

**APPENDIX F**

**Manufacturer & Value Added Reseller/Distributor Information**

<b>Manufacturer/Contractor Information (for Ordering and Contract Administration Purposes)</b>			
<b>Company Name:</b>	Polycom, Inc.		
<b>Address:</b>	4750 Willow Road Pleasanton, CA 94588		
<b>Federal ID #:</b>	94-3128324		
<b>Contract Administrator Name:</b>	Barbara Marshall		
<b>Title:</b>	Manager, Government Contracts		
<b>Telephone Number:</b>	(770) 646-6389		
<b>E-mail:</b>	<a href="mailto:Barbara.Marshall@polycom.com">Barbara.Marshall@polycom.com</a>		
<b>FAX:</b>	(770) 333-0798		
<b>Orders Placed Directly with Contractor <input type="checkbox"/> Orders Placed Directly with VAR <input checked="" type="checkbox"/></b>			
<b>Contract "Toll" Free Support Number:</b>	(800) 765-9266	<b>Guaranteed Product Delivery Timeframe:</b>	<b>30 days ARO</b>
<b>Value Added Reseller/Distributor Information</b>			
<b>Company Name:</b>	Expedite Video Conferencing Services, Inc.		
<b>Address:</b>	1025 Old Country Road Westbury, NY 11590		
<b>Federal ID #:</b>	11-3366821		
<b>Contract Administrator Name:</b>	Joe Campolo		
<b>Title:</b>			
<b>Telephone Number:</b>	(516) 338-7700 x3032		
<b>E-mail:</b>	<a href="mailto:jcampolo@expeditevcs.com">jcampolo@expeditevcs.com</a>		
<b>FAX:</b>	(516) 876-1082		
<b>Reseller Qualifying Criteria:</b>	Dedicated Sales Reps, Offices in NY, Product certified, in Good Standing with Polycom.		
<b>Value Added Reseller/Distributor Information</b>			
<b>Company Name:</b>	IVCI, LLC		
<b>Address:</b>	180 Adams Ave. Hauppauge, NY 11788		
<b>Federal ID #:</b>	20-0399584		
<b>Contract Administrator Name:</b>	Robert Swing		
<b>Title:</b>			
<b>Telephone Number:</b>	(631) 273-5800		
<b>E-mail:</b>	<a href="mailto:bswing@ivci.com">bswing@ivci.com</a>		
<b>FAX:</b>	(631) 273-7277		
<b>Reseller Qualifying Criteria:</b>	Dedicated Sales Reps, Offices in NY, Product certified, in Good Standing with Polycom.		
<b>Value Added Reseller/Distributor Information</b>			
<b>Company Name:</b>	Wire One Communications, Inc.		
<b>Address:</b>	800 Westchester Avenue, STE N641 Rye Brook, NY 10573		
<b>Federal ID #:</b>	23-2805984		
<b>Contract Administrator Name:</b>	Vincent Cahill		
<b>Title:</b>	Regional Vice- President, Northeast		
<b>Telephone Number:</b>	(914) 697-7530		
<b>E-mail:</b>	<a href="mailto:vincent.cahill@wireone.com">vincent.cahill@wireone.com</a>		
<b>FAX:</b>	(914) 697-7537		
<b>Reseller Qualifying Criteria:</b>	Polycom certified, Offices in NY, Dedicated Sales Reps, in Good Standing with Polycom.		

<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	Solutionz Conferencing, Inc.
<b>Address:</b>	4 Chadwick Manor
	Fairport, NY 14450
<b>Federal ID #:</b>	38-3645853
<b>Contract Administrator Name:</b>	Pepper Fernandez
<b>Title:</b>	Director of Operations
<b>Telephone Number:</b>	(310) 268-6644
<b>E-mail:</b>	<a href="mailto:pfernandez@solutionzinc.com">pfernandez@solutionzinc.com</a>
<b>FAX:</b>	(310) 943-2388
<b>Reseller Qualifying Criteria:</b>	Dedicated Sales Rep, Offices in NY, Polycom Certified.
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	PicturePhone
<b>Address:</b>	200 Commerce Drive
	Rochester, NY 14623
<b>Federal ID #:</b>	65-0480796
<b>Contract Administrator Name:</b>	Dave Weber
<b>Title:</b>	
<b>Telephone Number:</b>	(800) 521-5454 x2286
<b>E-mail:</b>	<a href="mailto:info@picturephone.com">info@picturephone.com</a>
<b>FAX:</b>	(585) 486-1919
<b>Reseller Qualifying Criteria:</b>	Offices in New York
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	Ronco Communications & Electronics
<b>Address:</b>	595 Sheridan Drive
	Tonawanda, NY 14150-7850
<b>Federal ID #:</b>	16-0905768
<b>Contract Administrator Name:</b>	Vito Gelose
<b>Title:</b>	
<b>Telephone Number:</b>	716-879-8141
<b>E-mail:</b>	<a href="mailto:NYSOGS@ronco.net">NYSOGS@ronco.net</a>
<b>FAX:</b>	716-879-8198
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep, Polycom Certified
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	CDW-G
<b>Address:</b>	230 N. Milwaukee Ave.
	Vernon Hills, IL 60061
<b>Federal ID #:</b>	36-4230110
<b>Contract Administrator Name:</b>	Yolanda Aguilar
<b>Title:</b>	
<b>Telephone Number:</b>	(312) 705-1880
<b>E-mail:</b>	<a href="mailto:yaguilar@cdw.com">yaguilar@cdw.com</a>
<b>FAX:</b>	(312) 705-4680
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep, Polycom Certified

<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	Veraview, LLC
<b>Address:</b>	70 West Chippewa St, Suite 604 Buffalo, NY 14202
<b>Federal ID #:</b>	16-1598572
<b>Contract Administrator Name:</b>	Kevin McWhite
<b>Title:</b>	
<b>Telephone Number:</b>	(716) 856-1182
<b>E-mail:</b>	<a href="mailto:kevinm@veraview.com">kevinm@veraview.com</a>
<b>FAX:</b>	(716) 819-6651
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep, Polycom Certified
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	Presentation Concepts Corp (PCC)
<b>Address:</b>	7243 State Fair Blvd. Syracuse, NY 13209
<b>Federal ID #:</b>	16-1535373
<b>Contract Administrator Name:</b>	Kelly Larrivey
<b>Title:</b>	
<b>Telephone Number:</b>	(315) 635-6226
<b>E-mail:</b>	<a href="mailto:klarrivey@pccav.com">klarrivey@pccav.com</a>
<b>FAX:</b>	(315) 635-7222
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep, Polycom Certified
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	Washington Computer Services
<b>Address:</b>	140 58th Street - Suite 8F Brooklyn, NY 11220
<b>Federal ID #:</b>	13-5473020
<b>Contract Administrator Name:</b>	Jeffrey Goldberg
<b>Title:</b>	President
<b>Telephone Number:</b>	(718) 491-6100
<b>E-mail:</b>	<a href="mailto:jeff@washcomp.com">jeff@washcomp.com</a>
<b>FAX:</b>	(718) 765-1973
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep, Polycom Certified
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	IPLogic
<b>Address:</b>	17 British American Blvd. Latham, NY 12110
<b>Federal ID #:</b>	20-2688205
<b>Contract Administrator Name:</b>	Ernest Small
<b>Title:</b>	
<b>Telephone Number:</b>	518-724-2300
<b>E-mail:</b>	<a href="mailto:esmall@iplogic.com">esmall@iplogic.com</a>
<b>FAX:</b>	518-862-9525
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep, Polycom Certified

<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	Audio-Video Corporation
<b>Address:</b>	213 Broadway Albany, NY 12204
<b>Federal ID #:</b>	14-1426006
<b>Contract Administrator Name:</b>	Vince Parrella
<b>Title:</b>	
<b>Telephone Number:</b>	518-449-7213
<b>E-mail:</b>	<a href="mailto:sales@audiovideocorp.com">sales@audiovideocorp.com</a>
<b>FAX:</b>	518-449-1205
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep, Polycom Certified
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	Audio Visual Sales and Service, Inc.
<b>Address:</b>	2601 Curry Road Schenectady, NY 12303-4523
<b>Federal ID #:</b>	14-1702040
<b>Contract Administrator Name:</b>	Michael Pritchard
<b>Title:</b>	Sales Representative
<b>Telephone Number:</b>	(518) 688-0640 Ext: 311
<b>E-mail:</b>	<a href="mailto:mpritchard@avssi.com">mpritchard@avssi.com</a>
<b>FAX:</b>	(518) 688-0634
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep, Polycom Certified
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	MacSource Communications
<b>Address:</b>	163 Delaware Avenue Delmar, NY 12054
<b>Federal ID #:</b>	16-1535194
<b>Contract Administrator Name:</b>	Tom Donahue
<b>Title:</b>	Sales Manager
<b>Telephone Number:</b>	(518) 694-3909
<b>E-mail:</b>	<a href="mailto:tdonahue@macsourceinc.com">tdonahue@macsourceinc.com</a>
<b>FAX:</b>	(518) 429-6007
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	York Telecom
<b>Address:</b>	81 Corbett Way Eatontown, NJ 07724
<b>Federal ID #:</b>	22-2624906
<b>Contract Administrator Name:</b>	Rebecca Kane
<b>Title:</b>	Contracts Administrator
<b>Telephone Number:</b>	(732) 413-6000 x7117
<b>E-mail:</b>	<a href="mailto:rkane@yorktel.com">rkane@yorktel.com</a>
<b>FAX:</b>	(732) 413-6060
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	Direct Packet Research, Inc. d/b/a OneVision Solutions
<b>Address:</b>	165 Jordan Road; Rensselaer Technology Park Troy, NY 12180
<b>Federal ID #:</b>	20-1005886
<b>Contract Administrator Name:</b>	D.J. Hansen

<b>Title:</b>	Regional Sales Manager
<b>Telephone Number:</b>	(518) 283-9060
<b>E-mail:</b>	<a href="mailto:djhansen@onevisionsolutions.com">djhansen@onevisionsolutions.com</a>
<b>FAX:</b>	(518) 283-9061
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	Nortel Networks
<b>Address:</b>	485 Lexington Avenue, 18th Floor New York, NY 10017
<b>Federal ID #:</b>	04-2486332
<b>Contract Administrator Name:</b>	Russ Faber
<b>Title:</b>	
<b>Telephone Number:</b>	(973) 451-4505
<b>E-mail:</b>	<a href="mailto:russel@nortel.com">russel@nortel.com</a>
<b>FAX:</b>	(212) 317-4199
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	Verizon Network Integration Corp.
<b>Address:</b>	14 Corporate Woods Blvd. Albany, NY 12211
<b>Federal ID #:</b>	23-2743964
<b>Contract Administrator Name:</b>	Donnalee O'Donnell
<b>Title:</b>	Sales Support Specialist
<b>Telephone Number:</b>	518 426-2178
<b>E-mail:</b>	<a href="mailto:Donnalee.odonnell-smith@verizonbusiness.com">Donnalee.odonnell-smith@verizonbusiness.com</a>
<b>FAX:</b>	518 689-5665
<b>Reseller Qualifying Criteria:</b>	Offices in NY, Dedicated Sales Rep
<b>Value Added Reseller/Distributor Information</b>	
<b>Company Name:</b>	MCI Communications Services, Inc. d/b/a Verizon Business
<b>Address:</b>	14 Corporate Woods Blvd. Albany, NY 12211 Attn: Donnalee O'Donnell
<b>Federal ID #:</b>	47-0751768
<b>Contract Administrator Name:</b>	Donnalee O'Donnell
<b>Title:</b>	Sales Support Specialist
<b>Telephone Number:</b>	518 426-2178
<b>E-mail:</b>	<a href="mailto:Donnalee.odonnell-smith@verizonbusiness.com">Donnalee.odonnell-smith@verizonbusiness.com</a>
<b>FAX:</b>	518 689-5665
<b>Reseller Qualifying Criteria:</b>	Offices in NY

**CHANGES:**

- Updated contact information for Verizon Network Integration Corp.
- Updated contact information for MCI Communication Services, Inc, d/b/a/ Verizon Business