

MISSISSIPPI DEPARTMENT OF INFORMATION TECHNOLOGY SERVICES

RFP 5000-42410

Mandatory Vendors Conference

August 22, 2017 at 3:00pm

PLEASE PRINT

Name	Company Representing	E-Mail Address
Tommy Taylor	MAXX South	tommy.taylor@maxxsouth.com
Drew Cannon	Cable South Media 3	dcannon@cablesouth.com
Greg Fallacara	Century Link	greg.fallacara@centurylink.com
Tony Kellum	Cable ONE	tony.kellum@cableone.biz
Ray Pate	Mediacom Business	rpate@mediacomcc.com
Tina Wheeler	Mediacom Business	
Allen Rouse	Comcast	Allen.Rouse@cable.comcast.com
Juan Hernandez	Broadvoice	government@broadvoice.com
Mary Tucker	BCI	mtucker@bcianswers.com
Jordan Nohra	BCI	jnohra@bcianswers.com
Demick D. Lindsay	Unifi Fiber / Inline	Demick.lindsay@unifi.com
BRIAN CARAWAY	C SPIRE	BCARAWAY@CSPIRE.COM
STEVE STARR	AVAYA FWC	STARR@AVAYA.COM

Please leave a business card.

MISSISSIPPI DEPARTMENT OF INFORMATION TECHNOLOGY SERVICES

RFP 5000-42410

Mandatory Vendors Conference

August 22, 2017 at 3:00pm

PLEASE PRINT

Name	Company Representing	E-Mail Address
Laurie Ringle	Vicksburg Video / Wehco Video	lringle@wehco.com
MATT Tucker	VICKSBURG CABLE / wehco video	mtucker@wehco.com
RICK FERRALLI	MAXX SOUTH BROADBAND	rick.ferralli@maxxsouth.com
Shawn Nace	Black Line Systems	snace@linesystems.com
Ed Bowen	ShoreTel	ebowen@shoretel.com
Patrick Hancock	CenturyLink	patrick.hancock@centurylink.com
Mike Huey	Cable ONE	mike.huey@cableone.biz
Brian Babcock	Cable One	brian.babcock@cableone.biz
Michael Nereglis	Granite Telecom	mneveglis@granitenet.com
George Doss	Vicksburg Video	gdoss@wehco.com
Lisa Shoemaker	MS Cable Association	mctams@comcast.net
Paradise Black	Carousel Industries	pblack@carouselindustries.com jellis@carouselindustries.com
Michael A. Robinson	JSU	michael.a.robinson@jsu.edu

Please leave a business card.

MISSISSIPPI DEPARTMENT OF INFORMATION TECHNOLOGY SERVICES

RFP 5000-42410

Mandatory Vendors Conference

August 22, 2017 at 3:00pm

PLEASE PRINT

Name	Company Representing	E-Mail Address
John FANELLI	Hughes	John.FANELLI@Hughes.com
Bob West	Windstream	Robert.West@windstream.com
Mike Curington	Avaya	mikecur@avaya.com
Rob McClure	AT&T	Rob.McClure@att.com
Rossell Beatty	AT&T	rboss6@att.com
Scott Cook	AT&T	scott.cook@att.com
Debra Stewart	Venture	dstewart@ventech.com
Ryan Allen	Venture	rallen@ventech.com
Mark Frye	Venture	jmfrye@ventech.com
Patti Irgens	ICPM, Inc	patti.irgens@irgenconsulting.com
Terrell Knight	C Spine	tknight@cspine.com
Jody Stetson	Ripley Video Cable	jody@ripleycable.net
Charlie Oakes	Cable One	charlie.oakes@cableone.biz

Please leave a business card.

MISSISSIPPI DEPARTMENT OF INFORMATION TECHNOLOGY SERVICES

RFP 5000-42410

Mandatory Vendors Conference

August 22, 2017 at 3:00pm

PLEASE PRINT

Name	Company Representing	E-Mail Address
David Tadlock	TALK	tdlockdavid@yahoo.com
Kris Gaulton	AT&T	kg017f@att.com
Jerry Fortenberry	AT&T	jerry.fortenberry@att.com
DAN WHORTON	ENA	dwhorton@ena.com
Joe Brooks	Comcast	joe_brooks@comcast.com
Andy Forsyth	Comcast	andrew.forsyth@comcast.com
RONNIE G. COLVIN	COMCAST	ronnie_colvin@comcast.com
Steve Davidson	C Spire	st sdavidson@cspire.com
Eric Hollingsworth	C Spire	ehollingsworth@cspire.com
Jimmy Webster	C Spire	jwebster@cscomm.net.com
Elizabeth Frazier	Pileum	elizabethfrazier@pileum.com
Liz Burleson	Pileum	lizburleson@pileum.com
Bernie Morvant	Level 3	Bernie.Morvant@level3.com

Please leave a business card.

MISSISSIPPI DEPARTMENT OF INFORMATION TECHNOLOGY SERVICES

RFP 5000-42410

Mandatory Vendors Conference

August 22, 2017 at 3:00pm

PLEASE PRINT

Name	Company Representing	E-Mail Address
Roger Bishop	LEVEL 3	roger.bishop@level3.com
Tim Townsend	NSI NSI	tim-townsend@nextstepinnovation.com
Kyle Paulsen	Aruba	Kyle Kyle.paulsen@hpe.com
David Sloman	USM	david.sloman@usm.edu
Karen Newman	The Clay Firm	Karen@clayfirm.com
Laura Johns	Fuse.Cloud	laura@fuse.cloud
Ben Sims	Fuse.Cloud	ben@fuse.cloud
MARK Frieden	Sudonik Business / ALTICE USA	mark.frieden@alticeusa.com

Please leave a business card.

broadvoice™

J'NAN MCMANAMAN | Channel Manager
20847 Sherman Way, Winnetka, CA 91306
jnanm@broadvoice.com | 469.221.9058 | 469.607.3276

Mediacom
MEANS BUSINESS

Ask me how to save money
with our bundled rates.
(Phone-Internet-Video)



Ray Pate

Commercial Account Executive

dopate@mediacomcc.com
176 Commercial Parkway
Santa Rosa Beach, FL 32459

CELL 850.361.7483
FAX 850.254.1987

MARY TUCKER
Account Executive

442 Highland Colony Pkwy
Ridgeland, MS 39157

o 601.914.2450
f 601.427.4550

mtucker @ bcianswers.com
www.bcianswers.com

JORDAN NOHRA
Account Executive

442 Highland Colony Pkwy
Ridgeland, MS 39157

o 601.898.1890
c 601.573.3012
f 601.427.4561

jnohra @ bcianswers.com
www.bcianswers.com

 **Uniti Fiber**

Derrick Lindsay

405 Legacy Park
Ridgeland, MS 39157

O 601-956-8909
C 601-983-8615
derrick@lindsay@uniti.com

lsi Line Systems
Made Simple

Shawn Nace
Senior Sales Engineer

(610) 355-9723 Direct
(888) 808-6111 X 9723 Toll Free
snace@linesystems.com

1645 West Chester Pike
West Chester, PA 19382

HUGHES

Hughes Network Systems
An **ECHOSTAR** Company

11717 Exploration Lane
Germantown, MD 20876 USA

GSA Schedule 70#: GS-35F-0907P
www.hughes.com

John Fanelli
Senior Director
Government Solutions

Tel: 301.601.2691
Cell: 301.674.8644
Fax: 301.947.8688

John.Fanelli@hughes.com

 **Granite**

Mike Neveglis
Solutions Engineer

400 South Australian Avenue, Suite 200, West Palm Beach, FL 33401
Phone: 561-868-8107
Email: MNeveglis@granitenet.com Website: www.granitenet.com

 **windstream.**
smart solutions. personalized service.

Bob West
Account Director - Advanced Services
Government and Education Solutions

2224 Savannah Lane
Lexington, KY 40513
t: 877.651.5105 m: 859.333.6066
robert.west@windstream.com

Internet • Phone • TV



media3
1056 Jones Blvd.
Milan, TN 38358

Drew Cannon
General Manager

Office (731) 723-9913
Mobile (731) 414-1621
dcannon@cablesouth.com



KYLE POULSEN
 TERRITORY MANAGER : LOUISIANA
 T: 985.869.2980
 E: KPOULSEN@ARUBANETWORKS.COM

COVINGTON, LA
 WWW.ARUBANETWORKS.COM



Tim Townsend
 Senior Account Executive
 tim.townsend@nextstepinnovation.com
 Ph: 601.708.4500 Ext: 1301
 Fax: 866.412.4090
 www.nextstepinnovation.com



THE CLAY FIRM
 KAREN NEWMAN, P.E.
 1023 N. 10th St. Suite 100
 Jackson, MS 39204
 Tel: 601.582.1000
 Fax: 601.582.1001
 Email: karen@theclayfirm.com

Roger Bishop
 Senior Account Manager

p: 601.914.8151
 m: 601.209.7875
 f: 720.567.1400
 e: roger.bishop@level3.com



Level 3 Communications, LLC
 142 Leffler's Square
 Jackson, MS 39211

Bernard "Bernie" Morvant
 Director, Sales
 Gulf Coast

p: 504.620.4840
 m: 504.206.6140
 f: 504.620.9238
 e: bernard.morvant@level3.com



Level 3 Communications, LLC
 3850 N. Gauseway Blvd
 Suite 1650
 Metairie, LA 70002



LIZ BURLESON
 Engineering and Sales Coordinator

190 E. Capitol Street, Suite 175
 Jackson, MS 39201
 Cell: 601.278.1233
 Fax: 601.510.9718
 Technical Assistance: 601.863.0086
 lizburleson@pileum.com

IT CONSULTING | IT SERVICES | NETWORKING | SECURITY



ELIZABETH FRAZIER
 Operations Manager

190 E. Capitol Street, Suite 175
 Jackson, MS 39201
 phone: 601.863.0275
 technical assistance: 601.863.0086
 fax: 601.510.9718
 cell: 601.405.4676
 elizabethfrazier@pileum.com

IT CONSULTING | IT SERVICES | NETWORKING | SECURITY



Education Networks of America

618 Grassmere Park Drive
 Suite 12
 Nashville, TN 37211

tel: (615) 312-6040
 fax: (615) 312-6099
 cell: (615) 630-1982

Dan Whorton
 Senior Account Services Manager

dwhorton@ena.com
 www.ena.com

Andy Forsyth
 Strategic Enterprise Account Executive

3251 Players Club Pkwy
 Memphis, TN 38125
 24/7 Customer Support: 800.391.3000
 M 901.553.5740
 T 901.435.9971
 andrew_forsyth@comcast.com
 business.comcast.com/enterprise

**COMCAST
 BUSINESS**

Ronnie G. Colvin
 Senior Director, External Affairs
 Big South Region, West Area (AL, AR, LA, MS, TN)
 Comcast Cable

5915 I-55 North
 Jackson, MS 39213
 T 601.321.2001
 F 769.233.7315
 M 601.715.8321
 ronnie_colvin@cable.comcast.com





Jerry Fortenberry
Technical Sales Consultant II
Government/Education East



AT&T Services, Inc.
111 E. Capitol Street
Suite 6025P
Jackson, MS 39201

T: 601.592.6552
M: 601.519.3521
F: 601.354.7056
jerry.fortenberry@att.com



Kris Gautier
Account Manager
Government/Education - Mississippi



AT&T Business Solutions
111 East Capitol Street
Suite 6025M
Jackson, MS 39201

T: 601.592.6553
M: 601.405.9747
F: 601.354.7056
kris.gautier@att.com



Scott Cook
Sales Manager
Government and Education - MS



AT&T Services, Inc.
111 E. Capitol Street
Suite 600 #6025B
Jackson, MS 39201

T: 601.592.6554
M: 601.988.2255
F: 205.402.7720
scott.cook@att.com



Gregory M. Fallacara
Field Sales Director
Government and Education

1520 Lee St
4th Floor
Ft Myers, FL 33901
Tel: 239.335.8248
Fax: 303.391.2188
Cell: 239.634.9627
www.centurylink.com

greg.fallacara@centurylink.com



Patrick Hancock
Sr Global Relationship Manager
Government & Education

100 N. Union St, Ste 828
Montgomery, AL 36104
Tel: 334.399.6812
Fax: 303.391.2229

Alabama, Mississippi
and North Florida

patrick.hancock@centurylink.com

Terrell Knight

Vice President Government and
Economic Development

P: 601.974.7132
C: 601.573.3333
F: 601.974.7139
tknight@cspsire.com

1018 Highland Colony Parkway
Suite 520
Ridgeland, MS 39157



LISA H. SHOEMAKER, APR EXECUTIVE DIRECTOR

P.O. Box 53867
Jackson, MS 39296
601-981-3646
601-613-8518 Cell
lshoema@comcast.net
lshoema@web.net

Rick Ferrall Regional General Manager

MAXXSOUTH.COM

rick.ferrall@maxxsouth.com
662.832.4274
662.259.3211
105 Allison Cove
Oxford, MS 38655



Tommy Taylor

Vice President of Technical & Network Operations

MAXXSOUTH.COM

tommy.taylor@maxxsouth.com
662.832.4285
662.259.3218
105 Allison Cove
Oxford, MS 38655



Jean Elaine Ellis Senior Account Manager

T: 601.718.3344
M: 601.842.4956
F: 401.667.5425
jellis@carouselindustries.com



405 Fontaine Place, Suite 103
Ridgeland, MS 39157
www.carouselindustries.com

Mark Frye

Executive Vice President of Sales and Marketing
jmfrye@ventech.com

860 Centre Street
Ridgeland, MS 39157

1.800.844.8895
Fax: 601.956.3750
Office: 601.978.6164
Cell: 601.291.4470



Ryan Allen

Senior Account Manager
rmallen@ventech.com

860 Centre Street
Ridgeland, MS 39157

1.800.844.8895
Fax: 601.956.3750
Office: 601.978.6114
Cell: 601.573.3227



AVAYA

INTELLIGENT COMMUNICATIONS

Steven R. Starr

Account Relationship Manager
Senior Manager
South Team Lead

New Port Richey, FL 34652 USA

starr@avaya.com
786.331.3213 one number

CABLE ONE
BUSINESS

MOBILE 256 591 6577

Mike Huey

Business Account Executive II

mike.huey@cableone.net

606 Noble St.
Anniston, AL 36201
business.cableone.net

FIBER-OPTIC SOLUTIONS | HIGH-SPEED INTERNET | BUSINESS PHONE | CABLE TV

Wire your business for success

CABLE ONE
BUSINESS

MOBILE 208 550 0601

FAX 208 455 1797

Brian T. Babcock

Business Sales Manager

brian.babcock@cableone.net

2101 E. Karcher Rd.
Nampa, ID 83407

Wire your business for success



Brian Caraway

Senior Vice President
Enterprise Markets

bcaraway@cspire.com

601.974.7524 office
601.624.7524 wireless
601.974.7139 fax

1018 Highland Colony Parkway | Suite 520 | Ridgeland, MS | 39157 | cspire.com