



Vendor Contacts and Ordering Instructions

All PEPPM orders should be faxed to PEPPM at **800-636-3779** or placed online through Epsilon eCommerce. In the body of the purchase order, please include the following language: "As per PEPPM 2015"

Product Line: ZoneFlex indoor, outdoor and meshed Wi-Fi access points, Zone Director real-time traffic management platforms, ZoneSwitch 802.3af Power over Ethernet switches and FlexMaster wireless trending and analysis software. Additionally, we offer support contracts for software updates, technical assistance and product replacement services.

Introduction

Ruckus Wireless has been in the WLAN business for over ten years. Originally known for transporting delay/jitter-sensitive video, Ruckus has grown to address the hospitality, WISP, WBA, Carrier and enterprise markets with particular expertise in state/local government and education (K12 and HE). Our unique contribution to customers has been the continued development of our patented Beam Flex® technology to support the high speed 802.11n and 802.11ac wireless standards. BeamFlex is very different from omni-directional antennae systems in that we "focus" thousands of unique RF patterns to increase our coverage and greatly improve our ability to "hear" clients (by suppressing interference). Perhaps the greatest benefits are the **lower number of access points needed** for coverage and density, and **our incredibly simple installation**.

Ruckus Wireless Sales Contacts:

Megan Freyschlag

Territory Account Manager, Mid-Atlantic

Office: 720-558-3362

Mobile: 970-319-7317

Megan.Freyschlag@commscope.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 1. Please contact your local Ruckus Wireless field or inside sales representative if you are ordering for more than a single location, in order to determine if additional discounts may apply, or email Megan.Freyschlag@commscope.com
3. Select one of the authorized resellers listed below and address the orders to:
Selected Reseller Name
Reseller Address
4. All quotes and orders should state "As per PEPPM."
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.
6. Standard shipping is included on 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 **Ruckus Wireless** 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.
8. Standard shipping is included on 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 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:

Selected Reseller Name
Reseller Address

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

Below is the current list of Authorized Ruckus PEPPM Contract Resellers:

VAR Name	VAR Contact	VAR Email	VAR Phone	VAR Address
A3 Communications, Inc.	Brian Thomas	bthomas@a3communications.com	803-744-5000 x5027	1038 Kinley Road, Irmo, SC 29063
ABS Solutions, LLC	Laura Smith	laura@abs-solutions.com	518-608-5805	30 Corporate Circle, Suite 107, Albany, NY 12203
Allied Telesis Inc.	Todd Sulzinger	todd_sulzinger@alliedtelesis.com	408-519-8854	95134
AMS.NET, Inc.	Diana Monaghan	dmonaghan@ams.net	925-245-6101	502 Commerce Way, Livermore, CA 94551
Atrion Communication Resources, Inc. (ACR)	Richard Dietz	rdietz@atrioncomm.com	908-231-7777 x118	185-I Industrial Pkwy Branchburg, NJ 08876
Black Rock Technology Group	Chuck Davis	cdavis@brtg.com	203-916-7202	211 State Street Suite 203 Bridgeport CT 06604
Bytespeed LLC	Nate Sundby	sales@bytespeed.com	877-553-0777 x 499	3131 24th Ave South Moorhead, MN 56560
Catalyst Computer Technologies LLC	Phillip Biel	pbiel@cct247.com	(480) 391-6442	25 S. Arizona Place Ste 230, Chandler, AZ 85225
CDW Government LLC (CDW-G)	Mel Hennessey	bids@cdwg.com	866-785-2472	230 N. Milwaukee Ave. Vernon Hills, IL 60061
CSF Technologies	Laurette Gibbs	lgibbs@csftechnologies.com	888-495-7561	3251 Progress Drive, Suite 114, Orlando, FL 32826
Communication Systems Integrators, LLC	Jaclyn Torok, Administrative Support	jtorok@comsysinc.com	610-439-1600	4670 Schantz Road, Allentownm, PA 18104
Computer Design & Integration LLC	Rosemary Pron	Rosemary.pron@cdillc.com	484-787-7441	820 Adams Ave, #200, Audubon, PA 19403
Concentus Internetworking Solution Professionals	Fernando Sabio	fsabio@concentus.net	571-236-9152	PO Box 400 McLean, VA 22101
CV Enterprises, Inc. (CompuVision)	Tammy Richards	tammy@compuvision.com	805-690-4405	1421 State St. Suite F Santa Barbara, CA 93101
CXtec, Inc.	Bryanna Trainham	btrainham@cxtec.com	315-476-3000	5404 South Bay Road, Syracuse, NY 13221
Data Enterprise Systems Inc.	William Stritzinger, President	bill@dataenterprisesys.com	984-229-0496	4012 Grandbridge Drive, Apex, NC 27539
Data Flow Communications, LLC	Dave Grotendorst	gleng@dataflow.com	386-259-3119 ext. 105	1575 AVIATION CENTER PKWY. SUITE 430 DAYTONA BEACH, FL 32114
Data Path Inc.	Brian Jump, Security Manager	accounts@mydatapath.com	209-521-0055	318 Mcherry Ave. Modesto, CA 95354
Datel Systems Incorporated	4393 Viewridge Ave, Suite C, San Diego, CA 92123	Bill Bryant	858-571-3100	bbryant@datelsys.com
Dauphin Electric Supply/Datacom	Julie Deyle	jdeyle@dauphindata.com	717-986-9300	PO Box 22061830 South 19th Street, Harrisburg, PA 17105
DecoTech Systems, Inc.	Jeslin Rodriguez	jeslin4@decotech.com	925-954-1520	1180 Mount Diablo Blvd Walnut Creek, CA 94596
Docutech	Steve Aplanalp	saplanalp@md.docutech.com	410-793-0301	1651 Crofton Blvd, Suite 5 Crofton, MD 21114
Education Networks of America (ENA)	John Sheehan	jsheehan@ena.com	312-229-0256	618 Grassmere Park, Suite 12, Nashville, TN 37211
En-Net Services	Ed Floyd	efloyd@en-netservices.com	301-846-9901	712 North East Street Frederick, MD 21701
GrayBar	Al Tedesco, Sales Rep	Alfred.tedesco.com	215-336-2992	1550 South Warfield Street, Philadelphia, PA 19146
Howard Technology Solutions, A Division of Howard Industries	Julie Schultz	jschultz@howard.com	601.399.5633	P O Box 1590, Laurel, MS 39441
InCare Technologies	Ricky Odom	rodom@incaretechnologies.com	205-278-8110	600 Lakeshore Parkway, Birmingham, AL 35209
IntegraONE dba Integra Business Center, Inc.	Linda Sadler, Office and Purchasing Manager	lsadler@integra1.net	717-614-4330	7248 Tilghman Street, Suite 120Allentown, PA 18106
IPC Technologies	Jan Danielson	jdanielson@ipctech.com	804-622-7263	7200 Glen Forest Drive, Suite 100, Richmond, VA 23266
Keenan Systems	Jeff Keenan, President/CEO	keenanj@keenanSystems.com	(860)748-4110	6 Joseph Court, East Hampton, CT, 06424

VAR Name	VAR Contact	VAR Email	VAR Phone	VAR Address
Kit Network Cabling (KIT Communications)	Tracey Schafer	tracey@KIT-Communications.com	717-507-1755	1340 East Cedar St Annville, PA 17003
Let's Think Wireless, LLC (LTW)	Craig Lerman	clerman@ltw.com	973-882-3982	26 Chapin Road – Unit 1112 Pine Brook, NJ 07058
Millennium Communications Group, Inc.	Pragnesh Amin	pamin@millenniuminc.com	973-929-2543	11 Melanie Lane, Unit 13, East Hanover, NJ
Morse Communications	Stacey Fisher	sfisher@morsecom.com	321-308-2153	395 East Drive, Melbourne, FL 32904
Northpoint Solutions LLC dba Breaker Communications Limited	David Haniebnik, President	davidh@northptsolutions.com	732-673-3955	28 Rodeo Drive, West Creek, NJ 08092
Ocean Computer Group	Ken Dominguez, Enterprise Account Mgr.	kd@oceancomputer.com	732-918-4656	90 Matawan Rd, Matawan, NJ 07747
Office Solutions, Inc. (OSI Technology)	Joanne Pagoulatos, President and CEO	jpgoulatos@osi-technology.com	732-356-0200	217 Mt. Horeb Road, Warren, NJ 07059
Omega Systems Consultant, Inc.	Katie Brower	kbrower@omegapa.com	610-678-7002	1121 Snyder Rd., West Lawn, PA 19609
Omnicore Corporation dba Advanced Business Innovations	Andy Teshoney	andy.teshoney@omnicore.com	203-387-6664	PO Box 26653, West Haven, CT., 06032
Prismworks Technology, Inc	Mike Glumac	mglumac@prismworks.net	717-566-8100	520 Hershey Road Hummelstown, PA 17036
Promedia Technology Services, Inc	Wm. Paul Nolan, COO	pnolan@promedianj.com	973-253-7600	535 US Highway 46 East Little Falls, NJ 07424
SmartWave Technologies	Kevin Brangers, CFO	kevin.brangers@smartwave.us	770-356-0326	2662 Holcomb Bridge Rd, Suite 340, Alpharetta, GA 30022
Southland Technology, INC.	Cindy Martin	cmartin@southlandtechnology.com	858-694-0932	8053 Vickers ST San Diego CA 92111
TBNG, Inc.	Jeffrey Grande	jgrande@tbngconsulting.com	203- 874-9607	500 Boston Post Rd, Milford, CT 06460
The Breaker Group, Inc.	Randy Weaver	randy@breakergroup.com	609-267-1330	32 Mill Street Mount Holly, NJ 08060
TommyTQL	Thomas Macak	tmacak@tommytql.com	203-505-8616	107 Spring St, Seattle WA 98104
TRIVAD, INC._Netvad, Inc	Jeremy Caudill	jc@netvad.com	916-797-2200	1430 Blue Oaks Blvd #110 Roseville, CA 95747
U-Combination Technology	Jeff Ji	jeffji@ucomusa.com	484-367-1800	150 E. Swedesford Road, Suite 101 Wayne, PA 19087
Vann Data Services, Inc.	Todd Huffstickler	todd@vanndata.com	386-236-2700	1801 Dunn Ave Daytona Beach, FL 32114
Velocity Networks, Inc	Matt Wiertel	Matt.wiertel@velocitynetwork.net	814-833-9111 x356	2503 W 15th St. Suite 10 PO Box 9008 Erie, PA 16505
Vology	Skylar McKay	smckay@vology.com	813-387-4140	4035 Tampa Road, Suite 6000 Oldsmar, FL 34677
WiFi Integrators for Innovation	Robert Carmody	bobc@integratingwifi.com	610-455-4265 x 701	738 & 1/2 North New Street, West Chester, PA 19380