

## SCHEDULE "B"

### Ordering and Contact information

#### Offerors Representative (Name):

**Peter Welgan, Account Executive**—Direct sales related position with a mission of developing relationships with the appropriate representatives within the Province. Responsibilities include establishing a customized service and support plan, resolving licensing issues, and constructing a pricing strategy and other topics critical to account development.

604-986-4518 (phone)

604-986-5766 (fax)

[Peter.Welgan@shi.com](mailto:Peter.Welgan@shi.com)

**Nick Stucka, Inside Sales Representative**—Maintains direct relationships with the customers and has the responsibility of ensuring customer satisfaction. Functional areas such as pricing, availability, order entry, tracking, returns, product information and expedites are an integral part of his daily activities. He executes the plan established by the Account Executive for a customer.

800-527-6389 x8823

732-868-8823 (direct dial)

732-868-8825 (fax)

[Nicholas\\_Stucka@shi.com](mailto:Nicholas_Stucka@shi.com)

#### Ordering processes for the PBS.

All orders can be faxed, Emailed, or called in to your Inside Sales Representative at SHI. In addition, SHI provides eProcurement options through our web site, [www.canada.shi.com](http://www.canada.shi.com), or through B2B Ecommerce systems, such as Ariba and CommerceOne.

