.com Phone: 540-494-2151
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	**Outside Sales – State and Local Governments & Education** Maureen DeNardo Email: mdenardo@datanetworksolutions.com Phone: 919-669-4214
	Encore Technology Group, LLC	202 Wall Street Piedmont, SC 29673	**Inside Sales – State and Local Governments** Megan White Email: mwhite@encoretg.com Phone: 864-326-3604 **Outside Sales – State and Local Governments & Education** Mike Harris Email: mharris@encoretg.com Phone: 864-326-3604

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Juniper Networks	NWN Carousel	7025 Albert Pick Road Suite 302 Greensboro, NC 27409	**Inside Sales – State and Local Governments** Jacqueline Bohn Email: jbohn@nwncarusel.com Phone: 856-914-5618 **Outside Sales – State and Local Governments** JP Pennington Email: jpennington@nwncarousel.com Phone: 803-629-8407 **Academic Sales – K-12 Local Education Authorities** James Welch Email: jwelch@nwncarousel.com Phone: 919-795-5946 **Academic Sales – Higher Education** Tommy Coleman Email: tcoleman@nwncarousel.com Phone: 336-232-5248
	Presidio Networked Solutions, LLC	1 Fenton Main Street, Suite 240, Cary, NC 27511	**Inside Sales – State and Local Governments** Holly Miller Email: hmiller@presidio.com Phone: 631-406-4590 **Outside Sales – State and Local Governments** Shawn Alba Email: salba@presidio.com Phone: 919-592-9676 **Academic Sales – K-12 Local Education Authorities** Charles West Email: charleswest@presidio.com Phone: 919-228-6138 **Academic Sales – Higher Education** Mary Steindl Email: msteindl@presidio.com Phone: 919-228-6129

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Juniper Networks	SHI International Corp.	290 Davidson Ave. Somerset, NJ 08873	**Sales – State and Local Government** Gov Quotes - SHI SouthEast Gov Team Email: southeastteamgov@shi.com Phone: 800-715-3197 **Outside Sales – State and Local Government** Todd Enter Email: Todd_Enter@shi.com Phone: 336-254-3197 **Sales – K-12 Local Education Authorities** Corey Boyd Email: Corey_Boyd@SHI.com Phone: 678-571-9796 **Sales – Higher Education** JD Detwiler Email: jd_detwiler@shi.com Phone: 704-915-2083
Kyndryl, Inc. (formerly IBM IT Infrastructure Services)	Direct	One Vanderbilt Avenue 15th Floor New York, NY 10017	**Sales – State and Local Governments** Ross Borrell Email: ross.borrell@kyndryl.com Phone: 415-859-1396 **Sales – State and Local Governments & Education** Calvin Rhodes Email: Calvin.Rhodes@kyndryl.com Phone: 404-290-8833
Lenovo	Direct	8001 Development Dr. Morrisville, NC 27560 **Sr. Contract Manager**: Kenneth Stephens kstephens@lenovo.com Phone: 919-297-8515	**Outside Sales – State and Local Governments** Kara Leggett Email: kleggett@lenovo.com Phone: 828-289-0987 **Academic Sales – K-12 Local Education Authorities** Krista Kostansek Email: kkostansek@lenovo.com Phone: 231-392-3487 **Academic Sales – Higher Education** Matthew Adams Email: madams2@lenovo.com Phone: 919-698-4133 **Customer Service / Technical / Warranty Support** Website: http://support.lenovo.com Email: www.lenovo.com/support/phone Phone: 800-426-7378

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Lenovo	AMSYS Innovative Solutions, LLC.	10101 Southwest Freeway, Suite 570 Houston, TX 77074	**Inside Sales – State and Local Governments** Rick Huerta Email: rhuerta@amsysis.com Phone: 512-413-5448 **Outside Sales – State and Local Governments** Morgan Howard Email: mhoward@amsysis.com Phone: 470-717-9601 **Academic Sales – K-12 Local Education Authorities** Terrance Young Email: tyoung@amsysis.com Phone: 832-567-2631 **Academic Sales – Higher Education** John Rohrer Email: jrohrer@amsysis.com Phone: 512-745-4284
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	**Inside Sales – State and Local Governments** Joseph R. Barese III Email: josebar@cdw.com Phone: 866-819-6497 **State and Local Sales Manager** Michael Karpman Email: michkar@cdw.com Phone: 877-898-8153 **Outside Sales – State and Local Governments** Leslie Smith Email: leslie.smith@cdwg.com Phone: 919-667-4821 Ashley Pratt Email: ashlpra@cdw.com Phone: 866-819-6496 **Academic Sales – Higher Education** Greg Henderson Email: greghen@cdw.com Phone: 540-494-2151
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	**Outside Sales – State and Local Governments & Education** Maureen DeNardo Email: mdenardo@datanetworksolutions.com Phone: 919-669-4214

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
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 **Sales – Education** Hal Connelly Email: hal.connelly@mainline.com Phone: 704-241-4189
	MainMicro Technologies Corporation	244 5th Avenue, Ste. D81 New York, NY 10001 Phone: 855-656-6246	**Sales – State and Local Governments & Education** Baijet Karim Email: baijet.karim@mainmicro.com Phone: 646-478-2308
	Tego Data Systems, LLC	1801 Glenwood Ave. #3 Raleigh, NC 27608	**Sales – State and Local Governments & Education** Hatcher Kincheloe Email: hkincheloe@tegodata.com Phone: 919-414-5343
	United Data Technologies, Inc.	2900 Monarch Lakes Boulevard, Suite 300 Miramar, FL 33027 Phone: 800-882-9919	**Inside Sales – State and Local Governments** Randy Silcox Email: rsilcox@udtonline.com Phone: 615-481-1810 **Outside Sales – State and Local Governments** Sam Lucchese Email: slucchese@udtonline.com Phone: 919-610-5328 **Academic Sales – K-12 & Higher Education** Sam Lucchese Email: slucchese@udtonline.com Phone: 919-610-5328
Mainline Information Systems	Direct **For following products:** Hitachi Vantara	1700 Summit Lake Drive Tallahassee, FL 32317	**Sales – State and Local Governments & Education** Leo Chavez Email: leo.chavez@mainline.com Phone: 803-493-7549 **Sales – State and Local Governments & Education** Andrew Bena Email: andrew.bena@mainline.com Phone: 803-280-0283
NetApp US Public Sector, Inc.	Direct	8350 Broad St. 12th Floor Tysons, VA 22102	**Sales – State and Local Governments & Education** Robert Kim, Account Manager Email: **robert.kim@netapp.com** Phone: 919-476-8005

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
NetApp US Public Sector, Inc.	Cambridge Computer Services, Inc	271 Waverley Oaks Road Suite 301 Waltham, MA 02452	**Inside Sales – State and Local Governments & Education** Chris Dennison Email: cdennison@cambridgecomputer.com Phone: 781-250-3045 **Outside Sales – State and Local Governments & Education** Shaun Hogan Email: shogan@cambridgecomputer.com Phone: 781-250-3045
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	**Inside Sales – State and Local Governments** Joseph R. Barese III Email: josebar@cdw.com Phone: 866-819-6497 **State and Local Sales Manager** Michael Karpman Email: michkar@cdw.com Phone: 877-898-8153 **Outside Sales — State and Local Governments** Keshum Morgan Email: keshmor@cdwg.com Phone: 847-371-8009 **Academic Sales – K-12 Local Education Authorities** Ashley Pratt Email: ashlpra@cdw.com Phone: 866-819-6496 **Academic Sales – Higher Education** Greg Henderson Email: greghen@cdw.com Phone: 540-494-2151
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	**Outside Sales – State and Local Governments & Education** Maureen DeNardo Email: mdenardo@datanetworksolutions.com Phone: 919-669-4214
	ePlus Technology, Inc.	4601 Creekstone Dr. Suite 110 Durham, NC 27703	**Inside Sales – State and Local Governments & Education** Stacie Digangi Email: SDiganfi@eplus.com Phone: 910-679-3728 **Outside Sales – State and Local Governments & Education** Alex Medina Email: alex.medina@eplus.com Phone: 919-425-5643

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
NetApp US Public Sector, Inc.	Insight Public Sector, Inc	2701 E. Insight Way Chandler, AZ 85286	**Inside Sales – State and Local Governments** Scott Lipson Email: scott.lipson@insight.com Phone: 800-625-5468, Ext. 38351 Margaret Pickles Email: margaret.pickles@insight.com Phone: 800-625-5468, Ext. 38075 Mark Latiolais Email: mark.latiolais@insight.com Phone: 703-227-2930 **Inside Sales Manager** Maikol Garay Email: maikol.garay@insight.com Phone: 800-625-5468, Ext. 8553 **Outside Sales – Local Government & K-12** Kelly Riedel Email: kelly.riedel@insight.com Phone: 919-379-8548 **Outside Sales – Higher Education** Jake Lagassen Email: jake.lagasse@insight.com Phone: 847-385-8632
	Tego Data Systems, LLC.	2020 Progress Court Suite 102B Raleigh, NC 27608	**Sales – State and Local Governments & Education** Johanna Berry Email: jberry@tegodata.com Phone: 919-792-1746
	World Wide Technology, LLC	1 World Wide Way St. Louis, MO 63146	**Inside Sales – State and Local Governments** Mike Kovach Email: mike.kovach@wwt.com Phone: 314-301-2703 **Outside Sales – State and Local Governments, K-12 & Higher Education** Amanda VanSpybrook Email: Amanda.edwards2@wwt.com Phone: 919-757-6403
Omnissa, LLC. (for Horizon products only)	Direct	Orders should be placed with Authorized Resellers listed below	**Sales – State and Local Governments, K-12 & Higher Education** Matt Smith Email: smatt@omnissa.com Phone: 404-858-8841

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Omnissa, LLC (for Horizon products only)	Carahsoft Technology Corporation	11493 Sunset Hills Rd Suite 100 Reston, VA 20190	**Sales – State and Local Governments & Education** Patricia Ottofaro Email: Patricia.Ottofaro@carahsoft.com Phone: 703-889-9757
	Data Network Solutions, Inc	629 Lake Tide Dr. Chapin, SC 29036	**Outside Sales – State and Local Governments & Education** Maureen DeNardo Email: mdenardo@datanetworksolutions.com Phone: 919-669-4214
	GovConnection, Inc. dba Connection Public Sector Solutions	2275 Research Blvd., Suite 360 Rockville, MD 20850-3268 Phone: 800-800-0019	**Inside Sales: State and Local Government** **Outside Sales: State and Local Government** **Academic Sales: K-12, and Higher Education** Wayne Kassouf Email: Wayne.kassouf@connection.com Phone: 919-971-4980
	Presidio Networked Solutions, LLC	1 Fenton Main Street, Suite 240, Cary, NC 27511	**Inside Sales – State and Local Governments** Holly Miller Email: hmiller@presidio.com Phone: 631-406-4590 **Outside Sales – State and Local Governments** Shawn Alba Email: salba@presidio.com Phone: 919-549-3847 **Academic Sales – K-12 Local Education Authorities** Charles West Email: charleswest@presidio.com Phone: 919-228-6138 **Academic Sales – Higher Education** Mary Steindl Email: msteindl@presidio.com Phone: 919-228-6129

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Omnissa, LLC (for Horizon products only)	SHI International	290 Davidson Ave. Somerset, NJ 08873	**Inside Sales – State and Local Government** Email: SouthEastTeamGOV@shi.com Phone: 888-764-8888 **Outside Sales – State Agencies** Todd Enter Email: Todd_Enter@shi.com Phone: 336-254-3197 **Academic Sales (K-12 Local Education)** Mike Mottola Email: Mike_Mottola@shi.com Phone: 732-584-8351 **Academic Sale (Higher Education)** Katlynn Reaves Email: katlynn_reaves@shi.com Phone: 732-584-8351
	XenTegra, LLC	9820 Northcross Center Court Suite 200 Huntersville, NC 28078	**Inside Sales – State and Local Government** Sean McElearney Email: sean.mcelearney@xentegra.com Phone: 734-635-9007 **Outside Sales – State and Local Governments, K-12 & Higher Education** Bridget Kiser Email: bridget.kiser@xentegra.com Phone: 330-323-8347
Pure Storage	Direct	Orders should be placed with Authorized Resellers listed below.	**Sales – State and Local Governments, K-12 & Higher Education** Adam Rosenberger Email: arosenberger@purestorage.com Phone: 704-400-2472 Katie Lefebvre Email: klefebvre@purestorage.com Phone: 630-863-9428 **Customer Service / Technical / Warranty Support** Website: http://pure1.purestorage.com/support Email: support@purestorage.com Phone: 866-244-7121

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Pure Storage	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	**Inside Sales – State and Local Governments** Joseph R. Barese III Email: josebar@cdw.com Phone: 866-819-6497 **State and Local Sales Manager** Michael Karpman Email: michkar@cdw.com Phone: 877-898-8153 **Outside Sales – State and Local Governments** Leslie Smith Email: leslie.smith@cdwg.com Phone: 919-667-4821 **Academic Sales – K-12 Local Education Authorities** Ashley Pratt Email: ashlpra@cdw.com Phone: 866-819-6496 **Academic Sales – Higher Education** Greg Henderson Email: greghen@cdw.com Phone: 540-494-2151
	Data Network Solutions, Inc.	629 Lake Tide Dr. Chapin, SC 29036	**Outside Sales – State and Local Governments & Education** Maureen DeNardo Email: mdenardo@datanetworksolutions.com Phone: 919-669-4214
	ePlus Technology, Inc.	1213 W. Morehead St. Suite 350 Charlotte, NC 28208	**Inside Sales – State and Local Governments & Education** Stacie Digangi Email: SDiganfi@eplus.com Phone: 910-679-3728 **Outside Sales – State and Local Governments & Education** Alex Medina Email: alex.medina@eplus.com Phone: 919-425-5643

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Pure Storage	Presidio Networked Solutions, LLC	1 Fenton Main Street, Suite 240, Cary, NC 27511	**Inside Sales – State and Local Governments** Holly Miller Email: hmiller@presidio.com Phone: 631-406-4590 **Outside Sales – State and Local Governments** Shawn Alba Email: salba@presidio.com Phone: 919-592-9676 **Academic Sales – K-12 Local Education Authorities** Charles West Email: charleswest@presidio.com Phone: 919-228-6138 **Academic Sales – Higher Education** Mary Steindl Email: msteindl@presidio.com Phone: 919-228-6129
	SHI International Corp.	290 Davidson Ave. Somerset, NJ 08873	**Sales – State and Local Government** Gov Quotes - SHI SouthEast Gov Team Email: southeastteamgov@shi.com Phone: 800-715-3197 **Outside Sales – State Agencies** Todd Enter Email: Todd_Enter@shi.com Phone: 336-254-3197 Carly Higginbotham Email: Carly_Higginbotham@shi.com Phone: 919-219-7355 **Outside Sales – Local Government (Raleigh Area)** Jackson Ling Email: Jackson_Ling@shi.com Phone: 910-705-7183 **Sales – Academic** EDU Quotes – SouthEastEDU Team Email: southeastteamedu@shi.com Phone: 800-715-3197 **Sales – Academic** Corey Boyd Email: Corey_Boyd@SHI.com Phone: 678-571-9796

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Pure Storage	Tego Data Systems, LLC	2020 Progress Ct. Ste 102B Raleigh, NC 27608	**Sales – State and Local Governments & Education** Hatcher Kincheloe Email: hkincheloe@tegodata.com Phone: 919-792-1747
	The Davenport Group, Inc.	104 Belfast St. Lewisburg, TN 37091	**Sales – State and Local Governments & Education** Rob Wilson Email: rwilson@davenportgroup.com Phone: 615-473-2466
Ruckus Wireless LLC	Direct	Orders should be placed with Authorized Resellers listed below. **Contract Manager:** Adam Cutts adam.cutts@belden.com Phone: 512-917-0118 **Or** SledTeam@ruckusnetworks.com	**Inside Sales – State and Local Governments** Henry Brown Email: Henry.Brown@belden.com Phone: 704-303-2200 **Outside Sales – State and Local Governments, K-12 & Higher Education** Marc Sandlin Email: marc.sandlin@belden.com Phone: 513-704-8713 **Customer Service / Technical / Warranty Support** Website: https://support.ruckuswireless.com/contact-us Phone: 855-Ruckus1 (855-782-5871)
	ANC Group (Applied Network Consulting Group)	14 Progress Road Greenville, SC 29607	**Inside Sales – State and Local Governments** Michelle Gajdolo Email: michelleg@ancgroup.com Phone: 864-501-4517 **Outside Sales – State and Local Governments & Education** Kyle Radford Email: kyler@ancgroup.com Phone: 828-989-8274

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Ruckus Wireless LLC	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	**Inside Sales – State and Local Governments** Joseph R. Barese III Email: josebar@cdw.com Phone: 866-819-6497 **State and Local Sales Manager** Michael Karpman Email: michkar@cdw.com Phone: 877-898-8153 **Outside Sales – State and Local Governments** Leslie Smith Email: leslie.smith@cdwg.com Phone: 919-667-4821 **Academic Sales – K-12 Local Education Authorities** Ashley Pratt Email: ashlpra@cdw.com Phone: 866-819-6496 **Academic Sales – Higher Education** Greg Henderson Email: greghen@cdw.com Phone: 540-494-2151
	Encore Technology Group, LLC	202 Wall Street Piedmont, SC 29673	**Inside Sales – State and Local Governments** Megan White Email: mwhite@encoretg.com Phone: 864-326-3604 **Outside Sales – State and Local Governments & Education** Mike Harris Email: mharris@encoretg.com Phone: 864-326-3604
	Howard Technology Solutions, a division of Howard Industries, Inc.	36 Howard Drive Ellisville, MS 39437	**Sales – State and Local Governments** Jessica Moss Email: jcmoss@howard.com Phone: 984-327-9918 **Sales – K-12 Local Education Authorities** JD Detwiler Email: jdetwiler@howard.com Phone: 704-572-2217 **Sales – High Education** Tyler Davis Email: thdavis@howard.com Phone: 843-637-9776

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
Ruckus Wireless LLC	Lockstep Technology Group, LLC	190 Technology Pkwy NW Suite 125 Peachtree Corners, GA 30092	**Inside Sales – State and Local Governments** John Ulmer Email: John.ulmer@lockstepgroup.com Phone: 864-609-3073 **Outside Sales – State and Local Governments** Chris Turpin Email: Chris.turpin@lockstepgroup.com Phone: 704-770-1659 **Academic Sales – K-12 Local Education Authorities** Kelley Turpin Email: Kelley.turpin@lockstepgroup.com Phone: 704-517-3002 **Academic Sales – Higher Education** Michael Davis Email: Michael.davis@lockstepgroup.com Phone: 404-259-5641
	Mainline Information Systems	1700 Summit Lake Drive Tallahassee, FL 32317	**Sales – State and Local Governments & Education** Leo Chavez Email: leo.chavez@mainline.com Phone: 803-493-7549 **Sales – State and Local Governments & Education** Andrew Bena Email: andrew.bena@mainline.com Phone: 803-280-0283
CA Inc., a Broadcom Company (formerly VMware, Inc.) ** Contract only covers VMware products **	Direct	3421 Hillview Ave. Palo Alto, CA 94304	**Sales – State and Local Governments** Henry Veloza Email: Henry.Veloza@broadcom.com Phone: 203-505-3227
	Achieve 1, LLC	4470 Cox Road, Suite 101 Glen Allen, VA 23060	**Inside Sales – State and Local Governments** Kyler Murray Email: kyler.murray@achieve-1.com Phone: 877-385-9937 **Outside Sales – State and Local Governments** Zach Thomas Email: zach.thomas@achieve-1.com Phone: 877-385-9937 **Sales – Education** Jen Erwin Email: jen.erwin@achieve-1.com Phone: 877-385-9937

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
CA Inc., a Broadcom Company (formerly VMware, Inc.) ** Contract only covers VMware products **	Carahsoft Technology Corporation	11493 Sunset Hills Rd Suite 100 Reston, VA 20190	**Sales – State and Local Governments & Education** Mark Davis Email: VMwareSLED@carahsoft.com Phone: 703-871-8585
	CDW Government LLC	230 N. Milwaukee Ave. Vernon Hills, IL 60061	**Inside Sales – State and Local Governments** Joseph R. Barese III Email: josebar@cdw.com Phone: 866-819-6497 **State and Local Sales Manager** Michael Karpman Email: michkar@cdw.com Phone: 877-898-8153 **Outside Sales – State and Local Governments** Leslie Smith Email: leslie.smith@cdwg.com Phone: 919-667-4821 **Academic Sales – K-12 Local Education Authorities** Ashley Pratt Email: ashlpra@cdw.com Phone: 866-819-6496 **Academic Sales – Higher Education** Greg Henderson Email: greghen@cdw.com Phone: 540-494-2151
	Presidio Networked Solutions, LLC	1 Fenton Main Street, Suite 240, Cary, NC 27511	**Inside Sales – State and Local Governments** Holly Miller Email: hmiller@presidio.com Phone: 631-406-4590 **Outside Sales – State and Local Governments** Shawn Alba Email: salba@presidio.com Phone: 919-592-9676 **Academic Sales – K-12 Local Education Authorities** Charles West Email: charleswest@presidio.com Phone: 919-228-6138 **Academic Sales – Higher Education** Mary Steindl Email: msteindl@presidio.com Phone: 919-228-6129

Awarded Vendor	Authorized Resellers	Ordering Address	Vendor / Reseller Contact Information
CA Inc., a Broadcom Company (formerly VMware, Inc.) ** Contract only covers VMware products **	SHI International Corp.	290 Davidson Ave. Somerset, NJ 08873	**Sales – State and Local Government** Gov Quotes - SHI SouthEast Gov Team Email: southeastteamgov@shi.com Phone: 800-715-3197 **Outside Sales – State Agencies** Todd Enter Email: Todd_Enter@shi.com Phone: 336-254-3197 Carly Higginbotham Email: Carly_Higginbotham@shi.com Phone: 919-219-7355 **Outside Sales – Local Government (Raleigh Area)** Jackson Ling Email: Jackson_Ling@shi.com Phone: 910-705-7183 **Sales - Academic** EDU Quotes – SouthEastEDU Team Email: southeastteamedu@shi.com Phone: 800-715-3197 **Sales – Academic** Corey Boyd Email: Corey_Boyd@SHI.com Phone: 678-571-9796
	Sidepath Inc.	22892 Mill Creek Dr. Laguna Hills, CA 92653	**Inside Sales – State and Local Governments** Kristen Norem Email: kristen@sidepath.com Phone: 949-403-8074 **Outside Sales – State and Local Governments & Education** Krunal Patel Email: krunal@sidepath.com Phone: 949-396-3743
	The Drala Project Inc. dba The ReDesign Group	222 N Pacific Coast Hwy., Floor 10 El Segundo, CA 90245	**Sales – State and Local Governments & Education** Sarah Reynolds Email: salesopsus@redesign-group.com Phone: 424-207-1600 Jack Goss Email: jgoss@redesign-group.com Phone: 978-304-6476

Table 2: Awarded Vendors' Address and Assigned Contact Information

Pricing

Awarded Vendors provided a minimum discount off MSRP / List Prices for awarded Manufacturers in awarded Segments. Agencies should review all quotes to ensure that discounts provided off MSRP / List Prices are equal to or greater than minimum discounts found in Table 3 for applicable Segment. Some Vendors provided different minimum discount percentages for hardware (HW), software (SW) and extended warranties (EW), which are noted in Table 3.

Please Note: Some Vendors did have product line specific exceptions to the minimum discount percentages. Certain Vendor product lines may have a lower minimum discount off list. Contact the Contract Administrator if you need additional information on these product line specific exceptions.

Manufacturer	Awarded Vendor	Minimum Discount %s off MSRP / List Price					
		Servers	Storage	Networking Equipment	Software	Converged Solutions	Peripheral Components
APC by Schneider Electric	CDWG	3% HW 3% SW 3% EW	3% HW 3% SW 3% EW	3% HW 3% SW 3% EW	3%	3% HW 3% SW 3% EW	3% HW 3% EW
Arista Networks	Arista Networks			42% HW 42% SW 10% EW	42%	42% HW 42% SW 10% EW	
Avaya Inc.	Avaya			39% HW 39% SW 6% EW		24% SW 6% EW	39% HW 6% EW
Belkin	CDWG	3% HW 3% SW 3% EW	3% HW 3% SW 3% EW	3% HW 3% SW 3% EW	3%	3% HW 3% SW 3% EW	3% HW 3% EW
Ciena Communications	Ciena Communications			58% HW 58% SW 58% EW			
Cisco Systems, Inc.	Cisco	35% HW 10% SW 0% EW (Smart Net Total Care available with Govt. & Educ. Discounts)	35% HW 10% SW 0% EW (Smart Net Total Care available with Govt. & Educ. Discounts)	35% HW 10% SW 0% EW (Smart Net Total Care available with Govt. & Educ. Discounts)	10% (Smart Net Total Care available with Govt. & Educ. Discounts)	35% HW 10% SW 0% EW (Smart Net Total Care available with Govt. & Educ. Discounts)	35% HW 0% EW (Smart Net Total Care available with Govt. & Educ. Discounts)
Cohesity, Inc.	Carahsoft		2% HW 2% SW 2% EW				
Dell Marketing, LP	Dell Marketing, LP	13.5% HW .5% SW .5% EW	13.5% HW .5% SW .5% EW	5% HW .5% SW .5% EW	.5%	2.5% HW .5% SW .5% EW	2.5% HW .5% EW
EMC Corporation	EMC Corporation		32% HW 32% SW 5% EW	32% HW 32% SW 5% EW	23%	15% HW 15% SW 5% EW	
Extreme Networks	Extreme Networks			48% HW 48% SW 15% EW	48%		48% HW 15% EW

Manufacturer	Awarded Vendor	Minimum Discount %s off MSRP / List Price					
		Servers	Storage	Networking Equipment	Software	Converged Solutions	Peripheral Components
F5 Networks	Carahsoft			4% HW 4% SW 4% EW		4% HW 4% SW 4% EW	
FireEye Security Holdings, LLC.	Carahsoft	5% HW 1% SW 1% EW	5% HW 1% SW 1% EW	5% HW 1% SW 1% EW	1%	5% HW 1% SW 1% EW	5% HW 1% EW
Forescout Technologies	Carahsoft			2% HW 2% SW	2%		
Fortinet, Inc.	Fortinet, Inc.			20% HW 15% SW 15% EW			20% HW
Gigamon	Carahsoft			9% HW 9% SW 4% EW			
Hewlett Packard Enterprise	Hewlett Packard Enterprise	27% HW 27% SW 20% EW	35% HW 35% SW 20% EW	34% HW 20% SW 26% EW	26%	26% HW 26% SW 20% EW	26% HW 20% EW
Hitachi	Mainline Information Systems	22% HW 12% SW 9% EW	22% HW 12% SW 9% EW	12% HW 12% SW 9% EW	12%	22% HW 12% SW 6% EW	22% HW 9% EW
IBM	IBM	12% HW 12% SW 5% EW	22% HW 22% SW 5% EW	12% HW 12% SW 5% EW	20%	17% HW 22% SW 5% EW	15% HW 5% EW
Infoblox	Carahsoft	10% HW 10% SW 10% EW	10% HW 10% SW 10% EW	10% HW 10% SW 10% EW	10%	10% HW 10% SW 10% EW	10% HW 10% EW
Juniper Networks	Juniper Networks			45% HW 45% SW 15% EW	45%	45% HW 45% SW 15% EW	45% HW 15% EW
Kyndryl, Inc.	Kyndryl, Inc.	5% EW (services)				5% EW (services)	
Lenovo (United States), Inc.	Lenovo (United States), Inc.	24.5% HW 17.5% SW 8.25% EW	19% HW 17.5% SW 8.25% EW	21% HW 17.5% SW 8.25% EW	17.5%	24.5% HW 17.5% SW 8.25% EW	16.25% HW 8.25% EW
NetApp	NetApp	18% HW 18% SW 18% EW	18% HW 18% SW 18% EW	18% HW 18% SW 18% EW	18%	18% HW 18% SW 18% EW	18% HW 18% EW
Nutanix	Carahsoft	6% HW 6% SW 6% EW	6% HW 6% SW 6% EW	6% HW 6% SW 6% EW	6%	6% HW 6% SW 6% EW	6% HW 6% EW
Omnissa. LLC.	Omnissa, LLC.				4%		
Palo Alto Networks	Carahsoft			1% HW 1% SW 1% EW			
Pure Storage, Inc.	Pure Storage, Inc.		37% HW 6% EW				

Manufacturer	Awarded Vendor	Minimum Discount %s off MSRP / List Price					
		Servers	Storage	Networking Equipment	Software	Converged Solutions	Peripheral Components
Riverbed	CDWG	3% HW 3% SW 3% EW	3% HW 3% SW 3% EW	3% HW 3% SW 3% EW	3%	3% HW 3% SW 3% EW	3% HW 3% EW
Rubrik	CDWG	5% HW 5% SW 5% EW	5% HW 5% SW 5% EW	5% HW 5% SW 5% EW	5%	5% HW 5% SW 5% EW	5% HW 5% SW 5% EW
Ruckus	Ruckus			44% HW 44% SW 25% EW			
SecureWorks	Carahsoft			2% SW	2% SW		
Symantec	Carahsoft			10% HW 3% SW 1% EW	3%		10% HW 1% EW
Tripp Lite	CDWG	38% HW 38% SW 38% EW	38% HW 38% SW 38% EW	38% HW 38% SW 38% EW	38%	38% HW 38% SW 38% EW	38% HW 38% EW
CA Inc., a Broadcom Company (formerly VMware, Inc.)	VMware	4.00% SW 2.27% EW	4.00% SW 2.27% EW	4.00% SW 2.27% EW	4%		

Table 3: Awarded Vendors' Minimum Discount Percentages Off MSRP / List Price by Segment

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

Service Level Agreements

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

SLA Name	SLA Description	Minimum Threshold
Delivery Time	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.	95%

SLA Name	SLA Description	Minimum Threshold
Quote Time	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.	95%
Order Accuracy	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.	98%
Invoice Accuracy	Vendor shall issue invoices that match the Agency Purchase Order issued to the Vendor and the Vendor's quote.	98%

Table 4: Service Level Agreement Minimum Thresholds

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

Return of Merchandise

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

See Table 5 for specific return policy by Manufacturer.

Manufacturer	Return Policy
APC by Schneider Electric	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.
Arista Networks	No stock balance returns
Avaya Inc.	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Belkin	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.
Ciena Communications	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Cisco Systems, Inc.	No stock balance returns.
Cohesity	No stock balance returns.
Dell Marketing, LP	Unopened stock balance returns allowed at no charge within 30 days of delivery.
EMC Corporation	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Extreme Networks	No stock balance returns. Only warranty replacements or repair offered.
F5 Networks	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, no returns permitted.
FireEye Security Holdings, LLC.	No stock balance returns. Only warranty replacements or repair offered.
Forescout Technologies, Inc.	No stock balance returns
Fortinet, Inc.	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Gigamon	No stock balance returns.

Manufacturer	Return Policy
Hewlett Packard Enterprise	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Hitachi	Unopened stock balance returns allowed at no charge within 30 days of delivery.
IBM	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Infoblox	No stock balance returns
Juniper Networks	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Kyndryl, Inc.	N/A. Services
Lenovo (United States), Inc.	Unopened stock balance returns allowed at no charge within 30 days of delivery.
NetApp	Unopened stock balance returns allowed at no charge within 30 days of delivery.
Nutanix	No stock balance returns.
Omnissa, LLC.	No stock balance returns.
Palo Alto Networks	No restocking fees on returns if customer has a form of Premium Support.
Pure Storage, Inc.	If equipment is factory sealed and returned within 30-days of delivery date, Pure Storage will consider returns on a case by case basis.
Riverbed	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.
Rubrik	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.
Ruckus	If equipment is factory sealed and returned within 30-days of delivery date, Ruckus will consider returns on a case by case basis.
SecureWorks	Not applicable.
Symantec	No stock balance returns.
Tripp Lite	Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.
CA Inc., a Broadcom Company (formerly VMware, Inc.)	No stock balance returns.

Table 5: Manufacturer Return Policy

Taxes

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

Transportation Charges

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

History

2018-07-16: Removed Dell resellers at Dell's request.
2018-07-26: Added eGroup as EMC reseller.
2018-07-30: Added Cambridge Computer Solutions, Davenport Group, and NWN as EMC resellers.
2018-08-08: Added Sirius Computer Solutions as EMC reseller. Added Cambridge Computer Solutions and Davenport Group as Dell resellers. Fortinet was awarded as a 204X Vendor.
2018-08-10: Added Presidio as EMC reseller.
2018-08-15: Removed Alphanumeric Systems as Lenovo reseller. Added Meridian IT as Lenovo reseller. Added Nitor Solutions and Sirius Computer Solutions as Dell resellers.
2018-08-24: Added Corus360 as IBM reseller.
2018-08-29: Added Mainline as EMC reseller.
2018-08-31: Updated Fortinet contact info.
2018-09-20: Pricing Exception note added
2018-10-01: Carahsoft awarded for Gigamon, Infoblox, Nutanix, and Palo Alto Networks products.
2018-10-09: Updated Aerohive contact information.
2018-10-19: NetApp awarded as 204X vendor.
2018-10-23: Carahsoft awarded for F5 Networks products
2018-10-31: Removed eGroup at EMC's request and added Data Networks of America as EMC reseller.
2018-11-09: Added CDWG & NWN as Dell resellers. Added Carolina Advanced Digital as Fortinet reseller.
2018-11-19: Added ePlus Technology and Tiber Creek Consulting as Fortinet resellers. Added Tiber Creek Consulting as Dell reseller.
2018-12-01: CDWG awarded for Belkin, Riverbed, and Tripp Lite products. Added Data Network Solutions, Presidio, and Sirius Computer Solutions as Carahsoft resellers.
2018-12-10: Removed Mainline as EMC Reseller. Added eGroup as EMC Reseller.
2018-12-13: Carahsoft awarded Symantec products.
2019-01-04: CDWG awarded for Rubrik products.
2019-01-17: StepCG added as Extreme Networks reseller.
2019-02-01: ViON awarded for Hitachi products.
2019-02-05: Insight Public Sector as IBM Reseller. ANC Group added as Ruckus Networks Reseller.
2019-02-06: Added NWN as Carahsoft Reseller.
2019-02-18: ViON awarded for Hedvig products.
2019-02-26: Added SHI as Carahsoft Reseller. Removed Alphanumeric Systems as a Fujitsu reseller. Added BlueRange Technology as a Fujitsu Reseller.
2019-03-08: Added BridgeTek Solutions as Fortinet reseller.
2019-03-13: Added CDWG as Carahsoft Reseller.
2019-03-20: Updated Lenovo contact information
2019-04-01: Cisco and Avaya awarded as 204X vendors. Added ePlus Technology as Carahsoft Reseller.
2019-04-17: Added CDWG as Ciena Reseller.
2019-05-02: Removed Meridian IT as Lenovo reseller. Added Alphanumeric Systems as Lenovo reseller.
2019-05-20: Arista Networks awarded as 204X vendor.
2019-06-04: Added Infoblox products to Data Network Solutions under Carahsoft.
2019-06-24: Removed Tiber Creek Consulting as Dell 204X reseller. Added SHI as a Dell 204X reseller.
2019-07-10: Removed General Datatech as Fujitsu 204X reseller. Added Cambridge Computer Services, Inc. as Fujitsu 204X reseller.
2019-07-13: Updated Contact Information for NWN.
2019-07-23: Added CenturyLink Communications as Ciena 204X reseller.
2019-07-31: Removed Insight Public Sector as IBM 204X reseller. Added Sirius Computer Solutions and Technologent as IBM resellers. Updated Corus360 to Converge Acquisition LLC.
2019-08-15: Updated HP address.
2019-08-19: Removed BridgeTek Solutions as Aerohive 204X reseller.
2019-10-01: VMware awarded as 204X vendor. BlueCat Networks awarded as 204X vendor.
2019-10-04: Removed Seeds of Genius as Fujitsu 204X reseller. Added HQ Associates as Fujitsu 204X reseller.
2019-10-07: Updated Sirius Computer Solutions contact information.
2019-10-21: Updated CNIC, Inc. contact information. Updated Lenovo contact information.
2019-11-07: Added SHI as BlueCat Networks 204X reseller. Added Achieve 1, Presidio Networked Solutions, and Sirius Computer Solutions as VMware 204X resellers.
2019-11-18: Added NWN Corporation as VMware 204X reseller. Removed Sirius Computer Solutions as Carahsoft reseller. Added Enterprise IT Solutions (EITS) as Carahsoft 204X reseller. Removed Nitor Solutions as Dell 204X reseller. Added Presidio Networked Solutions as Dell 204X reseller.

2019-12-06: Added SHI as VMware 204X reseller.
2019-12-18: Added CDWG as VMware 204X reseller. Added Pharr Technologies as Extreme Networks 204X reseller. Updated contact info. for Ciena.
2020-02-12: Carahsoft awarded for SecureWorks products.
2020-03-03: EMC removed NWN Corporation as a 204X reseller and added Rove, LLC as an EMC 204X reseller. VMware added Dell as an 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, and networking equipment in North America.
2020-06-18: Removed eGroup Holding Company as an EMC 204X reseller and added AHEAD, Inc.
2020-07-31: Removed Hedvig products from 204X after Commvault acquisition. Commvault requested removal.
2020-08-17: Updated HPE contact information. Updated Dell contact information. Updated SHI contact information. Added SHI as Fortinet 204X reseller.
2020-08-19: Corrected NetApp discount percentages.
2020-08-27: Added CDWG as Fortinet 204X reseller.
2020-08-28: Added NetSource ET LLC as Ruckus Networks 204X reseller.
2020-09-24: Updated Avaya contact information.
2020-09-28: Removed High Performance Technologies as HPE 204X reseller. Add Veristor Systems, Inc. as an HPE 204X reseller.
2020-10-06: Updated EITS contact information
2020-10-28: Added Tiber Creek Consulting as Dell 204X reseller. Removed NWN Corporation as Dell 204X reseller.
2020-10-30: Added Internetwork Services Incorporated, dba Internetwork Engineering and Tego Data Systems, LLC as Pure Storage 204X resellers. Removed Converge Acquisition LLC (formerly Corus 360) and Sirius Computer Solutions as Pure Storage 204X resellers.
2020-11-02: Updated Cisco contact information. Added Meridian IT, Inc. as Avaya 204X reseller.
2020-11-05: Updated Dell contact information.
2020-11-20: Updated HPE contact information.
2020-12-01: Updated HPE contact information.
2020-12-07: Updated NetApp contact information. Added OnWire Consulting Group, LLC as an IBM 204X reseller.
2020-12-08: Removed OnWire Consulting Group, LLC. as IBM 204X reseller per IBM's request.
2020-12-10: Carahsoft awarded for Veritas non-Cloud software and maintenance. Updated Arista Networks contact information.
2020-12-17: Carahsoft removed NWN as 204X reseller and added Insight Public Sector.
2020-12-29: Lenovo removed Alphanumeric Systems as 204X reseller and added 5S Technologies.
2021-01-08: Carahsoft awarded for Forescout Technologies products.
2021-01-25: Updated VMware-Dell contact information.
2021-02-12: Carahsoft removed ePlus as a 204X reseller and added NWN Corporation. Avaya added Tricom Communications Services, Inc. as a 204X reseller.
2021-03-09: Updated Carahsoft-Veritas pricing discount (corrected via Amendment 1).
2021-03-25: Updated VMware contact information.
2021-04-22: Removed eGroup Holding Company, LLC and Level Solutions Group as EMC 204X resellers. EMC added Data Networks of America as 204X designated reseller.
2021-05-01: Added CenturyLink Communications, LLC dba Lumen Technologies Group as an Avaya 204X reseller; Added Walker and Associates, Inc. as Ciena 204X reseller; Removed Davenport Group and Sirius Computer Solutions as EMC 204X resellers and added Level Solutions Group and Drala Project Inc. DBA The ReDesign Group as EMC 204X resellers; Extreme Networks removed Lockstep Technology Group, Pharr Technologies Co. Inc. as Extreme 204X resellers; Removed SHI as Aerohive Networks reseller.
2021-05-10: Extreme Networks added Enterprise Systems Corporation as a 204X reseller.
2021-05-31: Updated HPE address information. Removed Achieve-1 LLC as VMware 204X reseller and added World Wide Technology, LLC. as VMware 204X reseller.

2021-06-10: VRAR requirement added for Abnormal Qty. Requests for State or Cloud hosted solutions.
2021-06-18: Corrected NWN info. under Carahsoft.
2021-07-06: Removed Rove, LLC. as EMC 204X reseller and added SHI.
2021-07-15: Removed NWN as VMware 204X reseller and added Data Network Solutions (DNS) as VMware 204X reseller.
2021-07-20: Removed Data Networks of America as EMC 204X reseller and added eGroup Holding Company as EMC 204X reseller.
2021-07-27: Added Data Network Solutions, Inc. as an Arista Networks 204X reseller.
2021-07-31: Removed DLT Solutions, LLC. as NetApp 204X reseller.
2021-08-11: Removed Mainline Information Systems as HPE 204X reseller and added Applied Data Technologies as HPE 204X reseller. Updated language regarding VRAR requirement from ESRMO.
2021-08-24: Updated Pure Storage contact information. Removed NWN Corporation as Carahsoft 204X reseller. Added World Wide Technology as Carahsoft 204X reseller.
2021-09-09: IBM assignment of Infrastructure Services portion of their 204X to Kyndryl, Inc (wholly-owned IBM subsidiary). Updated SHI contact information.
2021-10-28: Added Presidio Networked Solutions as NetApp 204X reseller.
2021-12-06: Carahsoft awarded for FireEye products.
2021-12-10: Removed BridgeTek Solutions as Fortinet 204X reseller. Added Katalyst Network Group as Fortinet 204X reseller. Updated Lenovo contract manager information.
2021-12-16: Updated A3 Communications contact information.
2021-12-21: CDWG awarded for APC by Schneider Electric IT Corporation products.
2021-12-28: Updated ESRMO email link.
2022-01-04: Removed NetSource ET LLC as Ruckus Networks 204X reseller. Added Howard Technology Solutions, a division of Howard Industries, Inc., as a Ruckus Networks 204X reseller.
2022-01-07: Removed Applied Data Technologies as HPE 204X reseller. Added Trace3 LLC as HPE 204X reseller.
2022-01-11: Removed Aerohive Networks from 204X. Aerohive was purchased by Extreme Networks and the Aerohive Networks 204X contract was assigned via an amendment to Extreme Networks.
2022-01-24: Added OnWire Consulting Group, LLC as IBM 204X reseller.
2022-01-26: Updated Dell contact information. Clarified Value Added Services language.
2022-02-04: Removed e-Group Holdings Company as EMC 204X reseller. Added Data Network Solutions, Inc as EMC 204X reseller. Clarified VRAR applies to new purchase requests of State hosted and Cloud Vendor Hosted Solutions.
2022-03-02: Updated Cisco contact information.
2022-03-04: Added Softchoice Corporation as IBM 204X reseller. Removed Blue Ally as HPE 204X reseller. Added Mainline Information Systems, Inc. as HPE 204X reseller.
2022-03-10: Added missing contact information for Trace3 LLC.
2022-03-15: Removed SpartenTec as Fortinet 204X reseller. Added Rove, LLC. as Fortinet 204X reseller.
2022-03-21: Updated Sirius Computer Solutions name and contact information.
2022-04-01: ViON removed as the Hitachi Vantara single authorized reseller per Hitachi Vantara. Enterprise IT Solutions LLC. added as Hitachi Vantara single authorized reseller at Hitachi Vantara's request.
2022-04-07: Removed Enterprise Systems Corporation as an Extreme Networks 204X authorized reseller. Added Encore Technology Group, LLC. as Extreme Networks 204X authorized reseller. Updated SHI contact information. Updated VMware contact info.
2022-04-08: Removed Rove and CDWG as Cisco 204X authorized resellers. Added World Wide Technologies as Cisco 204X authorized reseller.
2022-04-19: Added TDSynnex as Cisco 204X authorized reseller. Updated SHI contact info.
2022-04-21: Removed CDWG as Dell 204X authorized reseller and added NWN Corporation as Dell 204X authorized reseller.
2022-04-25: Updated CDWG contact info.
2022-05-05: Updated Carahsoft contact info.
2022-05-11: Removed Data Networks of America, Inc as EMC 204X authorized reseller and added eGroup Holding Company LLC as EMC 204X authorized reseller.
2022-06-16: Removed Meridian IT as Extreme Networks 204X authorized reseller and add A3 Communications and CNIC, Inc. as Extreme Networks authorized 204X resellers.
2022-07-13: Updated Dell contact info. NetApp removed Presidio Networked Solutions and ViON Corporation as NetApp 204X authorized resellers and added Tego Data Systems LLC and World Wide Technology LLC as NetApp 204X resellers.
2022-08-02: Updated Corus360 name to Converge Technology Solutions (IBM and Lenovo 204X reseller). Updated CDWG contact information.

2022-08-05: Removed Katalyst Network Group as Fortinet authorized 204X reseller and added Bridgetek Solutions as Fortinet authorized 204X reseller.
2022-08-19: Removed World Wide Technology as Carahsoft 204X reseller and added ePlus Technology. Updated TD Synnex contact information.
2022-08-22: Lenovo removed Converge Technology Solutions (formerly Corus 360) as an authorized Lenovo 204X reseller. Fortinet removed BridgeTek Solutions as Fortinet authorized 204X reseller and added Katalyst Network Group as Fortinet authorized 204X reseller.
2022-08-30: HPE removed CDWG as authorized 204X reseller and added ePlus Technology.
2022-09-13: Added Forescout products under Carahsoft – EITS.
2022-09-26: Updated HPE contact information.
2022-10-14: Removed Mainline as HPE authorized 204X reseller and added BlueAlly Technology as HPE authorized reseller.
2022-11-08: Removed Trace3 as HPE authorized 204X reseller and added Mainline Information Systems as HPE authorized reseller. Removed Tego Data Systems as Pure Storage authorized 204X reseller and added BlueAlly as authorized Pure Storage authorized 204X reseller.
2022-11-15: Updated contact information for World Wide Technology
2022-11-28: Removed Soft Choice as IBM 204X reseller and added InfoSystems as IBM 204X reseller.
2022-12-01: Removed NWN Corporation as Dell 204X reseller and added Winslow Technology Group as Dell 204X reseller. Updated HPE contact information.
2022-12-12: Removed Carolinas IT as Lenovo authorized 204X reseller. Updated contact information for Carolina Advanced Digital, Inc., Data Network Solutions, Inc., and Veristor Systems, Inc.
2022-12-21: Added Tego Data Systems, LLC as Lenovo authorized 204X reseller
2023-01-23: Removed StepCG, LLC as an Avaya authorized 204X reseller and added ConvergeOne as an Avaya authorized 204X reseller.
2023-02-09: Updated CDWG and Insight contact information.
2023-02-17: Removed SHI and The Drala Project Inc., dba ReDesign Group, as EMC authorized 204X resellers. Added iTi Communications, LLC as EMC 204X reseller.
2023-02-20: Removed Ahead, Inc. as EMC 204X reseller.
2023-02-27: Updated Fortinet contact information. Updated Insight Public Sector contact information.
2023-03: Updated Insight Public Sector
2023-05-08: Juniper Networks awarded as 204X vendor. Updated World Wide Technology contact information. Updated Data Network Solutions contact information. Added CDWG, Data Network Solutions, Encore Technology, and World Wide Technology as Juniper 204X resellers.
2023-05-11: Added NWN Carousel as Juniper Networks 204X reseller.
2023-05-12: Removed Mainline as HPE 204X reseller. Added Presidio as an HPE 204X reseller.
2023-06-15: Exercised first one year renewal option for STC 204X with existing awarded vendors. Removed BlueCat Networks as awarded vendor as they are no longer registered to do business with NC Secretary of State's Office and have not registered any sales on the 204X contract. Updated various vendor and reseller contact information. Removed Tiber Creek as Dell 204X reseller and added Level Solution Group as Dell 204X reseller. Removed Ciena 204X reseller Integration Partners Corporation as they are not showing registered on NC Secretary of State's Office. Removed A3 Communications as Ruckus Networks authorized 204X resellers. Added Enterprise IT Solutions as Ruckus Networks 204X reseller.
2023-06-27: Updated Ruckus contact information. Updated Abnormal Qty. procedures.
2023-07-01: Amendment 1 to Carahsoft-Nutanix 204X contract modified discount off list percentage.
2023-07-13: Removed Winslow Technology Group as Dell authorized 204X reseller and added NWN Corporation as Dell authorized 204X reseller.
2023-08-18: Added Mainline Information Systems as EMC authorized 204X reseller.
2023-08-29: Updated SHI contact information.
2023-09-13: Removed Rove as Fortinet 204X authorized reseller.
2023-09-27: Added Presidio Networked Solutions LLC as Juniper Networks authorized 204X reseller.
2023-09-28: Updated Presidio Networked Solutions contact information.
2023-10-12: Updated Avaya contact information
2023-10-31: Updated HPE contact information.
2023-11-03: Updated Carolina Advanced Digital, Inc. contact information.
2023-11-27: Updated Ciena contract information.
2023-11-30: Removed A3 Communications, Inc. as Extreme Networks authorized 204X reseller and added Enterprise IT Solutions (EITS) as Extreme Networks authorized 204X reseller. Removed Sirius Computer Services as VMware authorized 204X reseller.
2024-01-05: Updated Howard Technology Solutions contact information.
2024-01-19: Updated IBM contact information.

2024-01-29: Updated CDWG contact information
2024-02-06: Removed Sirius Computer Solutions, LLC. as Dell authorized 204X reseller and added Ahead Inc. as Dell authorized reseller.
2024-02-12: Changed Ruckus Networks legal name to Ruckus Wireless LLC.
2024-02-23: Removed CDWG as Extreme Networks authorized 204X reseller and added Enterprise Systems Corporation as Extreme Networks authorized 204X reseller.
2024-03-01: Removed 5S Technologies as Lenovo 204X authorized reseller and added BridgeTek Solutions LLC as Lenovo authorized 204X reseller.
2024-03-15: Added Level Solutions Group, LLC. as Fortinet 204X authorized reseller.
2024-03-27: Updated Dell contact information. Updated TDSynnex quote email address.
2024-04-08: Added Drala Project Inc. DBA The ReDesign Group as EMC 204X
2024-05-31: VMware contract assigned to CA, Inc., a Broadcom Company.
2024-06-27: Exercised second one-year renewal options for STC 204X with existing awarded vendors. The following vendor contact updates were made to the 204X contract:
- Arista Networks – Added Presidio Networked Solutions, Brooks Network Services, LLC., and ePlus Technology as authorized 204X resellers.
- Cisco – updated Presidio contact information.
- Extreme Networks – Removed Enterprise Systems Corporation as 204X reseller. Added CDWG as 204X reseller.
- Fortinet – updated Fortinet contact information. Removed SHI as a reseller and added BridgeTek Solutions as Fortinet authorized 204X reseller
- IBM – removed InfoSystems, Inc. as a 204X reseller.
- Lenovo – updated contact information.
- NetApp – updated NetApp contact information.
- Pure Storage – updated Pure Storage contact information.
- CA, Inc. – removed Dell Marketing LP as 204X reseller.

2024-07-01: Updated Optional renewals from 4 to 3 remaining.
2024-07-08: Removed Veristor as HPE 204X reseller. Added High Performance Technologies as HPE 204X reseller.
2024-07-15: Added Prolifics Inc as IBM 204X reseller.
2024-07-24: Carahsoft request to remove EITS and add Mainline Information Systems as 204X reseller due to Mainline acquisition of EITS.
2024-08-07: EITS-Hitachi Vantara contract assigned to Mainline Information Systems due to Mainline acquisition of EITS. Updated CA, Inc. (formerly VMware) to allow CA, Inc. to accept direct orders. Extreme Networks request to remove EITS and add Mainline Information Systems as 204X reseller due to Mainline acquisition of EITS.
2024-09-26: Removed NWN Corporation as Dell 204X reseller. Added The Drala Project Inc. dba ReDesign Group as Dell 204X reseller.
2024-09-27: Added Carahsoft as a CA, Inc. (formerly VMware) authorized 204X reseller. Ruckus Wireless requests to remove EITS and add Mainline Information Systems as a 204X reseller due to Mainline acquisition of EITS.
2025-02-03: Removed High Performance Technologies and ePlus Technologies as HPE 204X reseller. Added Verinext Corp. and Netcom Business Solutions, Inc. as HPE authorized 204X resellers.
2025-03-03: Carahsoft awarded Cohesity products and services per 2022 Open Enrollment. Pure Storage removed Internetwork Services Incorporated (IE) as Pure Storage authorized 204X reseller.
2025-03-06: Updated Lenovo contact information. Removed SHI International Corp.as Lenovo authorized 204X reseller. Added GovConnection, Inc. dba Connection Public Sector Solutions as Lenovo authorized 204X reseller. Updated Data Network Solutions contact information.
2025-03-21: Updated Cisco's contact information. Removed Davenport Group as a Dell authorized 204X reseller. Added World Wide Technology as Dell authorized 204X reseller.
2025-04-02: Removed Netcom Business Solutions, Inc. as HPE 204X authorized reseller and added Mainline Information Systems, Inc. as HPE authorized 204X reseller. CA, Inc. (formerly VMware) removed Data Network Solutions, Inc. as CA/VMware 204X authorized reseller.
2025-04-07: Updated Lenovo contact information. Added Mainline Information Systems, Inc. as CA, Inc. (formerly VMware) 204X authorized reseller.
2025-04-14: Cisco removed Internetwork Services Incorporated, dba Internetwork Engineering as a Cisco 204X authorized reseller. Added Data Network Solutions, Inc. as Cisco 204X authorized 204X reseller.
2025-04-28: Updated company name for Ciena 204X authorized reseller to Walker and Associates, Inc. dba NetCeed.
2025-05-09: Removed CNIC, Inc. and RMSource as Extreme Networks authorized 204X reseller. Added Telcom, Inc. as Extreme Networks authorized 204X reseller.

2025-05-23: Removed Level Solutions Group, LLC. as Fortinet 204X authorized reseller. Added Data Network Solutions, Inc. as Fortinet 204X authorized reseller.

2025-06-04: Updated Data Network Solutions, Inc. contact information. Removed Ahead, Inc. as a Dell authorized 204X reseller and added Davenport Group, Inc. as Dell authorized 204X reseller.

2025-06-10: Added World Wide Technology, LLC. as an authorized Extreme Networks 204X reseller.

2025-06-30: Exercised third one-year renewal options for STC 204X with existing awarded vendors. Removed FireEye products under Carahsoft. FireEye products are no longer owned by FireEye and have not registered sales in the last year. Removed Rubrik products from CDWG pending submittal of current third-party security attestation.

2025-07-02: Re-added Rubrik under CDWG.

2025-07-08: The following vendor contact updates were made to the 204X contract:

- Carahsoft – updated Carahsoft contact information.
- Cisco – updated contact information for ePlus, NWN Carousel, and TDSynnex.
- Fortinet – updated Fortinet contact information. Removed SHI International Corp. as 204X reseller. Added BridgeTek Solutions LLC as 204X reseller.
- IBM – updated contact information for IBM and Thomas Gallaway.
- Kyndryl – updated Kyndryl contact information.
- NetApp – updated contact information and addresses for NetApp, Data Network Solutions, ePlus Technology, and Tego Data Systems.
- Pure Storage – updated Pure Storage contact information.
- Ruckus Wireless – updated Pure Storage contact information.

2025-08-01: Updated BlueAlly contact information.

2025-08-13: Carolina Advanced Digital acquired by Eastern DataComm LLC. Updated reseller contact information for Fortinet and HPE.

2025-09-05: Updated HPE contact information. Removed ReDesign Group as Dell 204X reseller and added Sidepath Inc. as Dell authorized 204X reseller. Removed Bridgetek Solutions as a Ruckus Wireless 204X reseller and added Lockstep Technology Group LLC as Ruckus Wireless authorized 204X reseller.

2025-09-16: Removed Verinext Corp. as HPE authorized 204X reseller and added ePlus Technology as HPE authorized resellers.

2025-10-03: Removed NWN Carousel as NetApp authorized 204X reseller and added Cambridge Computer Services, Inc as NetApp authorized 204X reseller.

2025-10-06: Removed Davenport Group, Inc. as Dell authorized 204X reseller and added United Data Technologies, Inc. as Dell authorized 204X reseller.

2025-10-10: Removed World Wide Technology as Juniper authorized 204X reseller and added SHI as Juniper authorized 204X reseller. Added Sidepath Inc. as CA/Broadcom 204X authorized reseller.

2025-10-30: Removed World Wide Technology as CA/Broadcom authorized 204X reseller.

2025-12-12: Removed Data Network Solutions, Inc and BridgeTek Solutions / Lockstep Technology as Fortinet reseller. Added Advanced Personal Computing, Inc. (dba Liquid Networx) as a Fortinet authorized reseller. Updated Fortinet contact information. Removed Mainline as Extreme Networks authorized 204X reseller and added Vector Technology Group as Extreme Networks authorized 204X reseller.

2025-12-19: Removed BridgeTek Solutions as a Lenovo 204X reseller.

2025-12-26: Added AMSYS Innovative Solutions, LLC as a Lenovo 204X reseller.

2026-01-02: Added United Data Technologies, Inc. as a Lenovo 204X reseller.

2026-01-09: Added Achieve 1, LLC. as authorized CA/Broadcom 204X reseller.

2026-01-13: Updated Lenovo contact information.

2026-01-23: Broadcom/CA assignment of former VMware Horizon product line of their 204X to Omnissa, LLC. Added Carahsoft Technology Corporation and Presidio Networked Solutions LLC as Omnissa, LLC. authorized 204X resellers. Removed WWT as Dell 204X reseller and added Davenport Group, Inc. as Dell authorized 204X reseller.

2026-01-28: Added XenTegra, LLC as Omnissa authorized 204X reseller.

2026-02-12: Updated Dell contact information. Updated EMC contract information.

2026-02-17: Added Data Network Solutions as Omnissa authorized 204X reseller.

2026-03-11: Fortinet removed Katalyst Network Group as 204X authorized reseller and added Lockstep Technology Group, LLC as 204X authorized reseller.

2026-03-13: Extreme Networks removed Telcom, Inc. as 204X authorized reseller and added Alliance Technology Group as 204X authorized reseller.

2026-04-01: Pure Storage added Data Network Solutions, Inc. as authorized reseller. Dell removed United Data Technologies, Inc. as 204X authorized reseller and added Advizex Technologies, LLC as 204X authorized reseller.

2026-04-07: Updated webpage format.

2026-04-14: Updated Lenovo Contract Administrator
2026-04-17: Lenovo removed GovConnection, Inc. dba Connection Public Sector Solutions as authorized 204X reseller.
2026-04-20: Fortinet removed Lockstep Technology Group, LLC. as 204X authorized reseller and added Katalyst Network Group as 204X authorized reseller.
2026-05-06: Updated Arista Networks contact information.
2026-05-26: Updated Ciena, HPE, and Carahsoft reseller contact information. Carahsoft added F5 Networks to Carahsoft's reseller Insight Public Sector. Changed Avaya Inc to Avaya LLC.
2026-05-27: Updated Avaya LLC contact information and Avaya LLC reseller information. Removed CenturyLink DBA Lumen Technologies Group as a reseller under Avaya LLC. Ciena: non-Cloud software only.
2026-05-29: Updated Reseller Information under IBM: Updated ordering address for OnWire, Updated Inside Sales email address for Thomas Gallaway Corp; Removed (formerly Corus360) form Reseller name under Converge Technology Solutions; Removed the following Resellers: Meridian IT, Inc. Prolifics, Inc, and Sirius Computer Solutions, LLC
2026-05-29: Updated Juniper Networks contact information for State and Local Government.
2026-05-29: Updated Extreme Networks contact information and updated Reseller information for Data Network Solutions and CDWG.
2026-06-01: Under OEM Fortinet, removed CDW as Reseller and added BridgeTek Solutions / Lockstep Technology.
Under Cisco, updated Reseller contact information for Data Network Solutions, updated reseller information for ePlus, and updated reseller information for TDSynnex.
Under Arista, removed three (3) Resellers: Sirius Computer Solutions, LLC, Presidio Networked Solutions, LLC and Brooks Network Services, LLC.
Added four (4) new Resellers under Arista: Optiv, Cypress Technology, Converged Networks, Lockstep Technology Group.
Under CA Inc, Removed "Sales – Academic" contact information.
2026-06-03: Correction made to Arista contact information.
2026-06-08 Updated Ciena contact information and Reseller information
Under Fortinet, Arista, HPE, and Pure Storage: updated Reseller Information for ePlus
2026-06-10: Under Ruckus Wireless, removed Converged Networks LLC as reseller.
2026-06-15: Under Ruckus Wireless, updated Ruckus contact information.
Updated phone number for Lenovo's Senior Contract Manager.
Added GovConnection Inc. DBA Connection Public Sector Solutions as a reseller to Omnissa
2026-06-25: Updated Current Effective Dates
2026-06-26: Updated renewal options.
2026-07-02: Updated reseller information for SHI under Omnissa.
2026-07-10: Belden acquired RUCKUS. Change email domain to @beldon.com for Ruckus Wireless LLC contacts. No change to the SLED or support site yet. No change to contract documents necessary.
Updated Pure Storage Reseller SHI state and local government email address to SoutheastTeamGOV@shi.com
2026-07-28: Broadcom/VMware removed Mainline as authorized 204X reseller for VMware products and added The Drala Project dba The Redesign Group. Fortinet removed Katalyst Network Group as authorized reseller for Fortinet products and added Data Network Solutions.
2026-08-28: Removed Converge Technologies Solutions as a reseller under IBM. Added Pellera Technologies LLC as a reseller under IBM.
2026-08-31: Added MainMicro Technologies Corporation as a reseller under Lenovo.
2026-09-14: Removed BlueAlly Technology Solutions, LLC and NWN as resellers under Pure Storage.
Added The Davenport Group, Inc. and Tego Data Systems, LLC as resellers under Pure Storage.
Removed Veritas products from Carahsoft 204X contract. Per Carahsoft, Veritas products are no longer available under 204X.
2026-09-22: Added Presidio Networked Solutions, LLC as a reseller under Arista Networks, Inc.
2026-10-05: Updated Contract Manager for CDWG to Nelson Narciso. Updated contact information and address for Presidio throughout STC due to a name change from Holly Pecyna to Holly Miller for inside sales (with the exception of Arista).
2026-10-30: Updated contact information for Dell.
2026-11-02: Removed TDSynnex as a reseller under Cisco. Added Advanced Network Management Inc. under Cisco as a reseller.

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