



## Vendor Contacts & Ordering Instructions

All PEPPM orders should be faxed to PEPPM at [800-636-3779](tel:800-636-3779) or placed online through Epsilon eCommerce.

**Product Line: Xiotech Corporation, Data Storage Products & Services**

### Introduction

Xiotech Corporation, an innovator in data storage and protection solutions, is delivering the new foundation of storage with unprecedented reliability, performance, and scalability. Xiotech's Emprise™ storage family is built on patented Intelligent Storage Element (ISE) technology, which eliminates drive-related service events, while delivering industry-leading performance. Both the Emprise and Magnitude® families of storage systems are feature rich, with optimal storage virtualization, Fibre Channel and iSCSI connectivity, grow-as-you-go scalability, unmatched ease of use, and integrated customization via Web Services. Additionally, Xiotech's TimeScale® line offers comprehensive, modular solutions for data protection. For more information, visit [www.xiotech.com](http://www.xiotech.com), email [info@xiotech.com](mailto:info@xiotech.com), or call toll free 1-866/472-6764.

Xiotech extends our Pennsylvania PEPPM bid pricing to all states. Please contact the Contract Administrator and she will put you in touch with the appropriate sales representative in your geographic location.

Xiotech Corporation  
Corporate Headquarters  
6455 Flying Cloud Drive  
Eden Prairie, MN 55344

### **PEPPM Contract Administrator**

Mary A. Reuss  
Manager, Government Operations  
Phone: 952/983-2435  
Cell: 612/419-1016  
Fax: 952/983-6950  
Email: [Mary\\_reuss@xiotech.com](mailto:Mary_reuss@xiotech.com)

### Placing an Order via Fax:

1. Locate product and prices on PEPPM.org or through a sales representative.
2. Our posted PEPPM prices are for a quantity of one (1). For obtaining quotes and/or for volume discounts please contact our Contract Administrator as follows:  
Mary A. Reuss

Manager, Government Operations  
Phone: 952/983-2435  
Cell: 612/419-1016  
Fax: 952/983-6950  
Email: [Mary\\_reuss@xiotech.com](mailto:Mary_reuss@xiotech.com)

Our Contract Administrator will put you in touch with the appropriate sales representative depending on your geographical location.

3. Address the orders to:  
Xiotech Corporation  
6455 Flying Cloud Drive  
Eden Prairie, MN 55344
4. All quotes and orders should state "As per PEPPM 2010."
5. Fax the completed order to **800-636-3779**.
  - 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.

## 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](http://www.epylon.com).
2. Click on the Contracts tab.
  - a. Choose between a "line item" or "contracts" search.
  - b. Select **Xiotech Corporation** from the Vendor (Awardee) list.
  - c. Click "Search."
3. Add selected line items to a List.
4. 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.)
5. Add selected items to a Purchase Order form.
6. 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.

For any assistance using Epylon, contact [service@epylon.com](mailto:service@epylon.com) or call 888-211-7438.