



# Contractor and Reseller Information

**Appendix D – Contractor and Reseller Information  
Group 73600 – Award 22802  
Information Technology Umbrella Contract – Manufacturer Based (Statewide)**

## Section 1. Contractor Information

Contract #	Lot Number	Contractor & Address	FED. ID.# & NYS Vendor #
PM69875	1 Software 2 Hardware 3 Cloud (Low Risk) 4 Implementation	Pitney Bowes Inc 3001 Summer Street Stamford, CT 06926	06-0495050 100000122

## Section 2. Procurement Card and Prompt Payment Discount Information

Contractor accepts the New York State Procurement Card?  No  Yes – Up to \$15,000

Prompt payment discount percentage for payment within 15 days of delivery and/or receipt of voucher: 0%

Prompt payment discount percentage for payment within 30 days of delivery and/or receipt of voucher: 0%

## Section 3. Contact Information

Contract Role	Contact Name / Phone	Address	Contact E-Mail
Contract Administrator	Lisa Hunt Global RFP Center of Excellence Manager 203-922-6121	Pitney Bowes Inc. 27 Waterview Drive Shelton, CT 06848	<a href="mailto:lisa.hunt@pb.com">lisa.hunt@pb.com</a>
Account Manager	Robert Posson Major Account Manager 518-210-9245	Pitney Bowes Inc. 3001 Summer Street Stamford, CT 06926	<a href="mailto:robert.posson@pb.com">robert.posson@pb.com</a>
Sales Manager	Denise Beychok- Stevens Government Channel Sales Director 255-931-8780	Pitney Bowes Inc. 3001 Summe Street Stamford, CT 06926	<a href="mailto:denise.beychok@pb.com">denise.beychok@pb.com</a>
Billing Manager	Ashey Korth State Government Account Specialist 877-213-7292	Pitney Bowes Inc. 2225 American Drive Neenah, WI 54956	<a href="mailto:ashley.korth@pb.com">ashley.korth@pb.com</a>
RFQs			<a href="mailto:denise.beychok@pb.com">denise.beychok@pb.com</a>
<b>Emergency Contact</b>	480-206-2984 / 888-598-9551, option 3 / <a href="mailto:bill.walter@pb.com">bill.walter@pb.com</a>		

#### **Section 4. Reseller Information**

A Reseller is a company or individual (merchant) that purchases goods or services with the intention of selling them rather than consuming or using them. Also known as Value Added Reseller (VAR) or channel partner. Resellers must be eligible to quote statewide, independently and lower than Manufacturer (Contract) pricing for procurements under this Contract. Reseller must also be able to accept orders, invoice and receive payment for Products.

**This Manufacturer has not named five (5) or more Resellers and is restricted from participating in an RFQ involving a Single Manufacturer. Refer to Section 2.2.1 RFQ Competition Requirements of Appendix G – How to Use the Manufacturer Umbrella Contract.**

#### **Section 5. Sales Agent Information**

A Sales Agent may assist the Manufacturer with sales, but Sales Agents are not authorized to accept orders, invoice or receive payment.

**This Contract does not contain Sales Agents.**