

Appendix F Manufacturer & Value Added Reseller/Distributor Information

Manufacturer/Contractor Information (for Ordering and Contract Administration Purposes)			
Company Name:	Polycom, Inc.		
Address:	4750 Willow Road Pleasanton, CA 94588		
Federal ID #:	94-3128324		
Contract Administrator Name:	John Palaszynski		
Title:	Territory Manager		
Telephone Number:	518-783-3852		
E-mail:	John.Palaszynski@polycom.com		
FAX:			
Orders Placed Directly with Contractor <input type="checkbox"/> Orders Placed Directly with VAR <input checked="" type="checkbox"/>			
Contract "Toll" Free Support Number:	800.756.9266	Guaranteed Product Delivery Timeframe:	_30_days ARO
Value Added Reseller/Distributor Information			
(1) Company Name:	Adirondack Area Network		
Address:	10 Empire State Blvd Castleton, NY 12033		
Federal ID #:	14-1802995		
Contract Administrator Name:	Frederick "Jackie" Ford		
Title:	VP for Finance & Administration		
Telephone Number:	518-479-1226		
E-mail:	operations@aanet.org		
FAX:	518-479-5100		
Reseller Qualifying Criteria:	Polycom Authorized		
Value Added Reseller/Distributor Information			
(2) Company Name:	Audio-Video Corporation		
Address:	213 Broadway Albany, NY 12204		
Federal ID #:	14-1426006		
Contract Administrator Name:	Scott VanRoy		
Title:	Director of Business Development		
Telephone Number:	518-449-7213		
E-mail:	vanroy@audiovideocorp.com		
FAX:	518-449-1205		
Reseller Qualifying Criteria:	Polycom Authorized		
Value Added Reseller/Distributor Information			
(3) Company Name:	BT Conferencing, Inc.		
Address:	11400 Westmoor Circle, Suite 225, Westminster, Colorado 80021		
Federal ID #:	23-2805984		
Contract Administrator Name:	Vincent Cahill		
Title:	Regional Vice President – NE		
Telephone Number:	914-337-7930 (Telephone) ; 914-565-3881 (Mobile)		
E-mail:	Vince.cahill@bt.com		
FAX:	610-382-1099		
Reseller Qualifying Criteria:	Polycom Authorized		

Value Added Reseller/Distributor Information	
(4) Company Name:	Carousel Industries
Address:	10 Petra Lane Albany, NY 12205
Federal ID #:	06-1502254
Contract Administrator Name:	Michael Mahar
Title:	Director of SLE
Telephone Number:	518-724-2160
E-mail:	mmahar@carouselindustries.com
FAX:	518-724-2180
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(5) Company Name:	Com Tech, Inc.
Address:	434 Wormer Road Voorheesville, NY 12186
Federal ID #:	14-1797313
Contract Administrator Name:	Charles J. Zarriello Jr
Title:	President
Telephone Number:	(518) 456 1516
E-mail:	huck@com-tech-inc.com
FAX:	(518) 456 1245
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(6) Company Name:	CDW Government, Inc.
Address:	230 N. Milwaukee Ave. Vernon Hills, IL 60061
Federal ID #:	36-4230110
Contract Administrator Name:	Yolanda Aguilar
Title:	Deputy Program Manager
Telephone Number:	(312) 705-1880
E-mail:	yaguilar@cdw.com
FAX:	(312) 705-4680
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(7) Company Name:	Expedite Video Conferencing Services, Inc.
Address:	1025 Old Country Road Westbury, NY 11590
Federal ID #:	11-3366821
Contract Administrator Name:	Jon Genna
Title:	Vice President
Telephone Number:	516 338 - 7700
E-mail:	jgenna@expeditevcs.com
FAX:	516 338 - 7711
Reseller Qualifying Criteria:	Polycom Authorized

Value Added Reseller/Distributor Information	
(8) Company Name:	IVCi
Address:	601 Old Willets Path Hauppauge, NY 11788
Federal ID #:	20-0399584
Contract Administrator Name:	Tim Sullivan
Title:	Regional Sales Director
Telephone Number:	631 525-5874
E-mail:	tsullivan@ivci.com
FAX:	631 273-7277
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(9) Company Name:	Keyser Consulting Group
Address:	29 West Broadway Gettysburg, PA 17325
Federal ID #:	20-5521205
Contract Administrator Name:	Andy Keyser
Title:	Vice President
Telephone Number:	717.549.3600
E-mail:	contact@keyserconsultinggroup.com
FAX:	614.737.4739
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(10) Company Name:	MAC Source Communications
Address:	122 Remsen Street Suite 102 Cohoes, New York 12047
Federal ID #:	16-1535194
Contract Administrator Name:	Tom Donahue
Title:	Director of Sales
Telephone Number:	518.694.3909
E-mail:	tdonahue@macsourceinc.com
FAX:	518.429.6007
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(11) Company Name:	Nortel Networks Inc.
Address:	The Corporation Trust Company, Corporation Trust Center 1209 Orange Street Wilmington, DE 19801
Federal ID #:	04-2486332
Contract Administrator Name:	Russ Faber
Title:	Nortel Multimedia Sales
Telephone Number:	973.451.4505
E-mail:	russel@nortel.com
FAX:	212-317-4199
Reseller Qualifying Criteria:	Polycom Platinum Partner, signed Polycom/SNY contract amendment to add Nortel as authorized VAR under that agreement

Value Added Reseller/Distributor Information	
(12) Company Name:	direct Packet d/b/a OneVision Solutions
Address:	165 Jordan Road Troy, NY 12180
Federal ID #:	20-1005886
Contract Administrator Name:	D.J. Hansen
Title:	Regional Manager
Telephone Number:	518 283 9060
E-mail:	djhansen@onevisionsolutions.com
FAX:	518 283 9061
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(13) Company Name:	Presentation Concepts Corporation
Address:	7243 State Fair Boulevard Syracuse, NY 13209
Federal ID #:	16-1535373
Contract Administrator Name:	Gale Weller
Title:	Sales Support Manager
Telephone Number:	315-635-6226 ext. 101
E-mail:	gweller@pccav.com
FAX:	315-635-72222
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(14) Company Name:	The Presentation Source, Inc.
Address:	1160A Pittsford-Victor Road Pittsford, NY 14534
Federal ID #:	16-1515532
Contract Administrator Name:	Laurie Widmaier
Title:	President
Telephone Number:	585 381-3070 x202
E-mail:	lwidmaier@presentationsource.com
FAX:	585 381-3124
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(15) Company Name:	Ronco C&E, Inc.
Address:	595 Sheridan Drive Tonawanda, NY 14150
Federal ID #:	16-0904768
Contract Administrator Name:	John C. Wrona
Title:	Executive Vice President, Sales & Marketing
Telephone Number:	716-879-8109
E-mail:	jwrona@ronco.net
FAX:	716-871-2274
Reseller Qualifying Criteria:	Polycom Authorized

Value Added Reseller/Distributor Information	
(16) Company Name:	Solutionz Conferencing Inc.
Address:	4 Chadwick Manor Fairport, NY 14450
Federal ID #:	38-3645853
Contract Administrator Name:	Bret Hagenbach
Title:	Sales Manager
Telephone Number:	585-223-4052
E-mail:	bhagenbach@solutionzinc.com
FAX:	212-208-3036
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(17) Company Name:	Stereo Advantage
Address:	5155 Main Street Williamsville, New York 14221
Federal ID #:	161470635
Contract Administrator Name:	Ron Bellus
Title:	COO
Telephone Number:	716-204-7884
E-mail:	ron@theadvantage.com
FAX:	716-632-8967
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(18) Company Name:	TriTech Communications, Inc.
Address:	625 Locust St. Garden City, NY 11530
Federal ID #:	41-2034971
Contract Administrator Name:	Joe Melfa
Title:	VP of Sales
Telephone Number:	516-668-1987
E-mail:	jmelfa@aceav.com
FAX:	
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(19) Company Name:	VANDIS Inc.
Address:	1 Albertson Avenue Albertson, NY 11507
Federal ID #:	11-2650266
Contract Administrator Name:	Dan Weiss
Title:	Senior Account Manager
Telephone Number:	516-281-2200
E-mail:	nyscontract@vandis.com
FAX:	516-626-9003
Reseller Qualifying Criteria:	Polycom Authorized

Value Added Reseller/Distributor Information	
(20) Company Name:	Veraview LLC
Address:	70 West Chippewa St Buffalo, NY 14202
Federal ID #:	16-1598572
Contract Administrator Name:	Joseph Miller
Title:	Sales manager
Telephone Number:	716-819-4002
E-mail:	joem@veraview.com
FAX:	716-819-6651
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(21) Company Name:	Verizon Network Integration Corp., Verizon Select Services Inc., and MCI Communications Services, Inc. d/b/a Verizon Business
Address:	14 Corporate Woods Blvd. Albany, NY 12211
Federal ID #:	23-2743964, 16-1337624, and 47-0751768
Contract Administrator Name:	Kathleen Metzger
Title:	Manager, Customer Service & Program Manasement
Telephone Number:	518 426-2157
E-mail:	NYSCONTRACTS@LISTS.VERIZONBUSINESS.COM
FAX:	1-866-404-8815
Reseller Qualifying Criteria:	Certified Reseller
Value Added Reseller/Distributor Information	
(22) Company Name:	Video Corporation of America
Address:	7 Veronica Ave Somerset, NJ 08873
Federal ID #:	22-1983649
Contract Administrator Name:	Pat Balestrieri
Title:	Vice President of Finance and Logistics
Telephone Number:	732-545-8000 x137
E-mail:	patb@vca.com
FAX:	732-545-5101
Reseller Qualifying Criteria:	Polycom Authorized
Value Added Reseller/Distributor Information	
(23) Company Name:	VSGi
Address:	7900 Westpark Drive Suite T-610 McLean, VA 22102
Federal ID #:	52-235-2910
Contract Administrator Name:	James Copperthite
Title:	Vice President of Sales
Telephone Number:	703-848-8211
E-mail:	jcopperthite@vsgi.com
FAX:	703-848-8211
Reseller Qualifying Criteria:	Polycom Certified Service Partner, Polycom Platinum Reseller, Polycom Certified VOIP Reseller

Value Added Reseller/Distributor Information	
(24) Company Name:	York Telecom Corporation
Address:	81 Corbett Way
	Eatontown NJ 07724
Federal ID #:	22-26-24906
Contract Administrator Name:	Rebecca Kane
Title:	Contract Administrator
Telephone Number:	732-413-6000 x7117
E-mail:	contracts@yorktel.com
FAX:	732-413-6060
Reseller Qualifying Criteria:	Polycom Platinum Reseller, Certified Service Partner, Telepresence VNOC Certified