

## Vendor Contacts and Ordering Instructions

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

### Product Line: Adobe Systems

### Introduction

Dell Marketing, L.P. has a long-term established relationship with Adobe and is classified as a Platinum Partner. Adobe has a Channel Account Manager assigned exclusively to Dell and that person works onsite a Dell several days a week. Dell also has a Dell-badged Adobe specialist who assists the sales teams with subject matter expertise, licensing programs and product knowledge. Adobe provides on-site and/or virtual training for the Dell sales teams at least once per quarter.

### Main Sales Contacts:

AL	Brad Stroup Brad_Stroup@Dell.com 205-305-0184	IN	Sean Whalen Sean.Whalen@Dell.com 773-230-4306	NE	Joshua Pettit Joshua_Pettit@Dell.com 405-416-0410	RI	Alexander Wilson Alexander_Wilson1@dell.com 737-279-8995
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AR	Brad Stroup Brad_Stroup@Dell.com 205-305-0184	KY	Chip Rahde Edward.Rahde@Dell.com 740-390-8048	NJ	Brian Vaughn Brian_Vaughn@Dell.com 732-330-8930	TN	Amanda Ball Amanda_Ball@Dell.com 615-239-9126
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ID	Rita Chapman R_Chapman@Dell.com 512-647-6799	MT	Rita Chapman R_Chapman@Dell.com 312-307-6064				

## 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 you are working with.
3. Address the orders to:
  - Dell Marketing, L.P.
  - One Dell Way
  - Round Rock, TX 78682
4. All quotes and purchase orders should state "As per PEPPM."
5. Email the completed order to [orders@peppm.org](mailto: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 on all orders over \$500.00.