

Vendor Contacts and Ordering Instructions

To assure PEPPM bid protection, all PEPPM orders must be emailed to orders@peppm.org. In the body of the purchase order, please include the following language: "As per PEPPM".

Product Line: Dell Technologies

Introduction

Dell Marketing, L.P. is the world leader in products, services, and solutions for information storage and its management. We are the information storage standard for every major computing platform and, through our solutions, serve as caretaker for more than two-thirds of the world's most essential information. Our world-class solutions integrate [networked storage](#) technologies, storage [systems](#), [software](#), and [services](#).

Main Sales Contacts:

AL	Jennifer Hebert Jennifer.Hebert@Dell.com 225-939-9576	IN	Jamie Stevens Jamie.Stevens@dell.com 317-522-6033	NE	Sebastien Roegiers Sebastien_Roegiers@Dell.com 405-410-3576	RI	Robert Cady Robert_Cady@Dell.com 585-507-1758
AK	Greg Kent Greg_Kent@Dell.com 425-898-3328	IA	Ken Pascutoi Ken_Pascutoi@Dell.com 612-963-3927	NV	Andrew Waxenberg Andrew_Waxenberg@Dell.com 512-284-3658	SC	Paul Lyons Paul_Lyons@Dell.com 843-297-5769
AZ	Andrew Waxenberg Andrew_Waxenberg@Dell.com 512-284-3658	KS	Sebastien Roegiers Sebastien_Roegiers@Dell.com 405-410-3576	NH	Rob Duffy rob_duffy@dell.com 508-446-5342	SD	Ken Pascutoi Ken_Pascutoi@Dell.com 612-963-3927
AR	Jennifer Hebert Jennifer.Hebert@Dell.com 225-939-9576	KY	Frank Cupolo Frank.Cupolo@Dell.com 502-551-7974	NJ	Troy Gallo Troy_Gallo@Dell.com 732-692-7022	TN	Tim Burlison Tim_Burlison@Dell.com 901-409-2165
CA	Malissa Evans Malissa_Evans@dell.com 408-813-1996	LA	Jennifer Hebert Jennifer.Hebert@Dell.com 225-939-9576	NM	Andrew Waxenberg Andrew_Waxenberg@Dell.com 512-284-3658	TX	Tim Foster Tim_Foster@Dell.com 512-422-9455
CO	Tara Hamilton Tara_Hamilton@Dell.com 303-513-0984	ME	Jason Shepard Jason_Shepard@Dell.com 508-649-2744	NY	Ryan Hotaling Ryan.Hotaling@dell.com 518-760-2718	UT	Tara Hamilton Tara_Hamilton@Dell.com 303-513-0984
CT	Ryan Hotaling Ryan.Hotaling@dell.com 518-760-2718	MD	Sean Sullivan Sean.J.Sullivan@dell.com 410-689-8958	N	Jeff Fleetwood Jeff_Fleetwood@Dell.com 512-582-5438	VT	Jason Shepard Jason_Shepard@Dell.com 508-649-2744
DE	Whitney Wolensky whitney.wolensky@dell.com 484-500-4093	MA	Robert Cady Robert_Cady@Dell.com 585-507-1758	ND	Ken Pascutoi Ken_Pascutoi@Dell.com 612-963-3927	VA	Erin Fitzgerald Erin.Fitzgerald@dell.com 804-986-7982
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HI	Yolanda Williams Yolanda_Williams@DELL.com 925-303-7443	MO	Sebastien Roegiers Sebastien_Roegiers@Dell.com 405-410-3576	OR	David Karabin David.Karabin@dell.com 971-806-0227	WY	Andrew Waxenberg Andrew_Waxenberg@Dell.com 512-284-3658
ID	Greg Kent Greg_Kent@Dell.com 425-898-3328	MT	Greg Kent Greg_Kent@Dell.com 425-898-3328	PA	Whitney Wolensky whitney.wolensky@dell.com 484-500-4093		

Placing an Order via Email:

1. Locate product and prices on PEPPM.org or through a sales representative.
2. Our posted PEPPM prices are for a quantity of 1. To receive volume discounts you need to adjust the quantity of the particular item. If you have further questions please reach out to the DELL contact or the reseller you are working with.
3. Address the orders to:
 - Dell Marketing, L.P.
 - One Dell Way
 - Round Rock, TX 78682

Or if using resellers:

Select one of the authorized resellers listed below and address the orders to:

Selected Reseller Name

Reseller Address

4. All quotes and purchase orders should state "As per PEPPM."
5. Email the completed order to orders@peppm.org.
 - a. Your order will be reviewed and edited by PEPPM Staff.
 - b. You will be contacted to make any necessary corrections.
 - c. Your order will be issued to the vendor within 24 hours during the business week after all (if any) corrections are made.
 - d. Your order will be archived for audit support.
6. Standard shipping is included in all orders over \$500.00.

Placing an order Online:

Before placing an online order, make sure that your Ship-to Address has been entered by the individual in your organization that manages your Epylon information. Click on My Profile, My Ship-to Addresses to view the addresses available on your account. If it is not listed, you must add it before creating the PO form. Ship-to Addresses are added under Accounts, Ship-to Addresses.

1. Login to Epylon at www.epylon.com.
2. Click on the Contracts tab.
 - a. Choose between a "line item" or "contracts" search.



- b. Select **Dell Marketing, L.P.** from the Vendor (Awardee) list.
 - c. Click "Search."
3. Add selected line items to a List.
4. If you are working with an authorized reseller, assign a reseller to the item by checking the box next to the item and clicking the "Assign Distributor" button.
5. To request a volume price break, add items to a Spot Price Check form along with your desired quantity and a Response Due Date. The vendor will be notified of your request via email. Once they respond, you'll be notified and can view the response on Epylon. (After viewing a winning response, continue with the instructions that follow.)
6. Add selected items to a Purchase Order form.
7. Click "Submit" after entering a valid PO number and shipping address.
 - a. The PEPPM contract will automatically be referenced in your PO.
 - b. You will retain a copy of the sent purchase order in your Epylon account. A Printable Version is also available.
 - c. The order will immediately be viewable by the vendor.
 - d. Your order will be archived for audit support.
8. Standard shipping is included in all orders over \$500.00.

For any assistance using Epylon, contact service@epylon.com or call 888-211-7438.

Reseller Listing:

Orders may not be sent directly to these resellers. All orders must be placed through the PEPPM email address (orders@peppm.org) to assure PEPPM bid protection.

Select one of the authorized resellers/dealers listed below and address the orders to:

Advizex Technologies

5865 N Point Pkwy Ste 300
Alpharetta, GA 30022
Cindy Manley
216-901-1818
cmanley@advizex.com

All Lines Technology

791 Commonwealth Dr.
Warrendale, PA 15086
Pam Petrovich
ppetrovich@all-lines-tech.com



Communications Consulting Inc.

120 Mt Pleasant Road
Warrendale, PA 15086
Brooks Roy
412-697-3356
Brooks.roy@cci-pgh.com

Computer Design & Integration LLC (CDI LLC)

500 Fifth Ave, Ste 1500
New York, NY 10110
Tawna Perkins
717-685-4347
Tawna.Perkins@cdillc.com

ConvergeOne, Inc.

10900 Nesbitt Avenue S
Bloomington, MN 55437
Shala Pelloni
212-613-1055
Team_PCS@convergeone.com

Distributed Technology Group, LLC

499 South Warren Street Suite 501
Syracuse, NY 13202
585-943-5100
Attention: Mark Matheson
mark@dtg.com

ePlus Technology, inc.

13595 Dulles Technology Drive
Herndon, VA 20171
Marie Davis
757-419-2204
CONTRACTS_sledoperationsteam@eplus.com

Global Data Consultants

1144 Kennebec Drive
Chambersburg, PA 17201
Dani Sauve
717-262-2080
danisauve@gdcit.com



MJM Systems, Inc.

285 Davidson Ave Ste 202
Somerset, NJ 08873
Attention: Karen Melillo
karen@mjm.com
908-625-3641

Presidio Networked Solutions, LLC

8161 Maple Lawn Blvd., Suite 150
Fulton, MD 20759
Jackie Arnett
jarnett@presidio.com
908-625-3641

The Drala Project, Inc. DBA The ReDesign Group

2629 Manhattan Ave #307
Hermosa Beach, CA 90254
Attn: Leah Lane
llane@redesign-group.com
508-981-3967

Winslow Technology Group

303 Wyman St, Ste 299
Waltham, MA 02451
Mike Tibaudo
mtibaudo@winslowtechgroup.com
(781)471-5021

**In the body of the purchase order please include the following language:
"As per PEPPM"**