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

Scope

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

<table>
<thead>
<tr>
<th>Segment</th>
<th>Segment Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Servers</td>
<td>Physical servers, including rack-mounted, blades, and tower models, virtual servers, and related emerging technologies</td>
</tr>
<tr>
<td>Storage</td>
<td>Enterprise mass storage components, purchased as standalone units or as part of a storage system containing several unique items, and related emerging technologies</td>
</tr>
<tr>
<td>Networking Equipment</td>
<td>Physical devices which are required for communication and interaction between devices on a computer network, and related emerging technologies (e.g., L1-L7 networking devices: repeaters, extenders, optical, switches, routers, firewalls, gateways, and IP Telephony)</td>
</tr>
<tr>
<td>IT Infrastructure Software</td>
<td>Software used in the operation, maintenance, or management of IT Infrastructure Solutions within the scope of this contract (e.g., IT hardware management software, software defined storage, network modeling software, performance monitoring software)</td>
</tr>
<tr>
<td>Converged IT Infrastructure Solutions</td>
<td>Includes pre-engineered converged and hyper-converged enterprise infrastructure solutions that integrate one or more IT infrastructure elements (e.g., servers, storage, networking equipment, virtualization, management software) and related emerging technologies</td>
</tr>
<tr>
<td>IT Infrastructure Peripheral Components</td>
<td>Peripherals (e.g., memory, hard drives, racks, additional processors, cables) must be able to attach to, work with, and be supported by the IT Infrastructure Solutions and the architecture described elsewhere herein. Peripherals must be present with the general offerings of the manufacturer, and as such, normally available from the manufacturer represented. Peripheral Options (procured by themselves) may be purchased under this contract in amounts up to $25,000.</td>
</tr>
<tr>
<td>Segment</td>
<td>Segment Description</td>
</tr>
<tr>
<td>-------------</td>
<td>---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Value Added Services</td>
<td>Value Added Services related to IT Infrastructure Solutions (e.g., roadmap planning, site assessments, design, configuration, manufacturing (e.g., assembly, configuration), installation, implementation, training, move / add / changes, hard drive retention, end of life disposal / recycling, and support and maintenance, including extended maintenance renewals for hardware and associated software, middleware, and firmware. For Value Added Services, Vendor and Agency shall develop a mutually agreed upon written Statement of Work subject to the terms and conditions of this contract to describe in detail the Value Added Services being provided by the Vendor to the Agency and the specific pricing for these Value Added Services.</td>
</tr>
</tbody>
</table>

Table 1: Scope of 204X Statewide IT Contract

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

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

<table>
<thead>
<tr>
<th>NC State IT Contract 204X Manufacturers:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerohive Networks</td>
</tr>
<tr>
<td>Belkin</td>
</tr>
<tr>
<td>Ciena</td>
</tr>
<tr>
<td>Dell</td>
</tr>
<tr>
<td>EMC</td>
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<tr>
<td>Extreme Networks</td>
</tr>
<tr>
<td>F5 Networks</td>
</tr>
<tr>
<td>Fortinet</td>
</tr>
<tr>
<td>Fujitsu</td>
</tr>
</tbody>
</table>

Vendor Contact Information

Table 2 contains the awarded Vendors’ Ordering Address and Contact information. Orders shall be issued directly to the respective Vendor or Authorized Reseller. To address service or pricing questions, please contact the Vendors listed below.
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| Aerohive Networks       | Direct               | Orders should be placed with Authorized Resellers listed below.                  | **Inside Sales – State and Local Governments**  
Jonnette Pennington  
Email: jpennington@aerohive.com  
Phone: 408-316-0913  
**Outside Sales – State, Local Governments, K-12, Higher Education**  
Luis Rodriguez, Regional VP  
Email: lrodriguez@aerohive.com  
Phone: 321-422-9577  
**Customer Service / Technical / Warranty Support**  
Website: https://support.aerohive.com  
Email: rkorb@aerohive.com  
Phone: 866-365-9918  
Fax: 408-510-6199 |
| A3 Communications       | 1911 Associates Lane Suite G  
Charlotte, NC 28217 | **Inside Sales – State and Local Governments**  
Hunter Thornton  
Email: hthornton@a3communications.com  
Phone: 678-630-9134  
**Outside Sales – State and Local Governments**  
Matt Whitfield  
Email: mwhitfield@a3communications.com  
Phone: 704-956-3908  
**Sales – K-12**  
Greg Moorer  
Email: gmoorer@a3communications.com  
Phone: 803-269-9222  
**Sales – Higher Education**  
Scott Rives  
Email: srives@a3communications.com  
Phone: 803-354-6158 |
| BridgeTek Solutions     | 744 East Stone Ave  
Greenville, SC 29601 | **Inside Sales – State and Local Governments**  
Kelley Turpin  
Email: kturpin@bridgetekssolutions.com  
Phone: 704-517-3002  
**Outside Sales – State and Local Governments**  
Tom Clinton  
Email: tclinton@bridgetekssolutions.com  
Phone: 864-420-1785  
**Sales – K-12**  
Vance Milford  
Email: vmilford@bridgetekssolutions.com  
Phone: 864-214-0221  
**Sales – Higher Education**  
John Ulmer  
Email: julmer@bridgetekssolutions.com  
Phone: 803-240-3579 |
<table>
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<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| Aerohive Networks    | CDW Government LLC       | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments**  
Melissa Deets  
Email: melidee@cdwg.com  
Phone: 717-571-8706  

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

**Sales – K-12 and Higher Education**  
Aaron Waters  
Email: a.waters@cnic-inc.com  
Phone: 704-344-0090 |
| Data Network Solutions, Inc | 629 Lake Tide Dr.  
Chapin, SC 29036 | **Sales – State and Local Governments, Education**  
Bruce Fisher  
Email: bfisher@datanetworksolutions.com  
Phone: 704-905-1920 |
| Encore Technology Group, LLC | 2000 Wade Hampton Blvd. Suite 210  
Greenville, SC 29615 | **Inside Sales – State and Local Governments**  
Megan White  
Email: insidesales@encoretg.com  
Phone: 888-983-6267  

**Outside Sales – State and Local Governments & Higher Education**  
Danielle Stengel  
Email: dstengel@encoretg.com  
Phone: 704-280-1489  

**Sales – K-12**  
Mike Ingram  
Email: mingram@encoretg.com  
Phone: 336-870-0848 |
<table>
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</table>
| Aerohive Networks    | SHI International Corp.            | 290 Davidson Ave. Somerset, NJ 08873   | **Sales – State and Local Governments, Education**  
|                      | *(HUB VENDOR)*                     |                                        | SHI Carolina Team  
|                      |                                    |                                        | Email: carolinateam@shi.com  
|                      |                                    |                                        | Phone: 800-211-0831  
|                      |                                    |                                        | **Outside Sales – State Governments**  
|                      |                                    |                                        | Carly Higginbotham  
|                      |                                    |                                        | Email: Carly_Higginbotham@shi.com  
|                      |                                    |                                        | Phone: 919-219-7355  
|                      |                                    |                                        | **Outside Sales – Local Governments**  
|                      |                                    |                                        | Dean Blackmon  
|                      |                                    |                                        | Email: Dean_Blackmon@shi.com  
|                      |                                    |                                        | Phone: 910-538-6804  
|                      |                                    |                                        | **Sales – Higher Education**  
|                      |                                    |                                        | Leacadia Powell  
|                      |                                    |                                        | Email: Leacadia.Powell@shi.com  
|                      |                                    |                                        | Phone: 980-556-6076  
|                      |                                    |                                        | **Sales – K-12**  
|                      |                                    |                                        | Matt Springett  
|                      |                                    |                                        | Email: Matt_Springett@shi.com  
|                      |                                    |                                        | Phone: 919-610-6774  
| Carahsoft Technology Corporation | Direct                             | 1860 Michael Faraday Dr. Suite 100 Reston, VA 20190 | **Inside Sales – State and Local Governments**  
|                      | **For following products:**        |                                        | Rich Maigue  
|                      | • F5 Networks                       |                                        | Email: Richard.Maigue@carahsoft.com  
|                      | • Gigamon                          |                                        | Phone: 703-871-8578  
|                      | • Infoblox                          |                                        | **Outside Sales – State and Local Governments**  
|                      | • Nutanix                          |                                        | Carahsoft Sales Team  
|                      | • Palo Alto                         |                                        | Email: sales@carahsoft.com  
|                      | • Symantec                          |                                        | Phone: 703-871-8500  
|                      |                                    |                                        | **Sales – K-12 and Higher Education**  
|                      |                                    |                                        | Tim Boltz  
|                      |                                    |                                        | Email: Tim.Boltz@carahsoft.com  
|                      |                                    |                                        | Phone: 703-230-7402  
|                      |                                    |                                        | **Sales – K-12 and Higher Education**  
|                      |                                    |                                        | Matt Fielding-Russell  
|                      |                                    |                                        | Email: mattrus@cdw.com  
|                      |                                    |                                        | Phone: 847-371-5600  
| CDW Government LLC   | **For following products:**        | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Inside Sales – State and Local Governments**  
|                      | • F5 Networks                       |                                        | Nicole Tuzzolino  
|                      | • Infoblox                          |                                        | Email: nicotuz@cdw.com  
|                      | • Nutanix                          |                                        | Phone: 866-850-5223  
|                      | • Palo Alto                         |                                        | **Outside Sales – State and Local Governments**  
|                      | • Symantec                          |                                        | Kyle Irwin  
|                      |                                    |                                        | Email: kyleirw@cdw.com  
|                      |                                    |                                        | Phone: 866-769-8287  
|                      |                                    |                                        | **Sales – K-12 and High Education**  
|                      |                                    |                                        | Matt Fielding-Russell  
|                      |                                    |                                        | Email: mattrus@cdw.com  
|                      |                                    |                                        | Phone: 847-371-5600  

2019-03-20
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</table>
| Carahsoft Technology Corporation | 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 |
| NWN Corporation | Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Sales – State and Local Governments, K-12, Higher Education**  
James Welch  
Email: JWelch@nwnit.com  
Phone: 919-653-4461 |
| Presidio Networked Solutions LLC | Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Inside Sales – State and Local Governments**  
James Welch  
Email: JWelch@nwnit.com  
Phone: 919-653-4461  
**Outside Sales – State and Local Governments, Higher Education**  
Shawn Alba  
Email: salba@presidio.com  
Phone: 919-592-9676  
Sales – K-12  
Jim Slowik  
Email: jslowik@presidio.com  
Phone: 919-228-6123 |
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<td>Carahsoft Technology Corporation</td>
<td>SHI International Corp. (HUB VENDOR)</td>
<td>290 Davidson Ave. Somerset, NJ 08873</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;SHI Carolina Team&lt;br&gt;Email: <a href="mailto:carolinateam@shi.com">carolinateam@shi.com</a>&lt;br&gt;Phone: 800-211-0831</td>
</tr>
<tr>
<td></td>
<td>For following products:</td>
<td></td>
<td><strong>Outside Sales – State Governments</strong>&lt;br&gt;Carly Higginbotham&lt;br&gt;Email: <a href="mailto:Carly_Higginbotham@shi.com">Carly_Higginbotham@shi.com</a>&lt;br&gt;Phone: 919-219-7355</td>
</tr>
<tr>
<td></td>
<td>• F5 Networks</td>
<td></td>
<td><strong>Outside Sales – Local Governments</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>
<td>• Gigamon</td>
<td></td>
<td><strong>Sales – Higher Education</strong>&lt;br&gt;Leacadia Powell&lt;br&gt;Email: <a href="mailto:Leacadia_Powell@shi.com">Leacadia_Powell@shi.com</a>&lt;br&gt;Phone: 980-556-6076</td>
</tr>
<tr>
<td></td>
<td>• Infoblox</td>
<td></td>
<td><strong>Sales – K-12</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>
<td>• Nutanix</td>
<td></td>
<td><strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;John Zemonek&lt;br&gt;Email: <a href="mailto:John_Zemonek@siriuscom.com">John_Zemonek@siriuscom.com</a>&lt;br&gt;Phone: 919-819-5275</td>
</tr>
<tr>
<td></td>
<td>• Palo Alto</td>
<td></td>
<td><strong>Sales – K-12</strong>&lt;br&gt;Josh Enderline&lt;br&gt;Email: <a href="mailto:Josh_Enderline@Siriuscom.com">Josh_Enderline@Siriuscom.com</a>&lt;br&gt;Phone: 919-215-6749</td>
</tr>
<tr>
<td></td>
<td>• Symantec</td>
<td></td>
<td><strong>Sales – Higher Education</strong>&lt;br&gt;Aaron Riggleman&lt;br&gt;Email: <a href="mailto:Aaron_Riggleman@Siriuscom.com">Aaron_Riggleman@Siriuscom.com</a>&lt;br&gt;Phone: 919-500-1852</td>
</tr>
<tr>
<td>Sirius Computer Solutions, Inc.</td>
<td>10100 Reunion Place Suite 500&lt;br&gt;San Antonio, TX 78216</td>
<td></td>
<td><strong>Outside Sales – State and Local Governments, Education</strong>&lt;br&gt;John Zemonek&lt;br&gt;Email: <a href="mailto:John_Zemonek@siriuscom.com">John_Zemonek@siriuscom.com</a>&lt;br&gt;Phone: 919-819-5275</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12</strong>&lt;br&gt;Josh Enderline&lt;br&gt;Email: <a href="mailto:Josh_Enderline@Siriuscom.com">Josh_Enderline@Siriuscom.com</a>&lt;br&gt;Phone: 919-215-6749</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – Higher Education</strong>&lt;br&gt;Aaron Riggleman&lt;br&gt;Email: <a href="mailto:Aaron_Riggleman@Siriuscom.com">Aaron_Riggleman@Siriuscom.com</a>&lt;br&gt;Phone: 919-500-1852</td>
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</tr>
<tr>
<td>CDWG</td>
<td>Direct</td>
<td>230 N. Milwaukee Ave Vernon Hills, IL 60061</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Nicole Tuzzolino&lt;br&gt;Email: <a href="mailto:nicotuz@cdwg.com">nicotuz@cdwg.com</a>&lt;br&gt;Phone: 866-850-5223</td>
</tr>
<tr>
<td></td>
<td><strong>For following products:</strong></td>
<td></td>
<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Kyle Irwin&lt;br&gt;Email: <a href="mailto:kyleirw@cdw.com">kyleirw@cdw.com</a>&lt;br&gt;Phone: 866-769-8287</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12</strong>&lt;br&gt;Ray Sorrentino&lt;br&gt;Email: <a href="mailto:raysor@cdwg.com">raysor@cdwg.com</a>&lt;br&gt;Phone: 866-833-0358</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – Higher Education</strong>&lt;br&gt;Justin Scott&lt;br&gt;Email: <a href="mailto:justins@cdwg.com">justins@cdwg.com</a>&lt;br&gt;Phone: 877-820-8807</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12, Higher Education</strong>&lt;br&gt;Greg Nelson&lt;br&gt;Email: <a href="mailto:gnelson@ciena.com">gnelson@ciena.com</a>&lt;br&gt;Phone: 919-609-0830</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Customer Service / Technical / Warranty Support</strong>&lt;br&gt;Website: <a href="https://portal.ciena.com">https://portal.ciena.com</a>&lt;br&gt;Phone: 800-243-6224&lt;br&gt;Fax: 410-694-5750</td>
</tr>
<tr>
<td></td>
<td>Direct</td>
<td>Orders should be placed with Authorized Resellers listed below.</td>
<td><strong>Sales – State and Local Governments, K-12, Higher Education</strong>&lt;br&gt;Brandon L. Hall&lt;br&gt;Email: <a href="mailto:bhall@carouselindustries.com">bhall@carouselindustries.com</a>&lt;br&gt;Phone: 919-230-9536</td>
</tr>
<tr>
<td>Carousel</td>
<td>Industries of North America, Inc</td>
<td>659 South County Trail Exeter, RI 02882</td>
<td><strong>Outside Sales – State and Local Governments, K-12, Higher Education</strong>&lt;br&gt;Steve Foy&lt;br&gt;Email: <a href="mailto:Steven.foy@graybar.com">Steven.foy@graybar.com</a>&lt;br&gt;Phone: 919-623-8544</td>
</tr>
<tr>
<td>Graybar</td>
<td></td>
<td>211 S. New Hope Road Raleigh, NC 27610</td>
<td><strong>Inside Sales – State and Local Governments, K-12, Higher Education</strong>&lt;br&gt;Bryan Gilliam&lt;br&gt;Email: <a href="mailto:Byran.gilliam@graybar.com">Byran.gilliam@graybar.com</a>&lt;br&gt;Phone: 336-275-9441</td>
</tr>
<tr>
<td>Integration</td>
<td>Partners Corporation</td>
<td>12 Hartwell Avenue, Lexington, MA 02421</td>
<td><strong>Sales – State and Local Governments, Education</strong>&lt;br&gt;Greg Fowler&lt;br&gt;Email: <a href="mailto:gfowler@integrationpartners.com">gfowler@integrationpartners.com</a>&lt;br&gt;Phone: 704-236-1028</td>
</tr>
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<td>----------------------</td>
<td>------------------</td>
<td>--------------------------------------</td>
</tr>
</tbody>
</table>
| Ciena          | Telamon Corporation  | 1000 E 116th St  | Sales – State and Local Governments, Education  
                  Carmel, IN 46032         
                  Mike Taylor  
                  Email: Mike.taylor@telamon.com  
                  Phone: 404-307-2360 |
| Dell           | Direct               | One Dell Way     | Inside Sales – State and Local Governments  
                  Round Rock, TX 78682         
                  David Bailey  
                  Email: david.b.bailey@dell.com  
                  Phone: 512-513-9417 |
|                |                      |                  | Outside Sales – State and Local Governments  
                  Manny Veloza  
                  Email: manny.veloza@dell.com  
                  Phone: 919-272-5214 |
|                |                      |                  | Sales – K-12  
                  Clarence Williams  
                  Email: clarence.williams@dell.com  
                  Phone: 919-279-3352 |
|                |                      |                  | Sales – Higher Education  
                  Jim Rigney  
                  Email: jim.rigney@dell.com  
                  Phone: 919-349-6617 |
|                |                      |                  | Customer Service / Technical / Warranty Support  
                  Website: www.dell.com  
                  Email: http://www.dell.com/support/incidents-online/us/en/04/email/order-support  
                  Phone: 800-766-3355  
                  Fax: 512-283-0526 |
| Cambridge Computer Services, Inc  
(HUB VENDOR)       |                      | 271 Waverley Oaks Road  
                  Suite 301  
                  Waltham, MA 02452       | Sales – State, Local Governments, & Higher Education  
                  Gerry Franzen  
                  Email: gfranzen@cambridgecomputer.com  
                  Phone: 919-605-9934 |
|                |                      |                  | Sales – K-12  
                  Mike Rowland  
                  Email: mrowland@cambridgecomputer.com  
                  Phone: 240-315-7695 |
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| Dell           | CDW Government LLC   | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Inside Sales – State and Local Governments**  
Nicole Tuzzolino  
Email: nicotuz@cdw.com  
Phone: 866-850-5223  

**Outside Sales – State and Local Governments**  
Kyle Irwin  
Email: kyleirw@cdw.com  
Phone: 203-851-7126  

**Sales – K-12**  
Ashley Pratt  
Email: ashipra@cdw.com  
Phone: 866-819-6496  

**Sales – Higher Education**  
Mitch Huffington  
Email: mitchh@cdw.com  
Phone: 847-968-9362 |
| Davenport Group | 4166 Lexington Ave N St. Paul, MN 55126 | **Sales – State and Local Governments**  
Matt Johnson  
Email: Matt.johnson@davenportgroup.com  
Phone: 651-765-0279  

**Sales – Higher Education**  
Mary Brown  
Email: Mary.brown@davenportgroup.com  
Phone: 651-765-0279 |
| Nitor Solutions | 3630 Clemmons Rd Suite 303 Clemmons, NC 27012 | **Inside Sales – State and Local Governments**  
Calesha Pickard  
Email: cpickard@nitorsi.com  
Phone: 615-513-4324  

**Sales – State, Local Governments, K-12, Higher Education**  
Ron Hewett  
Email: rhewett@nitorsi.com  
Phone: 336-655-6793  

John Lee  
Email: jlee@nitorsi.com  
Phone: 336-782-2566  

Scott Harris  
Email: sharris@nitorsi.com  
Phone: 828-301-7177  

John Parks  
Email: jpark@nitorsi.com  
Phone: 615-419-2499 |
<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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</table>
| Dell           | NWN Corporation      | 2520 Whitehall Park Drive Suite 250 Charlotte, NC 28273 | **Inside Sales – State and Local Governments**  
Nichole Farrar  
Email: nfarrar@nwnit.com  
Phone: 919-653-4456  

**Outside Sales – State and Local Governments**  
Amy Robinson  
Email: ARobinson@nwnit.com  
Phone: 919-616-0667  

**Sales – K-12**  
Kyle Kipping  
Email: kkipping@nwnit.com  
Phone: 404-909-0401  

**Sales – Higher Education**  
Tommy Coleman  
Email: tcoleman@nwnit.com  
Phone: 336-340-6142 |
| Sirius Computer Solutions, Inc. | 10100 Reunion Place Suite 500 San Antonio, TX 78216 | **Outside Sales – State and Local Governments, Education**  
John Zemonek  
Email: John.Zemonek@siriuscom.com  
Phone: 919-819-5275  

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

**Sales – Higher Education**  
Aaron Riggleman  
Email: Aaron.Riggleman@Siriuscom.com  
Phone: 919-500-1852 |
| Tiber Creek Consulting (HUB VENDOR) | 10130 Mallard Creek Road, Suite 300 Charlotte, NC 28262 | **Inside Sales – State and Local Governments**  
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 |
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<td>EMC</td>
<td>Direct</td>
<td>176 South Street Hopkinton, MA 01748</td>
<td><strong>Sales – State and Local Governments, K-12, Higher Education</strong>&lt;br&gt;Mike Wade&lt;br&gt;Email: <a href="mailto:michael.wade@dell.com">michael.wade@dell.com</a>&lt;br&gt;Phone: 919-247-0851</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Customer Service / Technical / Warranty Support</strong>&lt;br&gt;Website: <a href="http://support.emc.com">http://support.emc.com</a>&lt;br&gt;Phone: 800-782-4362</td>
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<td>Cambridge Computer Services, Inc <em>(HUB VENDOR)</em></td>
<td>271 Waverley Oaks Road Suite 301 Waltham, MA 02452</td>
<td><strong>Inside Sales – State, Local Governments, &amp; Higher Education</strong>&lt;br&gt;Jim Gordon&lt;br&gt;Email: <a href="mailto:jgordon@cambridgecomputer.com">jgordon@cambridgecomputer.com</a>&lt;br&gt;Phone: 508-686-6745</td>
<td></td>
</tr>
<tr>
<td></td>
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<td></td>
<td><strong>Outside Sales – State, Local Governments, &amp; Higher Education</strong>&lt;br&gt;Gerry Franzen&lt;br&gt;Email: <a href="mailto:gfranzen@cambridgecomputer.com">gfranzen@cambridgecomputer.com</a>&lt;br&gt;Phone: 919 747-4070</td>
</tr>
<tr>
<td></td>
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<td><strong>Sales – K-12</strong>&lt;br&gt;Mike Rowland&lt;br&gt;Email: <a href="mailto:mrowland@cambridgecomputer.com">mrowland@cambridgecomputer.com</a>&lt;br&gt;Phone: 240-315-7695</td>
</tr>
<tr>
<td>Data Networks of America, Inc.</td>
<td>216 Schilling Circle Ste. 104 Hunt Valley, MD 21031</td>
<td><strong>Inside Sales – State and Local Governments</strong>&lt;br&gt;Kayla Richardson&lt;br&gt;Email: <a href="mailto:krichardson@datanetworks.com">krichardson@datanetworks.com</a>&lt;br&gt;Phone: 410-823-3000 ext. 3021</td>
<td></td>
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<td><strong>Outside Sales – State and Local Governments</strong>&lt;br&gt;Steve Brandon&lt;br&gt;Email: <a href="mailto:sbrandon@datanetworks.com">sbrandon@datanetworks.com</a>&lt;br&gt;Phone: 410-823-3000 ext. 3011</td>
</tr>
<tr>
<td></td>
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<td><strong>Sales – K-12</strong>&lt;br&gt;Amy Bateman&lt;br&gt;Email: <a href="mailto:abateman@datanetworks.com">abateman@datanetworks.com</a>&lt;br&gt;Phone: 410-823-3000 ext. 3020</td>
</tr>
<tr>
<td></td>
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<td><strong>Sales – Higher Education</strong>&lt;br&gt;Jan Silhavy&lt;br&gt;Email: <a href="mailto:jsilhavy@datanetworks.com">jsilhavy@datanetworks.com</a>&lt;br&gt;Phone: 410-823-3000 ext. 3016</td>
</tr>
<tr>
<td>Davenport Group</td>
<td>4166 Lexington Ave N St. Paul, MN 55126</td>
<td><strong>Sales – State and Local Governments</strong>&lt;br&gt;Matt Johnson&lt;br&gt;Email: <a href="mailto:Matt.johnson@davenportgroup.com">Matt.johnson@davenportgroup.com</a>&lt;br&gt;Phone: 651-765-0279</td>
<td></td>
</tr>
<tr>
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<td><strong>Sales – Higher Education</strong>&lt;br&gt;Mary Brown&lt;br&gt;Email: <a href="mailto:Mary.brown@davenportgroup.com">Mary.brown@davenportgroup.com</a>&lt;br&gt;Phone: 651-765-0279</td>
</tr>
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</table>
| EMC                   | eGroup Holding Company, LLC              | PO Box 38 Mount Pleasant, SC 29465 | **Inside Sales for State and Local Governments**  
Jeff Thomas  
Email: insidesales@eGroup-us.com  
Phone: 877-347-6871  
**Outside Sales – State and Local Governments, K-12, Higher Education**  
Daniel Navarro  
Email: insidesales@eGroup-us.com  
Phone: 877-347-6871 |
| NWN Corporation       |                                          | 2520 Whitehall Park Drive Suite 250 Charlotte, NC 28273 | **Sales – State and Local Governments, K-12, Higher Education**  
Amy Robinson  
Email: ARobinson@nwnit.com  
Phone: 919-616-0667 |
| 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 |
| Sirius Computer Solutions, Inc. |                      | 10100 Reunion Place Suite 500 San Antonio, TX 78216 | **Sales – State and Local Governments, Higher Education**  
John Zemonek  
Email: John.zemonek@siriuscom.com  
Phone: 919-819-5275  
**Sales –K-12**  
Aaron Rigglemen  
Email: aaron.riggleman@siriuscom.com  
Phone: 919-500-1852 |
| Extreme Networks      | Direct                                   | 6480 Via Del Oro San Jose, CA 95119 | **Sales – State and Local Governments, Education**  
Chris Bondi  
Email: cbondi@extremenetworks.com  
Phone: 919-457-8250  
**Customer Service / Technical / Warranty Support**  
Website: https://www.extremenetworks.com/support/contact/  
Email: btownsen@extremenetworks.com  
Phone: 800-872-8440 |
| CDW Government LLC    |                                          | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments, Education**  
Kyle Irwin  
Email: kyleirw@cdw.com  
Phone: 919-272-6083  
Nicole Tuzzolino  
Email: nicotuz@cdwg.com  
Phone: 866-850-5223 |
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| Extreme Networks | Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | Sales – State and Local Governments, Education  
Bruce Fisher  
Email: bfisher@datanetworksolutions.com  
Phone: 704-905-1920 |
| Lockstep | 5403 Stoney Ridge Court Belmont, NC 28012 | Sales – State and Local Governments, Education  
Jim Pullano  
Email: jpullano@lockstepgroup.com  
Phone: 630-802-0202  
Michael Lawing  
Email: mlawing@lockstepgroup.com  
Phone: 704-577-4610 |
| Meridian IT, Inc. | 2065 Donald Street Indian Land, SC 29707 | Sales – State and Local Governments, Education  
Gary Shipman  
Email: Gary.shipman@meridianitinc.com  
Phone: 980-288-6950 |
| RM Source | 150 Fayetteville Street, Suite 810 Raleigh, NC 27601 | Sales – State and Local Governments, Education  
Email: 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  
mneedles@stepcg.com  
Phone: 513-795-6000, Ext. 3126 |
| Fortinet, Inc. | Direct | Orders should be placed with Authorized Resellers. Vendor is currently compiling list of resellers to be added. | Sales – State and Local Governments, Higher Education  
Stuart Ferrell  
Email: sferrell@fortinet.com  
Phone: 919-480-7878  
Sales – K-12  
Scott Lecher  
Email: slecher@fortinet.com  
Phone: 919-744-6799  
Customer Service / Technical / Warranty Support  
Website: https://support.fortinet.com/  
Phone: 866-648-4638 |
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| Fortinet, Inc. | BridgeTek Solutions  | 744 East Stone Ave Greenville, SC 29601 | **Inside Sales – State and Local Governments**  
Kelley Turpin  
Email: Kturpin@bridgetekssolutions.com  
Phone: 704-517-3002  
**Outside Sales – State and Local Governments**  
Tom Clinton  
Email: Tclinton@bridgetekssolutions.com  
Phone: 864-420-1785  
**Sales – K-12**  
Vance Milford  
Email: vmilford@bridgetekssolutions.com  
Phone: 864-214-0221  
**Sales – Higher Education**  
John Ulmer  
Email: julmer@bridgetekssolutions.com  
Phone: 803-240-3579 |
| Carolina Advanced Digital | 133 Triangle Trade Drive Cary, NC 27513 | **Inside Sales – State and Local Governments**  
Julie Allen  
Email: julie@cadinc.com  
Phone: 919-460-1313  
**Outside Sales – State and Local Governments, K-12, Higher Education**  
BreAnn Verreen  
Email: bre@cadinc.com  
Phone: 919-460-1313 |
| 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 |
| 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 |
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| Fujitsu        | Direct               | 1250 E. Arques Avenue Sunnyvale, CA 94085-3470 | **Sales – State and Local Governments, K-12, Higher Education**  
Nathan Sirota  
Email: nathan.sirota@us.fujitsu.com  
Phone: 781-727-5372  
**Customer Service / Technical / Warranty Support**  
Website: http://us.fujitsu.com/solutions  
Email: computers_esd@us.fujitsu.com  
Phone: 800-538-8486 |
|                |                      |                  | **Inside Sales – State and Local Governments**  
Hunter Thornton  
Email: hthornton@a3communications.com  
Phone: 678-630-9134  
**Outside Sales – State and Local Governments**  
Matt Whitfield  
Email: mwhitfield@a3communications.com  
Phone: 704-956-3908  
**Sales – K-12**  
Greg Moorer  
Email: gmoorer@a3communications.com  
Phone: 803-269-9222  
**Sales – Higher Education**  
Scott Rives  
Email: srives@a3communications.com  
Phone: 803-354-6158 |
|                |                      |                  | **Sales – State and Local Governments & K-12**  
Tom Vollmer  
Email: tvollmer@bluerangetech.com  
Phone: 919-241-1119  
**Outside Sales – State and Local Governments & Higher Education**  
Richard Sed  
Email: rsed@bluerangetech.com  
Phone: 919-241-8698 |
| BlueRange Technology | 9241 Globe Center Drive Suite 100 Morrisville, NC 27560 | **Inside Sales – State and Local Governments, Education**  
Lorie Allen  
Email: lallen@corus360.com  
Phone: 910-835-9047  
**Outside Sales – State and Local Governments, Education**  
Todd Cannady  
Email: toddc@corus360.com  
Phone: 919-532-2111 |
<p>| Corus 360      | 130 Technology Parkway Norcross, GA 30092 |             |                                      |</p>
<table>
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| Fujitsu        | General Datatech LP  | 999 Metromedia Place, Dallas, TX 75247 | Sales – State and Local Governments, Education  
Robert Moroni  
Email: Robert.moroni@gdt.com  
Phone: 919-757-7209 |
| Seeds of Genius | 980 Mercantile Dr, Suite L, Hanover, MD 21076 | Inside Sales – State and Local Governments  
Matt Habeck  
Email: mhabeck@seedsofgenius.com  
Phone: 410-353-6857 |
| ViON Corporation | 196 Van Buren St, Ste 300, Herndon, VA 20170 | Inside Sales – State and Local Governments  
Justin Ciaccio  
Email: Justin.ciaccio@vion.com  
Phone: 703-599-3843  
Outside Sales – State and Local Governments, Education  
Charles Michaux  
Email: Charles.Michaux@vion.com  
Phone: 336-686-7002 |
| Walker and Associates, Inc. (HUB VENDOR) | 7129 Old Hwy 52 N, Welcome, NC 27374 | Inside Sales – State and Local Governments, Education  
Emma Hanes  
Email: Emma.hanes@walkerfirst.com  
Phone: 336-731-5310  
Outside Sales – State and Local Governments, Education  
Eddie Lester  
Email: Eddie.lester@walkerfirst.com  
Phone: 336-731-5268 |
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<td>Hewlett Packard Enterprise</td>
<td>Direct</td>
<td>3000 Hanover Street</td>
<td><strong>Inside Sales – State and Local Governments, Education</strong></td>
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<tr>
<td></td>
<td></td>
<td>Palo Alto, CA 94304</td>
<td>Chris Andrews</td>
</tr>
<tr>
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<td></td>
<td></td>
<td>Email: <a href="mailto:christopher.andrews@hpe.com">christopher.andrews@hpe.com</a></td>
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<td></td>
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<td></td>
<td>Phone: 972-860-1547</td>
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<td><strong>Outside Sales – State and Local Governments, Higher Education</strong></td>
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<td>Stefanie Perry</td>
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<td></td>
<td>Email: <a href="mailto:sperry@hpe.com">sperry@hpe.com</a></td>
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<td></td>
<td></td>
<td>Phone: 919-930-1795</td>
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<td><strong>Sales – K-12</strong></td>
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<td>Allie McNeal</td>
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<td></td>
<td>Phone: 989-280-1765</td>
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<td></td>
<td><strong>Customer Service / Technical / Warranty Support</strong></td>
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<td>Phone: 844-806-3425</td>
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<td>Applied Data Technologies</td>
<td></td>
<td>8515 Crown Crescent Court</td>
<td><strong>Sales – State and Local Governments, Education</strong></td>
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<tr>
<td>(HUB VENDOR)</td>
<td></td>
<td>Charlotte, NC 28227</td>
<td>Terri Barnes</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:terri.barnes@applieddatatech.com">terri.barnes@applieddatatech.com</a></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 803-417-4627</td>
</tr>
<tr>
<td>Blue Ally Technology Solutions, LLC</td>
<td></td>
<td>1255 Crescent Green Suite 300</td>
<td><strong>Inside Sales – State and Local Governments, Education</strong></td>
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<td>Cary, NC 27518</td>
<td>Jennifer Jones</td>
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<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:jones@blueally.com">jones@blueally.com</a></td>
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<td></td>
<td>Phone: 919-249-1582</td>
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<td><strong>Outside Sales – State and Local Governments, Education</strong></td>
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<td>Dale Denning</td>
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<td></td>
<td></td>
<td>Email: <a href="mailto:ddenning@blueally.com">ddenning@blueally.com</a></td>
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<td>Phone: 919-249-1538</td>
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| Hewlett Packard Enterprise     | Carolina Advanced Digital, Inc. | 133 Triangle Trade Drive Cary, NC 27513 | **Inside Sales – State and Local Governments**
Julie Allen
Email: julie@cadinc.com
Phone: 919-460-1313 Ext. 211                                                                 |
|                                |                            |                                     | **Outside Sales – State Governments**
Lee Currie
Email: lee@cadinc.com
Phone: 919-460-1313                                                                 |
|                                |                            |                                     | **Outside Sales – Local Governments, K-12, Community Colleges**
Bre Verreen
Email: bre@cadinc.com
Phone: 919-460-1313                                                                 |
|                                |                            |                                     | **Outside Sales – Higher Education - Universities**
Wayne Gaudette
Email: wayne@cadinc.com
Phone: 919-460-1313                                                                 |
| CDW Government LLC             | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | Sales – State and Local Governments
Melissa Deets
Email: melidee@cdwg.com
Phone: 717-571-8706                                                                 |
|                                |                            |                                     | **Sales – K-12 and High Education**
Matt Fielding-Russell
Email: mattrus@cdw.com
Phone: 847-371-5600                                                                 |
| Data Network Solutions, Inc    | 629 Lake Tide Dr. Chapin, SC 29036 | Inside Sales – State and Local Governments
Miriam Rodrigue
Email: mrodrigue@datanetworksolutions.com
Phone: 864-640-1343                                                                 |
|                                |                            |                                     | **Outside Sales – State and Local Governments, Education**
Bruce Fisher
Email: bfisher@datanetworksolutions.com
Phone: 704-905-1920                                                                 |
| High Performance Technologies  | 11111 Carmel Commons Suite 340 Charlotte, NC 28226 | Sales – State and Local Governments, Education
Brett Stinson
Email: Brett.stinson@highperftech.com
Phone: 317-306-9604                                                                 |
<table>
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| Hewlett Packard Enterprise | SHI International Corp. (HUB VENDOR) | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Governments, Education**  
SHI Carolina Team  
Email: carolinateam@shi.com  
Phone: 800-211-0831  
**Outside Sales – State Governments**  
Carly Higginbotham  
Email: Carly_Higginbotham@shi.com  
Phone: 919-219-7355  
**Outside Sales – Local Governments**  
Dean Blackmon  
Email: Dean_Blackmon@shi.com  
Phone: 910-538-6804  
**Sales – Higher Education**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076  
**Sales – K-12**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774 |
| IBM | Direct | 3309 E. Cornwallis Rd Research Triangle Park, NC 27709 | **Sales – State and Local Governments, K-12**  
Mark Molinaro  
Email: molinaro@us.ibm.com  
Phone: 919-696-3160  
**Sales – Higher Education**  
Chris Shriver  
Email: cshriver@us.ibm.com  
Phone: 919-345-7121  
**Customer Service / Technical / Warranty Support**  
Website: [https://www.05.ibm.com/support/operations/us/en/overview.html](https://www.05.ibm.com/support/operations/us/en/overview.html)  
Email: askibm@vnet.ibm.com  
Phone: 800-426-7378 |
| Corus 360 |  | 130 Technology Parkway Norcross, GA 30092 | **Inside Sales – State and Local Governments, Education**  
Lorie Allen  
Email: falleg@corus360.com  
Phone: 910-835-9047  
**Outside Sales – State and Local Governments, Education**  
Todd Cannady  
Email: toddc@corus360.com  
Phone: 919-532-2111 |
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<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| IBM            | Insight Public Sector         | 6820 S. Harl Ave. Tempe, AZ 85283 | **Sales – State and Local Governments, Education**  
Sean Phillips  
Email: sphillip@insight.com  
Phone: 480-409-6238 |
|                | Mainline Information Systems  | 1700 Summit Lake Drive Tallahassee, FL 32317 | **Sales – State and Local Governments**  
Alan Kline  
Email: alan.kline@mainline.com  
Phone: 817-202-7947  
Dan Myers  
Email: dan.myers@mainline.com  
Phone: 919-671-3713  
Dave Seale  
Email: dave.seale@mainline.com  
Phone: 919-306-5660 |
|                | Meridian IT, Inc.             | 320 N. Judd Parkway Suite 205 Fuquay, Varina, NC 27526 | **Sales – State and Local Governments, Education**  
Hal Connelly  
Email: hal.connelly@mainline.com  
Phone: 704-241-4189  
John Nicosia  
Email: john.nicosia@mainline.com  
Phone: 781-727-3327 |
| Lenovo         | Direct                        | 8001 Development Dr. Morrisville, NC 27560 | **Inside Sales – State and Local Governments**  
Ryan Warwick  
Email: rwarwick@lenovo.com  
Phone: 919-874-3512  
**Outside Sales – State and Local Governments**  
Ryan Rand  
Email: rrand@lenovo.com  
Phone: 919-986-9349  
**Sales – K-12, Higher Education**  
Ryan Rand  
Email: rrand@lenovo.com  
Phone: 919-986-9349  
**Customer Service / Technical / Warranty Support**  
Website: http://support.lenovo.com  
Email: www.lenovo.com/support/phone  
Phone: 800-426-7378 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
<th>Authorized Resellers</th>
<th>Ordering Address</th>
<th>Vendor / Reseller Contact Information</th>
</tr>
</thead>
</table>
| Lenovo         | Carolinas IT (HUB VENDOR) | 1600 Hillsborough St. Raleigh, NC 27605 | **Inside Sales – State and Local Governments**  
Krystanna Acevedo  
Email: Krystanna.Acevedo@CarolinasIT.com  
Phone: 919-573-4046  

**Outside Sales – State and Local Governments & Education**  
Krista Cathey  
Email: Krista.Cathey@CarolinasIT.com  
Phone: 919-573-4073 |
| CDW Government LLC | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments**  
Melissa Deets  
Email: melidee@cdwg.com  
Phone: 717-571-8706  

**Sales – K-12 and High Education**  
Matt Fielding-Russell  
Email: mattrus@cdw.com  
Phone: 847-371-5600 |
| Corus 360      | 130 Technology Parkway Norcross, GA 30092 | **Inside Sales – State and Local Governments, Education**  
Lorie Allen  
Email: lallen@corus360.com  
Phone: 910-835-9047  

**Outside Sales – State and Local Governments, Education**  
Todd Cannady  
Email: toddc@corus360.com  
Phone: 919-532-2111 |
| Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Inside Sales – State and Local Governments**  
Miriam Rodrigue  
Email: mrodrigue@datanetworksolutions.com  
Phone: 864-640-1343  

**Outside Sales – State and Local Governments, Education**  
Bruce Fisher  
Email: bfisher@datanetworksolutions.com  
Phone: 704-905-1920 |
<table>
<thead>
<tr>
<th>Awarded Vendor</th>
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</table>
| Lenovo        | Mainline Information Systems | 1700 Summit Lake Drive Tallahassee, FL 32317 | **Sales – State and Local Governments**  
Alan Kline  
Email: alan.kline@mainline.com  
Phone: 817-202-7947  
Dan Myers  
Email: dan.myers@mainline.com  
Phone: 919-671-3713  
Dave Seale  
Email: dave.seale@mainline.com  
Phone: 919-306-5660  
**Sales – Higher Education**  
Hal Connelly  
Email: hal.connelly@mainline.com  
Phone: 704-241-4189  
John Nicosia  
Email: john.nicosia@mainline.com  
Phone: 781-727-3327 |
|               |                     |                 | **Sales – State and Local Governments, Education**  
Chad Morgan  
Email: cmorgan@onlinemeridian.com  
Phone: 919-522-7471 |
| Meridian IT, Inc. | 320 N. Judd Parkway Suite 205 Fuquay, Varina, NC 27526 | **Sales – State and Local Governments, Education**  
SHI Carolina Team  
Email: carolinateam@shi.com  
Phone: 800-211-0831  
**Outside Sales – State Governments**  
Carly Higginbotham  
Email: Carly_Higginbotham@shi.com  
Phone: 919-219-7355  
**Outside Sales – Local Governments**  
Dean Blackmon  
Email: Dean_Blackmon@shi.com  
Phone: 910-538-6804  
**Sales – Higher Education**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076  
**Sales – K-12**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774 |
| SHI International Corp.  
(HUB VENDOR) | 290 Davidson Ave. Somerset, NJ 08873 | **Sales – State and Local Governments, Education**  
SHI Carolina Team  
Email: carolinateam@shi.com  
Phone: 800-211-0831  
**Outside Sales – State Governments**  
Carly Higginbotham  
Email: Carly_Higginbotham@shi.com  
Phone: 919-219-7355  
**Outside Sales – Local Governments**  
Dean Blackmon  
Email: Dean_Blackmon@shi.com  
Phone: 910-538-6804  
**Sales – Higher Education**  
Leacadia Powell  
Email: Leacadia_Powell@shi.com  
Phone: 980-556-6076  
**Sales – K-12**  
Matt Springett  
Email: Matt_Springett@shi.com  
Phone: 919-610-6774 |
<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.         | 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  
Brinnan Taylor, Account Manager  
Email: brinnan@NetApp.com  
Phone: 919-961-9697 |
| CDW Government LLC   | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments, Education**  
Kyle Irwin  
Email: kyleirw@cdw.com  
Phone: 866-769-8287 |
| Data Network Solutions, Inc | 629 Lake Tide Dr. Chapin, SC 29036 | **Sales – State and Local Governments, Education**  
Fred Reavis  
Email: freavis@datanetworksolutions.com  
Phone: 803-932-9915 |
| DLT Solutions, LLC   | 2411 Dulles Corner Park Suite 800 Herndon, VA 20171 | **Sales – State and Local Governments, Education**  
Tim Judy  
Email: tim.judy@dlt.com  
Phone: 703-773-8965 |
| ePlus Technology, Inc. | 13595 Dulles Technology Drive Herndon, VA 20171-3413 | **Sales – State and Local Governments, Education**  
Scott Sloan  
Email: sloan@eplus.com  
Phone: 919-767-1559 |
| Insight Public Sector, Inc | 6820 S. Harl Ave. Tempe, AZ 85283 | **Sales – State and Local Governments, Education**  
Molly Harper  
Email: molly.harper@insight.com  
Phone: 919-379-8543 |
| NWN Corporation      | 271 Waverley Oaks Road Waltham, MA 02452 | **Sales – State and Local Governments, Education**  
Shannon Ludwig  
Email: sludwig@nwnit.com  
Phone: 919-653-4422 |
| ViON Corporation     | 196 Van Buren St. Ste 300 Herndon, VA 20170 | **Inside Sales – State and Local Governments**  
Justin Ciaccio  
Email: Justin.ciaccio@vion.com  
Phone: 703-599-3843  
**Outside Sales – State and Local Governments, Education**  
Charles Michaux  
Email: Charles.Michaux@vion.com  
Phone: 336-686-7002 |
<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        | Direct               | Orders should be placed with Authorized Resellers listed below.                  | Sales – State and Local Governments, K-12, Higher Education  
Wes Miller  
Email: wmiller@purestorage.com  
Phone: 919-455-0706  
Customer Service / Technical / Warranty Support  
Website: http://pure1.purestorage.com/support  
Email: support@purestorage.com  
Phone: 866-244-7121 |
| CDW Government LLC  | 230 N. Milwaukee Ave.  
Vernon Hills, IL 60061 | Sales – State and Local Governments, Education  
Kyle Irwin  
Email: kyleirw@cdw.com  
Phone: 919-272-6083 |
| Corus 360           | 130 Technology Parkway  
Norcross, GA 30092 | Sales – State and Local Governments, Education  
Todd Cannady  
Email: toddc@corus360.com  
Phone: 919-532-2111 |
| 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 |
| NWN Corporation     | 271 Waverley Oaks Road  
Waltham, MA 02452 | Sales – State and Local Governments, Education  
Shannon Ludwig  
Email: sludwig@nwnit.com  
Phone: 919-653-4422 |
| 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>
<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   | SHI International Corp. (HUB VENDOR) | 290 Davidson Ave, Somerset, NJ 08873 | **Sales – State and Local Governments, Education**<br>SHI Carolina Team<br>Email: carolinateam@shi.com<br>Phone: 800-211-0831  
**Outside Sales – State Governments**<br>Carly Higginbotham<br>Email: Carly_Higginbotham@shi.com<br>Phone: 919-219-7355  
**Outside Sales – Local Governments**<br>Dean Blackmon<br>Email: Dean_Blackmon@shi.com<br>Phone: 910-538-6804  
**Sales – Higher Education**<br>Leacadia Powell<br>Email: Leacadia_Powell@shi.com<br>Phone: 980-556-6076  
**Sales – K-12**<br>Matt Springett<br>Email: Matt_Springett@shi.com<br>Phone: 919-610-6774 |
| Sirius Computer Solutions, Inc. | 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 |
| Ruckus Networks | Direct | Orders should be placed with Authorized Resellers listed below. | **Inside Sales – State and Local Governments**<br>Jon Ban<br>Email: jon.ban@arris.com<br>Phone: 720-558-3254  
**Outside Sales – State and Local Governments, K-12, Higher Education**<br>Michael Elliott<br>Email: michael.elliott@arris.com<br>Phone: 727-647-5687  
**Customer Service / Technical / Warranty Support**<br>Website: https://support.ruckuswireless.com/contact-us<br>Phone: 855-Ruckus1 (855-782-5871) |
<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>Ruckus</td>
<td>A3 Communications</td>
<td>1911 Associates Lane</td>
<td><strong>Inside Sales – State and Local Governments</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Suite G</td>
<td>Hunter Thornton</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Charlotte, NC 28217</td>
<td>Email: <a href="mailto:hthornton@a3communications.com">hthornton@a3communications.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 678-630-9134</td>
</tr>
<tr>
<td></td>
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<td></td>
<td><strong>Outside Sales – State and Local Governments</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Matt Whitfield</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:mwhitfield@a3communications.com">mwhitfield@a3communications.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 704-956-3908</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Greg Moorer</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:gmoorer@a3communications.com">gmoorer@a3communications.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 803-269-9222</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – Higher Education</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Scott Rives</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:srives@a3communications.com">srives@a3communications.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 803-354-6158</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>** ANC Group**</td>
</tr>
<tr>
<td></td>
<td></td>
<td>14 Progress Road</td>
<td><strong>Inside Sales – State and Local Governments</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Greenville, SC 29607</td>
<td>Michelle Gajdolo</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:michelleg@ancgroup.com">michelleg@ancgroup.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 864-501-4517</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Outside Sales – State and Local Governments and Education</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Kyle Radford</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:kyler@ancgroup.com">kyler@ancgroup.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 828-989-8274</td>
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<td></td>
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<td><strong>BridgeTek Solutions</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>744 East Stone Ave</td>
<td><strong>Inside Sales – State and Local Governments</strong></td>
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<tr>
<td></td>
<td></td>
<td>Greenville, SC 29601</td>
<td>Kelley Turpin</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:Kturpin@bridgetekssolutions.com">Kturpin@bridgetekssolutions.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 704-517-3002</td>
</tr>
<tr>
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<td></td>
<td><strong>Outside Sales – State and Local Governments</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Tom Clinton</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:Tclinton@bridgetekssolutions.com">Tclinton@bridgetekssolutions.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 864-420-1785</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – K-12</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Vance Milford</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:vmilford@bridgetekssolutions.com">vmilford@bridgetekssolutions.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 864-214-0221</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Sales – Higher Education</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>John Ulmer</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:julmer@bridgetekssolutions.com">julmer@bridgetekssolutions.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Phone: 803-240-3579</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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<td>-----------------------------------</td>
<td>-------------------------------</td>
<td>------------------------------------</td>
<td>----------------------------------------</td>
</tr>
</tbody>
</table>
| Ruckus Networks                   | CDW Government LLC            | 230 N. Milwaukee Ave. Vernon Hills, IL 60061 | **Sales – State and Local Governments**  
  Melissa Deets  
  Email: melidee@cdwg.com  
  Phone: 717-571-8706  
  
**Sales – K-12 and High Education**  
  Matt Fielding-Russell  
  Email: mattrus@cdw.com  
  Phone: 847-371-5600 |
| Converged Networks, LLC           |                               | 2 Still Shadow Drive Suite G Charleston, SC 29414 | **Sales – State and Local Governments, Education**  
  Michael Duck  
  Email: michael@convergednetworks.com  
  Phone: 803-665-9665 |
| Encore Technology Group, LLC      |                               | 2000 Wade Hampton Blvd. Suite 210 Greenville, SC 29615 | **Inside Sales – State and Local Governments**  
  Megan White  
  Email: insidesales@encoretg.com  
  Phone: 888-983-6267  
  **Outside Sales – State and Local Governments & Higher Education**  
  Danielle Stengel  
  Email: dstengel@encoretg.com  
  Phone: 704-280-1489  
  **Sales – K-12**  
  Mike Ingram  
  Email: mingle@encoretg.com  
  Phone: 336-870-0848 |
| ViON Corporation                  | Direct                        | 196 Van Buren Herndon, VA 20170 | **Sales – State and Local Governments, Education**  
  Charles Michaux  
  Email: Charles.Michaux@vion.com  
  Phone: 336-686-7002 |

Table 2: Awarded Vendors’ Address and Assigned Contact Information

Pricing

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

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

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Awarded Vendor</th>
<th>Minimum Discount %s off MSRP / List Price</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Servers</td>
</tr>
<tr>
<td>Aerohive Networks</td>
<td>Aerohive Networks</td>
<td></td>
</tr>
<tr>
<td>Manufacturer</td>
<td>Awarded Vendor</td>
<td>Servers</td>
</tr>
<tr>
<td>----------------------------</td>
<td>----------------</td>
<td>---------</td>
</tr>
<tr>
<td>Belkin</td>
<td>CDWG</td>
<td>3% HW</td>
</tr>
<tr>
<td>Ciena Communications</td>
<td>Ciena</td>
<td>58% HW</td>
</tr>
<tr>
<td>Dell Marketing, LP</td>
<td>Dell Marketing</td>
<td>13.5% HW</td>
</tr>
<tr>
<td>EMC Corporation</td>
<td>EMC Corporation</td>
<td>32% HW</td>
</tr>
<tr>
<td>Extreme Networks</td>
<td>Extreme Networks</td>
<td>48% HW</td>
</tr>
<tr>
<td>F5 Networks</td>
<td>Carahsoft</td>
<td>4% HW</td>
</tr>
<tr>
<td>Fujitsu America, Inc.</td>
<td>Fujitsu</td>
<td>25% HW</td>
</tr>
<tr>
<td>Fortinet, Inc.</td>
<td>Fortinet</td>
<td>20% HW</td>
</tr>
<tr>
<td>Gigamon</td>
<td>Carahsoft</td>
<td>9% HW</td>
</tr>
<tr>
<td>Hedvig</td>
<td>ViON</td>
<td>20% HW</td>
</tr>
<tr>
<td>Hewlett Packard Enterprise</td>
<td>Hewlett Packard</td>
<td>27% HW</td>
</tr>
<tr>
<td>Hitachi</td>
<td>ViON</td>
<td>22% HW</td>
</tr>
<tr>
<td>IBM</td>
<td>IBM</td>
<td>12% HW</td>
</tr>
<tr>
<td>Infoblox</td>
<td>Carahsoft</td>
<td>10% HW</td>
</tr>
<tr>
<td>Lenovo (United States)</td>
<td>Lenovo</td>
<td>24.5% HW</td>
</tr>
<tr>
<td>NetApp</td>
<td>NetApp</td>
<td>18% HW</td>
</tr>
<tr>
<td>Nutanix</td>
<td>Carahsoft</td>
<td>15% HW</td>
</tr>
<tr>
<td>Palo Alto Networks</td>
<td>Carahsoft</td>
<td>1% HW</td>
</tr>
<tr>
<td>Pure Storage, Inc.</td>
<td>Pure Storage</td>
<td>37% HW</td>
</tr>
<tr>
<td>Riverbed</td>
<td>CDWG</td>
<td>3% HW</td>
</tr>
<tr>
<td>Rubrik</td>
<td>CDWG</td>
<td>5% HW</td>
</tr>
</tbody>
</table>
Table 3: Awarded Vendors’ Minimum Discount Percentages Off MSRP / List Price by Segment

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

### Abnormal Quantities Threshold

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

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

### Service Level Agreements

DIT has included specific Service Level Agreements (SLAs) in this contract to manage the Vendors’ performance (see Table 4).
<table>
<thead>
<tr>
<th>SLA Name</th>
<th>SLA Description</th>
<th>Minimum Threshold</th>
</tr>
</thead>
<tbody>
<tr>
<td>Invoice</td>
<td>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></td>
</tr>
<tr>
<td>Accuracy</td>
<td>Vendor shall issue invoices that match the Agency Purchase Order issued to the Vendor and the Vendor’s quote.</td>
<td>98%</td>
</tr>
</tbody>
</table>

Table 4: Service Level Agreement Minimum Thresholds

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

Return of Merchandise

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

See Table 5 for specific return policy by Manufacturer.

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

Table 5: Manufacturer Return Policy

Taxes

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

Transportation Charges

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

History

2018-07-16: Removed Dell resellers at Dell’s request.  
2018-07-26: Added eGroup as EMC reseller.  
2018-07-30: Added Cambridge Computer Solutions, Davenport Group, and NWN as EMC resellers.  
2018-08-08: Added Sirius as EMC reseller. Added Cambridge Computer Solutions and Davenport Group as Dell resellers. Fortinet awarded as 204X Vendor.  
2018-08-10: Added Presidio as EMC reseller.  
2018-08-24: Added Corus360 as IBM reseller.  
2018-08-29: Added Mainline as EMC reseller.  
2018-08-31: Updated Fortinet contact info.  
2018-09-20: Pricing Exception note added  
2018-10-09: Updated Aerohive contact information.  
2018-10-19: NetApp awarded as 204X vendor.  
2018-10-23: Carahsoft awarded for F5 Networks products  
2018-10-31: Removed eGroup at EMC’s request and added Data Networks of America as EMC reseller.  
2018-11-19: Added ePlus Technology and Tiber Creek Consulting as Fortinet resellers. Added Tiber Creek Consulting as Dell reseller.  
2018-12-01: CDWG awarded for Belkin, Riverbed, and Tripp Lite products. Added Data Network Solutions, Presidio, and Sirius as Carahsoft resellers.  
2018-12-10: Removed Mainline as EMC Reseller. Added eGroup as EMC Reseller.  
2019-01-17: StepCG added as Extreme Networks reseller.
2019-02-01: ViON awarded for Hitachi products.
2019-02-05: Insight Public Sector as IBM Reseller. ANC Group added as Ruckus Networks Reseller.
2019-02-06: Added NWN as Carahsoft Reseller.
2019-02-18: ViON awarded for Hedvig products.
2019-02-26: Added SHI as Carahsoft Reseller. Removed Alphanumeric Systems as a Fujitsu reseller. Added BlueRange Technology as a Fujitsu Reseller.
2019-03-08: Added BridgeTek Solutions as Fortinet reseller.
2019-03-13: Added CDWG as Carahsoft Reseller.
2019-03-20: Updated Lenovo contact information

-end-