

## **Schedule "B" - Ordering and Contact Information**

**Offerors Representative (Name): Chris Shachtay**

**CSA contacts and roles, including Account Executive and Backup resource.**

### **Account Executive –BPS**

**Chris Shachtay - Software Sales Supervisor - Compugen Inc.**

**#130-13151 Vanier Place, Richmond, BC, V6V 2J1**

**P: 604.801.7469 F: 604.801.5551 Toll-Free: 888.801.6511**

**[cshachtay@compugen.com](mailto:cshachtay@compugen.com)**

As a dedicated Software Sales Supervisor for the British Columbia region, Chris's role is to provide:

- Overall management of software sales to the Province and BPS
- consultation on Microsoft licensing programs
- Microsoft product use rights consultation and guidance
- complex quotations
- SA benefit administration support
- General product information on software features and requirements

### **Account Executive – BPS**

**Rita Apanavicius - Software Sales Specialist - Compugen Inc.**

**#130-13151 Vanier Place, Richmond, BC, V6V 2J1**

**P: 604.801.7479 F: 604.801.5551 Toll-Free: 888.801.6511**

**[rpanavicius@compugen.com](mailto:rpanavicius@compugen.com)**

As a dedicated Software Sales Specialist for the British Columbia region, Rita's role is to provide:

- consultation on Microsoft licensing programs
- Microsoft product use rights consultation and guidance
- complex quotations
- SA benefit administration support
- General product information on software features and requirements

### **Backup Resources**

**Humma Chowdhry – Software Sales Support - West - Compugen Inc.**

**25 Leek Crescent, Richmond Hill, Ontario, L4B 4B3**

**P: 905.707.2089 F: 905.707.2000 Toll-Free: 800.387.5045**

**[hchowdhry@compugen.com](mailto:hchowdhry@compugen.com)**

Humma Chowdhry assists the software specialists in generating and customizing licensing reports, managing renewals, completing contracts and other day to day

licensing requirements for the team and directly with customers. Humma is available during BC hours of operations.

**Doug Nenzel – Location Manager, Victoria - Compugen Inc. #  
2303 – 4464 Markham Street, Victoria, BC, V8Z 7X8  
P: 250.953.2107 F: 250.953.2110 Toll-Free: 888.953.6066  
[dnenzel@compugen.com](mailto:dnenzel@compugen.com)**

In addition to the Software Licensing Team, Doug Nenzel is the Compugen Account Manager dedicated to the BC Government, and will act as a secondary back-up contact. Doug has been working in the IT industry for over 10 years in various senior sales and management capacities. His current role is to manage the ongoing development of Compugen's value proposition to the BC Government and BPS in BC. In this role Doug is ultimately responsible for overall customer satisfaction of BC Government and BPS clients.

**Any other contacts applicable to this CSA**

**Mimi Tam – Software Licensing & Contracts Specialist National - Compugen Inc.  
25 Leek Crescent, Richmond Hill, Ontario, L4B 4B3  
P: 905.695.5593 F: 905.707.2000 Toll-Free: 800.387.5045  
[mtam@compugen.com](mailto:mtam@compugen.com)**

Mimi Tam provides in depth Microsoft licensing knowledge to the team and process improvement expertise. Mimi will be engaged on SAM-related projects and currently holds a Practitioners Certificate in Software License Management (PCSLM) from the International Business Software Managers Association

**Clay Irvine – Inside Sales Representative, Victoria - Compugen Inc.  
#2303 – 4464 Markham Street, Victoria, BC, V8Z 7X8  
P: 250.953.2102 F: 250.953.2110 Toll-Free: 888.953.6066  
[cirvine@compugen.com](mailto:cirvine@compugen.com)**

Clay Irvine is the dedicated Inside Sales Representative (ISR) for the Province and manages the day to day licensing administration duties such as quoting, ordering, returns and basic product information.

**Jason Fris – National Software Licensing Manager, Edmonton - Compugen Inc.  
#1402 – 10025 102A Avenue, Edmonton, Alberta, T5J 2Z2  
P: 780.448.9382 F: 780.448.9877 Toll-Free: 800.378.5403  
[jfris@compugen.com](mailto:jfris@compugen.com)**

Jason's role is to manage the software licensing practice nationally for Compugen. Jason can serve as an escalation point to resolve issues at Microsoft and can provide licensing strategy assistance to the Province as needed.

## **Ordering processes for BPS entities.**

BPS clients may contact Compugen by e-mail or fax to place an order. Normally this is done through the Inside Sales Representative that is assigned to the BPS client. Compugen has 7 ISRs in BC and each administers a specific group of accounts.

E-Mail BPS clients may confirm an order by replying to a quote sent that they wish to order. PO #'s are not necessary, but are recommended, unless the mode of payment is credit card. Credit card numbers should never be put in e-mail, but called in.

BPS will receive a confirmation e-mail that the order has been placed.

### Fax

BPS clients may fax orders in as per normal. PO's should include all transaction information, bill-to, ship-to, delivery restrictions (if any).