

**EMC Storage Area Network Products  
and Services**

**Solicitation Number:** 5400013410  
**Contract Period:**  
07/08/2017 to 06/30/2022

**[Contract Terms and Conditions](#)**

Page last Update: 06/22/18

**Procurement Manager**  
Will Butler  
803-737-9854  
[wbutler@mmo.sc.gov](mailto:wbutler@mmo.sc.gov)

**[Contract Pricing](#) for all Vendors listed below**

**VENDORS**

**[A3 Communications](#)**  
**[Cumberland Group](#)**  
**[Converged, LLC](#)**  
**[Data Network Solutions \(DNS\)](#)**  
**[EGroup, Inc.](#)**  
**[EMC Corporation](#)**  
**[Encore Technology Group](#)**  
**[Enterprise IT Solutions](#)**  
**[High Performance Tech](#)**  
**[Internetwork Engineering](#)**  
**[NWN Corporation](#)**  
**[Roundtower Technologies](#)**  
**[Rove, LLC](#)**  
**[SHI International](#)**  
**[Sirius Computer Solutions, Inc.](#)**  
**[Team IA](#)**

**Special Instructions for Using This Contract:**

DO NOT SIGN ANY DOCUMENTS WHICH CONTAIN ADDITIONAL TERMS AND CONDITIONS

See the following pages for contact information.

**A3 Communications, Inc**

Brian Thomas, President & CEO  
1038 Kinley Road, Bldg B  
Irmo, SC 29063  
Phone: (803) 744-5027  
Mobile: (803) 309-6444  
Email: [brian.thomas@a3communications.com](mailto:brian.thomas@a3communications.com)  
Contract Number: 4400016495  
FEIN: 57-1058226  
SPIN: 143007309

**Converged LLC**

Tal Lassiter  
311 Bostwick Ridge  
Columbia, SC 29229  
Phone: (803) 917-3314  
Fax: 877 683-0888  
Email: [tal.lassiter@converged.tech](mailto:tal.lassiter@converged.tech)  
Contract Number: 4400016497  
FEIN: 47-5351416

**Cumberland Group**

Rod Gardner  
300 Galleria Parkway, Suite 1600, Atlanta, GA 30339  
Cell Number (if available): 470-255-0072  
Fax Number: 770-771-5077  
Email Address: [Rod.Gardner@cumberlandgroupit.com](mailto:Rod.Gardner@cumberlandgroupit.com)  
Contract Number: 4400016498  
FEIN: 47-1194605  
SPIN Number: N/A

**Data Network Solutions (DNS)**

Fred Reavis  
Address: 629 Lake Tide Drive  
Phone Number: 803-932-9915  
Cell Number : 803-813-8434  
Fax Number: 803-932-9914  
Email Address: [order@datanetworksolutions.com](mailto:order@datanetworksolutions.com)  
Contract Number: 4400016788  
FEIN Number: 56-2113683  
SPIN Number: 143021096

**EGROUP**

Ben Gaddy  
492 Wando Park Blvd.  
Phone Number: 843-284-0146  
Cell Number (if available): 843-810-3478  
Fax Number: 843-284-0150  
Email Address: [insidesales@eGroup-us.com](mailto:insidesales@eGroup-us.com)  
Contract: 4400016499  
FEIN Number: 46-4020783  
SPIN Number: 143035883

**EMC**

Name: Tiffany Pabst  
3017 Douglas Blvd. Suite 300 / Roseville CA 95661  
Phone Number: 1-877-598-4915  
Cell Number: (916) 221-0294  
Email Address: [emcslg\\_programoffice@emc.com](mailto:emcslg_programoffice@emc.com)  
Contract Number: 4400016500  
FEIN Number: 04-2680009  
SPIN Number: 143049511

## **ENCORE**

Name: Russell Young, CFO  
2000 Wade Hampton Blvd., Ste 210  
Greenville, SC 29615  
(888) 983-6267 or (864) 326-3612  
Email: <mailto:ryoung@encoretg.com>  
Contract Number: 4400016501  
FEIN: 46-1594391  
SPIN: 143037152

## **Enterprise IT Solutions**

Paul Penny  
Managing Partner  
[PennyP@eits.com](mailto:PennyP@eits.com)  
Office: (704) 900.8042  
Cell: (919) 274-3872  
[www.EITS.com](http://www.EITS.com)  
Contract Number: 4400016531  
FEIN: 45-4554925  
SPIN: 143049596  
**ALTERNATE**  
Dan Grigg -Territory Manager  
Phone: 919-279-5624  
[griggd@eits.com](mailto:griggd@eits.com)

## **High Performance Tech**

Mike Stokes  
11111 Carmel Commons Blvd, Suite 340  
Charlotte, NC 28226  
Phone Number:  
Cell Number (if available): 843-530-2650  
Fax Number: 704-414-2420  
Email Address: <mailto:mike.stokes@highperftech.com>  
Contract Number: 4400016502  
FEIN Number: 11-3662276  
SPIN Number: 143049551

## **Internetwork Engineering**

Ryan Jenkins  
2519 Devine Street,  
Columbia SC 29205  
Phone Number: 704-943-5642  
Cell Number :803-920-6119  
Fax Number: 704-541-0059  
Email Address: [rjenkins@ineteng.com](mailto:rjenkins@ineteng.com)  
Contract Number: 4400016503  
FEIN Number: 56-2081930  
SPIN Number: 143025710

## **NWN**

Stacy Roland  
124 Verdae Blvd, Ste 303, Greenville, SC 29607  
Phone Number: (864) 679-4823  
Cell Number : (864) 303-9491  
Fax Number: (864) 412-3719  
Email Address: [SRoland@nwnit.com](mailto:SRoland@nwnit.com)  
Contract Number: 4400016504  
FEIN Number: 04-3532235  
SPIN Number: 143017706

### **RoundTower Technologies**

Brian Tomey  
78 Alexander Street, Suite Q  
Charleston, SC 29403  
Cell - 704-904-5585  
FAX – 513-247-7509  
[Brian.tomey@roundtower.com](mailto:Brian.tomey@roundtower.com)  
Contract Number: 4400016505  
FEIN – 260557383  
SPIN – 143048034

### **Rove**

Dave Brown  
3201 International Airport Dr, Ste 100,  
Charlotte, NC 28208  
Phone Number: 704.413.0900  
Cell Number: 704.526.8145  
Fax Number: 877.683.0888  
Email Address: [contracts@withrove.com](mailto:contracts@withrove.com)  
Contract Number: 4400016506  
FEIN Number: 47-5533872  
SPIN Number: 143049897

### **SHI International Corp**

290 Davidson Ave  
Somerset, NJ 08873  
Orlinda Rose  
Fort Mill, SC  
Phone: 770-906-1711  
[Orlinda\\_Rose@shi.com](mailto:Orlinda_Rose@shi.com)

Tim Smith  
Phone: 803-212-8717  
[Timothy\\_Smith@shi.com](mailto:Timothy_Smith@shi.com)  
Inside Sales Team – Quotes, Orders, Tracking  
Southeast Team  
Office: 800-715-3197  
Fax: 732-868-6055  
Email: [Southeastteam@shi.com](mailto:Southeastteam@shi.com)  
Contract Number: 4400016507  
FEIN: 22-3009648 / Erate SPIN: 143012572

### **Sirius Computer**

Phyllis Byrd  
10100 Reunion Place, Suite 500,  
San Antonio, TX 78216  
Phone Number: 210-369-0167  
Fax Number: 866-313-0960  
Email Address: [phyllis.byrd@siriuscom.com](mailto:phyllis.byrd@siriuscom.com)  
Contract Number: 4400016508  
FEIN Number: 74-2836721  
SPIN Number: 143004544

### **Team IA, Inc.**

John Lester  
PO Box 1643  
Lexington SC 29071-1643  
Phone: 803-356-7676  
Fax: 803-356-4942

Email: [jlester@teamia.com](mailto:jlester@teamia.com)  
Contract Number: 4400016509  
FEIN: 57-1019798