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

Scope

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

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

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](https://it.nc.gov/documents/exception-resources)

### NC State IT Contract 204X Manufacturers:

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Manufacturer</th>
<th>Manufacturer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerohive Networks (Purchased by Extreme Networks)</td>
<td>Fujitsu (Removed 6/9/2020)</td>
<td>Ruckus Networks</td>
</tr>
<tr>
<td>APC by Schneider Electric IT Corp.</td>
<td>Gigamon</td>
<td>SecureWorks</td>
</tr>
<tr>
<td>Arista Networks</td>
<td>Hedvig (Removed 7/31/2020)</td>
<td>Symantec</td>
</tr>
<tr>
<td>Avaya</td>
<td>Hewlett Packard Enterprise</td>
<td>Tripp Lite</td>
</tr>
<tr>
<td>Belkin</td>
<td>Hitachi</td>
<td>Veritas <strong>Only non-Cloud Software</strong></td>
</tr>
<tr>
<td>BlueCat Networks</td>
<td>IBM</td>
<td>VMware</td>
</tr>
<tr>
<td>Ciena</td>
<td>Infoblox</td>
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<tr>
<td>Cisco</td>
<td>Kyndryl, Inc.</td>
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<tr>
<td>Dell</td>
<td>Lenovo</td>
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<tr>
<td>EMC</td>
<td>NetApp</td>
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<tr>
<td>Extreme Networks</td>
<td>Nutanix</td>
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<tr>
<td>F5 Networks</td>
<td>Palo Alto</td>
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<tr>
<td>Forescout Technologies</td>
<td>Pure Storage</td>
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<tr>
<td>FireEye Security Holdings, LLC.</td>
<td>Riverbed</td>
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<tr>
<td>Fortinet</td>
<td>Rubrik</td>
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</table>

### Abnormal Quantities Threshold

Any requirement that exceeds **$250,000** must be forwarded to the Statewide IT Procurement Office for approval. The Statewide IT Procurement Office, and in consultation with the using Agency, may process the request in one or more of the following ways:

1. Purchase may be authorized at current pricing with current Vendor
2. Additional discounts from current pricing level may be negotiated with current Vendor
3. A separate Invitation for Bids may be issued for the requirement

**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.

<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerohive Networks</td>
<td>Direct</td>
<td>Orders should be placed with Authorized Resellers listed below.</td>
<td>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.</td>
</tr>
</tbody>
</table>
| Arista Networks, Inc. | Direct | Orders should be placed with Authorized Resellers listed below. | Sales – State. Local Governments, K-12, Higher Education
Bobby Conway
Email: bobby@arista.com
Phone: 615-920-9303

Customer Service / Technical / Warranty Support
Website: www.arista.com
Email: support@arista.com
Phone: 866-476-0000
Fax: 408-538-8920 |
| Data Network Solutions, Inc | Inside Sales – State and Local Governments
Miriam Rodrigue
Email: mrodrigue@datanetworksolutions.com
Phone: 864-640-1343

Outside Sales – State and Local Governments, Education
Bruce Fisher
Email: bfisher@datanetworksolutions.com
Phone: 704-905-1920 | 629 Lake Tide Dr. Chapin, SC 29036 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| Arista Networks, Inc. | Intelligent Visibility, Inc. | 200 South Elm. St. Suite 200 Greensboro, NC 27401 | Inside Sales – State and Local Governments  
Tonya Brewer  
Email: tbrewer@intelligentvis.com  
Phone: 336-202-2352  

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

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

Sales – Higher Education  
Rob Blair  
Email: rbair@intelligentvis.com  
Phone: 336-908-7109 |
| Sirius Computer Solutions, LLC. | Direct | 10100 Reunion Place Suite 500 San Antonio, TX 78216 | Outside Sales – State and Local Governments, Education  
Phyllis (PJ) Byrd  
Email: phyllis.byrd@siriuscom.com  
Phone: 210-369-0617 |
| Avaya Inc. | | 4655 Great America Parkway Santa Clara, CA 95054 | Sales – State and Local Governments, Education  
Michelle Bueti  
Email: buetim@avaya.com  
Phone: 919-425-8254 |
| CenturyLink Communications, LLC dba Lumen Technologies Group | | 100 CenturyLink Drive Monroe, LA 71203 | Sales – State and Local Governments  
Wanda Straub  
Email: Wanda.tingen@lumen.com  
Phone: 910-459-4504  

Sales – K-12  
Kristy DeVivo  
Email: Kristy.a.devivo@lumen.com  
Phone: 844-387-3640, Ext.6218589  

Sales – Higher Education  
Ginger Little  
Email: Ginger.little@lumen.com  
Phone: 252-751-5758 |
| Meridian IT, Inc. | | 9 Parkway N. Suite 500 Deerfield, IL 60015 | Sales – State and Local Governments, Education  
Wayne Ianuario  
Email: wayne.ianuario@meridianitinc.com  
Phone: 864-345-7959 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
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</thead>
</table>
| Avaya Inc.     | StepCG, LLC          | 525 W. Fifth Street Suite 332 Covington, KY 41011 | **Sales – State and Local Governments, Higher Education**  
Rob Huff  
[rhuff@stepcg.com](mailto:rhuff@stepcg.com)  
Phone: 513-795-6000 |
| Tricom Communication Services, Inc. | 5400 Etta Burke Ct. Raleigh, NC 27606 | **Sales – State and Local Governments, Higher Education**  
Steve Chandler  
[schandler@tricom-usa.com](mailto:schandler@tricom-usa.com)  
Phone: 919-865-2002 |
| BlueCat Networks (USA) Inc. | Direct | Orders should be placed with Authorized Resellers listed below. | **Sales – State and Local Governments, Education**  
Tyler Bodell  
Email: [tbodell@bluecatnetworks.com](mailto:tbodell@bluecatnetworks.com)  
Phone: 703.785.7404  
**Customer Service / Technical / Warranty Support**  
Website: [https://care.bluecatnetworks.com](https://care.bluecatnetworks.com)  
Email: [support@bluecatnetworks.com](mailto:support@bluecatnetworks.com)  
Phone: 1-866-491-2228  
Fax: 416-225-3324 |
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</table>
| BlueCat Networks (USA) Inc.     | SHI International Corp. (HUB VENDOR)      | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Government, Education**  
SHI Carolina Team - QUOTING  
Email: carolinateam@shi.com  
Phone: 800-715-3197  
  
**Outside Sales – State Agencies**  
Dean Blackmon  
Email: Dean_Blackmon@SHI.com  
Phone: 910-538-6804  
  
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: 919-602-7589  
  
**Outside Sales – Local Government (Charlotte Area)**  
Justin Hansen  
Email: Justin_Hansen@shi.com  
Phone: 704-300-9126  
  
**Sales – Academic (Eastern NC)**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774  
  
**Sales – Academic (Western NC)**  
Chawn Simon  
Email: Chawn_Simon@shi.com  
Phone: 704-630-5999 |
| Carahsoft Technology Corporation | Direct  
For following products:  
• F5 Networks  
• FireEye  
• ForeScout  
• Gigamon  
• Infoblox  
• Nutanix  
• Palo Alto  
• SecureWorks  
• Symantec  
• Veritas (non-Cloud software only) | 11493 Sunset Hills Rd Suite 100 Reston, VA 20190 | **Inside Sales – State and Local Governments**  
Rich Maigue  
Email: Richard.Maigue@carahsoft.com  
Phone: 703-871-8578  
  
**Outside Sales – State and Local Governments**  
Carahsoft Sales Team  
Email: sales@carahsoft.com  
Phone: 703-871-8500  
  
**Sales – K-12 and Higher Education**  
Tim Boltz  
Email: Tim.Boltz@carahsoft.com  
Phone: 703-230-7402 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
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<th>Vendor / Reseller Contact Information</th>
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</thead>
<tbody>
<tr>
<td>Carahsoft Technology Corporation</td>
<td>CDW Government LLC</td>
<td>230 N. Milwaukee Ave. Vernon Hills, IL 60061</td>
<td><strong>Inside Sales for State and Local Governments</strong>&lt;br&gt;Nicole Tuzzolino&lt;br&gt;Email: <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a>&lt;br&gt;Phone: 866-850-5223</td>
</tr>
<tr>
<td></td>
<td><strong>Outside Sales for State and Local Governments</strong>&lt;br&gt;Keshun Morgan&lt;br&gt;Email: <a href="mailto:keshmor@cdwg.com">keshmor@cdwg.com</a>&lt;br&gt;Phone: 312-513-0631</td>
<td></td>
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<td><strong>Academic Sales (K-12 Local Education Authorities)</strong>&lt;br&gt;Ashley Pratt&lt;br&gt;Email: <a href="mailto:ashlpra@cdw.com">ashlpra@cdw.com</a>&lt;br&gt;Phone: 866-819-6496</td>
<td></td>
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</tr>
<tr>
<td></td>
<td><strong>Academic Sales (Higher Education)</strong>&lt;br&gt;Mitch Huffington&lt;br&gt;Email: <a href="mailto:Mitchuf@cdwg.com">Mitchuf@cdwg.com</a>&lt;br&gt;Phone: 866-723-1550</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>For following products:</strong>&lt;br&gt;• F5 Networks&lt;br&gt;• Infoblox&lt;br&gt;• Nutanix&lt;br&gt;• Palo Alto&lt;br&gt;• Symantec&lt;br&gt;• Veritas (non-Cloud software only)</td>
<td></td>
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</tr>
<tr>
<td>Data Network Solutions, Inc</td>
<td>629 Lake Tide Dr. Chapin, SC 29036</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Miriam Rodrigue&lt;br&gt;Email: <a href="mailto:mrodrigue@datanetworksolutions.com">mrodrigue@datanetworksolutions.com</a>&lt;br&gt;Phone: 864-640-1343</td>
<td></td>
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<td><strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;Bruce Fisher&lt;br&gt;Email: <a href="mailto:bfisher@datanetworksolutions.com">bfisher@datanetworksolutions.com</a>&lt;br&gt;Phone: 704-905-1920</td>
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<td><strong>For following products:</strong>&lt;br&gt;• F5 Networks&lt;br&gt;• Gigamon&lt;br&gt;• Infoblox&lt;br&gt;• Nutanix&lt;br&gt;• Palo Alto&lt;br&gt;• Symantec</td>
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</tr>
<tr>
<td>Enterprise IT Solutions (EITS) (HUB VENDOR)</td>
<td>15105 John J Delaney Dr. Suite D-32 Charlotte, NC 28277</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Leo Chavez&lt;br&gt;Email: <a href="mailto:chavezl@eits.com">chavezl@eits.com</a> or <a href="mailto:quotes@eits.com">quotes@eits.com</a>&lt;br&gt;Phone: 803-493-7549</td>
<td></td>
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<td></td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Andrew Bena&lt;br&gt;Email: <a href="mailto:benaa@eits.com">benaa@eits.com</a>&lt;br&gt;Phone: 803-280-0283</td>
<td></td>
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</tr>
</tbody>
</table>
|  | **For following products:**<br>• F5 Networks<br>• Gigamon<br>• Infoblox<br>• Nutanix<br>• Palo Alto<br>• Symantec
<table>
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<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| Carahsoft Technology Corporation | Insight Public Sector, Inc | 6820 S. Harl Ave. Tempe, AZ 85283 | **Inside Sales – State and Local Governments**  
Scott Lipson  
Email: scott.lipson@insight.com  
Phone: 514-373-8351  

**Outside Sales – State and Local Governments**  
Molly Harper  
Email: molly.harper@insight.com  
Phone: 919-539-8298  

**Outside Sales – K-12 and Higher Education**  
Kelly Riedel  
Email: kelly.riedel@insight.com  
Phone: 919-379-8548 |
| Presidio Networked Solutions LLC | For following products:  
- Veritas (non-Cloud software only) | 5003 S. Miami Blvd Suite 110 Durham, NC 27703 | **Inside Sales – State and Local Governments**  
Jessica Blust  
jblust@presidio.com  
Phone: 407-641-0524  

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

**Sales – K-12**  
Jim Slowik  
Email: jslowik@presidio.com  
Phone: 919-228-6123 |
<table>
<thead>
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<td>Carahsoft Technology Corporation</td>
<td>SHI International Corp.</td>
<td>290 Davidson Ave. Somerset, NJ 08873</td>
<td><strong>Sales – State and Local Government, Education</strong></td>
</tr>
<tr>
<td></td>
<td>(HUB VENDOR)</td>
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<td>SHI Carolina Team - QUOTING</td>
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<tr>
<td></td>
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<td></td>
<td>Email: <a href="mailto:carolinateam@shi.com">carolinateam@shi.com</a></td>
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<td>Phone: 800-715-3197</td>
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<td><strong>Outside Sales – State Agencies</strong></td>
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<td>Dean Blackmon</td>
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<td>Email: <a href="mailto:Dean_Blackmon@SHI.com">Dean_Blackmon@SHI.com</a></td>
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<td>Phone: 910-538-6804</td>
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<td></td>
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<td></td>
<td>Carly Higginbotham</td>
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<td>Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a></td>
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<td>Phone: 919-219-7355</td>
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<td><strong>Outside Sales – Local Government (Raleigh Area)</strong></td>
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<td></td>
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<td>Jackson Ling</td>
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<td>Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a></td>
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<td>Phone: 919-602-7589</td>
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<td></td>
<td><strong>Outside Sales – Local Government (Charlotte Area)</strong></td>
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<td>Justin Hansen</td>
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<td>Email: <a href="mailto:Justin_Hansen@shi.com">Justin_Hansen@shi.com</a></td>
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<td>Phone: 704-300-9126</td>
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<td><strong>Sales – Academic (Eastern NC)</strong></td>
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<td></td>
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<td>Matt Springett</td>
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<td>Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a></td>
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<td></td>
<td>Phone: 919-610-6774</td>
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<td><strong>Sales – Academic (Western NC)</strong></td>
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<td></td>
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<td>Chawn Simon</td>
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<td></td>
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<td>Email: <a href="mailto:Chawn_Simon@shi.com">Chawn_Simon@shi.com</a></td>
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<tr>
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<td></td>
<td>Phone: 704-630-5999</td>
</tr>
<tr>
<td>World Wide Technology, LLC</td>
<td></td>
<td>1 World Wide Way St. Louis, MO 63146</td>
<td><strong>Inside Sales – State and Local Government</strong></td>
</tr>
<tr>
<td>(HUB VENDOR)</td>
<td></td>
<td>Phone: 800-432-7008</td>
<td>Alexia Sharritts</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:alexis.sharritts@wwt.com">alexis.sharritts@wwt.com</a></td>
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<td>Phone: 404-443-9198</td>
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<td><strong>Outside Sales – State and Local Government</strong></td>
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<tr>
<td></td>
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<td>Amanda VanSpybrook</td>
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<td></td>
<td>Email: <a href="mailto:Amanda_VanSpybrook@wwt.com">Amanda_VanSpybrook@wwt.com</a></td>
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<td></td>
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<td></td>
<td>Phone: 919-455-8806</td>
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<td></td>
<td><strong>Sales for State and K-12 and Higher Education</strong></td>
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<td>Adam Pierce</td>
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<td></td>
<td>Email: <a href="mailto:Adam.pierce@wwt.com">Adam.pierce@wwt.com</a></td>
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<td>Phone: 919-614-1516</td>
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</table>
| CDWG           | Direct               | 230 N. Milwaukee Ave Vernon Hills, IL 60061 | **Inside Sales for State and Local Governments**  
Nicole Tuzzolino  
Email: nicotuz@cdwg.com  
Phone: 866-850-5223 |
|                |                      |                  | **Outside Sales for State and Local Governments**  
Keshun Morgan  
Email: keshmor@cdwg.com  
Phone: 312-513-0631 |
|                |                      |                  | **Academic Sales (K-12 Local Education Authorities)**  
Ashley Pratt  
Email: ashipra@cdw.com  
Phone: 866-819-6496 |
|                |                      |                  | **Academic Sales (Higher Education)**  
Mitch Huffington  
Email: Mitchuf@cdwg.com  
Phone: 866-723-1550 |
| Direct         |                      | Orders should be placed with Authorized Resellers listed below. | **Sales – State Governments**  
Larry Graff  
Email: lgraaff@ciena.com  
Phone: 443-690-3480 |
|                |                      |                  | **Sales – Local Governments, K-12, Higher Education**  
Greg Nelson  
Email: gnelson@ciena.com  
Phone: 919-609-0830 |
|                |                      |                  | **Customer Service / Technical / Warranty Support**  
Website: https://portal.ciena.com  
Phone: 800-243-6224  
Fax: 410-694-5750 |
| Carousel Industries of North America, Inc | Direct | 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. | Direct | 14111 Capital Blvd. Wake Forest, NC 27587 | **Sales – State and Local Governments, Education**  
Wanda Straub  
Email: Wanda.tingen@lumen.com  
Phone: 910-459-4504 |
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</table>
| Ciena                   | CDW Government LLC                 | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | Inside Sales for State and Local Governments  
Nicole Tuzzolino  
Email: nicotuz@cdwg.com  
Phone: 866-850-5223  

Outside Sales for State and Local Governments  
Keshun Morgan  
Email: keshmor@cdwg.com  
Phone: 312-513-0631  

Academic Sales (K-12 Local Education Authorities)  
Ashley Pratt  
Email: ashprra@cdw.com  
Phone: 866-819-6496  

Academic Sales (Higher Education)  
Mitch Huffington  
Email: Mitchuf@cdwg.com  
Phone: 866-723-1550 |
| 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 |
| Integration Partners Corporation | 12 Hartwell Avenue, Lexington, MA 02421 | | Sales – State and Local Governments, Education  
Greg Fowler  
Email: gfowler@integrationpartners.com  
Phone: 704-236-1028 |
| Telamon Corporation     | 1000 E 116th St Carmel, IN 46032   | | Sales – State and Local Governments, Education  
Mike Taylor  
Email: Mike.taylor@telamon.com  
Phone: 404-307-2360 |
| Walker and Associates, Inc. (HUB VENDOR) | 7129 Old US Hwy 52 N Lexington, NC 27295 | | Inside Sales – State and Local Governments, K-12, Higher Education  
Emma Hanes  
Email: Emma.Hanes@walkerfirst.com  
Phone: 336-731-5310  

Outside Sales – State and Local Governments, K-12, Higher Education  
Eddie Lester  
Email: Eddie.Lester@walkerfirst.com  
Phone: 336-328-6275 |
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</table>
| Cisco Systems, Inc. | Direct | Orders should be placed with Authorized Resellers listed below. | Sales State and Local Governments  
Alex Madill  
Email: amadill@cisco.com  
Phone: 919-225-4826  

**Outside Sales – For the following State Government Agencies: DIT, DPS, AOC only**  
Laura Biroldi  
Email: laweston@cisco.com  
Phone: 919-539-2458 (mobile)  

**Sales –K-12 and Higher Education**  
Liz McCormick  
Email: elmccorm@cisco.com  
Phone: 919-392-1017 |
| ePlus Technology, Inc. | 511 Davis Drive Suite 350 Morrisville, NC 27560 | Inside Sales – State and Local Governments, Education  
Kelly Manning  
Email: kmanning@eplus.com  
Phone: 910-679-3726  

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

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

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

**Outside Sales – State and Local Governments and Education**  
NC SLED Account Team  
Email: NCSLED@ineteng.com  
Phone: 704-540-5800 |
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</table>
| Cisco Systems, Inc. | NWN Corporation | 7025 Albert Pick Road Suite 302 Greensboro, NC 27409 | **Inside Sales – State and Local Governments** Nichole Farrar Email: nfarrar@nwnit.com Phone: 919-653-4456  
**Outside Sales – State and Local Governments** Greg Syer Email: gsyer@nwnit.com Phone: 919-653-4477  
**Sales – K-12** James Welch Email: JWelch@nwnit.com Phone: 919-653-4461  
**Sales – Higher Education** Mike Kane Email: MKane@nwnit.com Phone: 704-496-6907 |
| Presidio Networked Solutions, LLC | | 5444 Wade Park Blvd. Raleigh, NC 27607 | **Inside Sales – State and Local Governments** Jessica Blust Email: jblust@presidio.com Phone: 407-641-0524  
**Outside Sales – State and Local Governments, Higher Education** Shawn Alba Email: salba@presidio.com Phone: 919-592-9676  
**Sales – K-12** Jen Zadnik Email: jzadnik@presidio.com Phone: 919-228-6121 |
| TDSynnex | | 39 Pelham Ridge Dr. Greenville, SC 29615 | **Sales – State and Local Governments** Mike Gambrell Email: MikeGa@Synnex.com Phone: 864-349-4881  
**Sales – K-12 & High Education** Will Reid Email: WillR@Synnex.com Phone: 832-982-6348 |
| World Wide Technology, LLC *(HUB VENDOR)* | | 1 World Wide Way Saint Louis, MO 63146 | **Inside State and Local Governments & K-12** Amanda VanSpybrook Email: Amanda.edwards2@wwt.com Phone: 919-757-6403  
**Outside Sales – State and Local Governments & High Education** Adam Pierce Email: Adam.pierce@wwt.com Phone: 919-614-1516 |
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</table>
| Dell           | Direct               | One Dell Way     | **Inside Sales – State and Local Governments**  
Round Rock, TX 78682  
Karen Lansdale  
Email: [Karen_lansdale@dell.com](mailto:Karen_lansdale@dell.com)  
Phone: 737-444-0413  
**Outside Sales – State and Local Governments**  
Manny Veloza  
Email: [manny.veloza@dell.com](mailto:manny.veloza@dell.com)  
Phone: 919-272-5214  
**Sales – K-12 and Higher Education**  
Clarence Williams (Outside Sales)  
Email: [clarence_williams@dell.com](mailto:clarence_williams@dell.com)  
Phone: 919-279-3352  
Vincent Occhipinti (Outside Sales)  
Email: [Vincent_Occhipinti@Dell.com](mailto:Vincent_Occhipinti@Dell.com)  
Phone: 919- 601-7482  
**Customer Service / Technical / Warranty Support**  
Website: [www.dell.com](http://www.dell.com)  
Phone: 800-766-3355  
Fax: 512-283-0526 |
| Cambridge Computer Services, Inc (HUB VENDOR) | 271 Waverley Oaks Road Suite 301 Waltham, MA 02452 | **Sales – State, Local Governments, & Higher Education**  
Gerry Franzen  
Email: [gfranzen@cambridgecomputer.com](mailto:gfranzen@cambridgecomputer.com)  
Phone: 919-605-9934  
**Sales – K-12**  
Mike Rowland  
Email: [mrowland@cambridgecomputer.com](mailto:mrowland@cambridgecomputer.com)  
Phone: 240-315-7695 |
| Davenport Group | 4166 Lexington Ave N St. Paul, MN 55126 | **Sales – State and Local Governments**  
Matt Johnson  
Email: [Matt.johnson@davenportgroup.com](mailto:Matt.johnson@davenportgroup.com)  
Phone: 651-765-0279  
**Sales – Higher Education**  
Mary Brown  
Email: [Mary.brown@davenportgroup.com](mailto:Mary.brown@davenportgroup.com)  
Phone: 651-765-0279 |
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</table>
| Dell          | NWN Corporation     | 860 Aviation Parkway Suite 1000 Morrisville, NC 27560 | **Inside Sales – State and Local Governments**  
Jacqueline Bohn  
Email: jbohn@nwnit.com  
Phone: 856-914-5618  

**Outside Sales – State and Local Governments and K-12**  
James Welch  
Email: JWelch@nwnit.com  
Phone: 919-653-4461  

**Sales – Higher Education**  
Tracy Owen  
Email: towen@nwnit.com  
Phone: 919-653-4412 |
| Presidio Networked Solutions LLC | 5444 Wade Park Blvd. Suite 150 Raleigh, NC 27617 | **Sales – State and Local Governments, Education**  
Brian Brantley  
Email: bbrantley@presidio.com  
Phone: 205-238-6026  

**Outside Sales – State Agencies**  
Dean Blackmon  
Email: Dean_Blackmon@SHI.com  
Phone: 910-538-6804  
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: 919-602-7589  

**Outside Sales – Local Government (Charlotte Area)**  
Justin Hansen  
Email: Justin_Hansen@shi.com  
Phone: 704-300-9126  

**Sales – Academic (Eastern NC)**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774  

**Sales – Academic (Western NC)**  
Chawn Simon  
Email: Chawn_Simon@shi.com  
Phone: 704-630-5999 |
| SHI International Corp. (HUB VENDOR) | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Government, Education**  
SHI Carolina Team - QUOTING  
Email: carolinateam@shi.com  
Phone: 800-715-3197  

**Outside Sales – State Agencies**  
Dean Blackmon  
Email: Dean_Blackmon@SHI.com  
Phone: 910-538-6804  
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: 919-602-7589  

**Outside Sales – Local Government (Charlotte Area)**  
Justin Hansen  
Email: Justin_Hansen@shi.com  
Phone: 704-300-9126  

**Sales – Academic (Eastern NC)**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774  

**Sales – Academic (Western NC)**  
Chawn Simon  
Email: Chawn_Simon@shi.com  
Phone: 704-630-5999 |
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| Dell          | Sirius Computer Solutions, LLC. | 10100 Reunion Place Suite 500 San Antonio, TX 78216 | **Outside Sales – State and Local Governments, Education**  
Phyllis (PJ) Byrd  
Email: phyllis.byrd@siriuscom.com  
Phone: 210-369-0617 |
| Tiber Creek Consulting (HUB VENDOR) | 10130 Mallard Creek Road, Suite 300 Charlotte, NC 28262 | **Inside Sales – State and Local Governments**  
Keith Bond  
Email: keith.bond@tibercreek.com  
Phone: 704-441-5405 |
| EMC           | Direct              | 176 South Street Hopkinton, MA 01748 | **Sales – State and Local Governments, K-12, Higher Education**  
Mike Wade  
Email: michael.wade@dell.com  
mailto:sbriggs@arista.com  
Phone: 919-247-0851  
**Customer Service / Technical / Warranty Support**  
Website: http://support.emc.com  
Phone: 800-782-4362 |
| AHEAD, Inc.   | 401 North Michigan Ave. Suite 3400 Chicago, IL 60611 | **Outside Sales – State, Local Governments, & Higher Education**  
John Q. Holtz  
Email: john.holtz@thinkahead.com  
Phone: 704-957-2190 |
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| EMC           | Cambridge Computer Services, Inc (HUB VENDOR) | 271 Waverley Oaks Road Suite 301 Waltham, MA 02452 | **Inside Sales – State. Local Governments, & Higher Education**  
Jim Gordon  
Email: jgordon@cambridgecomputer.com  
Phone: 508-686-6745  
**Outside Sales – State. Local Governments, & Higher Education**  
Gerry Franzen  
Email: gfranzen@cambridgecomputer.com  
Phone: 919 747-4070  
**Sales – K-12**  
Mike Rowland  
Email: mrowland@cambridgecomputer.com  
Phone: 240-315-7695 |
| eGroup Holding Company LLC | 482 Wando Park Blvd. Mount Pleasant, SC 29464 | **Inside Sales for State and Local Governments**  
Jeff Thomas  
Email: insidesales@eGroup-us.com  
Phone: 877-347-6871  
**Outside Sales for State and Local Governments and Education**  
Daniel Navarro  
Email: insidesales@eGroup-us.com  
Phone: 877-347-6871 |
| Level Solutions Group, LLC | 200 West Lexington Ave. High Point, NC 27265 | **Inside Sales for State and Local Governments & Education**  
Eric Abeles  
Email: eables@levelsg.com  
Phone: 336-259-9887  
**Outside Sales for State and Local Governments & Education**  
Kenyon Barnett  
Email: kbarnett@levesg.com  
Phone: 336-687-4655 |
| Presidio Networked Solutions LLC | 5003 S. Miami Blvd Suite 110 Durham, NC 27703 | **Sales – State and Local Governments, Education**  
Shawn Alba  
Email: salba@presidio.com  
Phone: 919-323-8081 |
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<td>EMC</td>
<td>SHI International Corp. (HUB VENDOR)</td>
<td>290 Davidson Ave. Somerset, NJ 08873</td>
<td><strong>Sales – State and Local Government, Education</strong>&lt;br&gt;SHI Carolina Team - QUOTING&lt;br&gt;Email: <a href="mailto:carolinateam@shi.com">carolinateam@shi.com</a>&lt;br&gt;Phone: 800-715-3197</td>
</tr>
<tr>
<td></td>
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<td><strong>Outside Sales – State Agencies</strong>&lt;br&gt;Dean Blackmon&lt;br&gt;Email: <a href="mailto:Dean_Blackmon@SHI.com">Dean_Blackmon@SHI.com</a>&lt;br&gt;Phone: 910-538-6804</td>
</tr>
<tr>
<td></td>
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<td>Carly Higginbotham&lt;br&gt;Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a>&lt;br&gt;Phone: 919-219-7355</td>
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<td><strong>Outside Sales – Local Government (Raleigh Area)</strong>&lt;br&gt;Jackson Ling&lt;br&gt;Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a>&lt;br&gt;Phone: 919-602-7589</td>
</tr>
<tr>
<td></td>
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<td><strong>Outside Sales – Local Government (Charlotte Area)</strong>&lt;br&gt;Justin Hansen&lt;br&gt;Email: <a href="mailto:Justin_Hansen@shi.com">Justin_Hansen@shi.com</a>&lt;br&gt;Phone: 704-300-9126</td>
</tr>
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<td><strong>Sales – Academic (Eastern NC)</strong>&lt;br&gt;Matt Springett&lt;br&gt;Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a>&lt;br&gt;Phone: 919-610-6774</td>
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<td><strong>Sales – Academic (Western NC)</strong>&lt;br&gt;Chawn Simon&lt;br&gt;Email: <a href="mailto:Chawn_Simon@shi.com">Chawn_Simon@shi.com</a>&lt;br&gt;Phone: 704-630-5999</td>
</tr>
<tr>
<td></td>
<td>The Drala Project Inc. dba ReDesign Group</td>
<td>2629 Manhattan Ave Suite 307 Hermosa Beach, CA 90254</td>
<td><strong>Inside Sales for State and Local Governments &amp; Education</strong>&lt;br&gt;Leah Sanginario&lt;br&gt;Email: <a href="mailto:lsanginario@redesign-group.com">lsanginario@redesign-group.com</a>&lt;br&gt;Phone: 508-981-3967</td>
</tr>
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<td></td>
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<td><strong>Outside Sales for State and Local Governments &amp; Education</strong>&lt;br&gt;Jack Goss&lt;br&gt;Email: <a href="mailto:jgoss@redesign-group.com">jgoss@redesign-group.com</a>&lt;br&gt;Phone: 978-304-6476</td>
</tr>
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| Enterprise IT Solutions LLC (EITS) – (HUB VENDOR) | Direct For following products: Hitachi Vantara | 15105 John J Delaney Dr Suite D-32 Charlotte, NC 28277 | **Sales – State and Local Governments, Education**
Leo Chavez
Email: chavezl@eits.com or quotes@eits.com
Phone: 803-493-7549

**Sales – State and Local Governments, Education**
Andrew Bena
Email: benaa@eits.com
Phone: 803-280-0283 |
| Extreme Networks | Direct | 6480 Via Del Oro
San Jose, CA 95119 | **Sales – State and Local Governments, Education**
Chris Bondi
Email: cbondi@extremenetworks.com
mailto: ed_moroney@dell.com
Phone: 919-457-8250

**Customer Service / Technical / Warranty Support**
Website: https://www.extremenetworks.com/support/contact/
Email: btownsen@extremenetworks.com
Phone: 800-872-8440 |
| A3 Communications, Inc. | | 1038 Kinley Rd. Irmo, SC 29063 | **Sales – State and Local Governments, Education**
Scott Rives
Email: srives@a3communications.com
Phone: 803-354-6158 |
| CDW Government LLC | | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Inside Sales for State and Local Governments**
Nicole Tuzzolino
Email: nicotuz@cdwg.com
Phone: 866-850-5223

**Outside Sales for State and Local Governments**
Keshun Morgan
Email: keshmor@cdwg.com
Phone: 312-513-0631

**Academic Sales (K-12 Local Education Authorities)**
Ashley Pratt
Email: ashlpra@cdw.com
Phone: 866-819-6496

**Academic Sales (Higher Education)**
Mitch Huffington
Email: Mitchuf@cdwg.com
Phone: 866-723-1550 |
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| Extreme Networks | CNIC, Inc. (HUB VENDOR) | 2200 Crown Centre Dr. Suite C Charlotte, NC 28227 | **Outside Sales for State and Local Governments**  
Gary Snyder  
Email: [Gary.snyder@cnic-inc.com](mailto:Gary.snyder@cnic-inc.com)  
Phone: 704-344-0090  
**Academic Sales (K-12 & Higher Education)**  
Jordann Rader  
Email:  
Phone: 704-582-9422 |
|                 | Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Sales – State and Local Governments, Education**  
Bruce Fisher  
Email: [bfisher@datanetworksolutions.com](mailto:bfisher@datanetworksolutions.com)  
Phone: 704-905-1920 |
|                 | Encore Technology Group LLC | 141 Grace Drive Easley, SC 29640 | **Sales – State and Local Governments & K-12**  
Megan White  
Email: [mwhite@encoretg.com](mailto:mwhite@encoretg.com)  
Phone: 864-326-3604  
**Sales – State and Local Governments & Higher Education**  
Danielle Stengel  
Email: [dstengel@encoretg.com](mailto:dstengel@encoretg.com)  
Phone: 704-280-1489 |
|                 | RM Source | 150 Fayetteville Street, Suite 810 Raleigh, NC 27601 | **Sales – State and Local Governments, Education**  
Email: [rhultin@rmsource.com](mailto:rhultin@rmsource.com)  
Phone: 919-246-3845 |
|                 | StepCG, LLC | 137 E. Fourth Street Suite 210 Cincinnati, OH 45202 | **Sales – State and Local Governments, Higher Education**  
Mitch Needles  
Email: [mneedles@stepcg.com](mailto:mneedles@stepcg.com)  
Phone: 513-795-6000, Ext. 3126 |
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| Fortinet, Inc. | Direct              | Orders should be placed with Authorized Resellers listed below. | **Sales – State and Local Governments, Higher Education**  
Fortinet NC SLED Team  
Email: [NCSLED@fortinet.com](mailto:NCSLED@fortinet.com)  
**Sales – State and Local Governments and Education (Western NC)**  
J.B. Webb  
Email: [jwebb@fortinet.com](mailto:jwebb@fortinet.com)  
Phone: 704-651-8008  
**Sales – State and Local Governments and Education (Central NC)**  
Stephanie Ferrell  
Email: [ferrells@fortinet.com](mailto:ferrells@fortinet.com)  
Phone: 919-602-0850  
**Sales – State and Local Governments and Education (Eastern NC)**  
Brent Collins  
Email: [bcollins@fortinet.com](mailto:bcollins@fortinet.com)  
Phone: 803-807-8708  
**Customer Service / Technical / Warranty Support**  
Website: [https://support.fortinet.com/](https://support.fortinet.com/)  
Phone: 866-648-4638 |
| Carolina Advanced Digital | 133 Triangle Trade Drive  
Cary, NC 27513 | **Inside Sales – State and Local Governments**  
Julie Allen  
Email: [julie@cadinc.com](mailto:julie@cadinc.com)  
Phone: 919-460-1313  
**Outside Sales – State and Local Governments, K-12, Higher Education**  
BreAnn Verreen  
Email: [bre@cadinc.com](mailto:bre@cadinc.com)  
Phone: 919-460-1313 |
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| Fortinet, Inc. | CDW Government LLC  | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Inside Sales for State and Local Governments**<br>Nicole Tuzzolino<br>Email: nicotuz@cdwg.com<br>Phone: 866-850-5223  
**Outside Sales for State and Local Governments**<br>Keshun Morgan<br>Email: keshmor@cdwg.com<br>Phone: 312-513-0631  
**Academic Sales (K-12 Local Education Authorities)**<br>Ashley Pratt<br>Email: ashipra@cdw.com<br>Phone: 866-819-6496  
**Academic Sales (Higher Education)**<br>Mitch Huffington<br>Email: Mitchuf@cdw.com<br>Phone: 866-723-1550 |
| ePlus Technology, Inc. | | 511 Davis Drive Suite 350 Morrisville, NC 27560 | **Inside Sales – State and Local Governments, Education**<br>Kelly Manning<br>Email: kmanning@eplus.com<br>Phone: 910-679-3726  
**Outside Sales – State and Local Governments, Education**<br>Marcel Provencher<br>Email: mprovencher@eplus.com<br>Phone: 919-767-2979 |
| Katalyst Network Group | | 200 1st Ave NW Suite 613 Hickory, NC 28601 | **Inside Sales – State and Local Governments**<br>Sara Martinez<br>Email: isam@katalystng.com<br>Phone: 843-812-7611  
**Outside Sales – State and Local Governments**<br>Rob Fogleman<br>Email: AMs@katalystng.com<br>Phone: 980-422-4906  
**Sales – Academic (K-12)**<br>Kaki Kleisch<br>Email: AMs@katalystng.com<br>Phone: 336-209-9249  
**Sales – Academic (Higher Education)**<br>Jake Biles<br>Email: AMs@katalystng.com<br>Phone: 843-730-3425 |
<p>| Rove, LLC. | | 2530 Whitehall Park Dr. Suite 550 Charlotte, NC 28273 | <strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Brian Calfo, Chelsea Cancelliere, or Susan Deitz&lt;br&gt;Email: <a href="mailto:quotes@withrove.com">quotes@withrove.com</a>&lt;br&gt;Phone: 704-413-0900 |</p>
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| Fortinet, Inc.      | SHI International Corp. (HUB VENDOR)  | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Government, Education**  
SHI Carolina Team - QUOTING  
Email: carolinateam@shi.com  
Phone: 800-715-3197  
**Outside Sales – State Agencies**  
Dean Blackmon  
Email: Dean_Blackmon@SHI.com  
Phone: 910-538-6804  
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: 919-602-7589  
**Outside Sales – Local Government (Charlotte Area)**  
Justin Hansen  
Email: Justin_Hansen@shi.com  
Phone: 704-300-9126  
**Sales – Academic (Eastern NC)**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774  
**Sales – Academic (Western NC)**  
Chawn Simon  
Email: Chawn_Simon@shi.com  
Phone: 704-630-5999 |
| Tiber Creek Consulting (HUB VENDOR) | 10130 Mallard Creek Road, Suite 300 Charlotte, NC 28262 | **Inside Sales – State and Local Governments**  
Ted Schonbrunner  
Email: ted@tibercreek.com  
Phone: 717-746-4004  
**Outside Sales – State and Local Governments**  
David Lloyd  
Email: David.Lloyd@tibercreek.com  
Phone: 704-996-3718  
**Outside Sales – K-12 & Higher Education**  
Jennifer Hillesland  
Email: Jennifer.Hillesland@tibercreek.com  
Phone: 704-614-0742 |
| Fujitsu             |                                       |                               | **Effective 6/8/2020: Terminated from contract**  
Fujitsu America, Inc. has discontinued being a server, storage, and network hardware provider in North America. |
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| Hewlett Packard Enterprise | Direct | 14231 Tandem Blvd. Austin, TX 78728 | **Outside Sales – State and Local Governments, Higher Education and K-12**  
Stefanie Perry  
Email: mailto:ed_moroney@dell.com  
sperry@hpe.com  
Phone: 919-930-1795  

**Inside Sales – Local Governments, Higher Education and K-12**  
Chase Dixon  
Email: chase.dixon@hpe.com  
Phone: 469-405-3311  

**Customer Service / Technical / Warranty Support**  
Website: https://www.hpe.com/us/en/support.html  
Phone: 844-806-3425 |
| Carolina Advanced Digital, Inc. | | 133 Triangle Trade Drive Cary, NC 27513 | **Inside Sales – State and Local Governments**  
Julie Allen  
Email: julie@cadinc.com  
Phone: 919-460-1313 Ext. 211  

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

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

**Outside Sales – Higher Education - Universities**  
Wayne Gaudette  
Email: wayne@cadinc.com  
Phone: 919-460-1313 |
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Phone: 866-850-5223  

**Outside Sales for State and Local Governments**  
Keshun Morgan  
Email: keshmor@cdwg.com  
Phone: 312-513-0631  

**Academic Sales (K-12 Local Education Authorities)**  
Ashley Pratt  
Email: ashlipra@cdw.com  
Phone: 866-819-6496  

**Academic Sales (Higher Education)**  
Mitch Huffington  
Email: Mitchuf@cdwg.com  
Phone: 866-723-1550 |
| Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Inside Sales – State and Local Governments**  
Miriam Rodrigue  
Email: mrodrigue@datanetworksolutions.com  
Phone: 864-640-1343  

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

**Outside Sales – State and Local Governments, Education**  
Alan Kline  
Email: alan.kline@mainline.com  
Phone: 817-202-7947 |
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<td><strong>Sales – State and Local Government, Education</strong>&lt;br&gt;SHI Carolina Team - QUOTING&lt;br&gt;Email: <a href="mailto:carolinateam@shi.com">carolinateam@shi.com</a>&lt;br&gt;Phone: 800-715-3197&lt;br&gt;<strong>Outside Sales – State Agencies</strong>&lt;br&gt;Dean Blackmon&lt;br&gt;Email: <a href="mailto:Dean_Blackmon@SHI.com">Dean_Blackmon@SHI.com</a>&lt;br&gt;Phone: 910-538-6804&lt;br&gt;Carly Higginbotham&lt;br&gt;Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a>&lt;br&gt;Phone: 919-219-7355&lt;br&gt;<strong>Outside Sales – Local Government (Raleigh Area)</strong>&lt;br&gt;Jackson Ling&lt;br&gt;Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a>&lt;br&gt;Phone: 919-602-7589&lt;br&gt;<strong>Outside Sales – Local Government (Charlotte Area)</strong>&lt;br&gt;Justin Hansen&lt;br&gt;Email: <a href="mailto:Justin_Hansen@shi.com">Justin_Hansen@shi.com</a>&lt;br&gt;Phone: 704-300-9126&lt;br&gt;<strong>Sales – Academic (Eastern NC)</strong>&lt;br&gt;Matt Springett&lt;br&gt;Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a>&lt;br&gt;Phone: 919-610-6774&lt;br&gt;<strong>Sales – Academic (Western NC)</strong>&lt;br&gt;Chawn Simon&lt;br&gt;Email: <a href="mailto:Chawn_Simon@shi.com">Chawn_Simon@shi.com</a>&lt;br&gt;Phone: 704-630-5999</td>
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<td>Trace3 LLC</td>
<td>7565 Irvine Center Dr. Suite 200 Irvine, CA 92618</td>
<td><strong>Inside Sales – State and Local Government, Education</strong>&lt;br&gt;Kristy Duval&lt;br&gt;Email: <a href="mailto:Kristy.duval@trace3.com">Kristy.duval@trace3.com</a>&lt;br&gt;Phone: 616-419-2800&lt;br&gt;<strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;Andrew Smith&lt;br&gt;Email: <a href="mailto:AC.Smith@trace3.com">AC.Smith@trace3.com</a>&lt;br&gt;Phone: 313-310-8952</td>
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<tr>
<td>Veristor Systems, Inc.</td>
<td>4850 River Green Pkway Duluth, GA 30096</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Kathryn Cavasinni&lt;br&gt;Email: <a href="mailto:kathryn.cavasinni@veristor.com">kathryn.cavasinni@veristor.com</a>&lt;br&gt;Phone: 678-990-1593&lt;br&gt;<strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;Mike Arnold&lt;br&gt;Email: <a href="mailto:mike.arnold@veristor.com">mike.arnold@veristor.com</a>&lt;br&gt;Phone: 678-990-1593</td>
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<td>IBM</td>
<td>Direct</td>
<td>3309 E. Cornwallis Rd Research Triangle Park, NC 27709</td>
<td><strong>Sales – State and Local Governments, K-12</strong>&lt;br&gt;Mark Molinaro&lt;br&gt;Email: <a href="mailto:molinaro@us.ibm.com">molinaro@us.ibm.com</a>&lt;br&gt;Phone: 919-696-3160</td>
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<td><strong>Sales – Higher Education</strong>&lt;br&gt;Chris Shriver&lt;br&gt;Email: <a href="mailto:cshriver@us.ibm.com">cshriver@us.ibm.com</a>&lt;br&gt;Phone: 919-345-7121</td>
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<td><strong>Customer Service / Technical / Warranty Support</strong>&lt;br&gt;Website: <a href="https://www-05.ibm.com/support/operations/us/en/overview.html">https://www-05.ibm.com/support/operations/us/en/overview.html</a>&lt;br&gt;Email: <a href="mailto:askibm@vnet.ibm.com">askibm@vnet.ibm.com</a>&lt;br&gt;Phone: 800-426-7378</td>
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<td>Converge Acquisition LLC (formerly Corus 360)</td>
<td>130 Technology Parkway Norcross, GA 30092</td>
<td><strong>Inside Sales – State and Local Governments, Education</strong>&lt;br&gt;Lorie Allen&lt;br&gt;Email: <a href="mailto:jallen@corus360.com">jallen@corus360.com</a>&lt;br&gt;Phone: 910-835-9047</td>
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<td><strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;Todd Cannady&lt;br&gt;Email: <a href="mailto:toddc@corus360.com">toddc@corus360.com</a>&lt;br&gt;Phone: 919-532-2111</td>
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<td>Mainline Information Systems</td>
<td>1700 Summit Lake Drive Tallahassee, FL 32317</td>
<td><strong>Sales – State and Local Governments</strong>&lt;br&gt;Alan Kline&lt;br&gt;Email: <a href="mailto:alan.kline@mainline.com">alan.kline@mainline.com</a>&lt;br&gt;Phone: 817-202-7947&lt;br&gt;Dan Myers&lt;br&gt;Email: <a href="mailto:dan.myers@mainline.com">dan.myers@mainline.com</a>&lt;br&gt;Phone: 919-671-3713&lt;br&gt;Dave Seale&lt;br&gt;Email: <a href="mailto:dave.seale@mainline.com">dave.seale@mainline.com</a>&lt;br&gt;Phone: 919-306-5660</td>
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<td><strong>Sales – Higher Education</strong>&lt;br&gt;Hal Connelly&lt;br&gt;Email: <a href="mailto:hal.connelly@mainline.com">hal.connelly@mainline.com</a>&lt;br&gt;Phone: 704-241-4189&lt;br&gt;John Nicosia&lt;br&gt;Email: <a href="mailto:john.nicosia@mainline.com">john.nicosia@mainline.com</a>&lt;br&gt;Phone: 781-727-3327</td>
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<td>Meridian IT, Inc.</td>
<td>320 N. Judd Parkway Suite 205 Fuquay, Varina, NC 27526</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Chad Morgan&lt;br&gt;Email: <a href="mailto:cmorgan@onlinemeridian.com">cmorgan@onlinemeridian.com</a>&lt;br&gt;Phone: 919-522-7471</td>
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<td>IBM</td>
<td>OnWire Consulting Group, LLC (HUB VENDOR)</td>
<td>1201 Edwards Mill Rd. Suite 120 Raleigh, NC 27607</td>
<td>Sales – State and Local Governments, Education Fawn Stevens Email: <a href="mailto:fawn.stevens@onwireco.com">fawn.stevens@onwireco.com</a> Phone: 919-714-7315</td>
</tr>
<tr>
<td></td>
<td>Sirius Computer Solutions, LLC.</td>
<td>10100 Reunion Place Suite 500 San Antonio, TX 78216</td>
<td>Sales – State and Local Governments, Education Phyllis (PJ) Byrd Email: <a href="mailto:phyllis.byrd@siriuscom.com">phyllis.byrd@siriuscom.com</a> Phone: 210-369-0617</td>
</tr>
<tr>
<td></td>
<td>Softchoice Corporation</td>
<td>314 W. Superior St. Suite 400 Chicago, IL 60654</td>
<td>Inside Sales – State and Local Governments, Education David Butkiewicz Email: <a href="mailto:david.butkiewicz@softchoice.com">david.butkiewicz@softchoice.com</a> Phone: 312-655-9002</td>
</tr>
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<td></td>
<td>Thomas Gallaway Corp. dba Technologent (HUB VENDOR)</td>
<td>100 Spectrum Drive Suite 700 Irvine, CA 92618</td>
<td>Inside Sales – State and Local Governments, Education Dayn Kelley Email: <a href="mailto:dayn.kelley@technologent.com">dayn.kelley@technologent.com</a> Phone: 330-573-5115</td>
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<td>Sales – State and Local Governments, Education David Schaffer Email: <a href="mailto:david.schaffer@technologent.com">david.schaffer@technologent.com</a> Phone: 864-787-4848</td>
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</tbody>
</table>
| Kyndryl, Inc. (formerly IBM IT Infrastructure Services) | Direct | One Vanderbilt Avenue, 15th Floor New York, NY 10017 | **Sales – State and Local Governments**  
Sandeep Mokirala  
Email: sandeep.mokirala@kyndryl.com  
Phone: 732-397-8235  

**Sales – State and Local Governments, Education**  
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Email: Duane.Bester@kyndryl.com  
Phone: 919-786-3687 |
| Lenovo | Direct | 8001 Development Dr. Morrisville, NC 27560  
**Contract Manager:** Takele TK Woldu  
twoldu@lenovo.com  
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Phone: (910) 315-8880  

**Customer Service / Technical / Warranty Support**  
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Phone: 800-426-7378 |
| Carolinas IT (HUB VENDOR) | | 1600 Hillsborough St. Raleigh, NC 27605 | **Inside Sales – State and Local Governments**  
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**Outside Sales – State and Local Governments & Education**  
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Email: Krista.Cathey@CarolinasIT.com  
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Phone: 866-850-5223  
**Outside Sales for State and Local Governments**  
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Email: keshmor@cdw.com  
Phone: 312-513-0631  
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**Outside Sales – State and Local Governments, Education**  
Todd Cannady  
Email: toddc@corus360.com  
Phone: 919-532-2111 |
| Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Inside Sales – State and Local Governments**  
Miriam Rodrigue  
Email: mrodrigue@datanetworksolutions.com  
Phone: 864-640-1343  
**Outside Sales – State and Local Governments, Education**  
Bruce Fisher  
Email: bfisher@datanetworksolutions.com  
Phone: 704-905-1920 |
| 5S Technologies | 121 Edinburgh Dr. South Suite 205 Cary, NC 27511 | **Sales – State and Local Government, Education**  
Les Roach  
Email: les.roach@5stechnologies.com  
Phone: 919-364-9400 (main) 919-480-6095 (mobile) |
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Phone: 817-202-7947  
Dan Myers  
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Phone: 919-671-3713  
Dave Seale  
Email: dave.seale@mainline.com  
Phone: 919-306-5660  
**Sales – Higher Education**  
Hal Connelly  
Email: hal.connelly@mainline.com  
Phone: 704-241-4189  
John Nicosia  
Email: john.nicosia@mainline.com  
Phone: 781-727-3327 |
| SHI International Corp. (HUB VENDOR) | 290 Davidson Ave., Somerset, NJ 08873 | **Sales – State and Local Government, Education**  
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Email: carolinateam@shi.com  
Phone: 800-715-3197  
**Outside Sales – State Agencies**  
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Email: Dean_Blackmon@shi.com  
Phone: 910-538-6804  
Carly Higginbotham  
Email: Carly_Higginbotham@shi.com  
Phone: 919-219-7355  
**Outside Sales – Local Government (Raleigh Area)**  
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Email: Jackson_Ling@shi.com  
Phone: 919-602-7589  
**Outside Sales – Local Government (Charlotte Area)**  
Justin Hansen  
Email: Justin_Hansen@shi.com  
Phone: 704-300-9126  
**Sales – Academic (Eastern NC)**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774  
**Sales – Academic (Western NC)**  
Chawn Simon  
Email: Chawn_Simon@shi.com  
Phone: 704-630-5999 |
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| NetApp, Inc.             | Direct               | 7301 Kit Creek Road RTP, NC 27709           | **Sales – State and Local Governments, Education**  
Bob Moore, Account Manager  
Email: bob.moore@NetApp.com  
Phone: 919-622-4028  
Jessica Heinrich, Account Manager  
jessica.heinrich@NetApp.com  
Phone: 919-818-8097 |
| CDW Government LLC       | 230 N. Milwaukee Ave.  
Vernon Hills, IL 60061 | **Inside Sales for State and Local Governments**  
Nicole Tuzzolino  
Email: nicotuz@cdwg.com  
Phone: 866-850-5223  
**Outside Sales for State and Local Governments**  
Keshun Morgan  
Email: keshmor@cdwg.com  
Phone: 312-513-0631  
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Phone: 866-819-6496  
**Academic Sales (Higher Education)**  
Mitch Huffington  
Email: Mitchuf@cdwg.com  
Phone: 866-723-1550 |
| Data Network Solutions, Inc | 629 Lake Tide Dr.  
Chapin, SC 29036 | **Sales – State and Local Governments, Education**  
Miriam Rodrigue  
mrodrigue@datanetworksolutions.com  
Phone: 864-640-1343 |
| ePlus Technology, Inc.   | 13595 Dulles Technology Drive  
Herndon, VA 20171-3413 | **Sales – State and Local Governments, Education**  
Alex Medina  
alex.medina@eplus.com  
Phone: 919-302-2230 |
| Insight Public Sector, Inc | 6820 S. Hari Ave.  
Tempe, AZ 85283 | **Sales – State and Local Governments, Education**  
Molly Harper  
molly.harper@insight.com  
Phone: 919-539-8298 |
| NWN Corporation          | 271 Waverley Oaks Road  
Waltham, MA 02452 | **Sales – State and Local Governments, Education**  
Greg Syer  
gsyer@nwnit.com  
Phone: 919-653-4477 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| NetApp, Inc    | Tego Data Systems, LLC | 1801 Glenwood Ave Suite #3 Raleigh, NC 27608 | Sales - State and Local Governments, Education  
Hatcher Kincheloe  
Email: hkincheloe@tegodata.com  
Phone: 919-792-1747 |
| World Wide Technology, LLC (HUB VENDOR) | 1 World Wide Way St. Louis, MO 63146 | Sales – State and Local Governments, Education  
Carol Harting  
Email: carol.harting@wwt.com  
Phone: 314-995-6103 |
| Pure Storage   | Direct | Orders should be placed with Authorized Resellers listed below. | Sales – State and Local Governments, K-12, Higher Education  
JP Pennington  
Email: jpennington@purestorage.com  
Phone: 803-629-8407  
Customer Service / Technical / Warranty Support  
Website: http://pure1.purestorage.com/support  
Email: support@purestorage.com  
Phone: 866-244-7121 |
| CDW Government LLC | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | Inside Sales for State and Local Governments  
Nicole Tuzzolino  
Email: nicotuz@cdw.com  
Phone: 866-850-5223  
Outside Sales for State and Local Governments  
Keshun Morgan  
Email: keshmor@cdw.com  
Phone: 312-513-0631  
Academic Sales (K-12 Local Education Authorities)  
Ashley Pratt  
Email: ashlpra@cdw.com  
Phone: 866-819-6496  
Academic Sales (Higher Education)  
Mitch Huffington  
Email: Mitchuf@cdwg.com  
Phone: 866-723-1550 |
| ePlus Technology, Inc. | 13595 Dulles Technology Drive Herndon, VA 20171-3413 | Sales – State and Local Governments, Education  
Marcel Provencher  
Email: mprovencher@eplus.com  
Phone: 919-767-2979 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| Pure Storage   | Internetwork Services Incorporated, dba Internetwork Engineering | 13777 Ballantyne Corporate Place Suite 305 Charlotte, NC 28277 | **Inside State and Local Governments**  
Client Services  
Email: [ClientServices@ineteng.com](mailto:ClientServices@ineteng.com)  
Phone: 704-540-5800  

**Outside Sales – State and Local Governments and Education**  
NC SLED Account Team  
Email: [NCSLED@ineteng.com](mailto:NCSLED@ineteng.com)  
Phone: 704-540-5800  

| NWN Corporation | 271 Waverley Oaks Road Waltham, MA 02452 | **Sales – State and Local Governments, Education**  
Greg Syer  
Email: gsyer@nwnit.com  
Phone: 919-653-4477 |
|-----------------|-------------------------------------|------------------------------------------------------------------------------------------------|
| Presidio Networked Solutions LLC | 5003 S. Miami Blvd Suite 110 Durham, NC 27703 | **Sales – State and Local Governments, Education**  
Shawn Alba  
Email: salba@presidio.com  
Phone: 919-323-8081 |
<table>
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<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
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<tbody>
<tr>
<td><strong>Pure Storage</strong></td>
<td>SHI International Corp. <em>(HUB VENDOR)</em></td>
<td>290 Davidson Ave. Somerset, NJ 08873</td>
<td><strong>Sales – State and Local Government, Education</strong>&lt;br&gt;SHI Carolina Team - QUOTING&lt;br&gt;Email: <a href="mailto:carolinateam@shi.com">carolinateam@shi.com</a>&lt;br&gt;Phone: 800-715-3197</td>
</tr>
<tr>
<td></td>
<td></td>
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<td><strong>Outside Sales – State Agencies</strong>&lt;br&gt;Dean Blackmon&lt;br&gt;Email: <a href="mailto:Dean_Blackmon@SHI.com">Dean_Blackmon@SHI.com</a>&lt;br&gt;Phone: 910-538-6804</td>
</tr>
<tr>
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<td>Carly Higginbotham&lt;br&gt;Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a>&lt;br&gt;Phone: 919-219-7355</td>
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<td><strong>Outside Sales – State Agencies</strong>&lt;br&gt;Henry Veloza&lt;br&gt;Email: <a href="mailto:Henry_Veloza@shi.com">Henry_Veloza@shi.com</a>&lt;br&gt;Phone: 919-384-6020</td>
</tr>
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<td><strong>Outside Sales – Local Government (Raleigh Area)</strong>&lt;br&gt;Jackson Ling&lt;br&gt;Email: <a href="mailto:Jackson_Ling@shi.com">Jackson_Ling@shi.com</a>&lt;br&gt;Phone: 919-602-7589</td>
</tr>
<tr>
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<td><strong>Outside Sales – Local Government (Charlotte Area)</strong>&lt;br&gt;Justin Hansen&lt;br&gt;Email: <a href="mailto:Justin_Hansen@shi.com">Justin_Hansen@shi.com</a>&lt;br&gt;Phone: 704-300-9126</td>
</tr>
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<td></td>
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<td><strong>Sales – Academic (Eastern NC)</strong>&lt;br&gt;Matt Springett&lt;br&gt;Email: <a href="mailto:Matt_Springett@shi.com">Matt_Springett@shi.com</a>&lt;br&gt;Phone: 919-610-6774</td>
</tr>
<tr>
<td></td>
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<td><strong>Sales – Academic (Western NC)</strong>&lt;br&gt;Chawn Simon&lt;br&gt;Email: <a href="mailto:Chawn_Simon@shi.com">Chawn_Simon@shi.com</a>&lt;br&gt;Phone: 704-630-5999</td>
</tr>
<tr>
<td><strong>Tego Data Systems, LLC.</strong></td>
<td></td>
<td>401 Harrison Oaks Blvd. Suite 140 Cary, NC 27513-2412</td>
<td><strong>Sales - State and Local Governments, Education</strong>&lt;br&gt;Hatcher Kincheloe&lt;br&gt;Email: <a href="mailto:hkincheloe@tegodata.com">hkincheloe@tegodata.com</a>&lt;br&gt;Phone: 919-792-1747</td>
</tr>
<tr>
<td>Awarded Vendor</td>
<td>Authorized Resellers</td>
<td>Ordering Address</td>
<td>Vendor / Reseller Contact Information</td>
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</table>
| Ruckus Networks | Direct               | Orders should be placed with Authorized Resellers listed below. | **Inside Sales – State and Local Governments**  
Jon Ban  
Email: jon.ban@arris.com  
mailto:sbriggs@arista.com  
Phone: 720-558-3254  

**Outside Sales – State and Local Governments, K-12, Higher Education**  
Michael Elliott  
Email: michael.elliott@arris.com  
mailto:ed_moroney@dell.com  
Phone: 727-647-5687  

**Customer Service / Technical / Warranty Support**  
Website: https://support.ruckuswireless.com/contact-us  
Phone: 855-Ruckus1 (855-782-5871) |
| A3 Communications | 1911 Associates Lane  
Suite G  
Charlotte, NC 28217 | **Inside Sales – State and Local Governments**  
Hunter Thornton  
Email: hthornton@a3communications.com  
Phone: 678-630-9134  

**Outside Sales – State and Local Governments**  
Karla Woodard  
Email: kwoodard@a3communications.com  
Phone: 803-451-1044  

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

**Sales – Higher Education**  
Karla Woodard  
Email: kwoodard@a3communications.com  
Phone: 803-451-1044 |
| ANC Group       | 14 Progress Road  
Greenville, SC 29607 | **Inside Sales – State and Local Governments**  
Michelle Gajdolo  
Email: michelleg@ancgroup.com  
Phone: 864-501-4517  

**Outside Sales – State and Local Governments and Education**  
Kyle Radford  
Email: kyler@ancgroup.com  
Phone: 828-989-8274 |
<table>
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<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
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</thead>
</table>
| Ruckus Networks        | BridgeTek Solutions  | 744 East Stone Ave Greenville, SC 29601 | Inside Sales – State and Local Governments  
Kelley Turpin  
Email: Kturpin@bridgetekssolutions.com  
Phone: 704-517-3002  

Outside Sales – State and Local Governments  
Tom Clinton  
Email: Tcintton@bridgetekssolutions.com  
Phone: 864-420-1785  

Sales – K-12  
Vance Milford  
Email: vmilford@bridgetekssolutions.com  
Phone: 864-214-0221  

Sales – Higher Education  
John Ulmer  
Email: julmer@bridgetekssolutions.com  
Phone: 803-240-3579 |
| CDW Government LLC     |                      | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | Inside Sales for State and Local Governments  
Nicole Tuzzolino  
Email: nicotuz@cdwg.com  
Phone: 866-850-5223  

Outside Sales for State and Local Governments  
Keshun Morgan  
Email: keshmor@cdwg.com  
Phone: 312-513-0631  

Academic Sales (K-12 Local Education Authorities)  
Ashley Pratt  
Email: ashlpra@cdw.com  
Phone: 866-819-6496  

Academic Sales (Higher Education)  
Mitch Huffington  
Email: Mitchuf@cdwg.com  
Phone: 866-723-1550 |
| Converged Networks, LLC |                      | 2 Still Shadow Drive Suite G Charleston, SC 29414 | Sales – State and Local Governments, Education  
Michael Duck  
Email: michael@convergednetworks.com  
Phone: 803-665-9665 |
<table>
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<tr>
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<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
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<tbody>
<tr>
<td>Ruckus Networks</td>
<td>Encore Technology Group, LLC</td>
<td>2000 Wade Hampton Blvd. Suite 210 Greenville, SC 29615</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Megan White&lt;br&gt;Email: <a href="mailto:insidesales@encoretg.com">insidesales@encoretg.com</a>&lt;br&gt;Phone: 888-983-6267</td>
</tr>
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<td></td>
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<td><strong>Outside Sales – State and Local Governments &amp; Higher Education</strong>&lt;br&gt;Danielle Stengel&lt;br&gt;Email: <a href="mailto:dstengel@encoretg.com">dstengel@encoretg.com</a>&lt;br&gt;Phone: 704-280-1489</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12</strong>&lt;br&gt;Mike Ingram&lt;br&gt;Email: <a href="mailto:mingram@encoretg.com">mingram@encoretg.com</a>&lt;br&gt;Phone: 336-870-0848</td>
</tr>
<tr>
<td>Howard Technology Solutions, a division of Howard Industries, Inc.</td>
<td></td>
<td>36 Howard Drive Ellisville, MS 39437</td>
<td><strong>Sales – State and Local Governments</strong>&lt;br&gt;Chris Lyman&lt;br&gt;Email: <a href="mailto:climan@howard.com">climan@howard.com</a>&lt;br&gt;Phone: 601-399-5812</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12</strong>&lt;br&gt;JD Detwiler&lt;br&gt;Email: <a href="mailto:jdetwiler@howard.com">jdetwiler@howard.com</a>&lt;br&gt;Phone: 704-572-2217</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – High Education</strong>&lt;br&gt;Tyler Davis&lt;br&gt;Email: <a href="mailto:thdavis@howard.com">thdavis@howard.com</a>&lt;br&gt;Phone: 843-637-9776</td>
</tr>
<tr>
<td>VMware, Inc.</td>
<td>Direct</td>
<td>Orders should be placed with Authorized Resellers listed below</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Henry Veloza&lt;br&gt;Email: <a href="mailto:hveloza@vmware.com">hveloza@vmware.com</a>&lt;br&gt;Phone: 203-505-3227</td>
</tr>
<tr>
<td>CDW Government LLC</td>
<td></td>
<td>230 N. Milwaukee Ave. Vernon Hills, IL 60061</td>
<td><strong>Inside Sales for State and Local Governments</strong>&lt;br&gt;Nicole Tuzzolino&lt;br&gt;Email: <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a>&lt;br&gt;Phone: 866-850-5223</td>
</tr>
<tr>
<td></td>
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<td><strong>Outside Sales for State and Local Governments</strong>&lt;br&gt;Keshun Morgan&lt;br&gt;Email: <a href="mailto:keshmor@cdwg.com">keshmor@cdwg.com</a>&lt;br&gt;Phone: 312-513-0631</td>
</tr>
<tr>
<td></td>
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<td><strong>Academic Sales (K-12 Local Education Authorities)</strong>&lt;br&gt;Ashley Pratt&lt;br&gt;Email: <a href="mailto:ashlpra@cdw.com">ashlpra@cdw.com</a>&lt;br&gt;Phone: 866-819-6496</td>
</tr>
<tr>
<td></td>
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<td><strong>Academic Sales (Higher Education)</strong>&lt;br&gt;Mitch Huffington&lt;br&gt;Email: <a href="mailto:Mitchuf@cdwg.com">Mitchuf@cdwg.com</a>&lt;br&gt;Phone: 866-723-1550</td>
</tr>
<tr>
<td>Vendor / Reseller</td>
<td>Contact Information</td>
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<tr>
<td>VMware, Inc.</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Miriam Rodrigue&lt;br&gt;Email: <a href="mailto:mrodrigue@datanetworksolutions.com">mrodrigue@datanetworksolutions.com</a>&lt;br&gt;Phone: 864-650-1343</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Data Network Solutions, Inc</td>
<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Bruce Fisher&lt;br&gt;Email: <a href="mailto:bfisher@datanetworksolutions.com">bfisher@datanetworksolutions.com</a>&lt;br&gt;Phone: 704-905-1920</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dell Marketing LP</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Karen Lansdale&lt;br&gt;Email: <a href="mailto:Karen_lansdale@dell.com">Karen_lansdale@dell.com</a>&lt;br&gt;Phone: 737-444-0413</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Data Network Solutions, Inc</td>
<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Manny Veloza&lt;br&gt;Email: <a href="mailto:manny.veloza@dell.com">manny.veloza@dell.com</a>&lt;br&gt;Phone: 919-272-5214</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dell Marketing LP</td>
<td><strong>Sales – K-12 and Higher Education</strong>&lt;br&gt;Clarence Williams (Outside Sales)&lt;br&gt;Email: <a href="mailto:clarence_williams@dell.com">clarence_williams@dell.com</a>&lt;br&gt;Phone: 919-279-3352</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Data Network Solutions, Inc</td>
<td>Vincent Occhipinti (Outside Sales)&lt;br&gt;Email: <a href="mailto:Vincent_Occhipinti@Dell.com">Vincent_Occhipinti@Dell.com</a>&lt;br&gt;Phone: 919-601-7482</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dell Marketing LP</td>
<td>Karen Lansdale&lt;br&gt;Email: <a href="mailto:Karen_lansdale@dell.com">Karen_lansdale@dell.com</a>&lt;br&gt;Phone: 737-444-0413</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Presidio Networked Solutions LLC</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Justin DeMaio&lt;br&gt;Email: <a href="mailto:JuDeMaio@presidio.com">JuDeMaio@presidio.com</a>&lt;br&gt;Phone: 469-549-3847</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Presidio Networked Solutions LLC</td>
<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Nathan Zinteck&lt;br&gt;Email: <a href="mailto:nzinteck@presidio.com">nzinteck@presidio.com</a>&lt;br&gt;Phone: 919-323-8079</td>
<td></td>
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</tr>
<tr>
<td>Presidio Networked Solutions LLC</td>
<td><strong>Sales – K-12</strong>&lt;br&gt;Jerome Benjamin&lt;br&gt;Email: <a href="mailto:jbenjamin@presidio.com">jbenjamin@presidio.com</a>&lt;br&gt;Phone: 910-580-8680</td>
<td></td>
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<tr>
<td>Presidio Networked Solutions LLC</td>
<td><strong>Sales – Higher Education</strong>&lt;br&gt;Mary Steindl&lt;br&gt;Email: <a href="mailto:msteindl@presidio.com">msteindl@presidio.com</a>&lt;br&gt;Phone: 919-454-1021</td>
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<tr>
<td>Awarded Vendor</td>
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<td>Ordering Address</td>
<td>Vendor / Reseller Contact Information</td>
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</tbody>
</table>
| VMware, Inc.  | SHI International Corp. (HUB VENDOR) | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Government, Education**<br>SHI Carolina Team - QUOTING<br>Email: carolinateam@shi.com<br>Phone: 800-715-3197  
**Outside Sales – State Agencies**<br>Dean Blackmon<br>Email: Dean_Blackmon@SHI.com<br>Phone: 910-538-6804  
Carly Higginbotham<br>Email: Carly_Higginbotham@shi.com<br>Phone: 919-219-7355  
**Outside Sales – Local Government (Raleigh Area)**<br>Jackson Ling<br>Email: Jackson_Ling@shi.com<br>Phone: 919-602-7589  
**Outside Sales – Local Government (Charlotte Area)**<br>Justin Hansen<br>Email: Justin_Hansen@shi.com<br>Phone: 704-300-9126  
**Sales – Academic (Eastern NC)**<br>Matt Springett<br>Email: Matt_Springett@shi.com<br>Phone: 919-610-6774  
**Sales – Academic (Western NC)**<br>Chawn Simon<br>Email: Chawn_Simon@shi.com<br>Phone: 704-630-5999 |
| Sirius Computer Solutions, LLC. | 10100 Reunion Place Suite 500 San Antonio, TX 78216 | **Sales – State and Local Governments, Education**<br>Phyllis (PJ) Byrd<br>Email: Phyllis.byrd@siriuscom.com<br>Phone: 210-369-0617 |
| World Wide Technology, LLC (HUB VENDOR) | 1 World Wide Way St. Louis, MO 63146 | **Sales – State and Local Governments, Education**<br>Carol Harting<br>Email: carol.harting@wwt.com<br>Phone: 314-995-6103 |

Table 2: Awarded Vendors’ Address and Assigned Contact Information
Pricing

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

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

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Awarded Vendor</th>
<th>Servers</th>
<th>Storage</th>
<th>Networking Equipment</th>
<th>Software</th>
<th>Converged Solutions</th>
<th>Peripheral Components</th>
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<td>APC by Schneider Electric</td>
<td>CDWG</td>
<td>3% HW</td>
<td>3% SW</td>
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<td>Arista Networks</td>
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<td>42% HW</td>
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<td></td>
<td>10% EW</td>
<td>42% SW</td>
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<td>Ciena Communications</td>
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<td>Communications</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>58% SW</td>
</tr>
<tr>
<td>Cisco Systems, Inc.</td>
<td>Cisco</td>
<td>35% HW</td>
<td>35% HW</td>
<td>35% HW</td>
<td>10%</td>
<td></td>
<td>35% HW</td>
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<td></td>
<td>(Smart Net Total Care available with Govt. &amp; Educ. Discounts)</td>
<td>(Smart Net Total Care available with Govt. &amp; Educ. Discounts)</td>
</tr>
<tr>
<td>Dell Marketing, LP</td>
<td>Dell Marketing, LP</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>13.5% HW</td>
<td>2.5% HW</td>
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<tr>
<td></td>
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<td>.5% SW</td>
<td>.5% SW</td>
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<td>.5% EW</td>
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<td>.5% EW</td>
</tr>
<tr>
<td>EMC Corporation</td>
<td>EMC Corporation</td>
<td>32% HW</td>
<td>32% HW</td>
<td>32% HW</td>
<td>23%</td>
<td></td>
<td>15% HW</td>
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<td></td>
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<td>32% SW</td>
<td>32% SW</td>
<td>32% SW</td>
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<td>15% SW</td>
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<td>5% EW</td>
<td>5% EW</td>
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<td>5% EW</td>
</tr>
<tr>
<td>Extreme Networks</td>
<td>Extreme Networks</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>48% HW</td>
<td>48%</td>
</tr>
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<td></td>
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<td></td>
<td></td>
<td></td>
<td>48%</td>
</tr>
<tr>
<td>F5 Networks</td>
<td>Carahsoft</td>
<td>4% HW</td>
<td>4% SW</td>
<td>4% SW</td>
<td>4% HW</td>
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<td>4% HW</td>
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<td>4% EW</td>
<td>4% EW</td>
<td>4% EW</td>
<td>4% EW</td>
<td></td>
<td>4% EW</td>
</tr>
<tr>
<td>Manufacturer</td>
<td>Awarded Vendor</td>
<td>Servers</td>
<td>Storage</td>
<td>Networking Equipment</td>
<td>Software</td>
<td>Converged Solutions</td>
<td>Peripheral Components</td>
</tr>
<tr>
<td>---------------------------------------------</td>
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</tr>
<tr>
<td>FireEye Security Holdings, LLC.</td>
<td>Carahsoft</td>
<td>5% HW</td>
<td>5% HW</td>
<td>5% HW</td>
<td>1%</td>
<td>5% HW</td>
<td>5% HW</td>
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<td>1% SW</td>
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<td>1% EW</td>
<td>1% EW</td>
<td>1% EW</td>
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</tr>
<tr>
<td>Forescout Technologies</td>
<td>Carahsoft</td>
<td>2% HW</td>
<td>2% SW</td>
<td>2%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fortinet, Inc.</td>
<td>Fortinet, Inc.</td>
<td>20% HW</td>
<td>15% SW</td>
<td>15% EW</td>
<td></td>
<td></td>
<td>20% HW</td>
</tr>
<tr>
<td>Gigamon</td>
<td>Carahsoft</td>
<td>9% HW</td>
<td>9% SW</td>
<td>4% EW</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Hewlett Packard Enterprise</td>
<td>Hewlett Packard Enterprise</td>
<td>27% HW</td>
<td>27% SW</td>
<td>34% HW</td>
<td>26%</td>
<td>26% HW</td>
<td>26% HW</td>
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<td>20% EW</td>
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<td>20% SW</td>
<td>26%</td>
<td>20% EW</td>
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<td></td>
<td>9% EW</td>
<td>26%</td>
<td>20% EW</td>
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</tr>
<tr>
<td>Hitachi Enterprise IT Solutions (EITS)</td>
<td>Enterprise IT Solutions (EITS)</td>
<td>22% HW</td>
<td>12% SW</td>
<td>12% HW</td>
<td>12%</td>
<td>22% HW</td>
<td>22% HW</td>
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<td></td>
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<td>9% EW</td>
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<td>9% EW</td>
<td>12%</td>
<td>12% SW</td>
<td>9% EW</td>
</tr>
<tr>
<td>IBM</td>
<td>IBM</td>
<td>12% HW</td>
<td>22% HW</td>
<td>12% HW</td>
<td>20%</td>
<td>17% HW</td>
<td>15% HW</td>
</tr>
<tr>
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<td>12% SW</td>
<td>22% SW</td>
<td>12% SW</td>
<td>15%</td>
<td>22% SW</td>
<td>5% EW</td>
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<td>5% EW</td>
<td>5% EW</td>
<td>5% EW</td>
<td>5%</td>
<td>22% SW</td>
<td>9% EW</td>
</tr>
<tr>
<td>Infoblox</td>
<td>Carahsoft</td>
<td>10% HW</td>
<td>10% HW</td>
<td>10% HW</td>
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<td>10% HW</td>
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</tr>
<tr>
<td>Kyndryl, Inc.</td>
<td>Kyndryl, Inc.</td>
<td>5% EW (services)</td>
<td>5% EW (services)</td>
<td></td>
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</tr>
<tr>
<td>Lenovo (United States), Inc.</td>
<td>Lenovo (United States), Inc.</td>
<td>24.5% HW</td>
<td>19% HW</td>
<td>21% HW</td>
<td>17.5% HW</td>
<td>24.5% HW</td>
<td>16.25% HW</td>
</tr>
<tr>
<td></td>
<td></td>
<td>8.25% EW</td>
<td>17.5% SW</td>
<td>17.5% SW</td>
<td>17.5% SW</td>
<td>8.25% EW</td>
<td>8.25% EW</td>
</tr>
<tr>
<td>NetApp</td>
<td>NetApp</td>
<td>18% HW</td>
<td>18% HW</td>
<td>18% HW</td>
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<td>18% HW</td>
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<td>18% EW</td>
<td>18% EW</td>
</tr>
<tr>
<td>Nutanix</td>
<td>Carahsoft</td>
<td>15% HW</td>
<td>15% HW</td>
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</tr>
<tr>
<td>Palo Alto Networks</td>
<td>Carahsoft</td>
<td>1% HW</td>
<td>1% HW</td>
<td>1% HW</td>
<td>1%</td>
<td>1% HW</td>
<td>1% HW</td>
</tr>
<tr>
<td>Pure Storage, Inc.</td>
<td>Pure Storage, Inc.</td>
<td>37% HW</td>
<td>37% HW</td>
<td>37% HW</td>
<td>3%</td>
<td>3% HW</td>
<td>3% HW</td>
</tr>
<tr>
<td></td>
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<td>6% EW</td>
<td>6% EW</td>
<td>6% EW</td>
<td>3%</td>
<td>3% EW</td>
<td>3% EW</td>
</tr>
<tr>
<td>Riverbed</td>
<td>CDWG</td>
<td>3% HW</td>
<td>3% HW</td>
<td>3% HW</td>
<td>3%</td>
<td>3% HW</td>
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<td>3% EW</td>
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<td>3% EW</td>
<td>3% EW</td>
</tr>
<tr>
<td>Rubrik</td>
<td>CDWG</td>
<td>5% HW</td>
<td>5% HW</td>
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<td>5% EW</td>
<td>5%</td>
<td>5% EW</td>
<td>5% EW</td>
</tr>
<tr>
<td>Ruckus</td>
<td>Ruckus</td>
<td>44% HW</td>
<td>44% SW</td>
<td>44% SW</td>
<td>5%</td>
<td>5% HW</td>
<td>5% HW</td>
</tr>
<tr>
<td></td>
<td></td>
<td>25% EW</td>
<td>25% EW</td>
<td>25% EW</td>
<td>5%</td>
<td>5% SW</td>
<td>5% SW</td>
</tr>
<tr>
<td>SecureWorks</td>
<td>Carahsoft</td>
<td>2% SW</td>
<td>2% SW</td>
<td>2% SW</td>
<td>2%</td>
<td>2% SW</td>
<td>2% SW</td>
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<td></td>
<td></td>
<td>2%</td>
<td>2% SW</td>
<td>2% SW</td>
</tr>
</tbody>
</table>
## Table 3: Awarded Vendors' Minimum Discount Percentages Off MSRP / List Price by Segment

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

### Service Level Agreements

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

<table>
<thead>
<tr>
<th>SLA Name</th>
<th>SLA Description</th>
<th>Minimum Threshold</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delivery Time</td>
<td>Delivery Time is the number of calendar days between Vendor’s receipt of a valid request for IT Infrastructure Solutions and the date the IT Infrastructure Solutions are delivered. Vendor shall process Agency purchase order and deliver ordered IT Infrastructure Solutions within thirty (30) calendar days. Agency requested delivery dates that are past the established minimum threshold are excluded from this Service Level Agreement. Orders for Converged IT Infrastructure Solutions or complex, highly configured IT Infrastructure Solutions are excluded from this Service Level Agreement. Delays in delivery due to industry-wide component shortages or region-wide transportation delays that are submitted in writing to the Agency with supporting documentation are not included in the calculation of this Service Level Agreement.</td>
<td>95%</td>
</tr>
<tr>
<td>Quote Time</td>
<td>Quote Time is the number of calendar days between Vendor’s receipt of a request for quote on IT Infrastructure Solutions and the date the written quote is delivered to the Agency. Vendor shall process Agency requests for quotes for IT Infrastructure Solutions within five (5) business days for items in the Servers, Storage, Networking Equipment, IT Infrastructure Software, and IT Infrastructure Peripheral Components Segments. Vendor shall process Agency requests for quotes for IT Infrastructure Solutions within ten (10) business days for items in the Converged IT Infrastructure Solutions and Value-Added Services Segments.</td>
<td>95%</td>
</tr>
<tr>
<td>Order Accuracy</td>
<td>Order Accuracy is the degree that Vendor delivers items to the Agency that match what is on the Purchase Order and that an accurate packing slip is included in the shipment. If a single item received does not match the item that was listed on the Purchase Order, or an accurate packing slip is not included in the shipment, then the delivery is considered to be inaccurate for purposes of measuring this Service Level Agreement. Agency shall notify Vendor in writing (e.g., email) of any order accuracy issues.</td>
<td>98%</td>
</tr>
<tr>
<td>SLA Name</td>
<td>SLA Description</td>
<td>Minimum Threshold</td>
</tr>
<tr>
<td>-------------</td>
<td>---------------------------------------------------------------------------------</td>
<td>-------------------</td>
</tr>
<tr>
<td>Invoice Accuracy</td>
<td>Vendor shall issue invoices that match the Agency Purchase Order issued to the Vendor and the Vendor’s quote.</td>
<td>98%</td>
</tr>
</tbody>
</table>

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

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

**Return of Merchandise**

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

See Table 5 for specific return policy by Manufacturer.

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Return Policy</th>
</tr>
</thead>
<tbody>
<tr>
<td>APC by Schneider Electric</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
<tr>
<td>Arista Networks</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Avaya Inc.</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Belkin</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
<tr>
<td>BlueCat Networks</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Ciena Communications</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Cisco Systems, Inc.</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Dell Marketing, LP</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>EMC Corporation</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Extreme Networks</td>
<td>No stock balance returns. Only warranty replacements or repair offered.</td>
</tr>
<tr>
<td>F5 Networks</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, no returns permitted.</td>
</tr>
<tr>
<td>Forescout Technologies, Inc.</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Fortinet, Inc.</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Gigamon</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Hewlett Packard Enterprise</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Hitachi</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>IBM</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Infoblox</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Kyndryl, Inc.</td>
<td>N/A. Services</td>
</tr>
<tr>
<td>Lenovo (United States), Inc.</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>NetApp</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery.</td>
</tr>
<tr>
<td>Nutanix</td>
<td>No stock balance returns</td>
</tr>
<tr>
<td>Palo Alto Networks</td>
<td>No restocking fees on returns if customer has a form of Premium Support.</td>
</tr>
<tr>
<td>Pure Storage, Inc.</td>
<td>If equipment is factory sealed and returned within 30-days of delivery date, Pure Storage will consider returns on a case by case basis.</td>
</tr>
<tr>
<td>Riverbed</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
<tr>
<td>Manufacturer</td>
<td>Return Policy</td>
</tr>
<tr>
<td>------------------</td>
<td>-------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Rubrik</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
<tr>
<td>Ruckus</td>
<td>If equipment is factory sealed and returned within 30-days of delivery date, Ruckus will consider returns on a case by case basis.</td>
</tr>
<tr>
<td>SecureWorks</td>
<td>Not applicable.</td>
</tr>
<tr>
<td>Symantec</td>
<td>No stock balance returns.</td>
</tr>
<tr>
<td>Tripp Lite</td>
<td>Unopened stock balance returns allowed at no charge within 30 days of delivery. After 30 days, restocking fee will apply.</td>
</tr>
<tr>
<td>Veritas</td>
<td>No stock balance returns.</td>
</tr>
<tr>
<td>VMware Inc.</td>
<td>No stock balance returns.</td>
</tr>
</tbody>
</table>

Table 5: Manufacturer Return Policy

Taxes

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

Transportation Charges

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

History

2018-07-16: Removed Dell resellers at Dell’s request.
2018-07-26: Added eGroup as EMC reseller.
2018-07-30: Added Cambridge Computer Solutions, Davenport Group, and NWN as EMC resellers.
2018-08-08: Added Sirius as EMC reseller. Added Cambridge Computer Solutions and Davenport Group as Dell resellers. Fortinet awarded as 204X Vendor.
2018-08-10: Added Presidio as EMC reseller.
2018-08-24: Added Corus360 as IBM reseller.
2018-08-29: Added Mainline as EMC reseller.
2018-08-31: Updated Fortinet contact info.
2018-09-20: Pricing Exception note added
2018-10-09: Updated Aerohive contact information.
2018-10-19: NetApp awarded as 204X vendor.
2018-10-23: Carahsoft awarded for F5 Networks products
2018-10-31: Removed eGroup at EMC’s request and added Data Networks of America as EMC reseller.
2018-11-19: Added ePlus Technology and Tiber Creek Consulting as Fortinet resellers. Added Tiber Creek Consulting as Dell reseller.
2018-12-01: CDWG awarded for Belkin, Riverbed, and Tripp Lite products. Added Data Network Solutions, Presidio, and Sirius as Carahsoft resellers.

2022-07-13
2018-12-10: Removed Mainline as EMC Reseller. Added eGroup as EMC Reseller.
2019-01-17: StepCG added as Extreme Networks reseller.
2019-02-01: VION awarded for Hitachi products.
2019-02-05: Insight Public Sector as IBM Reseller. ANC Group added as Ruckus Networks Reseller.
2019-02-06: Added NWN as Carahsoft Reseller.
2019-02-18: VION awarded for Hedvig products.
2019-02-26: Added SHI as Carahsoft Reseller. Removed Alphanumeric Systems as a Fujitsu reseller. Added BlueRange Technology as a Fujitsu Reseller.
2019-03-08: Added BridgeTek Solutions as Fortinet reseller.
2019-03-13: Added CDWG as Carahsoft Reseller.
2019-03-20: Updated Lenovo contact information.
2019-04-01: Cisco and Avaya awarded as 204X vendors. Added ePlus Technology as Carahsoft Reseller.
2019-04-17: Added CDWG as Ciena Reseller.
2019-05-20: Arista Networks awarded as 204X vendor.
2019-06-04: Added Infoblox products to Data Network Solutions under Carahsoft.
2019-06-24: Removed Tiber Creek Consulting as Dell 204X reseller. Added SHI as Dell 204X reseller.
2019-07-13: Updated Contact Information for NWN.
2019-07-23: Added CenturyLink Communications as Ciena 204X reseller.
2019-07-31: Removed Insight Public Sector as IBM 204X reseller. Added Sirius Computer Solutions and Technologent as IBM resellers. Updated Corus360 to Converge Acquisition LLC.
2019-08-15: Updated HP address.
2019-08-19: Removed BridgeTek as Aerohive 204X reseller.
2019-10-01: VMware awarded as 204X vendor. BlueCat Networks awarded as 204X vendor.
2019-10-07: Updated Sirius Computer Solutions contact information.
2019-10-21: Updated CNIC, Inc. contact information. Updated Lenovo contact information.
2019-11-07: Added SHI as BlueCat Networks 204X reseller. Added Achieve 1, Presidio Networked Solutions, and Sirius Computer Solutions as VMware 204X resellers.
2019-12-06: Added SHI as VMware 204X reseller.
2019-12-18: Added CDWG as VMware 204X reseller. Added Pharr Technologies as Extreme Networks 204X reseller. Updated contact info. for Ciena.
2020-02-12: Carahsoft awarded for SecureWorks products.
2020-03-03: EMC removed NWN Corporation as a 204X reseller and added Rove, LLC as EMC 204X reseller. VMware added Dell as authorized 204X reseller.
2020-03-04: VMware no longer accepts direct orders. VMware orders must be placed with VMware authorized 204X reseller.
2020-03-17: Added Infoblox products to NWN Corporation under Carahsoft 204X contract.
2020-03-24: Removed Applied Data Technologies as HPE 204X reseller. Added Mainline Information Systems as HPE 204X reseller.
2020-04-06: Updated Dell contact information.
2020-04-07: Removed Data Networks of America as an EMC 204X reseller and added Achieve 1 as EMC 204X reseller. VMware added Dell as authorized 204X reseller.
2020-04-27: Added SpartanTec, Inc. as a Fortinet 204x reseller. Added StepCG as an Avaya authorized 204X reseller. Updated Avaya contact information.
2020-05-05: Removed Achieve 1, LLC. as EMC 204X reseller and added Level Solutions Group, LLC.
2020-06-08: Fujitsu America, Inc. terminated from 204X contract after notification to State that it will no longer be a hardware provider for server, storage, & networking equipment in North America.
2020-06-18: Removed eGroup Holding Company as an EMC 204X reseller and added AHEAD, Inc.
2020-07-31: Removed Hedvig products from 204X after Commvault acquisition. Commvault requested removal.
2020-08-17: Updated HPE contact information. Updated Dell contact information. Updated SHI contact information. Added SHI as Fortinet 204X reseller.
2020-08-19: Corrected NetApp discount percentages.
2020-08-27: Added CDWG as Fortinet 204X reseller.
2020-08-28: Added NetSource ET LLC as Ruckus Networks 204X reseller.
2020-09-24: Updated Avaya contact information.
2020-09-28: Removed High Performance Technologies as HPE 204X reseller. Add Veristor Systems, Inc. as HPE 204X reseller.
2020-10-06: Updated EITS contact information
2020-10-28: Added Tiber Creek Consulting as Dell 204X reseller. Removed NWN Corporation as Dell 204X reseller.
2020-10-30: Added Internetwork Services Incorporated, dba Internetwork Engineering and Tego Data Systems, LLC as Pure Storage 204X resellers. Removed Converge Acquisition LLC (formerly Corus 360) and Sirius Computer Computers as Pure Storage 204X resellers.
2020-11-02: Updated Cisco contact information. Added Meridian IT, Inc. as Avaya 204X reseller.
2020-11-05: Updated Dell contact information.
2020-11-20: Updated HPE contact information.
2020-12-01: Updated HPE contact information.
2020-12-07: Updated NetApp contact information. Added OnWire Consulting Group, LLC as an IBM 204X reseller.
2020-12-08: Removed OnWire Consulting Group, LLC. as IBM 204X reseller per IBM’s request.
2020-12-10: Carahsoft awarded for Veritas non-Cloud software and maintenance. Updated Arista Networks contact information.
2020-12-17: Carahsoft removed NWN as 204X reseller and added Insight Public Sector.
2020-12-29: Lenovo removed Alphanumeric Systems as 204X reseller and added 5S Technologies.
2021-01-08: Carahsoft awarded for Forescout Technologies products.
2021-01-25: Updated VMware-Dell contact information.
2021-02-12: Carahsoft removed ePlus as a 204X reseller and added NWN Corporation. Avaya added Tricom Communications Services, Inc. as a 204X reseller.
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, Pfarr 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 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.

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