CDWG

MEEC EXECUTIVE BRIEFING & CONTRACT OVERVIEW

PEOPLE WHO GET IT – STRATEGIC SOLUTIONS AND SERVICES

800.800.4239 CDW.COM
10/11/17

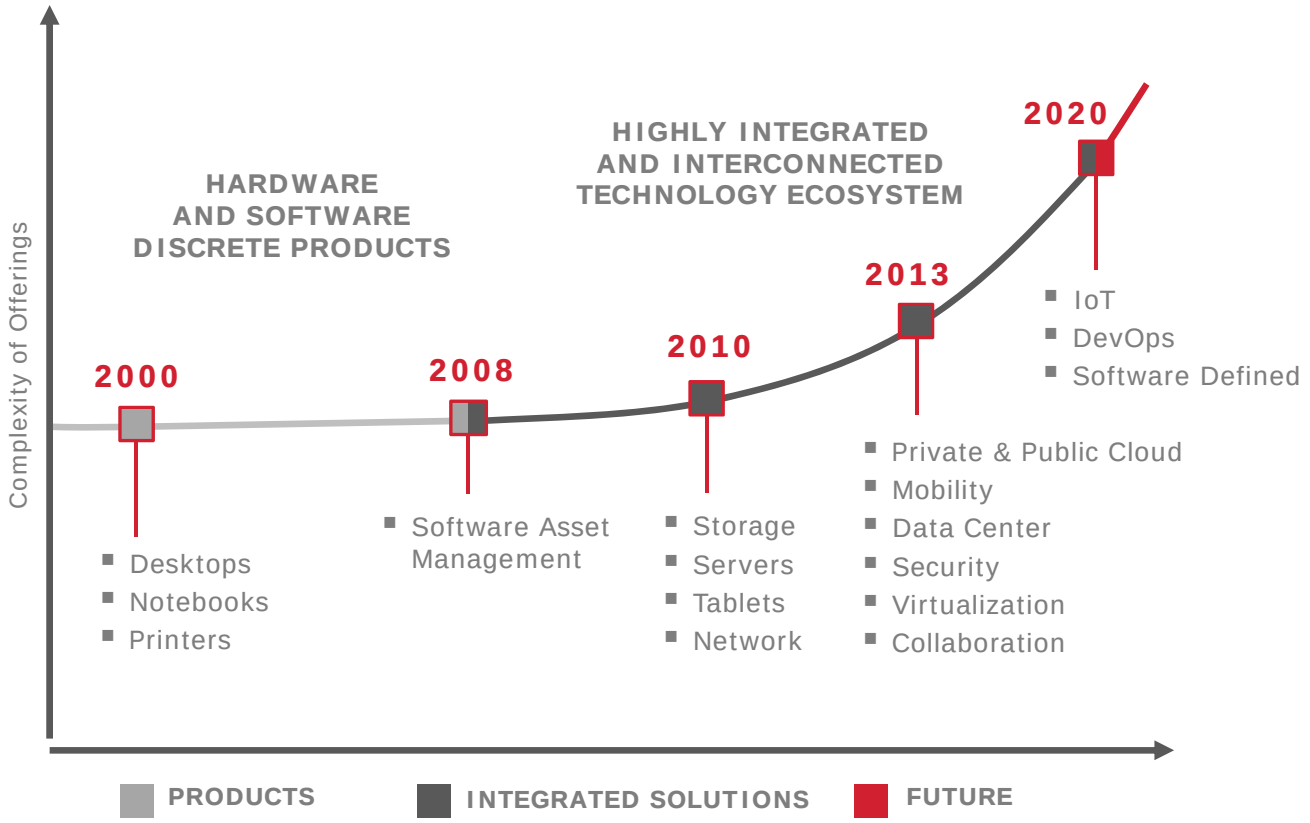
CDW PEOPLE WHO GET IT™

AGENDA

- CDWG Company Introduction
- CDWG Manufacturer Partner Relationships
- CDWG Solution Capabilities
- CDWG ePro and Website Capabilities
- CDWG MEEC Contract Overview
- How to Engage CDWG Account Teams

EVOLUTION OF CDWG

Proven ability to evolve with the market



SEGMENTS

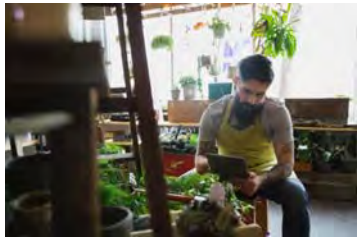
We have multiple $1B segments with dedicated sales and aligned pre-sales/delivery resources.

Government

- *Federal*
- *State & Local*
- *Higher Education*
- *K-12*
- *Health Care*

Commercial

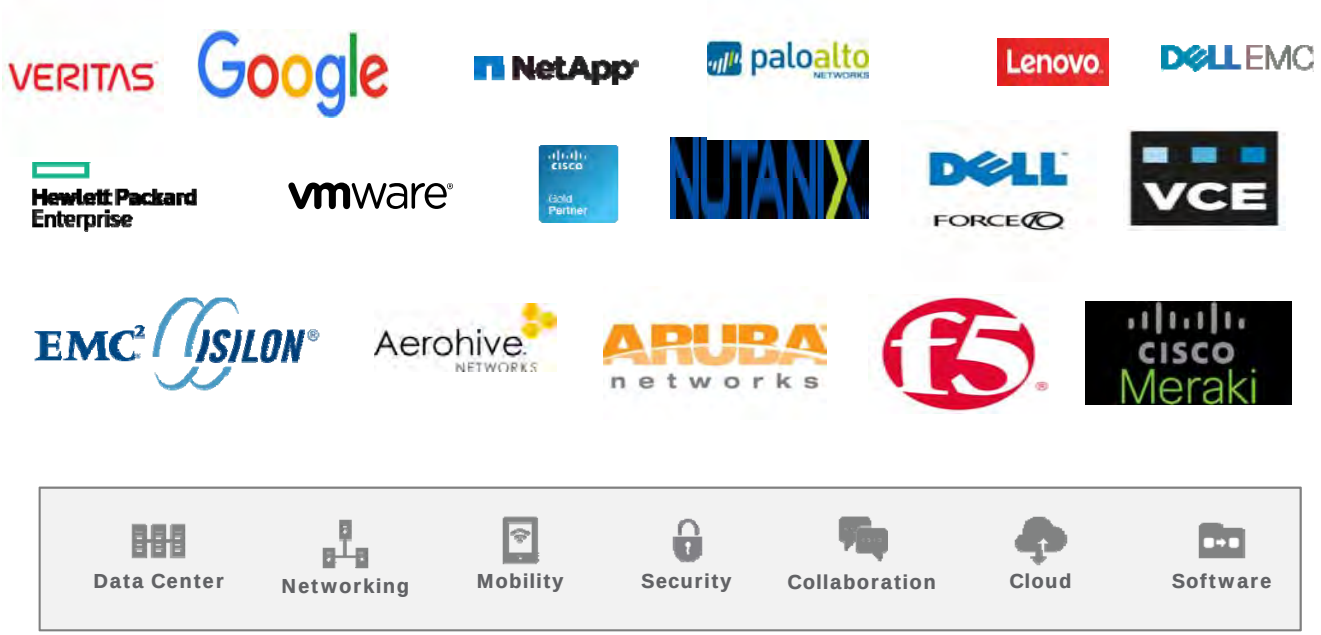
- *Medium/Large*
- *Financial Services*
- *Energy/Oil and Gas*
- *Sports & Entertainment*
- *Non-profit*



Small Business

HOW WE WORK

1,400 of the
Best Partners
in the Industry



CDW PEOPLE WHO GET IT

SOLUTION ARCHITECTS

INSIDE AND FIELD SOLUTION ARCHITECTS

Inside Solution Architects (ISA's) and Field Solution Architects (FSAs) are intended to be our customers' "trusted advisors" and Subject Matter Experts by understanding business and technical requirements, comparing technology alternatives, and recommending solutions in a given technology category that best meet those requirements.

Data Center:
Server, Storage, Backup, Virtualization, Power and Cooling

Mobility:
Devices, Applications, Security and Management

Networking

Cloud:
SaaS, IaaS

Collaboration:
Communications, Productivity, Engagement

Security

Software:
SAM, Volume Licensing

Services:
Configuration, Implementation, Managed

CDW SERVICES

CONFIGURATION SERVICES

Full end-to-end lifecycle support

The advanced capabilities of our state-of-the-art ISO 9001:200-certified configuration centers can save you the time and expense of IT involvement, make implementation and management easier, and reduce downtime

Local attention, National Scale

One-on-one local attention and our two centralized, national pre-ship configuration centers assure you that important configuration expertise is always at hand for your new hardware and software purchases

Top-caliber talent and partnerships

Our Services Readiness team keeps pace with your evolving technology needs to keep you future ready. The team stays on top of the latest technology advancements, working closely with our EOM partners to test new products and solutions prior to their release.

PROFESSIONAL SERVICES

With over 1,000 experts working out of 24 U.S. locations, CDW's professional services deliver a wide range of benefits across a wider range of industries.

- **Immediate and Ongoing Value**
  Get technology solutions that support immediate business challenges while building an IT strategy and technology roadmap for the long haul.
- **Conserve Resources**
  Lower your maintenance and operational costs with the right hardware or virtualized solution.
- **Free Up Your Staff**
  The less time your staff needs to spend on routine maintenance, the more resources you have for mission-critical projects.
- **Gain a Competitive Edge**
  Your customers want it all—high-speed Wi-Fi, multichannel shopping, 24/7 support—and we help you supply it.

CDW SERVICES

PARTNER DELIVERED SERVICES

- Hardware and software installations
- Deployment and migration services
- Maintenance / retainer contracts
- Visual solutions / digital signage
- Point-of-sale and scanning solutions
- Training / learning solutions

TECHNOLOGY EXPERIENCE CENTERS (TEC)

CDW has built five data center labs, which means:

- Showcasing the latest technology
- Constantly upgrading and refreshing

When you visit the TEC in person or virtually, you can:

- See how integrated solutions work in a real environment
- Compare alternative solutions side by side
- Explore how the latest innovations can help you achieve your goals

HTTP://CDW.com/labs

Hewlett Packard Enterprise
cisco Gold Partner
DELL EMC
IBM
vmware
NetApp
APC by Schneider Electric
Microsoft

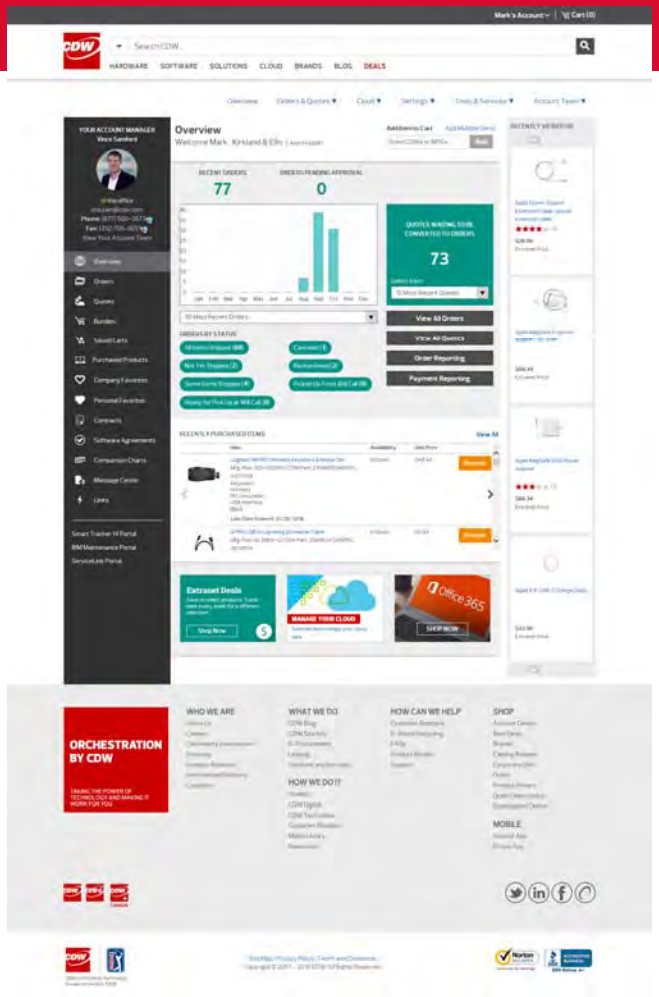
EXTRANET PORTAL

Simplified online purchasing:

- Create, review, print and submit
- Compare, track, and buy IT products
- Productivity-enhancing tools
- Asset management/software tracking
- Quick order status
- Purchase authorizations
- Finance history and reporting
- Account Manager In/Out Status

Now available:

- Mobile website
- iPhone App
- Android



E-PROCUREMENT VALUE

Why Implement E-Procurement

- **Increase visibility** through a single dashboard and analytic spend tools
- **Increase control** through an intuitive purchasing system that end users actually want to use
- **Reduce costs** by driving contract compliance and enabling automated processes in procurement and payables

The Benefits

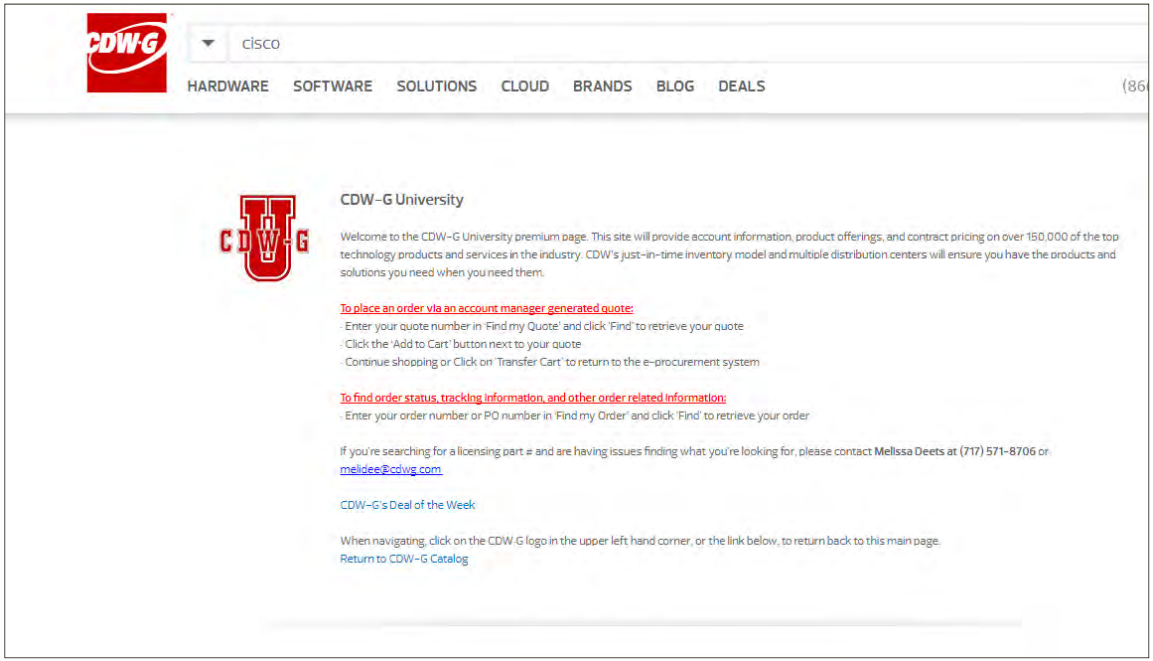
END USERS • One-stop shopping experience • Freedom of choice: wide range of suppliers and products from which to choose • Simple user interface	**SENIOR MANAGEMENT** • Reduced costs • Increased purchasing and user productivity • Better budgeting information • Greater insight into spend
PROCUREMENT • Control and visibility of spending • Contract compliance • Paperless process • Error-free requisitions • Time savings	**INFORMATION TECHNOLOGY** • Low-maintenance software • Secure, reliable access • Straightforward integration

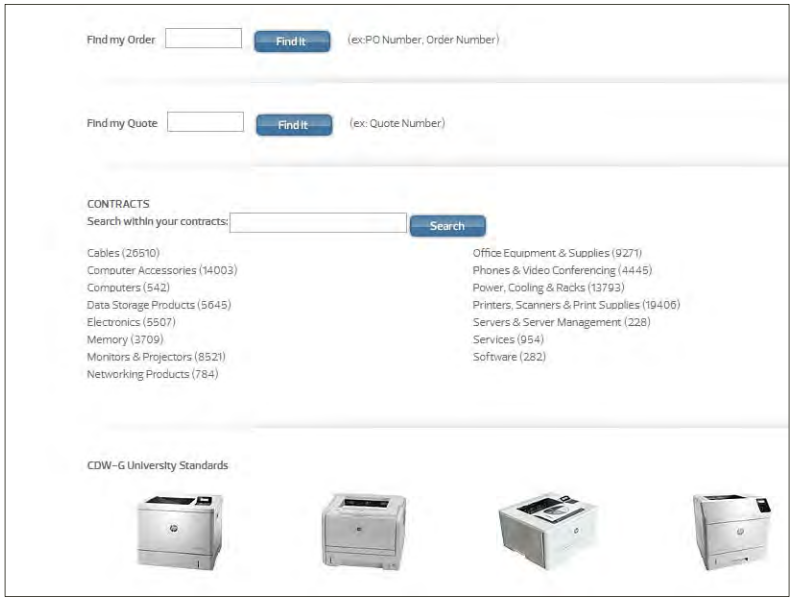
Note: ROI generally achieved for institutions with a $100M+ annual operating budget

INCREASING E-COMMERCE USAGE

Premium Page Utilization

- **Uniform Messaging** to all users with one page for ordering information
- **Customize** shopping experience for relevant contracts and university standards
- **Flexibility** of online tools to allow for online shopping experience





A COMMITMENT TO EDUCATION

A focus on you, backed by CDWG's extensive resources

- Approximately **15,000 institutions and school districts** served
- **400+ CDW•G professionals** dedicated to the education market
- **25 industry-experienced mangers** in our offices and located in the field
- **320 account managers**
- **45 field account executives** in major metro areas
- **45+ student interns** across the U.S. for higher education
- **Business Development and Learning Environment Advisors**
- **10 education program managers**
  (contract compliance; legal; RFI, RFP and RFQ support)

CDWG MEEC IT Hardware RFP 972016 Award

Solutions Contractor - CDWG will be able to provide integrated computing solutions that cross or blend the definitions of the individual categories to provide an integrated system. Such systems contracts will include systems engineering, implementation, and support services not to exceed 49% of the total contract value (51% or more hardware, 49% or less services).

CDWG Discounts are off CDWG Advertised for Category 1 and Category 5

CDWG Discounts are off Standard Manufacturer Educational List Pricing (SELP) for Category 2, 3 and 4

CDWG MEEC IT Hardware RFP 972016 Award

Category 1 – Desktop, Laptop, & Portable Computers/Tablets

- Google

Category 2 – Data Storage Devices & Systems

- Dell
- Dell-EMC
- HPE
- Isilon
- NetApp
- VCE
- Veritas

CDWG MEEC IT Hardware RFP 972016 Award

Category 3 – Server Class Hardware Equipment & Virtual Computing

Server Class:

- Cisco
- Cisco HyperFlex
- Lenovo
- Nutanix

Virtual Computing:

- VMWare

CDWG MEEC IT Hardware RFP 972016 Award

Category 4 – Network Hardware

- Aero Hive
- Aruba/HP
- Cisco
- Dell-EMC
- F5
- Force 10/Dell
- HPE
- Meraki/Cisco
- Palo Alto

CDWG MEEC IT Hardware RFP 972016 Award

Category 5 – Computer Hardware Peripherals

A peripheral is a device attached to a host, but not part of it, and is more or less dependent on the host. It expands the host's capabilities, but does not form part of the core computer architecture. I.e. Monitors, smart monitors/ screens, sound systems for desktops, mice, pointing devices, IP cameras for desktops, data storage devices (stand alone or installed in computer case), printers.

Over 100 Manufacturers

How to Contact CDWG

MEEC Members have Dedicated Account Managers.

If the Account Manager is unknown:

- **CDWG MEEC Team: meec@cdwg.com**

- **Field Account Executives:**
  - Higher Education: Erica Kordes, Erica.kordes@cdw.com 703-262-8044
  - K12: Scott Elder: Scott.Elder@cdwg.com, 703-621-8285

- **http://meec-edu.org/meec-vendors/cdw-g/**