



2018 MASSBUYS EXPO

PROGRAM DIRECTORY



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WELCOME to MASSBUYS

The Operational Services Division welcomes you to the 20th Anniversary of the MASSBUYS EXPO! As we enter our third decade, our goal for the MASSBUYS EXPO is to continue fostering a culture that encourages business growth, competition for the State's business, and economic development as vendors cultivate partnerships with other vendors, state agencies, local governments, and higher education.

Launched as the Star Exposition in 1999, the MASSBUYS EXPO connects businesses to government, enhancing the relationships between OSD's Statewide Contract vendors and public purchasers across the Commonwealth who use Statewide Contracts. In 20 years, MASSBUYS has grown to become the largest business-to-government event in Massachusetts, thanks to the robust participation of Exhibitors and Attendees.

OSD is pleased to welcome Michael J. Heffernan, Secretary of the Executive Office for Administration and Finance, to the MASSBUYS EXPO. Secretary Heffernan will participate in the Supplier Diversity Awards Ceremony being held in conjunction with MASSBUYS. During this event, we will recognize the outstanding achievements in supplier diversity by Executive Departments participating in the Supplier Diversity and the Small Business Purchasing Programs. We also will recognize quasi-public and independent organizations that participated in these programs.

The 2018 MASSBUYS EXPO is your opportunity to:

- ▶ Meet with more than 300 Statewide Contract vendors to learn about the new and innovative products and services they offer.
- ▶ Attend 15 Educational Sessions designed to enhance your job performance and professional development.
- ▶ Visit the OSD/COMMBUYS booth to meet the Local Government Enablement Team, Strategic Sourcing Services representatives, the COMMBUYS Help Desk Staff, and personnel from the Office of Vehicle Management and the Supplier Diversity Office.
- ▶ Enjoy Gillette Stadium!

OSD thanks all of the generous sponsors, Exhibitors, supporting State Agencies, and the many volunteers for their continued commitment to the MASSBUYS EXPO. MASSBUYS is where relationships are built and government resources connect, growing and supporting the Massachusetts economy. Today promises to be an exciting event and your participation is key to making this annual gathering of procurement professionals the best in its 20-year history!

Operational Services Division
One Ashburton Place, Room 1017
Boston, MA 02108-1552
(617) 720-3300
massbuysadmin@mass.gov
www.MassBuysExpo.com

CELEBRATING 20 YEARS

From our humble beginning as Star in 1999 to the 20th Anniversary in 2018, the MASSBUYS EXPO has grown to become the largest business-to-government event in Massachusetts. Over the last two decades, 12 Statewide Contract Vendors have taken this journey with us, and the Operational Services Division applauds their enduring commitment to this event, Statewide Contracting, and their importance in promoting best value products and services to the public purchaser community.



	<i>Booth</i>
<i>Bay State Envelope</i>	<i>570</i>
<i>Creative Office Pavilion</i>	<i>172</i>
<i>Fisher Scientific</i>	<i>406</i>
<i>Grainger Industrial</i>	<i>458</i>
<i>John Deere Company</i>	<i>113</i>
<i>M. E. O'Brien & Sons Inc.</i>	<i>198</i>
<i>Office Resources Inc.</i>	<i>132</i>
<i>RetroFit Technologies, Inc.</i>	<i>565</i>
<i>Standard Electric Company</i>	<i>174</i>
<i>Trans Med USA Co. Inc.</i>	<i>135</i>
<i>W. B. Mason Company, Inc.</i>	<i>142, 145, 147, 148</i>
<i>Westnet Inc.</i>	<i>295</i>

We thank you for your continued support of and participation in the MASSBUYS EXPO!

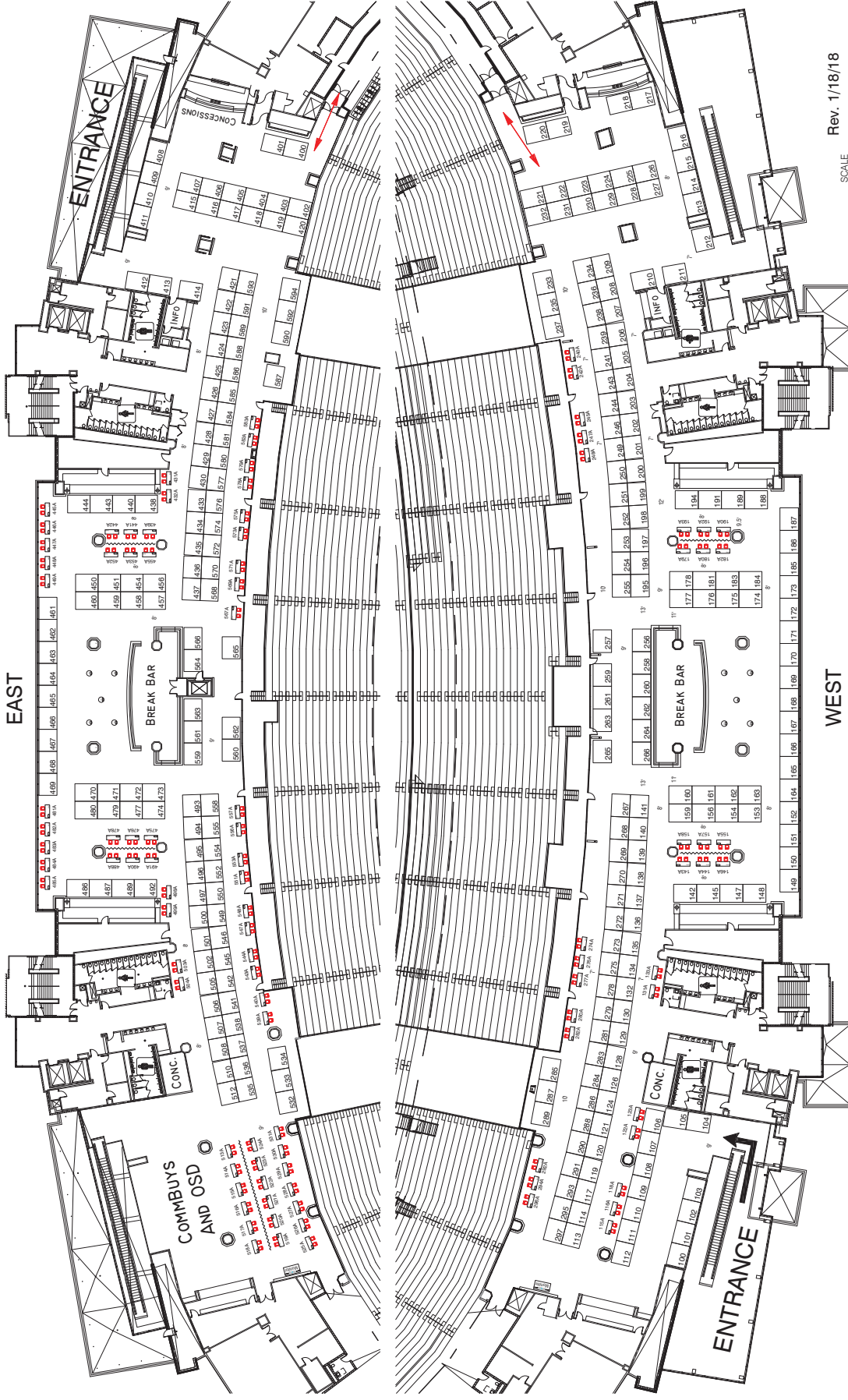
Please be sure to visit with our 20-Year Exhibitors!

AGENDA

7:45	Attendee Registration Opens	Putnam Club East, E-4 Entrance Putnam Club West, W-1 Entrance
8:00	Exhibit Hall Opens	Putnam Club East and Putnam Club West
8:00-9:30	Networking Breakfast	Putnam Club East and Putnam Club West Break Bars
8:00-10:00	Supplier Diversity Office Supplier Diversity Program Awards Ceremony*	Putnam Club West, South Landing, Red Level, Floor 2
8:00-3:00	OSD Booth and Government Resource Center	Putnam Club East (North Corner)
9:30-2:00	Concession Stand Open	Putnam Club East (South Corner)
9:30-3:00	Educational Workshops	Putnam Club East and Putnam Club West Red and Blue Level Suites Floors 2 and 3
11:00-12:00	MFAA Meeting*	Putnam Club East, Suite Red 21, Floor 2
12:15-1:00	Lunch – Option 1	Cross Insurance Pavilion, North Concourse
1:00-1:45	Lunch – Option 2	Cross Insurance Pavilion, North Concourse
1:00-3:00	DCAMM – MAFMA Meeting*	Putnam Club East, Super Suite Blue 10, Floor 3
3:00	Exhibit Hall Closes	Putnam Club East and Putnam Club West W-2, W-3, W-4, E-3, and E-4 Exits

* These meetings are by invitation only.

MASSBUYS EXPO 2018
May 10, 2018
Gillette Stadium · Foxborough, Massachusetts



Rev. 1/18/18
SCALE
0 10 20 30 40 50 60

CAPITAL
convention contractors

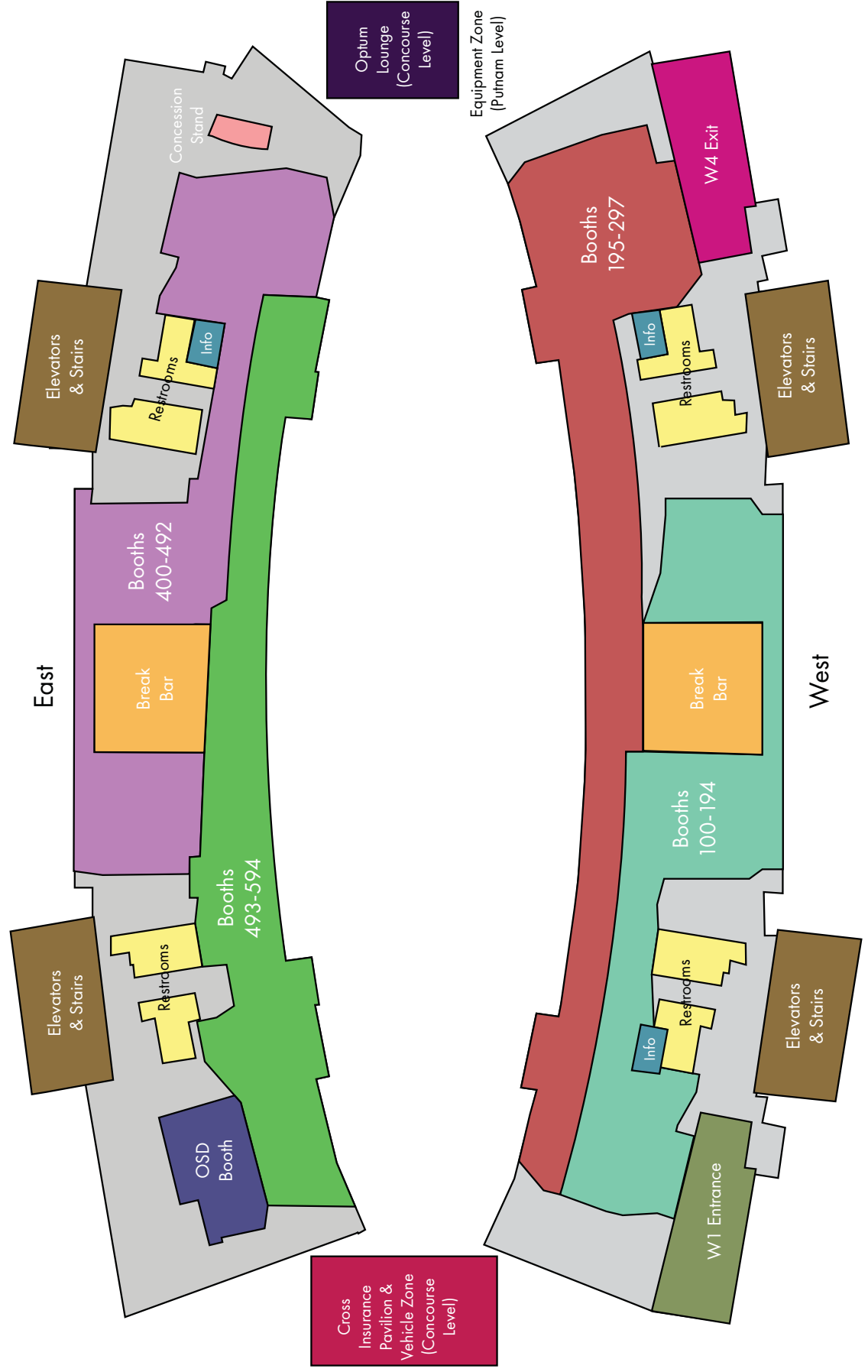
Putnam East Club
127-8x10 booths
66-6x2 tabletops
Aisle widths as noted

Putnam West Club
164-8x10 booths
32-6x2 tabletops
Aisle widths as noted

MASSBUYS EXPO 2018

May 10, 2018

Gillette Stadium



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Booths: 268, 269 and 270
Category: Information Technology - Hardware
Statewide Contract: ITC66



W.B. Mason is a 100-year-old distributor of office supplies and related products. Based in Brockton, MA, we service all of New England, along with NY and NJ, from a dozen full-service regional sites. The largest privately-owned office supply distributor in the US.

Booths: 142, 145, 147, and 148
Category: Office & Educational Supplies and Services
Statewide Contracts: FAC85, GRO34, ITC66, OFF36, OFF38, and OFF45

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Booths: 508 and 510



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Booths: 408 and 409

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Comcast Business
Booth: 462
Category: Information Technology - Telecommunications
Statewide Contract: ITT46



Rutter Networking Technologies
Booth: 173
Category: Information Technology - Software & Services
Statewide Contracts: ITC47 and ITS53



Commonwealth Print Services
Booth: 177
Category: Office & Educational Supplies and Services
Statewide Contract: OFF44



Standard Electric, a Division of U.S. Electrical Services, Inc.
Booth: 174
Category: Facilities, Maintenance, Repair and Services
Statewide Contract: FAC100



The Resource Connection, Inc.
Booth: 140
Category: Professional Services
Statewide Contract: PRF57



TPX Communications
Booth: 254
Category: Information Technology - Telecommunications
Statewide Contract: ITT46

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Silver



Bob Barker Company
Booth: 103
Category: Clothing and Footwear
Statewide Contracts: CLT08 and FIR04



Clough Harbour & Associates LLP
Booth: 158
Category: Professional Services
Statewide Contracts: PRF62 and PRF69



Childscapes
Booth: 104
Category: Facilities, Maintenance, Repair, and Services
Statewide Contract: FAC104



Eliassen Group
Booth: 293
Category: Information Technology - Software & Services
Statewide Contracts: ITS53 and ITS63



Evolve Technologies Corporation
Booth: 250
Category: Information Technology - Communications
Statewide Contract: ITT46



G. A. Blanco and Sons, Inc.
Booth: 188
Category: Information Technology - Hardware
Statewide Contract: ITC66



Neopost
Booth: 532
Category: Office & Educational Supplies and Services
Statewide Contract: OFF39



Now Business Intelligence
Booth: 111
Category: Information Technology - Software & Services
Statewide Contract: ITS53



OnX
Booth: 284
Category: Information Technology - Hardware
Statewide Contracts: ITC47 and ITS53



Standard Modern Company
Booth: 70
Category: Office & Educational Supplies and Services
Statewide Contract: OFF44



Trans Med USA, Inc.
Booth: 135
Category: Healthcare and Lab Products
Statewide Contracts: HSP40 and HSP41



Verizon
Booth: 126
Category: Information Technology - Telecommunications
Statewide Contract: ITT46



Wakefield Moving & Storage
Booth: 500
Category: Facilities, Maintenance, Repair, and Services
Statewide Contract: FAC96

EDUCATIONAL SESSIONS

9:30 a.m. - 10:30 a.m.

Building a Successful Lean Roadmap

Putnam Club East, Super Suite Blue 10, Floor 3

Emerging Technologies in Pest Management

Putnam Club West, Suite Red 71, Floor 2

Engineering Services: A Buyer's Workshop

Putnam Club East, Super Suite Red 10, Floor 2

Save Time and Achieve Best Value Using
OSD's Statewide Contracts

Putnam Club West, Super Suite Red 81, Floor 2

Tips and Tricks to Using COMMBUYS
for Municipal Buyers

Putnam Club West, Super Suite Blue 81, Floor 3

11:00 a.m. - 12:00 p.m.

Construction Procurement Law

Putnam Club East, Super Suite Blue 10, Floor 3

Cyber Security Awareness

Putnam Club West, Suite Blue 70, Floor 3

Digital Transformation with Microsoft Office 365

Putnam Club West, Super Suite Blue 81, Floor 3

How to Survive an Active Shooter

Putnam Club West, Super Suite Red 81, Floor 2

Purchasing Vehicles from VEH98

Putnam Club West, Suite Red 71, Floor 2

Stretch Your Procurement Budget with the State and Federal
Surplus Property Programs

Putnam Club East, Super Suite Red 10, Floor 2

EDUCATIONAL SESSIONS

1:30 p.m. - 2:30 p.m.

Bidding Basics and Beyond — a Chapter 30B Overview

Putnam Club West, Super Suite Blue 81, Floor 3

Developing a Process Mindset

Putnam Club West, Super Suite Red 81, Floor 2

Enhancing Public Safety and Security Using New Technology

Putnam Club East, Super Suite Red 10, Floor 2

What's New in the Supplier Diversity and Small Business Purchasing Programs for FY2019?

Putnam Club West, Suite Red 71, Floor 2

DOWNLOAD THE **MASSBUYS EXPO** EVENT APP TODAY!

Download Instructions:

1. Type <https://crowd.cc/s/1uIS4> into your mobile web browser
2. Download the CrowdCompass AttendeeHub App
3. Open App and search for MASSBUYS 2018
4. You will be prompted to confirm your registration.

OR

Scan this code with a QR reader to easily download the AttendeeHub App.



EDUCATIONAL SESSIONS

9:30 a.m. - 10:30 a.m.

Building a Successful Lean Roadmap

Putnam Club East, Super Suite Blue 10, Floor 3

Presenter: Tony Rodriguez

It is well documented that most lean efforts fail. Government has jumped into using lean as the means to improve efficiencies and remove waste from processes. This workshop explains why a lean roadmap is essential in executing a sustainable lean journey and it will arm municipalities and state agencies with information to help make any lean project a successful undertaking.

Emerging Technologies in Pest Management

Putnam Club West, Suite Red 71, Floor 2

Presenter: Mark Weaver

Pests, as we all know, are nuisances that can cause disease and other health issues for facilities, staff, and the people who function within those buildings. This workshop will feature new technological approaches to Pest Management that include Remote Detection and Monitoring Stations, Pest Exclusion for building envelopes and interiors, Environmentally Sensitive Products, and improved implementation.

Engineering Services: A Buyer's Workshop

Putnam Club East, Super Suite Red 10, Floor 2

Presenters: Christine Cedrone, John Clarkeson, and Sorraia Tavares

This workshop is designed for buyers whose primary focus is in engineering and environmental consulting. Attendees will leave this workshop with actionable information regarding two newly established professional services Statewide Contracts for Facility Engineering Services and Environmental Engineering, Diagnostics, and Testing Services available under Statewide Contracts PRF69 and PRF67, respectively. Key procurement individuals from the Division of Capital Asset Management & Maintenance (DCAMM) and Department of Conservation and Recreation (DCR) will be discussing and leading an open dialogue regarding services available under these contracts. Case studies will be presented to help participants identify when to use these contracts.

Save Time and Achieve Best Value Using OSD's Statewide Contracts

Putnam Club West, Super Suite Red 81, Floor 2

Presenter: Zelpha Bennett

OSD's Statewide Contracts offer state-negotiated pricing and other tangible benefits, such as prompt pay discounts, bulk purchase pricing, and extended warranties. Utilizing Statewide Contracts can save you time and money, while providing best value for your organization and Massachusetts taxpayers. All buyers are invited to attend this workshop, which will provide an overview of new and popular Statewide Contracts and how to order from them.

Tips and Tricks to using COMMBUYS for Municipal Buyers

Putnam Club West Super Suite Blue 81, Floor 3

Presenters: Jackie Abbott, Jennifer Forsey, and Patricia Burke

This 60-minute forum will include tips and tricks on how to better navigate and utilize COMMBUYS. OSD's Local Government Enablement Team will demonstrate how to order products using PunchOut catalogs, record contract purchases after the fact through RPAs, post an advertisement/bid, and locate grant opportunities.

EDUCATIONAL SESSIONS

11:00 a.m. - 12:00 p.m.

Construction Procurement Law

Putnam Club East, Super Suite Blue 10, Floor 3

Presenters: Susan Goldfischer and Tom Tagan

A comprehensive review of the Massachusetts Public Construction Procurement Laws and processes governing Construction, Renovation, Repair, and Maintenance Services with a focus on buildings. The presentation will highlight the changes made to the laws governing vertical and horizontal procurement by the Municipal Modernization Act of 2016 and will touch on other construction-related topics such as DCAMM Certification, Contractor Evaluations, and Emergency Waivers.

Cyber Security Awareness

Putnam Club West, Suite Blue 70, Floor 3

Presenter: Eric Dunham

It takes less than five minutes for hackers to create and engage employees with an enticing and deceptive message that could result in disruption or a catastrophic scenario at your organization. This workshop will encourage participants to be inquisitive, to know what to look for, to question the suspicious, and to understand that the potential ramifications of misplaced trust spans beyond your organization's well-being.

Digital Transformation with Microsoft Office 365

Putnam Club West, Super Suite Blue 81, Floor 3

Presenters: Aureus Humboldt and Evan Kamien

How can I empower my workers to do more and be more productive? What is in Microsoft Office 365 and how can we better use it? Are we ready for the Cloud? What is Digital Transformation? Digital transformation encompasses business process transformation, re-thinking how a process works, and looking at the tools that could be used to improve the process. This workshop will provide participants with a greater understanding of Digital transformation and how Office 365 can be a foundation for that journey.

How to Survive an Active Shooter

Putnam Club West, Super Suite Red 81, Floor 2

Presenter: Joseph Solomon

It will take law enforcement between three and five minutes to arrive at the scene of an active shooter incident. Survival is the focus and this workshop will explain what you should do to survive during these crucial three to five minutes.

Purchasing Vehicles From VEH98

Putnam Club West, Super Suite Red 71, Floor 2

Presenters: Chris Bouchard, Karen Rasnick, and Lisa Westgate

Statewide Contract VEH98 continually expands to include new classes of vehicles and this workshop will review the types of vehicles under contract, the selection processes, options, and upfitting. We also will discuss how to purchase vehicles through COMMBUYS, how to purchase vehicles outside of COMMBUYS, how to manage the quoting process, and how to compare quotes across manufacturers.

Stretch Your Procurement Budget with the State & Federal Surplus Property Programs

Putnam Club East, Super Suite Red 10, Floor 2

Presenters: Ted Bunnell and John Martin

Each year, it seems that budget cuts are inevitable. There is a way to stretch your procurement budget by taking advantage of the State and Federal Surplus Property Programs. This workshop will provide participants with a better understanding of both programs and it will include an overview of the applicable regulations and policies for Executive Departments, Local Governments, and eligible Non-Profit Organizations.

EDUCATIONAL SESSIONS

1:30 p.m. - 2:30 p.m.

Bidding Basics and Beyond — a Chapter 30B Overview

Putnam Club West, Super Suite Blue 81, Floor 3

Presenter: Molly Conneely

Overview of Chapter 30B procedures for most agreements for supplies and services and dispositions of surplus supplies; and an introduction to cooperative purchasing. Discussion of the Inspector General's procurement resources, including The Chapter 30B Manual, Chapter 30B telephone consultations, the Massachusetts Certified Public Purchasing Official (MCPPO) certification program, 30B on-line training videos, quarterly Procurement Bulletins, and charts on local procurement procedures. Real property will not be covered.

Developing a Process Mindset

Putnam Club West, Suite Red 81, Floor 2

Presenter: Dana Henry

All work is a process. To improve how work gets done, it is critical to first define the current state of the process or discover that there is no consistent process in place. By understanding how to define work as a process and uncover hidden waste, you may improve your team's efficiency and build a continuous process mindset. This workshop will help attendees learn how to develop process maps, identify common wastes, understand techniques to define a more efficient future state, and begin to build a process mindset.

Enhancing Public Safety and Security Using New Technology

Putnam Club East, Super Suite Red 10, Floor 2

Presenter: John Grennon

This workshop will review crime statistics from the FBI's Uniform Crime Reporting (UCR) program to discuss the public's perception of crimes versus actual crimes happening in our communities. It will review how new technologies, such as cameras, unmanned aerial vehicles (drones), and nuclear, biological, and gunshot detection, may help make your community both safe and "smart."

What's New in the Supplier Diversity and Small Business Purchasing Programs for FY2019?

Putnam Club West, Suite Red 71, Floor 2

Presenter: Dmitriy Nikolayev

In FY2019, OSD's Supplier Diversity Office will be implementing some changes to the Supplier Diversity Program (SDP) and the Small Business Purchasing Program (SBPP). This workshop provides an overview of both programs, reviews the upcoming policy changes and their impact on Executive Departments, and offers demonstrations of new tools coming available in FY2019, including the monthly contractor status report, the SDP/SBPP dashboard, and the updated Certrak database.

PRESENTERS

Jackie Abbott

Local Government Account Manager
Operational Services Division

Jackie Abbott joined the Operational Services Division more than six years ago as a training coordinator, teaching a variety of classes on purchasing, procurement, and OSD programs. She serves on the Local Government Enablement Team, assisting Massachusetts cities and towns in their adoption of COMMBUYS, the Commonwealth's procurement platform. Ms. Abbott currently serves communities in Northern, Western, and Central Massachusetts. She is an active member of the Massachusetts Association of Public Purchasing Officials (MAPPO).

Zelpha Bennett

Trainer
Operational Services Division

Zelpha Bennett is a trainer for the Operational Services Division, responsible for designing and delivering training classes to vendors and buyers. She joined OSD in 2015. Ms. Bennett's experience ranges from elementary school teacher, human resources and benefits administrator, and tourism and hospitality trainer to community college lecturer.

Christopher J. Bouchard

Highway Superintendent
Town of Becket

Chris Bouchard has extensive Fleet Maintenance experience, has been a member of the Otis Fire Department for 25 years, and he currently serves as the Assistant Fire Chief. Mr. Bouchard is a member of the Board of Directors of the Massachusetts Highway Association, serving as the Berkshire County Representative, and is the Chairman of the Massachusetts Highway Association Driver Skills and Training Committee.

Ted Bunnell

State Surplus Property Coordinator
Operational Services Division

Ted Bunnell is the State Surplus Property Coordinator, responsible for the administration of the State and Federal Surplus Property Programs for the Commonwealth. Ted has more than 15 years of experience in the automotive industry, including Operations & Sales Management, Repair Service, and Vehicle Auctions.

Patricia Burke

Local Government Account Manager
Operational Services Division

Patricia Burke joined the Operational Services Division in 2014 as a Local Government Account Manager. In this role, Ms. Burke consults with municipalities and eligible entities located in Southeastern and Central MA, as well as the South Shore, Cape Cod, and Islands in developing their COMMBUYS implementation strategy and adoption plans to automate and modernize their purchasing practices. Patricia is an active member of the Massachusetts Association of Public Purchasing Officials (MAPPO), the Massachusetts Association of School Business Officials (MASBO), and she has earned various certificates for public purchasing in Massachusetts.

Christine Cedrone

Assistant Director of Contracts and
Procurement
Department of Conservation and
Recreation

Christine Cedrone is the Assistant Director of Contracts and Procurement for the Department of Conservation and Recreation (DCR). She oversees the Supplier Diversity Program for the agency and increased the agency's goals. Prior to joining DCR, she was a practicing attorney.

PRESENTERS

John Clarkeson

Director of Contracts and Procurement
Department of Conservation and
Recreation

As Director of Contracts and Procurement for the Department of Conservation and Recreation (DCR), Mr. Clarkeson oversees more than \$138 million in contracting through private vendors for construction services, long-term maintenance of parks and facilities, as well as goods and services to ensure a safe and fulfilling constituent experience at DCR sites statewide. Before joining DCR, Mr. Clarkeson served the Executive Office of Energy and Environmental Affairs where he developed the Commonwealth's Dam and Seawall Repair and Removal program and was a key contributor to the Massachusetts Climate Change Adaptation Report as the principal author of the chapter on the Local Economy and Government.

Molly Conneely

Associate Counsel
Regulatory and Compliance Division
Office of the Inspector General

Molly Conneely is an Associate Counsel in the Regulatory and Compliance Division of the Massachusetts Office of the Inspector General. Ms. Conneely provides guidance to local officials on procurement-related matters in addition to conducting research and educational outreach for the Office. She previously worked in the compliance department for a non-profit hospital system and interned at the Department of Public Health while in law school.

Eric C. Dunham

IT Security and Business Continuity
Consultant
HUB Technical Services, LLC

Eric Dunham is an IT Security and Business Continuity Specialist with HUB Technical Services, LLC. Mr. Dunham has more than 20 years of IT industry experience and has served in capacities such as an IT Security Consultant, IT Management, Sr. Data Center Solutions Architect, Program Management, and Application Development. His hands-on experiences and knowledge have been acquired through decades of multi-faceted engagements with privately owned, publicly traded, and public sector institutions across the country. Mr. Dunham's mission is to help organizations achieve intended business results by leveraging technology in a secure manner across their enterprises through the development, implementation, and evolution of "priorities-based" IT Security enhancement solutions.

Jennifer Forsey

Local Government Account Manager
Operational Services Division

Jennifer Forsey is a Local Government Account Manager for the Operational Services Division (OSD), responsible for the North Shore, Metro Boston, Worcester County, and Berkshire County regions. Jennifer joined OSD in 2014, as a COMMBUYS Purchasing Trainer, working primarily with state agencies and municipalities to strengthen their knowledge of COMMBUYS. Jennifer is an active member of the Massachusetts Association of Public Purchasing Officials (MAPPO).

Susan Goldfischer

Deputy General Counsel
Division of Capital Asset Management and
Maintenance

Susan Goldfischer serves as Deputy General Counsel at the Division of Capital Asset Management and Maintenance (DCAMM), providing legal counsel on all manner of construction related issues. Ms. Goldfischer also has oversight responsibility for DCAMM's construction procurements and construction contract compliance, including the MBE/WBE program. She represents the agency in all of its construction procurement related disputes.

PRESENTERS

John Grennon

Director of Business Development
LAN-TEL Communications, Inc.

As Director of Business Development at LAN-TEL Communications, Inc., John Grennon is an accomplished speaker and presenter on homeland security and public and campus safety. As an adjunct professor in criminology and homeland security at The University of Massachusetts Lowell and a retired Sheriff with more than two decades of experience, Mr. Grennon brings a vast knowledge of security procedures, campus safety measures, homeland security laws and initiatives, and shooter detection technologies that campus leaders need to know about in today's world.

Dana Henry

Director
Organizational Development and
Leadership Solutions (ODLS)
UMass Donahue Institute (UMDI)

Dana Henry became the director of ODLS in January 2017. Ms. Henry has more than 25 years of experience focused on the design, development, and implementation of custom learning solutions, as well as providing organizational development consulting services. She has led strategic planning and prioritization with senior leaders, developed change management skills in middle managers, and built organizational bench strength through the development of emerging leaders. Her most recent work at UMDI has included leading senior team off-sites; conducting organizational impact analysis of retiring employees; and large group facilitation of board meetings, state agency committees, and public meetings.

Aureus Humboldt

Sales Manager
Now Business Intelligence (NBI)

Aureus Humboldt brings more than 20 years of Technology direct sales and marketing experience to the NBI team. In his role, Mr. Humboldt focuses on how process and technology contribute to Digital Transformation. His passion is transforming how businesses buy and implement technology, taking a customer first approach to delivering outcomes that match customers' expectations. Mr. Humboldt previously served as a CEM consultant, Data Center and Telecommunications consultant, and, more recently, his efforts have been devoted to delivering Managed IT Services to organizations of all sizes.

Evan Kamien

Microsoft Program Manager
Now Business Intelligence (NBI)

Evan Kamien's experience includes more than 17 years of experience delivering custom technology services and thousands of hours managing, scoping, and delivering IT projects. For the last 11 years, the majority of Mr. Kamien's time has been spent providing innovative IT services and solutions to banking, oil and gas, non-profit, bio-tech, education, and state and local government organizations. His passion is delivering solutions according to best practices that achieve the expected business outcomes of the company's clients.

John Martin

Business Specialist
Office of Vehicle Management
Operational Services Division

John Martin is the Business Specialist for the Office of Vehicle Management and the State and Federal Surplus Property Programs. Prior to joining OSD, Mr. Martin completed an internship in the Leicester/Spencer Town Planning Office and spent the following four years in the utilities industry. Most recently, he served as a member of Program Management for Energy Federation, Inc., responsible for 36 incentive programs across 12 utilities nationwide. Mr. Martin brings client facing and administrative experience to OSD where his primary focus is to build and maintain healthy relationships with State Agencies, Towns/Municipalities, and Non-profit organizations.

PRESENTERS

Dmitriy Nikolayev

Director of Programs and Reporting
Supplier Diversity Office
Operational Services Division

Dmitriy Nikolayev is the Director of Programs and Reporting at OSD's Supplier Diversity Office, responsible for managing the Supplier Diversity Program and the Small Business Purchasing Program.

Karen Rasnick

Lease Administrator
Office of Vehicle Management
Operational Services Division

Karen Rasnick, CAFM, is the Lease Administrator for the Office of Vehicle Management (OVM) within the Operational Services Division, a position she has held since September 2015. Ms. Rasnick earned the Certified Automotive Fleet Manager (CAFM) designation in April 2012 through her affiliation with the NAFA Fleet Management Association. She brings more than 10 years of private sector experience to OSD from her prior role as Fleet Administrator at EMD Serono, where she managed a mixed fleet of pharmaceutical sales vehicles and monthly stipend participants, responsibly meeting corporate goals for safety, fuel efficiency, and finance.

Tony Rodriguez

President
Daniel Penn Associates, LLC

Tony Rodriguez, CMC, is a certified management consultant with 41 years of experience. He successfully has directed projects for large entities in the public and private sectors in the U.S. and abroad. Mr. Rodriguez utilizes current methodologies in facilitation/team development productivity, re-engineering, lean transformation, supply chain optimization, and productivity improvement. Since 1999, Mr. Rodriguez has served as President of Daniel Penn Associates, responsible for the management of all of the firm's activities, including sales and marketing, operations, financial management, administration, and strategic planning, as well as overseeing the quality assurance and project management/customer relations activities of client engagements.

Joseph E. Solomon

Chief Financial Officer
Eagle Investigative Services, Inc. (EIS)

Joseph E. Solomon is the Chief of Police in a major city police department where he has more than 32 years of service and the CFO of EIS. Mr. Solomon is well versed in Law Enforcement and Security Operations; Business, Government, and School Risk Mitigation; Safety and Security; CPR/AED, First Aid, and various medical certification training; as well as Emergency Services, Firearms, and Tactical Operations Training. He is a recognized expert and innovator in Personal Safety and Security, Crisis Mitigation, and Community Relations.

Tom Tagan

Director of Facility Resources
Division of Capital Asset Management and Maintenance

Tom Tagan has worked for the Commonwealth of Massachusetts for more than 20 years and he currently serves as Director of Facility Resources in the Division of Capital Asset Management & Maintenance (DCAMM). In this role, he liaises with agencies in the Executive Office of Health and Human Services and the Executive Office of Public Safety and Security. Tom also is responsible for managing DCAMM's Deferred Maintenance funding program and he chairs the Massachusetts Facilities Management Association (MAFMA). Prior to joining DCAMM, Tom worked for the Department of Mental Health as the Director of Core Services.

PRESENTERS

Sorraia Tavares

Strategic Sourcing Services Lead
Operational Services Division

Sorraia Tavares is a procurement professional and currently serves as a Strategic Sourcing Services Lead for the Operational Services Division. In her current position, Mrs. Tavares primarily manages professional services contracts in the fields of management consulting, marketing and advertising, foreign language, TELP financing, energy, engineering, and environmental consulting. Prior to joining OSD, Mrs. Tavares, worked in similar procurement positions for other government entities in Massachusetts.

Mark Weaver

Owner
M. D. Weaver, the Pest Reliever®

Mark Weaver, owner of MD Weaver, has a B.S. degree in Entomology from the University of New Hampshire, Durham, and he is Board Certified through the Entomological Society of America (BCE). Mr. Weaver's work experience spans more than 30 years, and includes mosquito control and Urban Pest Management.

Lisa Westgate

Strategic Sourcing Services Lead
Operational Services Division

Lisa Westgate has served as a Strategic Sourcing Services Lead in the Operational Services Division since July 2014. She has more than two decades of Contract Management and Operations experience. Ms. Westgate previously worked at Mercer HR Services where she held the position of Director of Procurement and Vendor Management.



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- ❖ And more!

EXHIBITORS

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EZ = Equipment Zone
VZ = Vehicle Zone

EXHIBITORS BY BOOTH

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| 101 | Discount School Supply | 239 | JLS Mailing Services |
| 102 | AutoPlus Auto Parts/ Pep Boys | 241 | Canon USA, Inc |
| 103 | Bob Barker Company | 243 | Cintas Corporation |
| 104 | Childscapes | 244 | Cintas Corporation |
| 105 | Advocate Solutions | 246 | ATC Group Services |
| 106 | BMCA, Inc. dba Air Duct Services | 249 | Environmental Express/Cole Parmer |
| 107 | Ehrlich Pest Control | 250 | Evolve Technologies Corporation |
| 108 | Northeast Two Way Radio Corp. | 251 | New England Archives Center |
| 109 | GPS Insight | 252 | The Autumn Group |
| 110 | IRN - The Reuse Network | 253 | Sprint |
| 111 | Now Business Intelligence | 254 | TPx Communications |
| 112 | Johnstone Supply-The Woburn Group | 255 | Hampden/Zimmerman Electric Supply |
| 113 | John Deere Company | 256 | Busch Systems International |
| 114 | Fastenal | 257 | Vertical Communications |
| 117 | Fastenal | 258 | Total Communications, Inc. |
| 119 | T-Mobile | 259 | Casey Engineered Maintenance Inc |
| 120 | K&M Communications | 260 | WEX INC. |
| 121 | Wilkem Scientific | 261 | Pitney Bowes |
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| 126 | Verizon | 263 | Metropolitan Pipe and Supply |
| 128 | Bobcat of Boston, Inc. | 264 | Comtronics Corp |
| 129 | Hilti, Inc. | 265 | Goosetown Enterprises |
| 130 | W.B. Hunt Co., Inc. | 266 | Eagle Investigation Services, Inc. dba
EIS, Inc. |
| 132 | Office Resources, Inc. | 267 | Whalley Computer Associates |
| 134 | The Vertex Companies, Inc. | 268 | Toshiba Business Solutions |
| 135 | Trans Med USA | 269 | Toshiba Business Solutions |
| 136 | The Norfolk Companies | 270 | Toshiba Business Solutions |
| 137 | FTG Technologies | 271 | Enterprise Rent-A-Car |
| 138 | Keane Fire & Safety Equipment Co., Inc. | 272 | Ricoh USA, Inc. |
| 139 | Burgess Pest Management | 273 | Simplex Janitorial Supplies |
| 140 | The Resource Connection, Inc. | 275 | Simplex Janitorial Supplies |
| 141 | Infrastructure Ltd. | 278 | Allied Auto Parts Co. |
| 142 | WB Mason Co Inc | 279 | JN Phillips Auto Glass |
| 145 | WB Mason Co Inc | 281 | Turf Products |
| 147 | WB Mason Co Inc | 283 | GameTime Park & Playground
Equipment/ MRC |
| 148 | WB Mason Co Inc | 284 | OnX |
| 149 | Donnegan Systems | 285 | National Van Builders, Inc./National
Fleet Hybrids |
| 150 | RSM | 286 | ePlus Technology, Inc |
| 151 | American Moving & Installation Inc. | 287 | Cyber Communications |
| 152 | Direct Energy Business | 288 | AVI-SPL, Inc. |
| 153 | B2Q Associates, Inc. | 289 | A. Walecka & Son, Inc. |
| 154 | Clough Harbour & Associates LLP | 290 | FM&M, Inc. |
| 156 | BCM Controls Corporation | 291 | Galaxy Integrated Technologies |
| 159 | Johnstone Supply | 293 | Eliassen Group |
| 160 | Likarr, Inc | 295 | Westnet, Inc. |
| 161 | ALL-COMM Technologies, Inc. | 297 | Metropolitan Telephone |
| 162 | BerryDunn | 400 | Lindenmeyr Munroe |
| 163 | Inception Technologies Inc | 401 | F.W. Webb |
| 164 | CDW-G | 403 | Internal Security Associates, LLC |
| 165 | RR Donnelley | 405 | Dennison Lubricants |
| 166 | Valley Communications Systems | 406 | Fisher Scientific |
| 167 | Valley Communications Systems | 407 | Custom Computer Specialists, Inc. |
| 168 | Valley Communications Systems | 408 | NASPO ValuePoint |
| 169 | Valley Communications Systems | 409 | NASPO ValuePoint |
| 170 | Standard Modern Co. | 410 | Kaplan Early Learning Company |
| 171 | Isaac's Moving and Storage | 411 | Beltronics Inc. |
| 172 | Creative Office Pavilion | | |
| 173 | Rutter Networking | | |
| 174 | Standard Electric, a Div. of U.S. Electrical
Services Inc. | | |
| 175 | Premier Park & Play | | |
| 176 | LAN-TEL Communications, Inc. | | |
| 177 | Commonwealth Print Services | | |
| 178 | IntraSystems, Inc. | | |
| 181 | Pro AV Systems | | |
| 183 | Competitive Energy Services | | |
| 184 | Genuine Parts Company | | |
| 185 | PC Enterprises Inc dba Baystate Computer
Services | | |
| 186 | HUB Tech | | |
| 187 | Capone Communications | | |
| 188 | G. A. Blanco & Sons, Inc. | | |
| 189 | G. A. Blanco & Sons, Inc. | | |
| 191 | Integration Partners | | |
| 194 | HRP Associates, Inc. | | |
| 195 | Industrial Communications | | |
| 196 | Rental Concepts, Inc. dba Fleet Response | | |
| 197 | New England Disposal Technologies, Inc. | | |
| 198 | M.E. O'Brien & Sons, Inc. | | |
| 199 | Milhench Supply | | |
| 200 | Charm-Tex Inc. | | |
| 201 | Virco Inc. | | |
| 202 | Proshred Security | | |
| 203 | Applied Communications Services, Inc. | | |
| 204 | United Rentals (North America), Inc. | | |
| 205 | Konica Minolta | | |
| 206 | Konica Minolta | | |
| 207 | Hillyard, Inc. | | |
| 208 | Hillyard, Inc. | | |
| 209 | Ontario Investments, Inc. | | |
| 210 | Razz-M-Tazz Promotions LLC | | |
| 211 | Dugmore & Duncan, Inc. | | |
| 212 | Dennis K. Burke, Inc. | | |
| 213 | Systematics | | |
| 214 | RISO, Inc. | | |
| 215 | Kittredge Equipment Company | | |
| 216 | Kittredge Equipment Company | | |
| 217 | Setronics Corp. | | |
| 218 | Setronics Corp. | | |
| 219 | Favreau Forestry, LLC | | |
| 220 | Snap-On Industrial | | |
| 221 | Tri State Truck Center | | |
| 222 | HP, Inc. | | |
| 223 | Graybar | | |
| 224 | Graybar | | |
| 225 | Suburban Glass & Mirror Co | | |
| 226 | LCN Division of EG Sawyer Co. Inc. | | |
| 227 | CPower | | |
| 228 | North-Eastern Tree Service Inc | | |
| 229 | AshBritt, Inc. | | |
| 230 | Shanahan Sound & Electronics, Inc. | | |
| 231 | Shanahan Sound & Electronics, Inc. | | |
| 232 | Andrews International Government Services | | |
| 233 | Ariens Company | | |
| 235 | Ariens Company | | |
| 237 | Ariens Company | | |
| 234 | CAM Office Services | | |
| 236 | Johnson Controls (formerly Tyco Security) | | |

EXHIBITORS BY BOOTH

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414 McKesson Medical-Surgical
421 Baystate Interpreters
422 The Ockers Company
423 FM Generator
424 Action Apparel Inc.
430 Norfolk Power Equipment Inc.
433 ACV Enviro (Clean Venture, Inc.)
434 Sullivan & McLaughlin, Inc.
435 The Amaral Group, LLC
436 Green Mountain Communications
437 American Alarm and Communications
438 Lenovo
454 Beacon Hill Staffing Group
456 TransCOR Information Technologies
457 RMG Enterprise, LLC
458 W.W. Grainger, Inc.
459 Minuteman Security Technologies
460 Sterling Printing
461 NorthEast Electrical Distributors
462 Comcast Business
463 Sign Design, Inc.
464 Geolnsight, Inc.
468 United Medical Waste Management
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470 D&S Communications Inc.
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472 Red Thread Spaces
473 NITCO
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494 Comm-Tract Corp
495 Marcus Communications
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500 Wakefield Moving & Storage
507 Government Scientific Source
508 Periscope Holdings
510 Periscope Holdings
512 Safeware Inc.
532 Neopost
535 Xerox
550 MHQ Inc.
552 Signet Electronic Systems Inc.
555 Wilmot's Paint & Decorating Center
558 Trillium Technical
559 MSC Industrial
560 EBP Supply Solutions
562 EBP Supply Solutions
561 Cascade Engineering, Inc.
563 Citiworks, Corp.
564 Equipment East, LLC
565 RetroFit Technologies
566 Motorola Solutions
568 Veritiv
570 Bay State Envelope
572 ECI Systems
581 ABC Moving & Storage
586 Northern Tree Service Inc.
587 ENE Systems, Inc.

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594 AIS
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EZ - CL 6 Bacher Corporation of Connecticut

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133A Compass IT Compliance, LLC
143A Resourcesoft, Inc.
144A UMass Donahue Institute
146A Adamson Industries Corp
155A CSY Technologies
157A Geriatric Medical
158A Central Dodge Inc
179A VLink Inc
180A Pasek Corporation
182A Carey Auto, Inc. Truck Equipment
190A Planet Technologies, Inc.
192A Trippi's Uniforms
193A Diamond Relocation
240A Boston Data Group, Inc.
242A Clean Cut Solutions
245A Tallan, Inc.
247A Daniel Penn Associates, LLC
248A Modis
274A EFI Global, Inc.
276A SHI International Corp.
277A Nestle Waters North America
280A Carey Wiper & Supply Co.
282A AT&T
292A MG Products LLC
294A Cross Cultural Communication Systems, Inc.
296A MD Weaver Corporation
431A xFact Inc.
432A KPMG
439A XL Hybrids
441A Languages Translation Services
446A Cardinal Health
449A SAK Environmental, LLC
453A VMware
455A Collins Electric Company Inc
475A Stonewall Solutions, Inc.
476A JPMorgan Chase Bank
478A Environmental Integrity Company LLC
481A nCourt, LLC
491A OPRSystems, Inc.
498A Presidio Networked Solutions
499A Jacobs
503A Interior Resources, LLC
504A New England Wheels, Inc.
513A Mass. Division of Capital Asset Management and Maintenance

514A Mass Facilities Administrators Association (MFAA)
515A Massachusetts Department of Labor Standards
516A MassCor
517A Massachusetts Association of Public Purchasing Officials (MAPPO)
518A Mass Environmental Trust
519A Mass Department of Transportation
520A MHEC
521A Massachusetts School Building Authority
522A York Street Industries/Hampden County Sheriff's Dept.
523A Mass. Growth Capital Corporation
524A Office of the Inspector General, Regulatory and Compliance Division
525A Carousel Industries
530A Office of the Comptroller
531A MassBizWorks
539A Windstream
540A Guardian Information Technologies, Inc.
543A Kamco Supply Corp. of Boston
544A Colonial Municipal Group
547A Addition Networks
548A WasteZero
551A Randstad Technologies
553A Boston Systems & Solutions
556A Eastern B&G Food Service Equipment
557A Medline Industries, Inc.
567A GoingClear Interactive
569A Bain Pest Control
571A Small Army
573A Verity Consulting
575A Massachusetts Pest Elimination
578A CPSL USA Corporation
579A Bobcat of CT
582A Millennium Printing Corporation
583A Corr Distributors

Vehicle Zone

VZ 01 ... Boston Freightliner | New England Road Equipment, Inc.
VZ 02 ... Dario Diesel Service, Inc.
VZ 03 ... Dario Diesel Service, Inc.
VZ 04 ... Liberty Chevrolet
VZ 05 ... Ballard Truck Center
VZ 06 ... Minuteman Trucks Inc
VZ 08 ... Mirak Auto Group
VZ 09 ... C.N. Wood Co., Inc.
VZ 10 ... Boston Lawnmower Company
VZ 11 ... Anderson Motors
VZ 12 ... Anderson Motors

EZ = Equipment Zone
VZ = Vehicle Zone

EXHIBITORS BY CATEGORY

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Booth 210.....Razzz-M-Tazz Promotions LLC

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Environmental Services

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Venture, Inc.)
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Table 583A.....Corr Distributors
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Booth 107.....Ehrlich Pest Control
Booth 464.....Geolnsight, Inc.
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Technologies, Inc.
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Facilities, Maintenance, and Repair Services

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Booth 256.....Busch Systems International
Table 280A.....Carey Wiper & Supply Co.
Booth 259.....Casey Engineered Maintenance Inc
Booth 563.....Citiworks, Corp.
Table 242A.....Clean Cut Solutions
Booth 211.....Dugmore & Duncan, Inc.
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Public Safety, Law Enforcement & Protection

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Table 118A William Lowe & Sons Corp
Table 439A XL Hybrids

EZ = Equipment Zone

VZ = Vehicle Zone

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Left to right: Jennifer Forsey, Account Manager; Patricia Burke, Account Manager; Jackie Abbott, Account Manager; Eric Murphy, Team Manager.

ENABLEMENT PROCESS

1

INITIAL MEETING

Conduct an on-site visit with purchasing and procurement personnel to discuss organization's current practices.

Demonstrate COMMBUYS functionality and benefits, while identifying local needs.

2

DEEP DIVE

Propose a COMMBUYS configuration tailored to local needs and processes.

Develop organization set-up activities and schedule on-site training in coordination with the Organization Administrator.

3

IMPLEMENTATION

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Booth 424
Clothing and Footwear
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Jack Losco (781) 224-0777

jlosco@actionapparelinc.com

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rdesjardins@adamsonindustries.com

Sales, Service, and Installation of Public Safety Vehicle Equipment.

Addition Networks

Table Top 547A
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114 Turnpike Road • Chelmsford, MA 01824
Nicole Elliott (978) 275-1603

nellott@additionnetworks.net

Addition Networks is a technology services provider for schools, cities and towns, and other non-profit organizations. For over 20 years we have provided managed telecommunication services including Internet Service, WAN, Firewall and Web/Email hosting.

Advocate Solutions

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Ruth Cutrone (860) 613-1205

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Booth 437

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Booth 151

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krowell@americanmovingandinstall.com

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Christopher Liptak

(508) 209-4038

christopher.liptak@andrewsinternational.com

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sgeorgules@appliedcomm.com

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David Ramirez

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dramirez@ariens.com

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Booth 229

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Rob Ray

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Equipment Zone - CL 6

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Table Top 569A

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Vehicle Zone Space 05

Vehicles, Transportation & Road Maintenance

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bbuckley@ballardtrucks.com

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Booth 570

Office, Recreation & Educational Supplies

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David Luongo (508) 337-8900

dluongo@bseprint.com



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Booth 421

Professional Services

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Jeffrey LeBlanc (978) 632-1662

jleblanc@baystateinterpreters.com

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BCM Controls Corporation

Booth 156

Public Safety, Law Enforcement & Protection

30 Commerce Way • Woburn, MA 01801

Nicholas Cottier (781) 897-5192

cottiern@bcmcontrols.com

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Clothing and Footwear
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Sarah Tangeman (919) 346-2128
sarahtangeman@bobbarker.com

Detention center supplier and duty gear for officers.



Bobcat of Boston, Inc.

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Candice Bamberg (978) 664-3727
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Matt Stack (860) 282-2648
matts@bobcatct.com

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Boston Data Group, Inc.

Table Top 240A
Information Technology - Software & Services
P.O. Box 162 • Norwood, MA 02062
Carol Corcoran (781) 487-2223
carol@bostondatagroup.com

Boston Data Group is one of NE's leading IT consulting firms. Over its 20-year history, BDG has built solutions for many of the region's leading organizations in financial services, insurance, and state and local government. At BDG we are compelled to deliver technically advanced and architecturally sound, benefit driven solutions.

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Craig Sickler (508) 857-0280
csickler@bostonfil.com

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Brooke Wilson

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ENE Systems, Inc.

Booth 587

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Renee Nihill

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rnihill@hubtech.com

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melissa.goodwin@induscom.com

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Mass Department of Transportation

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Government Agency
Ten Park Plaza • Boston, MA 02116
Angela Hemingway 857-368-8747
angela.h.hemingway@dot.state.ma.us

At the MA Department of Transportation, our mission is to deliver excellent customer service and safety to people traveling in the Commonwealth. We work to provide our nation's safest and most reliable transportation system to strengthen our economy and quality of life.

Mass Environmental Trust

Table Top 518A

Government Agency

100 Cambridge Street • Boston, MA 02114

Susan Lanza

(617) 727-4050

susan.lanza@state.ma.us

The MA Environmental Trust is a grant-making entity supported by the sales of environmentally themed license plates; the Right Whale, the Brook Trout, and the Blackstone Valley Mill. Over 40,000 drivers display these plates and contribute nearly \$1M to environmental projects each year. Order plates online at: www.mass.gov/dot/rmv.

Mass Facilities Administrators Association (MFAA)

Table Top 514A

Government Agency

P.O. Box 1027 • Dedham, MA 02027

Ken Wertz

(781) 775-6131

exec@massfacilities.com

The MA facilities Administrators Association (MFAA) is a professional, non-profit community of more than 180 facility directors that provide services for municipal and public K-12 schools in MA. Our organization has been providing support, networking, and professional development opportunities to members for over 40 years.

Mass. Growth Capital Corporation

Table Top 523A

Government Agency

529 Main Street • Charlestown, MA 02129

Robert Williams

(617) 504-8399

rwilliams@massgcc.com

MGCC is a quasi-public agency created in 2010 to provide financial services and technical assistance to small businesses, women-, minority-, immigrant-, and veteran-owned businesses in MA. We also work to promote economic development throughout the Commonwealth, focusing on Gateway cities and underserved communities.

Mass. Division of Capital Asset Management and Maintenance

Table Top 513A

Government Agency

One Ashburton Place • Boston, MA 02108

Tom Tagan

(617) 727-4050

francis.tagan@state.ma.us

The Division of Capital Asset Management and Maintenance's (DCAMM) Office of Facilities Management & Maintenance (OFMM) has established a network of state facilities managers, the Mass Facilities Manager's Association (MAFMA), that meets periodically to discuss specific topics of interest with the aim toward increased information sharing and problem solving.



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twatkins@salem.org

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MA Department of Labor Standards

Table Top 515A

Government Agency

19 Staniford Street • Boston, MA 02114

Michael Flanagan

(617) 626-6958

michael.flanagan@state.ma.us

The MA Department of Labor Standards' Workplace Safety and Health Program's mission is to prevent workplace injuries among public sector workers. We achieve this through investigation, voluntary inspection, outreach, and enforcement by our team of occupational safety and health specialists. Safe and healthy workplaces promote steadfast government service delivery and sound family units.

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Table Top 521A

Government Agency

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Maria Puopolo

(617) 720-4466

maria.puopolo@massschoolbuildings.org

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MassBizWorks

Table Top 531A

Government Agency

19 Staniford Street • Boston, MA 02114

Ken Messina

(617) 438-7841

ken.messina@massmail.state.ma.us

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Lynn Gilbode

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scott.pickens@mckesson.com

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kwhite@medline.com

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Sarah Waters (508) 734-1225
swaters@mettel.com

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MG Products LLC

Table Top 292A
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leanne@mgproducts.net

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MHEC

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Michael Girardi (413) 577-3550
mgirardi@mhec.net

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rboumel@minutemanst.com

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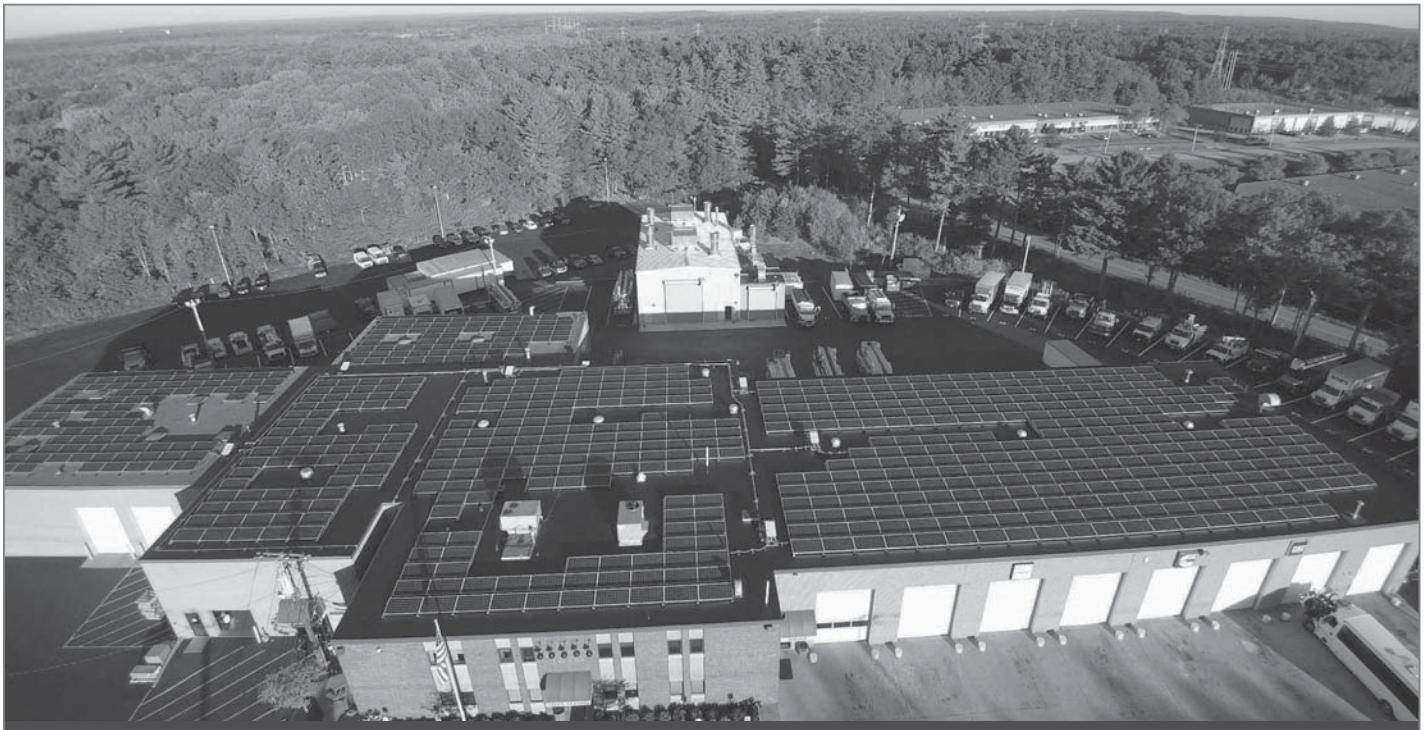
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EQUIPMENT LEASING

Office of the Comptroller

Table Top 530A
Government Agency
One Ashburton Place • Boston, MA 02108
Scott Olsen (617) 973-2360
scottq@massmail.state.ma.us

The Office of the Comptroller is a uniquely independent and apolitical overseer of more than \$60 billion in governmental and other funding sources and 12 million business transactions annually. The Comptroller oversees the Commonwealth's major audit functions ensuring security, transparency, accountability, and service delivery across all branches of state government.

Office of the Inspector General, Regulatory and Compliance Division

Table Top 524A
Government Agency
One Ashburton Place • Boston, MA 02018
Joyce McEntee Emmett (617) 722-8835
joyce.emmett@state.ma.us

The Regulatory and Compliance Division of the MA Office of the Inspector General interprets M.G.L.c., 30B, which governs the procurement of supplies, services and real property by local government bodies.

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Periscope Holdings

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Booth 201

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Brian Kirkwood

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briankirkwood@virco.com

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Table Top 179A

Information Technology - Software & Services

701 John Fitch Blv. • South Windsor, CT 06074

Selen Asar

(860) 247-1400

selen.asar@vlinkinfo.com

Started in 2006, VLink has built a 12-year old solid foundation of providing end-to-end project delivery services, IT services, and talent acquisition solutions to various clients of all sizes - from small, medium to large Fortune 500 companies.

VMware

Table Top 453A

Information Technology - Software & Services

3401 Hillview Road • Palo Alto, CA 94304

Laine Cavazos

(301) 694-0513

lcavazos@vmare.com

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Booth 130

Information Technology - Hardware

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Roger Treadwell

(781) 462-2343

rtreadwell@huntsphoto.com

W.B. Hunt Co., Inc. / Hunt's Photo & Video is a New England institution. The former Malden pharmacy has grown into the region's largest and most successful digital imaging equipment retailer with eight stores in four states and a reputation for excellence that spans more than a half century. Additionally, Hunts serves some 85,000 hobbyists, enthusiasts, and pros nationwide.

W.W. Grainger, Inc

Booth 458

Facilities Maintenance and Repair

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Jose Samayoa

(401) 256-0103

jose.samayoa@grainger.com

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Booth 500

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Lori Reynolds

(978) 432-6723

lreynolds@wakefieldmoving.com

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WasteZero

Table Top 548A

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Locke Raper

(919) 322-1224

lraper@wastezero.com

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Booths 142, 145, 147 and 148

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Patricia Vacca

(508) 436-1850

pat.vacca@wbmason.com

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Healthcare, Lab & Dental Products
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Tina McLean

tina@westnetmed.com



Westnet Inc., is a distributor of medical/surgical supplies and equipment; life science products; and industrial paper. Distribution facilities located in Canton, MA, and Baltimore, Maryland. The company was established in 1994 as a regional distributor that specialized in 'wrapping their arms' around the customer.

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Whalley Computer Associates

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Paul Whalley

(413) 569-4228

med@wca.com

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Booth 121
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William Lowe & Sons Corp

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bill@lowemovers.com

Commercial Moving & Storage Company.

Wilmot's Paint & Decorating Center

Booth 555
Facilities Maintenance and Repair
149 Everett Street • Middleboro, MA 02346
Kevin Mach

(508) 947-3370

kevin.wilmotdec@verizon.net

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Windstream

Table Top 539A
Information Technology - Telecommunications
2 Heritage Dr. • Quincy, MA 02171
John Cloonan

(857) 403-4817

john.cloonan@windstream.com

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Xerox

Booth 535

Information Technology - Software & Services

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yvonne.hickey@xerox.com

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xFact Inc.

Table Top 431A

Information Technology - Software & Services

120 Water Street • North Andover, MA 01845

Tushar Banerji (978) 686-3180

tushar@xfact.com

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XL Hybrids

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Natalie Weimer (617) 718-0329

nweimer@xlhybrids.com

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York Street Industries/Hampden County Sheriff's Dept.

Table Top 522A

Government Agency

627 Randall Road • Ludlow, MA 01056

Mike Mastriani (413) 547-8349

mike.mastriani@sdh.state.ma.us

York Street Industries is the correctional industry of the Hampden County Sheriff's Department, specializing in institutional needs for state agencies. Our products include office furniture, seating, reupholstery - specializing in auditorium seating, inmate uniforms, mattresses, screen printing, and embroidery.

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