

Dell, Inc.

<http://www.dell.com>

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## Dell, Inc. Kansas Education Account Team

Higher Education Home Page

[www.dell.com/hied](http://www.dell.com/hied)

K-12 Education Home Page

[www.dell.com/k12](http://www.dell.com/k12)

Major Account Tech Support: (800)274-7799 (option 3)  
Customer Service Line: (800)274-7799 (option 4)  
General Purchase Order Fax Line: (866)501-8291 or Email at [mpa\\_west\\_orders@dell.com](mailto:mpa_west_orders@dell.com)  
Premier Helpdesk (877)542-3355

**Jeff Cannon**  
Account Executive  
[Jeff\\_cannon@dell.com](mailto:Jeff_cannon@dell.com)

PH: (913) 439-8690 mobile, (816) 437-7646 office

Territory based account manager available for Dell products and services consulting, new product roadmaps, technology planning, Dell capabilities presentations, bid planning and all other onsite sales activities.

**Jason Carpenter**  
Inside Account Manager  
[Jason\\_Carpenter@dell.com](mailto:Jason_Carpenter@dell.com)

PH: (800) 274-7799 ext. 5139380 or Direct at (512) 513-9380  
Direct Fax: 512-283-0932

Austin-based account manager available during business hours for configuration assistance and pricing, product specifications and recommendations and all other day-to-day activities. **Jason is interim for this account.**

**John Oeffner**  
Enterprise Systems Consultant  
[john\\_oeffner@dell.com](mailto:john_oeffner@dell.com)

PH: (913) 219-4154 mobile

Territory based Server/Storage consultant and Enterprise generalist available for Dell PowerEdge, PowerVault, Dell Networking and Storage product consulting, new Enterprise product roadmaps, technology planning and all other onsite pre-sales services, server and storage activities.

**Wes McCarty**  
Technical Sales Representative  
[Wes\\_Mccarty@dell.com](mailto:Wes_Mccarty@dell.com)

PH: (800) 274-7799 ext. 5139396 or Direct at 512-513-9396

Austin-based resource available during business hours for configuration assistance and pricing, product specifications and recommendations for Enterprise-level products including servers, storage and networking.

### Services Solutions Executive – Position currently vacant – contact Jeff Cannon

Responsible for Enterprise level services for the ESL Major Accounts West Region. Services include Assessments, Enterprise/Client Infrastructure Operations, Enterprise Backup and Recovery, Messaging Migrations, and all other Dell Professional Services engagements.

**Dustin Carpenter**  
Software Solutions and Peripherals Account Executive  
[dustin\\_carpenter@dell.com](mailto:dustin_carpenter@dell.com)

PH: (512) 460-9539 mobile

Territory based specialist available for Software licensing consulting for Dell owned software products and all third party products. Also focused on Dell capabilities around software presentations, bid planning and all other onsite sales activities.

**Huston Cambron**                      **PH: (512) 513-0430 office**  
**Inside Account Manager, Software**  
[huston\\_cambronl@dell.com](mailto:huston_cambronl@dell.com)

Office based Government and Education account manager for selected accounts for software. Handle daily activities including quoting, customer inquiries, order processing, and account expansion.

**Mark Scheets**                      **PH: 720-625-4467 office**  
**MPA Account Support Representative**  
[mark\\_scheets@dellteam.com](mailto:mark_scheets@dellteam.com)

Inside sales representative for quotes on APOS warranty renewals and extension, and Dell Asset Recovery Services

**Jennifer Harrell**                      **PH: (800) 274-7799 ext. 5139421 or Direct at (512) 513-9421**  
**Inside Sales Manager**  
[Jennifer\\_Harrell@dell.com](mailto:Jennifer_Harrell@dell.com)

Responsible for managing the Inside Sales Representatives for the Major Public Accounts West Region

**Darren Estridge**                      **PH: (817) 343-2868 mobile**  
**Regional Sales Manager**  
[Darren\\_estridge@dell.com](mailto:Darren_estridge@dell.com)

Responsible for managing the field Account Executives, Consultants, and Engineers for the Major Public Accounts West Region

