

Manufacturer Contact Information for IT Hardware EPL RFP 3760
Last Updated 06/02/2014

Listed below are OUR manufacturer contacts for existing IT Hardware manufacturer groups as well as those manufacturers who have expressed an interest in sponsoring a website. Please direct requests for group participation to the contacts listed below. If they cannot help you, then they should be able to direct you to the proper person.

Acer America	Steve Su, (408) 533-4651 or Steve.su@acer.com
ADTRAN	David Converse, (256) 755-6239 or david.converse@adtran.com
Aerohive Networks Inc	Shane Moore, (615) 330-8435 or smoore@aerohive.com
Alcatel-Lucent USA	T.J. Kelly, (770) 750-2117 or tj.kelly@alcatel-lucent.com Paul Onushko, (770) 331-6462 or Paul.Onushko@alcatel-lucent.com
AMX	Philip Loeper, (469) 624-6696 or Philip.Loeper@amx.com
APC	<i>(Group is tentative)</i> Jay Bogosian, (401) 935-5669 or jay.bogosian@apcc.com
Arista Networks	<i>(Group is tentative)</i> Kevin McCabe, (704) 207-4949 or kevin@aristanetworks.com Laura McNeil, (615) 478-0065 or lmcneil@aristanetworks.com
Aruba Networks	Hank Winks, (205) 276-7955 or hwinks@arubanetworks.com
ASUS	<i>(Group is tentative)</i> Jerry Dien, (510) 552-8998 (cell), (510) 608-4570 (office), or jerry_dien@asus.com
Audio Enhancement	Chelsea Cannon, (800) 383-9362 or Chelsea.Cannon@AudioEnhancement.com Stacey Lignell, (800) 383-9362 or Stacey.Lignell@AudioEnhancement.com
Aver	Kathryn Hohman, (408) 368-2268 or Kathryn.Hohman@aver.com Lynda Mayora, (408) 457-3310 or Lynda.Mayora@aver.com
BenQ	Stephanie Kohler, (727) 452-5419 or Stephanie.Kohler@BenQ.com
Boxlight	Robert Jenkins, Robert.jenkins@boxlight.com David Miller, (360) 464-2119 or david.miller@boxlight.com
Brocade	Mark Rittiner, (228) 547-3355 or Mark.rittiner@brocade.com Keith Drummond, (615) 202-4856 or kdrummon@Brocade.com
Brother International	Frank Takacs, (908) 252-3235 (office), (201) 906-6429 (mobile), or Frank.takacs@brother.com
Buffalo Americas	Anthony Brown, (512) 349-1303 or Anthony.Brown@BuffaloAmericas.com
Bytespeed	Scott Bleth, (877) 553-0777 or scott@bytespeed.com
Canon USA	Mike Hurley, (631) 330-2613 or mhurley@cusa.canon.com David Armstrong, (228) 239-5996 or daarmstrong@cusa.canon.com
Casio	John Shanahan, (973) 361-5400 ex 4583 or jshanahan@casio.com John Tracy, (973) 361-5400 ex 4480 or jtracy@casio.com
CHIEF	Stephen Frazee, (817) 701-5254 or Stephen.Frazee@milestone.com
Christie	Brian Emerson, (770) 405-8942 (office), (404) 698-9439 (mobile) or brian.emerson@christiedigital.com
Cisco	Chuck Clay, (703) 484-5380 or chuclay@cisco.com
Crestron	Scott Smith, (678) 576-1430 or ssmith@crestron.com
DakTech	Mike Tupa, (888) 761-8540 or mtupa@daktech.com
Dell	Staci McDonald, (512) 728-5259 or Staci_mcdonald@dell.com

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DETEL	Chris Juneau, (318) 597-0303 or Chris.juneau@detel.com Brandi Dubea, (318) 597-0303 or brandi@detel.com Cindy Normand, (318) 597-0303 or Cindy.normand@detel.com
Dukane	Scott Doornbos, (800) 269-9715 or sdoornbos@dukane.com
Eiki International	Larry Lipsie, (214) 507-5816 or llipsie@eiki.com
elInstruction	Erlinda DeRaad, (480) 443-2238 or erlinda.deraad@einstruction.com
EMC	Pamela Kunhart, (916) 797-7052 or Pamela.kunhart@emc.com
Enterasys	<i>(Merged with Extreme Networks)</i>
Epson America	Lisa Walston, (562) 290-4114 or Lisa.Walston@ea.epson.com
Extreme Networks	Michael Swierk, (603) 952-5221 or mswierk@extremenetworks.com
Extron	Kellie Herrera, (714) 491-1500 ext. 6446 or kherrera@extron.com
Frontrow	Dawn Druge, (800) 227-0735 ext 4294, (707) 658-4294, or dmd@gofrontrow.com
Fujitsu	Ben Parris, (678) 378-0529 or bparris@us.fujitsu.com
GETAC	Darin White, (949) 528-5422 or Darin.white@getac.com Stacey Kurtz, (949) 309-7027 or stacey.kurtz@getac.com Jerry Huang, (949) 293-8721 or J.huang@getac.com Tom Monrow, (949) 681-2986 or tom.monroe@getac.com
Hitachi America	Keith Robinson, (512) 337-7678 (office), (972) 567-8003 (cell) or Keith.robinson@hal.hitachi.com
Hitachi Solutions	Gene Heide, (813) 480-5611 or gheide@hitachi-solutions.com
Howard	Melissa Reeves Ward, (601) 399-5680 (office), (601) 913-3111 (cell), or mward@howard.com
HP	John Crawford, (985) 290-7841 or john.crawford@hp.com
IBM	Paul McGowan, (256) 603-9569 or rpmcgowa@us.ibm.com
InFocus	James Griffiths, (770) 338-8382 (office), (678) 428-5386 (mobile), or James.Griffiths@InFocus.com
Juniper Networks	Roxanne Bieniek, (978) 589-0636 or rbieniek@juniper.net
Konica Minolta	Jeff Tinkle, (972) 979-4033 or jtinkle@kmbs.konicaminolta.us
Kyocera Mita America	Dick Pieper, (770) 861-1460 or dick.pieper@da.kyocera.com
Lenovo	Westee Jinkens, (919) 804-6791 or westee@lenovo.com
Lexmark	Paul Schmidt, (985) 307-0057 or pschmidt@lexmark.com
LG Electronics	Michael Svoboda, (727) 543-1872 or michael.svoboda@lge.com
Liebert-Emerson	Matt Bourgeois, (601) 939-0720 (office), (504) 415-4066 (mobile), mattb@computerconditioning.com Tim Gribben, (440) 505-5205 (office), (216) 244-7055 (mobile), or tim.gribben@emerson.com
LifeSize Communications	Courtney Lashley, (512) 568-1320 or clashley@lifesize.com
Lightspeed Technologies	Joyce Crist, (800) 732-8999 ext 112 or lsbids@lightspeed-tek.com
Luidia-eBeam	Keri Manasa, (321) 258-5303 or Keri@luidia.com
Lumens	<i>(Group is tentative)</i> Angela Tuggle, (318) 617-8956 or angela.tuggle@lumensus.com
Meraki	<i>(This group may be merged with Cisco's)</i> Clint Nelson, clinelso@cisco.com
Mimio	Steve Schwarz, (704) 999-1738 or steve.schwarz@mimio.com
Muratec	Jerry Roberts, (469) 429-3489 or contracts@muratec.com
NComputing	Jochen Manning Lebek, (888) 365-1210 ext 336 or JmanningLebek@ncomputing.com

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NEC Display Solutions	Cathy Hussar, (630) 467-4725 (office), (630) 258-8421 (mobile), or chussar@necdisplay.com
Netapp	Karin Miller, (678) 525-8310 or Karin.Miller@netapp.com Mark Jones, (678) 438-4707 or Mark.Jones@netapp.com
Oki Data	Barry D Thorpe, (856) 222-5943 (office), (678) 313-6203 (mobile), or barry.thorpe@okidata.com
Optoma	Chad Long, (214) 918-3539 or ChadL@optoma.com
Panasonic Solutions Company	Amy Lee, (201) 325-1181 or amy.lee@us.panasonic.com
Polycom	Cary Reyes, (703) 793-2120 or Cary.Reyes@polycom.com
Promethean	Chris Williams, (678) 314-8364 or chris.williams@prometheanworld.com Jane Lawson, (678) 393-1027 or jane.lawson@prometheanworld.com
Qomo Hite Vision	Kevin Talentino, (678) 580-9410 or kt@gomo.com
Ricoh USA	Roger Hosler, (561) 529-2204 or Roger.Hosler@Ricoh-USA.com
Ruckus Wireless	<i>(Group is tentative)</i> Kimberly L. Jones, (832) 524-2728 or Kimberly.jones@ruckuswireless.com
Samsung Electronics America	Wendy Crowe, (859) 312-0875 or Wcrowe@sea.samsung.com
Samsung Techwin America	Richard Bellomy, (877) 213-1222 (office), (949) 677-1152 (cell) or richard.bellomy@samsung.com
Seneca	Kenny Westmoreland, (877) 806-9902 or kennyw@senecadata.com
Sharp	Maureen Tighe, (201) 529-0325 or Tighem@sharpsec.com
Smart Technologies	Chuck Conder, (502) 615-3731 or ChuckConder@smarttech.com
Steelcase	Karl Kinscherf, (843) 609-7630 or KKINSCH@steelcase.com
Tegile	<i>(Group is tentative)</i> Christina Weil, (504) 343-7373 or Christina.weil@tegile.com
Toshiba America Information Systems	Eydie Worley, (727) 644-7836 or Eydie.worley@tais.toshiba.com
Tripplite	Colleen Harrington, (773) 869-1434 or Colleen_Harrington@tripplite.com
Turning Technologies	<i>(Group will now be elnstruction by Turning Technologies)</i>
Unitrends	Gardiner Smith, (781) 494-6577 or gsmith@unitrends.com Lincoln Glover, (781) 583-8702 or lglover@unitrends.com
VBrick Systems	<i>(Group is tentative)</i> Jeff Ellis, (678) 455-4664 (work), (404) 510-0416 (mobile), jeff.ellis@vbrick.com
ViewSonic	Jason Webster, (404) 492-9253 (office), (404) 550-1404 (mobile), or Jason.Webster@viewsonic.com
Wyse	<i>(Merged with Dell)</i>
Xerox	Jessica Trottier, (888) 247-5107 x 27042 or jtrottie@xeroxdirect.com Norm Henderson (888) 247-5107 x 27030 or nhenders@xeroxdirect.com publicsectorsales@xeroxdirect.com
Xirrus	Jeff Jennings, (805) 262-1665 or Jeffrey.jennings@xirrus.com