

# Vendor Contacts and Ordering Instructions

To assure PEPPM bid protection, PEPPM orders may be faxed to PEPPM at **800-636-3779**, emailed to [orders@peppm.org](mailto:orders@peppm.org), placed directly with Apple, or placed online through Epylon eCommerce. In the body of the purchase order, please include the following language: "As per PEPPM".

## Product Line: Apple

### Introduction

Apple Inc. designs, manufactures, and markets mobile communication and media devices, personal computers, and portable digital music players, and sells a variety of related software, services, accessories, networking solutions, and third-party digital content and applications. Apple is committed to bringing the best user experience to its customers through its innovative hardware, software, and services. Apple's business strategy leverages its unique ability to design and develop its own operating systems, hardware, application software and services to provide its customers products and solutions with innovative design, superior ease-of-use, and seamless integration.

Apple has engaged with educators for over 30 years to explore and enhance the experience of learning and teaching. We have authored seminal research, we have strong relationships with education thought leaders, and we work closely with a community of educators to understand how to best incorporate technology into learning environments to benefit learners.

### Pennsylvania:

In support of its K-12 customers in Pennsylvania, Apple maintains a dedicated local sales team across the state. This team consists of:

Adam O'Doherty – Central and Northwest PA  
610-585-2311  
[aodoherty@apple.com](mailto:aodoherty@apple.com)

Angela Miller – Western PA  
412-999-4258 [amiller@apple.com](mailto:amiller@apple.com)

Paul Takac – Central and Southern PA  
814-883-3689  
[takac@apple.com](mailto:takac@apple.com)

Apple's Pennsylvania representatives have access to dedicated systems engineers, education development specialists, and inside sales representatives. Contacting Apple Education's Inside Sales team is the quickest, easiest way to obtain pricing and product information, and can be reached by calling 800-800-2775.

Apple's Pennsylvania team is led by a Regional Manager:

Adam O'Doherty  
610-585-2311  
[aodoherty@apple.com](mailto:aodoherty@apple.com)

In support of Higher Education customers in Pennsylvania, Apple maintains a dedicated local sales team across the state. The team consists of:

Mary Jane Blatt, Regional Manager – Northeast Region  
610- 762-8362  
[mblatt@apple.com](mailto:mblatt@apple.com)

Brett Davis, Account Executive – Western PA  
412-551-1113  
[bdavis@apple.com](mailto:bdavis@apple.com)

Kelly Dunaway, Account Executive – Southeastern PA & Central PA  
717-460-8050  
[kdunaway@apple.com](mailto:kdunaway@apple.com)

## **Alabama:**

In support of its K-12 Education customers in Alabama, Apple maintains a dedicated local sales team across the state. This team consists of:

Mark Williams  
256-606-6230  
[mark.williams@apple.com](mailto:mark.williams@apple.com)

Apple's Alabama representatives have access to dedicated systems engineers, education development specialists, and inside sales representatives. Contacting Apple Education's Inside Sales team is the quickest, easiest way to obtain pricing and product information, and can be reached by calling 800-800-2775.

Apple's Alabama team is led by a Regional Manager:

Jeff Lloyd  
(919) 641-9100  
[Lloyd@apple.com](mailto:Lloyd@apple.com)

In support of its Higher Education customers in Alabama, Apple maintains a dedicated local sales team across the state. This team consists of:

Glen Spencer – Regional Manager  
404-234-4545  
[gspencerjr@apple.com](mailto:gspencerjr@apple.com)

Inga Moffitt  
404-831-0048  
[imoffitt@apple.com](mailto:imoffitt@apple.com)

## Commonwealth of Massachusetts:

In support of its K-12 Education customers in Massachusetts, Apple maintains a dedicated local sales team across the state. This team consists of:

Seana McLaughlin  
347-429-0011  
[seana@apple.com](mailto:seana@apple.com)

Larry Shaps  
917-273-1774  
[shaps@apple.com](mailto:shaps@apple.com)

Apple's Massachusetts, representatives have access to dedicated systems engineers, education development specialists, and inside sales representatives. Contacting Apple Education's Inside Sales team is the quickest, easiest way to obtain pricing and product information, and can be reached by calling 800-800-2775.

Apple's Massachusetts, team is led by a Regional Manager:

Adam O'Doherty  
610-585-2311  
[aodoherty@apple.com](mailto:aodoherty@apple.com)

In support of its Higher Education customers in Massachusetts, Apple maintains a dedicated local sales team across the state. This team consists of:

Mary Jane Blatt – Regional Manager HiEd Northeast Region  
(610) 762-8362  
[mblatt@apple.com](mailto:mblatt@apple.com)

Cheryl Low, Account Executive  
617-839-6847  
[clow@apple.com](mailto:clow@apple.com)

Beth Marshdoyle, Account Executive  
617-416-1686  
[marshdoyle@apple.com](mailto:marshdoyle@apple.com)

## New Jersey:

In support of its K-12 customers in New Jersey, Apple maintains a dedicated local sales team across the state. This team consists of:

Chris DeFilippis  
201-417-2929  
[cdefilippis@apple.com](mailto:cdefilippis@apple.com)

Lisa Erdman  
(609) 636-9843  
[erdman@apple.com](mailto:erdman@apple.com)

Apple's New Jersey representatives have access to dedicated systems engineers, education development specialists, and inside sales representatives. Contacting Apple Education's Inside Sales team is the quickest, easiest way to obtain pricing and product information, and can be reached by calling 800-800-2775.

Apple's New Jersey team is led by a Regional Manager:

Adam O'Doherty  
610-585-2311  
[aodoherty@apple.com](mailto:aodoherty@apple.com)

In support of its Higher Education customers in New Jersey, your sales and Regional Manager contacts are:

Josie Guthrie, Regional Manager  
919-636-0590  
[josieguthrie@apple.com](mailto:josieguthrie@apple.com)

Scott Bernabe  
(215) 794-2284  
[scott.bernabe@apple.com](mailto:scott.bernabe@apple.com)

## **New York:**

In support of its K-12 Education customers in New York, Apple maintains a dedicated local sales team across the state. This team consists of:

Attila Kogler - Long Island  
631-339-1705  
[akogler@apple.com](mailto:akogler@apple.com)

Lisa Magill - Upstate New York West  
607-373-9935  
[lmagill@apple.com](mailto:lmagill@apple.com)

Jody Wexler – Upstate New York East  
516-320-4855  
[jody@apple.com](mailto:jody@apple.com)

Apple's New York representatives have access to dedicated systems engineers, education development specialists, and inside sales representatives. Contacting Apple Education's Inside Sales team is the quickest, easiest way to obtain pricing and product information, and can be reached by calling 800-800-2775.

Apple's New York team is led by a Regional Manager:

Adam O'Doherty  
610-585-2311  
[aodoherty@apple.com](mailto:aodoherty@apple.com)

In support of its Higher Education customers in New York, Apple maintains a dedicated local sales team across the state. This team consists of:

Mary Jane Blatt – Regional Manager HiEd Northeast Region  
(610) 762-8362  
mblatt@apple.com

Daniel Cygielman – NYC & Long Island  
(917) 370-7568  
[danielc@apple.com](mailto:danielc@apple.com)

Brett Davis, Account Executive – Upstate NY  
412-551-1113  
bdavis@apple.com

Ross Hooks, Account Executive – New York City & Long Island  
512-771-6333  
rhooks@apple.com

Lori Warner – Central & Update New York  
(203) 816-5012  
[lwagner@apple.com](mailto:lwagner@apple.com)

## State and Local Government Customers in AL, MA, PA, NJ, and NY:

In support of its state and local government customers in AL, MA, PA, NJ, and NY, Apple provides the following sales contact information:

### Sales Order Contact Information (for quotes, pricing, and product questions)

#### -Via Phone:

1-800-793-9378 1-855-438-0486 (FAX)

#### -Via Email (preferred method):

[Sales\\_Administration@apple.com](mailto:Sales_Administration@apple.com)

## Placing an Order via Fax or 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. Please contact your Apple account executive to inquire about volume discounts.
3. Address the orders to:  
Apple Inc.  
12545 Riata Vista Circle  
Mail Stop 186-ED  
Austin, TX 78727
4. All quotes and purchase orders should state "As per PEPPM."
5. Fax the completed order to **800-636-3779** or email 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.

## Placing an order Online:

You may place your order with Apple directly or you may place your order through Epylon.

If placing your order through Epylon, 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 **Apple Inc.** 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.
7. Standard shipping is included on all orders over \$500.00.

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