



Vendor Contacts and Ordering Instructions

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

Product Line: Extreme Networks IP & Ethernet Networking Equipment

Introduction

As educational networks grow in size and complexity, network requirements are rapidly changing to meet the evolving learning styles of the 21st-century student. K to 12 school districts are building metropolitan area networks that connect every elementary school, junior high and high school. They are connecting every classroom, library and office in every school. Universities and college campuses have begun to provide network connectivity to every dorm room, recreational room and classroom. Institutions demand a network infrastructure that can support technology-enabled learning applications and services – all without scaling cost and complexity. Extreme Networks® believes that bringing technology into classrooms shouldn't be complex. Whether you are a K to 12 school district or university, Extreme delivers an effective applications infrastructure that's affordable, secure, feature-rich and easily scales to meet future application and service needs.

The new educational network must support dozens of sophisticated applications and services. They must integrate voice, video, and data traffic, without sacrificing performance. Tomorrow's networks need to do dramatically more: scaling from hundreds of connections to millions, providing universal connectivity for both computing and non-computing devices. These devices will connect through wired and wireless networks, and support even more applications that have increasingly complex requirements. These challenges require more than new versions of yesterday's one-size fits-all networks. They require the Extreme Networks® response: a fresh approach to networking solutions, tailored to the unique demands of each customer's business today—and in the future.

The Extreme solution is a rare combination of strategic vision, customer-driven focus, and technological innovation. It is a universal infrastructure that allows our customers the greatest possible efficiency today, and the ability to embrace the tremendous competitive advantages in emerging technologies. And face the extraordinary challenges of tomorrow.

For more information regarding Extreme Networks solutions or to arrange a meeting with your local Extreme representative please contact:

Jo Zack
North American Channel Operations Manager
Extreme Networks
jzack@extremenetworks.com
703-889-9238

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 1. Any questions regarding volume pricing should be directed to the PEPPM sales contact listed above.
3. Select one of the authorized resellers listed below and address the orders to:
Extreme Networks
c/o (Selected Reseller Name)
Reseller Address
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.
2. Click on the Contracts tab.
 - a. Choose between a "line item" or "contracts" search.
 - b. Select **Extreme Networks** from the Vendor (Awardee) list.
 - c. Click "Search."
3. Add selected line items to a List.
4. Assign a reseller to the item by using the 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.

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

Reseller Listing

Orders may not be faxed directly to these resellers. All orders must be placed through the PEPPM fax number (800-636-3779) or Epylon eCommerce to assure PEPPM bid protection.

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

Extreme Networks
c/o (Selected Reseller Name)
Reseller Address

In the body of the purchase order, please include the following language:
"As per PEPPM 2010"

Advent Communications, Inc.
Ken Eglberger
205 East McMurray Road
McMurray, PA 15317
724-969-6060 ext 4002

Empire Technologies
Mark Caswell
3 Industrial Court
Freehold, NJ 07728
732-625-3200

Altura Communication Solutions
Mark Izumi
2890 E. White Star Ave.
Anaheim, CA 92806
602-458-4012

Heavy Water Ltd.
Joe Kratz
270 North Ave., Ste. 709
New Rochelle, NY 10801
914-633-8700

Carousel Industries
Sebastian Sassi
1174 Kingston Road
Peace Dale, RI 02879
866-605-1346

HPD Communications, Inc. dba Docutech
Shirley Borgeson
1651 Crofton Blvd. #5
Crofton, MD 21114
410-793-0301

Connectivity Communications, Inc.
Karen Lichvarcik
2315 Columbia Ave.
Pittsburgh, PA 15218
412-459-0001 x10

Magothy Technology, LLC.
Mike Davis
370 Dutchship Road
Pasadena, MD 21122
410-360-7777

Communication Innovators
Chris Barr
PO Box 57037
Pleasant Hill, IA 50317
515-262-7686

Matrix Technologies
Irene Tapia
13755 Sunrise Valley, Suite 350
Herndon, VA 20171
703-563-4772

Dauphin DataCom
Christi Konopski
1830 S 19th Street
Harrisburg, PA 17105
717-986-9352

NACR Inc.
Susan Gerrity
8865 Stanford Blvd., Suite 121
Columbia, MD 21045
443-393-1502

Dell (Eastern PA)
Kathy Giddings
One Dell Way
Round Rock, TX 78682
512-724-3884

Skyline Network Engineering, LLC
Kim Skeen
6200-C Georgetown Blvd.
Eldersburg, MD 21784
410-795-2700

Dell (Western PA)
Anthony Hirsch
One Dell Way
Round Rock, TX 78682
512-795-7062

Strategic Products & Services (SPS)
Eric Salley
10205 Goldenbrook Ct.
Chrsterfield, VA 23832
804-715-9218

eComm
Harry Warren
1866 Colonial Village Lane, Ste. 112
Lancaster, PA 17605
717-431-7150

Star Tech, Inc.
Bill Smith
1490 N. Hermitage Rd.
Hermitage, PA 16148
724-962-6005 x102

Technology Solutions Group
Matt Klapkowski
8085 Saltsburg Road
Pittsburgh, PA 15239
412-349-1166

Virginia Integrated Communication (Vicom)
Ron Hughes
5361 Cleveland Street
Virginia Beach, VA 23462
757-490-7777

Wheat Systems Integration
Mike Wheat
11551 Nuckols Road, Suite G
Glen Allen, VA 23059
804-565-6700