

CDWG

MEEC EXECUTIVE

BRIEFING & CONTRACT

OVERVIEW

PEOPLE WHO GET IT – STRATEGIC
SOLUTIONS AND SERVICES

800.800.4239 CDW.COM
10/17/17

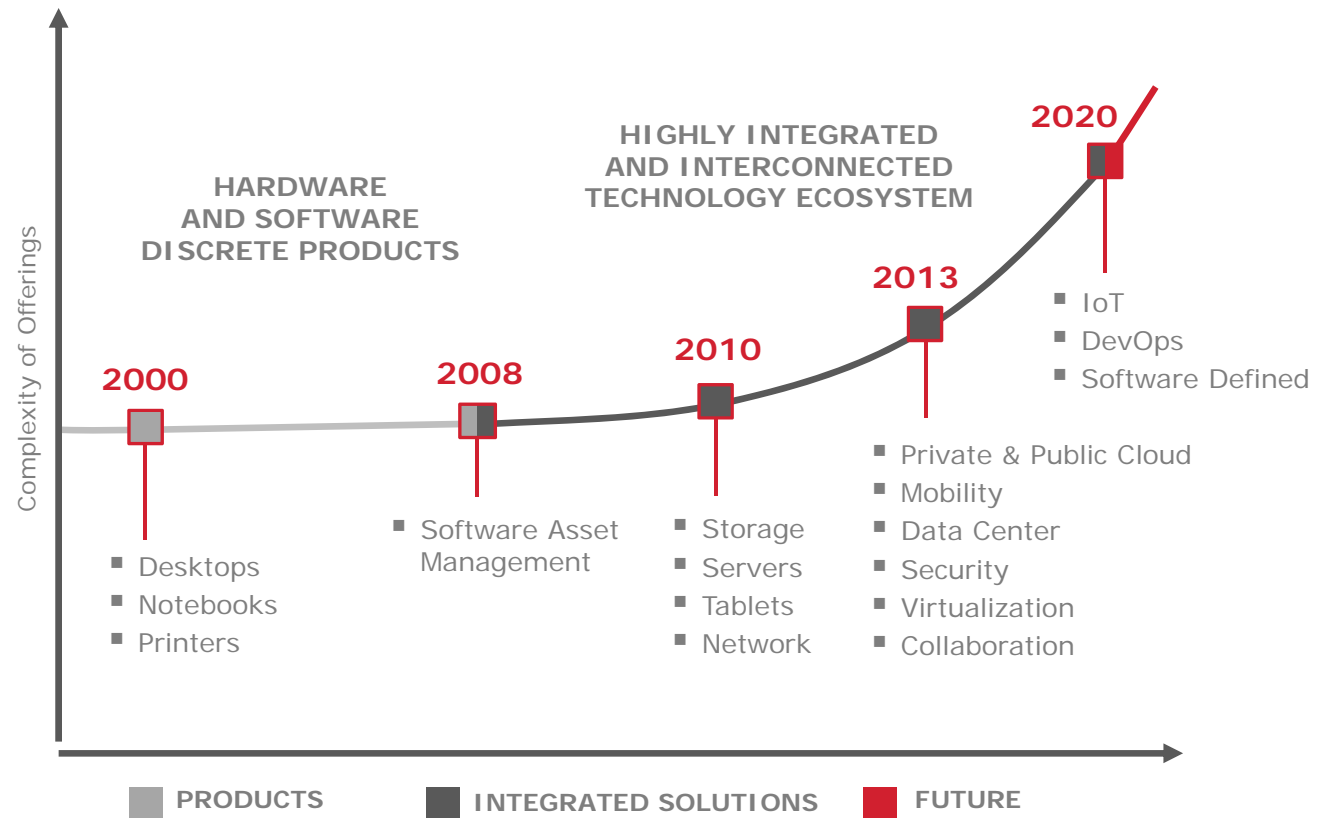


AGENDA

- 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

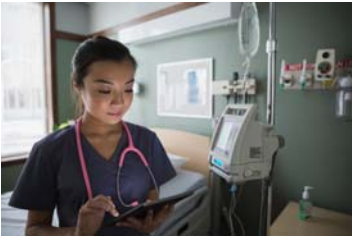
EVOLUTION OF CDWG

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



A COMMITMENT TO EDUCATION

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

- Approximately **15,000 institutions and school districts** served
- **390+ CDW•G professionals** dedicated to the higher education market
- **25 industry-experienced managers** 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)

SOURCE: Quarterly results from SEC filings

HOW WE WORK

1,400 of the
Best Partners
in the Industry





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

DATA CENTER SERVICES



Whether it's the size of a small closet or a large facility, our data center services can help you simplify, integrate, and expand your infrastructure across several areas:



Storage



Server



Backup



Virtualization



Power and
Cooling

DATA CENTER



STORAGE & SERVER ARCHITECTURE

- Data management strategy
- Integration of new and legacy systems
- Data duplication
- Cloud based storage and backup
- Servers
- Virtualization
- Converged Infrastructure
- Centralized management software
- Data Assessment
- Deployment
- Remote professional services

DATA CENTER



VIRTUALIZATION

- Design session – detailed configurations and proposals
- Managed services
- Onsite deployment
- Product demonstrations/road mapping
- SAN/data health checks
- Server virtualization assessments
- VMware jump-start training
- Client Virtualization
- Software defined networking and storage

NETWORKING



We'll help you create and maintain a solid, scalable and flexible network infrastructure through assessment, design, implementation and management. We can help orchestrate network optimization with a wide product selection and knowledge of best practices.

Advanced technology expertise

- Resilient Networking
- Application Delivery
- Wan Acceleration
- Network Management
- Wireless survey, design and implementation
- Remote Managed Services

Best Practices

- Routers and switches to support individual apps' bandwidth, technology and security requirements
- A tiered hierarchy to drive agility, efficiency and adaptability
- Multigigabit optimization to optimize existing infrastructure's north-south traffic flows past 100 gigabits

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

PREMIER

PREFERRED

AUTHORIZED



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](http://CDW.com/labs)

Hewlett Packard
Enterprise

cisco
Gold
Partner

DELL EMC

IBM

vmware

NetApp

APC
by Schneider Electric

Microsoft

EXTRANET PORTAL

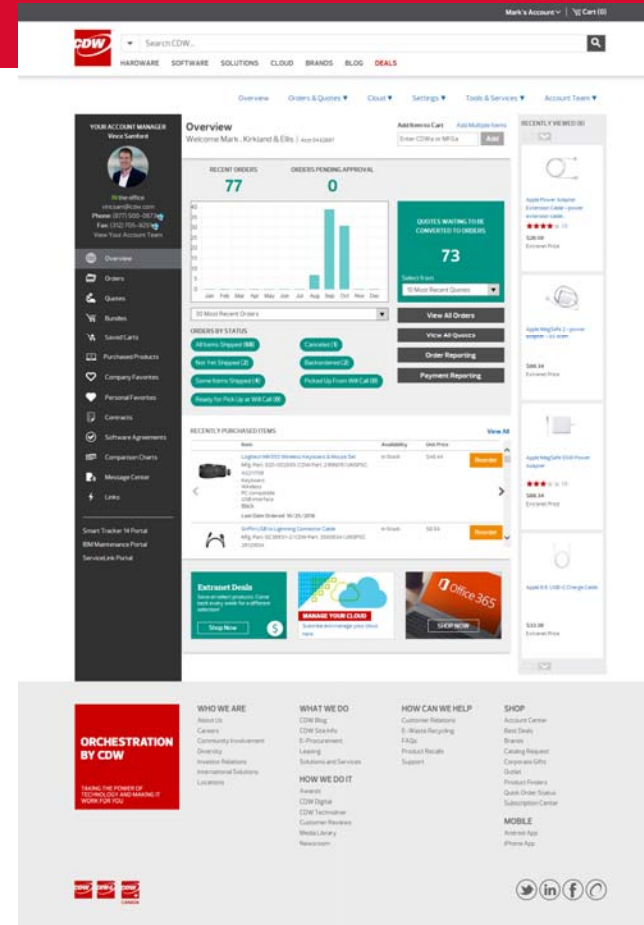


Simplified online purchasing:

- 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



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/>