



Dell's dedicated HiEd sales team.

ACCOUNT EXECUTIVE

Tom Schardt
ACCOUNT EXECUTIVE
518-331-2803
tom_schardt@dell.com

Your Account Executive is responsible for overall account service and introducing new products and services. Additionally, your Account Executive will assist with organization initiatives, large projects and Premier Dell.com online commerce.

SALES REPRESENTATIVE

Chis Avery
SALES REPRESENTATIVE
800-274-7799 x7244622
christopher_avery@dell.com

Your Sales Representative leads the day-to-day activities on the account from Round Rock, Texas and works with the Account Executive. They handle all product pricing and quoting and are the focal point for all Custom Factory Integration projects.

SYSTEMS CONSULTANT

Eric Barnes
SYSTEMS CONSULTANT
443-528-2921
eric_barnes@dell.com

Your Systems Consultant is responsible for overall enterprise server, storage and network strategies. Your Systems Consultant also presents on-site product messages including server and storage roadmaps.

TECHNICAL SALES REPRESENTATIVE

Aeon Miller
TECHNICAL SALES REPRESENTATIVE
512-724-4974
aeon_miller@dell.com

Your Technical Sales Representative supports your sales representative on the day-to-day activities on the account from Round Rock, Texas and works with the Systems Consultant. They handle all server and storage pricing and quoting.

S&P REPRESENTATIVE

Jennifer O'Neill
S&P REPRESENTATIVE
800-999-3355 x7955740
jennifer_oneill@dell.com

Your S&P Sales Representative leads the day-to-day activities for your S&P purchases from Round Rock, Texas and works with your Sales Representative. They handle all product pricing and quoting.

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Helpful Dell Numbers

**CONTACT THE DELL HIGHER EDUCATION MAIN NUMBER
FOR ALL OF YOUR INFORMATION NEEDS AT 1-800-274-7799.**

Higher Education Sales.....	800-274-7799, option 2
Higher Education Incoming Faxes	800-365-5329
Premier Support	800-274-7799, ext. 48335
OptiPlex™ Support	800-274-7799, option 3
Dimension™ Support	800-274-7799, option 3
Notebook Support	800-274-7799, option 3
Server Support	800-274-7799, option 3
Customer Service.....	800-274-7799, option 4
Dell Higher Education Faculty, Student and Staff Purchases	877-377-0238

INTERNET RESOURCES

Dell Higher Education Home Page.....	www.dell.com/hied
Dell Higher Education Solutions Center.....	www.dell4hied.com
Main Dell Home Page.....	www.dell.com
Dell Higher Education Faculty, Student and Staff Purchases.....	www.dell.com/EDUBUY
Take the Premier Dell.com Demo Tour.....	www.dell.com/premierdemo
Premier Support	premier@dell.com
Dell Main Product Support Page.....	www.dell.com/support
Dell Services (includes Custom Factory Integration)	www.dell.com/services
To Subscribe to Dell Higher Education eNews.....	www.dell.com/hied/email
Order Status	www.support.dell.com/ordstat
Customer Care	www.dell.com/public-ecare
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