Irvine Unified School District

IT Technology Equipment and Peripherals

12/3/2019

Original



CDW Government LLC
230 N. Milwaukee Ave.
Vernon Hills, IL 60061

CDW·G PEOPLE WHO GET IT

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Irvine Unified School District
Purchasing Department
5050 Barranca Parkway
Irvine, CA 92604
Attn: Michelle Bennett, Procurement & IT Contracts Specialist

12/3/2019 2:00 PM PST

RE: IT Technology Equipment and Peripherals

Dear Ms. Bennett,

CDW-G values our relationship with the Irvine Unified School District and we hope to continue partnering with you towards your mission of making a meaningful difference in today's and tomorrow's world through the development, challenge and nurture of every one of your student and adult learners.

As you know, CDW-G is one of the largest multi-brand technology solutions provider. We have access to more than 100,000 top brand-name products from more than 1,100 leading manufacturers.

CDW-G's partnership status with HP, Aruba, Cisco and other manufacturers will assist the school district secure excellent pricing, expedited requests for information as needed from manufacturers and assistance with overall IT solutions, and insight into the supply chain and future inventory.

In response to your RFP, please find information related to our deeply discounted catalogue bid for hardware, software, network, data center, security, and audio visual items. We are also offering installation, configuration, and professional engineering services. Our short list offering covers HP Chromebooks, Google Chrome education licenses, Cisco Catalyst switches, and more. We are also pleased to adopt the piggyback clause in the RFP and extend our offer to all public entities in the state of California.

Engineering services for networking, servers, storage area network, and security will be provided by CDW-G coworkers certified in HP, VMWare, Microsoft, Dell, Cisco and EMC.

Installation and configuration services will be headed by our partner, EKC, located in California, which routinely works with the Irvine Unified School District and other educational and government organizations in the area and around the country. EKC makes it known that they provide such high quality work and customer service that they have never had to carry out a change order.

Our account team made up Mark Provo, in Carlsbad, California, and Beth Girardini, located in Chandler, Arizona, have been serving the school district for 21 years collectively. They are supported by the CDW-G Glendale, California office that has numerous pre-sales engineers, field solution architects, and delivery engineer experts that can assist the school district with planning, executing and managing any IT challenge that may arise in the future.

As always, we consistently strive to exceed your expectations. Should you have any questions regarding our response, please contact your Proposal Specialist, [redacted], at [redacted]. We thank you for the opportunity to participate in this RFP process.

Sincerely,

Dario Bertocchi
Director, Program Sales

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Executive Summary

The Irvine Unified School District

Located in Orange County, California, the Irvine Unified School District serves a diverse population of 36,000 students in 24 elementary schools, one early childhood learning center, four K-8 schools, six middle schools, five comprehensive high schools, and one alternative high school. The district's current strategic plan will enable all students to become contributing members of society, empowered with the skills, knowledge and values necessary to meet the challenges of a changing world.

CDW-G seeks to support the Irvine school district in its strategic plan goals and overall mission by providing the best possible IT equipment and services for the district.

CDW-G has, as well, will adhere to the RFP piggyback clause and extend our offer to not only the Irvine Unified School District but to all public entities in the state of California.

Why CDW-G

- **As one of the largest Value Added Resellers**, CDW-G can offer you more than 100,000 top brand-name products from more than 1,100 leading manufacturers. Our broad array of offerings range from hardware and software to integrated IT solutions such as security, cloud, data center and networking.

- **Quick access to emerging technologies** – As CDW-G works from a discount off Nationally Advertised Price (versus MSRP), we are not only able to provide you the most competitive pricing, but this pricing index methodology lends itself to automatic updates of emerging technology products into your procurement portal in real time. An MSRP model, in comparison, requires less frequent (often monthly), manual updates of product pricing.

- **OEM partnerships** – CDW-G has several and you can find more detail following in this proposal on manufacturers like Cisco, Dell, Lenovo, HP, and TrippLite. These partnerships are important because they enable CDW-G coworkers to facilitate and expedite informational requests about products or overall IT solutions from Irvine Unified School District to OEMs -- as questions arise. Manufacturer partners also provide state of the art training and certification for CDW-G account representatives and engineers, and enable customers like Irvine Unified School District to evaluate new equipment and software models before they hit the general market. Finally, our partners offer special pricing, which we can be extended to the school district.

- **Presales consulting** – Before the Irvine Unified School District initiates any IT project, you are entitled to CDW-G expertise from our solution architects/engineers with specialties in unified communications/collaboration, voice and communication (especially as these specialities relate to your AV project), digital workspace, cloud services, mobility, networking, software licensing management, servers and storage, security, leasing and financing, and managed print services. See information on the following pages about the CDW-G Glendale office capabilities. There are also CDW-G experts available in leasing and financing should you need help in this area.

- **Responsive and knowledgeable account representatives** – Your Field Account Representative, Mark Provo, has been servicing the district for 15 years, and Beth Girardini, Irvine's Executive Account Manager, has collaborated with the school district for the last six years. Beth reports to Tim Gershon, Sales Manager, who has been intricately involved in this offering with Beth, and will work with her – overseeing the resulting contract equipment and service activities. Field Sales Manager, Angela Gadient, supports and guides Mark Provo and other field account executives in California. She lives in state and her primary focus is CDW-G customers, including the Irvine Unified School District and other public entities in the state. She works to ensure your total satisfaction – as do all CDW-G coworkers.

- **Assistance from our CDW-G Learning Enrichment Advisor for the California region**, Joe Marquez. Joe is a former science teacher with an master's degree in Educational Technology. He collaborates with the school districts we serve to provide consultations on the design of learning spaces to foster collaboration that aligns with 21st century learning goals. He also offers training and support to teachers and administrators on Google applications and Chromebooks, using Microsoft in the classroom, STEM and STEAM learning models, and more. See the appendix for more information in this area and for a biography on Joe.

- **Other CDW-G Coworkers Supporting the Irvine Unified School District**

  Tim Gershon, K-12 Sales Manager for Hawaii and southern California – *Tim Gershon is the sales leader with eight years of experience, who manages the 16 account managers that support southern California. He works directly with customers including the Irvine Unified School District, equipment and service partners, and CDW-G stakeholders to drive thought leadership and IT solution orchestration strategy in the region. He is responsible for training and enabling his account team to best support California customers. Tim is also a member of the CDW School Safety Advisory Council, which is charged with providing guidance to CDW-G account managers and customers regarding physical security initiatives in the schools. The group takes into consideration issues related to IT security, networking, data center, device access, and more.*

  Melissa Deets, Supplementing Contract On-Boarding and Contract Adoption and Awareness - *Melissa Deets leads the Education Contract Strategist Team at CDW-G. The Education Contract Strategist Team consists of a group of individuals focused on the strategic implementation of contracts, in order to help education customers achieve procurement goals within technology. Melissa and her team focus on thoughtful pursuit of contracts through customer discussion, and work collectively with the customer and legal stakeholders to negotiate meaningful terms and conditions. Once negotiation is complete, the Education Contract Strategist Team works both internally at CDW-G and*

externally with the customer to formally launch the contract, in order to maximize contract benefits, and promote strategic sourcing within procurement.

Caleb Ferganchick, Specializing in Management of K-12 West Contracts - *Caleb Ferganchick has over eight years of Higher Education and K-12 field sales experience at CDW-G. In his current role, he is responsible for overseeing CDW-G's contract portfolio, strategic sourcing of equipment and services, and volume purchasing agreements that benefit education customers such as the Irvine Unified School District. He works directly with our sales teams in conducting quarterly or annual reporting reviews and contract performance analyses with our customers.*

Jen Roth, Leading the Online Customer Experience - *Jen Roth is the sales leader with 19 years of experience, who manages the eProcurement and eCommerce strategy for all education customers at CDW-G. She works directly with customers including the Irvine Unified School District, equipment and service partners and other CDW-G stakeholders to provide thought leadership and best practices related to the customer's digital purchasing, payment, and reporting experience. Her team manages all education ePro/EDI integrations, customized customer requests for streamlined procurement, level 1 technical support, as well as special projects involving our educational customers' online experience.*

- **Warehouse and distribution capability** – Irvine Unified School District will continue to be serviced by CDW-G's 513,000-square-foot distribution center located in North Las Vegas, Nevada. Access to this facility ensures quick delivery and the necessary space for Irvine Unified School District, should you ever need CDW-G to preorder a large number of computers or other devices within a short timeframe. The district can utilize the inventory resources of the Nevada and Illinois warehouse, as necessary. On average, we hold $220M of inventory in the Las Vegas and Vernon Hills, Illinois sites. Both sites are ISO 9001 certified.

- **Configuration services** – Irvine Unified School District's hardware and software will be configured as desired, either by the manufacturer, on site at Irvine Unified School District, or in the CDW-G warehouse in North Las Vegas, where our technicians are highly trained and experienced.

- **Service partners** that are locally and regionally based, like EKC that will serve the Irvine school district. Some are certified as small business, minority and women owned businesses that work with us to deliver the services you need. For more information, please see our Supplier Diversity brochure in the appendix. All CDW-G partners undergo a stringent vetting process.

- **Professional Services** – When budgets tighten or there is any other reason to outsource, we have more than 1,000 IT professionals located throughout the US. They are knowledgeable and experienced in data center, networking, security, the cloud and more. Our Engineers are experienced with: Cisco, Dell EMC, HP, NetApp, VMWare, Microsoft, and are manufacturer certified. There is even a Consultative Advisory Services that can help your IT team prepare for the future. Our consultants have years of experience in IT direction, process improvement, governance and technology for cloud, IT operations, and business continuity, as well as mergers and acquisitions.

- **Device Recycling** – We are proposing that the Irvine Unified School District utilize a CDW-G partner for device recycling and buy-back. We have an array of partners that specialize in life cycle management which provide credits for devices that are no longer useful to customers.

Please note the detailed IT capabilities of our Glendale, California office following:

The CDW-G Glendale Office

Southern California Local and Field Solution Architects (presales activities)
800+ Field Solution Architects (within US) with specialties in:

- Virtualization
- Data CenterNetworking/Wireless
- Security
- Mobility
- Unified Communications
- Managed Services
- Microsoft Solutions

✓ 17 Total Solution Architects
✓ 12 Field Local FSA
✓ 5 Local FSA

Southern California Delivery Team (post-sales activities)
500+ Delivery Engineers (within US) expertise in:

- Datacenter Solutions
- Managed Services
- Microsoft
- Datacenter Networking
- Client Management/Mobility
- Virtualization
- Network Security
- Information Security
- Video/IP Telephony
- Wi-Fi Networking/Campus Networking

✓ 29 Local Solution Architects

Our Proposal

Relative to the IT Technology Equipment and Peripherals RFP, CDW-G proposes a discounted catalogue offering for hardware, software, network, data center, security, audio visual items, and services. Our short list bid covers HP Chromebooks and Laserjet printers, Aver ChargeCarts, Cisco Catalyst switches, and Google Chrome Management Console licenses, etc.

We are offering engineering services for networking, servers, Storage Area Networks, and security, which will be provided by CDW-G badged coworkers certified in HP, VMWare, Microsoft, Dell, Cisco and EMC.

Partner EKC

Partner EKC will handle all configuration and installation services for this contract, including audio visual equipment from Topcat/Lightspeed, and Atlas. They are headquartered in Fresno,

California with numerous technicians in Orange County and throughout California. EKC Enterprises currently works with the Irvine school district and within other educational, corporate, government, and healthcare settings to assist with low voltage systems including audio visual components, structured cabling, device deployment, and pre-audio equipment.

More Proposal Details

All equipment proposed in our bid comes with a minimum one-year warranty. Additionally, many of the manufacturers covered by our bid offer enhanced warranty periods.

Delivery is Freight On Board under this offering and when Irvine needs expedited delivery, there are additional fees.

Email: MichelleBennett@iusd.org

REQUIRED DOCUMENTS

Please return this sheet with your Bid Documents

Bid Documents Due at the Submission of the Due Date

- ☑ Bid Form
- ☑ Bid Form Pricing Sheet (all pages)
- ☑ Noncollusion Declaration
- ☑ Certification of Primary Participation Regarding Debarment, Suspension, and other Responsibility Matters
- ☑ Certification of Restriction on Lobbying
- ☑ Piggyback Clause
- ☑ Manufacturer's letter(s) authorizing Bidder to sell

Other Forms not required until after award

- ☐ Agreement (Sample Agreement included)
- ☐ Tobacco Use Policy
- ☐ Worker's Compensation Certificate
- ☐ Drug-Free Workplace Certification
- ☐ Criminal Records Check Certification
- ☐ Technical Specification and Requirements
- ☐ W-9
- ☐ Certificate of Liability Insurance, including an Additional Insured Endorsement, this is a separate document (Irvine Unified School District must be named as an Additional Insured)

Bid Form

FIRM NAME: CDW Government LLC

ADDRESS: 200 North Milwaukee Avenue

Vernon Hills, IL 60061

TELEPHONE: ([redacted]) [redacted] **FAX**: ([redacted]) [redacted]

E-MAIL ADDRESS: [redacted] - Proposal Specialist

WEBSITE FOR ONLINE CATALOG: w w w . c d w . c o m

BID FORM AND REQUIRED DOCUMENTS ATTACHED HERETO

FOR

BID NO. 19/20-01 IT,

TECHNOLOGY EQUIPMENT AND PERIPHERALS

FOR

IRVINE UNIFIED SCHOOL DISTRICT
5050 BARRANCA PARKWAY
IRVINE, CA 92604

BID FORM

Bidder Name: CDW Government LLC

To: Irvine Unified School District, acting by and through the Governing Board herein, called the "District."

1. The undersigned Bidder, having become familiarized with all the following documents including, but not limited to, the Notice Calling for Bids, Calendar of Events, Bid Form, Bid Form Pricing Sheet, Information for Bidders, Noncollusion Declaration, Certification of Primary Participant Regarding Debarment, Suspension & Other Related Matters, Certificate of Lobbying, Piggyback Clause, Manufacturer's letter(s) authorizing Bidder to sell, Tobacco Use Policy, Workers' Compensation Certificate, Drug-Free Workplace Certification, Criminal Records Check Certification, all insurance requirements, Technical Specifications and Requirements, General Conditions, Sample Agreement, specifications, and all modifications, addenda and amendments, if any (hereinafter Bid Documents), the local conditions affecting the performance of the Project and cost of the Project at the place where the Equipment is to be provided and Work is to be performed, hereby proposes and agrees to be bound by all the terms and conditions of the Bid Documents and agrees to perform, within the time stipulated, the Project, including all Equipment, Work and all of its component parts, and everything required to be performed, and to provide and furnish and pay for any and all of the labor, materials, supplies, tools, equipment, utility, transportation services, shipping, assembly, installation, implementation, software licensing, maintenance, raining, ongoing support, recommended professional services, containers, packing, delivery, disposal of waste, and costs of optional services and products necessary to provide Equipment and perform the Work in a good workmanlike manner required in accordance with laws, codes, regulations, ordinances and any other legal requirements governing the Work, in connection with the following:

Bid No. 19/20-01 IT Technology Equipment and Peripherals

4, 5, & 6

All in strict conformity with the Bid Documents, including Addenda Nos. 1, 2, 3, on file at the Purchasing Dept. of the Irvine Unified School District for the sums as set forth in the Bid Form Pricing Sheet. The Bidder agrees to provide each item listed under the attached Bid Form Pricing Sheet for the prices indicated. The quantity on which to indicate each price shall be one unit unless specifically noted otherwise. Bidders may expand the provided Bid Form Pricing Sheet and create pricing tiers based on different quantities. All quantities shall be based on annual purchases by District within one calendar year.

Each individual bid term shall be determined from reviewing all portions of the Bid Documents, and shall include all items necessary to complete the Project, including the assumption of all obligations, duties, and responsibilities necessary to the successful completion of the Project, and the furnishing of all materials and equipment required to be incorporated in and form a permanent part of the Equipment, and the furnishing of tools, equipment, supplies, facilities,

labor, and supervision, required to perform and complete the Project, all as per the requirements of the Bid Documents, whether or now expressly listed or designated.

2. It is understood that the District reserves the right to reject any or all bids or to waive any irregularities or informalities in any bids or in the bidding process. Bidder agrees that its bid shall remain open and not be withdrawn for the period specified in the Information for Bidders.

3. The initial term of the Agreement is through December 31, 2021. Term of the Agreement may be extended upon mutual consent of District and successful Bidder(s) for an additional three (3) one (1) year periods in accordance with provisions contained in the Education Code section 17596 (K-12). The maximum term of the Agreement is five (5) years.

4. It is understood and agreed that if written notice of the award of a contract is mailed, emailed, faxed, or delivered to the Bidder, the Bidder will execute and deliver to the Irvine Unified School District the Agreement within five (5) working days of the notice of award of the contract, or as otherwise requested in writing by the District, and will also furnish and deliver to the Irvine Unified School District certificates and endorsements of insurance, the Workers' Compensation Certificate, Tobacco Use Policy, Drug-Free Work Place Certification, W-9, Technical Specification and Requirements, and the Criminal Records Check Certification, within five (5) working days of the notice of award of the contract.

5. Communication conveying notice of award of the contract, requests for additional information, or other correspondence should be addressed to the Bidder stated below.

6. The name(s) of all persons interested in the bid as principals are as follows:

Name	Address	Phone/ Email
[redacted], VP, Strategic Programs	[redacted]	[redacted]
[redacted], Proposal Specialist	[redacted]	[redacted]

7. Name(s) of primary contact(s) who will service this contract/account.

Name	Address	Phone/ Email
[redacted], Executive Account Manger	[redacted]	[redacted]
[redacted], Field Account Executive	[redacted]	[redacted]

8. How many years of experience has Bidder had providing schools with technology equipment similar to that included in the scope of this Project?

CDW Government was founded in 1998 to solely serve government, education, and healthcare entities. We have hundreds of school district and higher education customers throughout the country, and provide IT catalog offerings to many. Prior to 1998, CDW, the parent of CDW-G, served hundreds of clients in a similar capacity (providing hardware, software, and services) -- relative to the Irvine Unified School District

9. Has Bidder or any of its principals been in litigation or arbitration or dispute of any kind on a question or questions relating to a similar public project during the past three (3) years? Response must include information pertaining to principal's association outside of the firm bidding this Project.

As of the date of submission and for the previous 3 years, and to CDW-G's knowledge and belief, the company is not currently involved in any litigation involving customers, competitors, or employees which, if adversely adjudicated, would have a material adverse impact on CDW-G's ability to perform its obligations under an awarded contract.

□ Yes ☑ No

If Yes, provide name of public agency and details of the dispute:_____

_____

_____

10. The Bidder hereby warrants that the Bidder has all appropriate licenses and permits to provide the Equipment and perform the Work as specified in the Bid Documents and that such licenses and permits will be in force and effect throughout the duration of performance of any awarded contract. Bidder shall be nonresponsive if the Bidder is does not hold required licenses and permits.

11 The Bidder, whether manufacturer, supplier, distributor, reseller, or retailer, hereby certifies that the Equipment offered under this bid have been placed in regular commercial use and that adequate spare parts exist in the marketplace for the items sold.

12. In submitting this bid, the Bidder offers and agrees that if the bid is accepted, it will assign to the District all rights, title and interest in and to all causes of action it may have under Section 4 of the Clayton Act (15 U.S.C. Section 15) or under the Cartwright Act (Business & Professions Code Section 16700, et seq.) arising from purchases of goods, materials, or services by the Bidder for sale to the District pursuant to the bid. Such assignment shall be made and become effective at the time the District tenders final payment under the contract. (Public Contract Code Section 7103.5; Government Code Section 4450, 4451 and 4552).

13. The Bidder hereby certifies that it is, and at all times during the performance of Work hereunder shall be, in full compliance with the provisions of the Immigration Reform and Control Act of 1986 ("IRCA") in the hiring of its employees, and the Bidder shall indemnify, hold harmless and defend the District against any and all actions, proceedings, penalties or claims arising out of the Bidder's failure to comply strictly with the IRCA.

14. It is understood and agreed that if requested by the District, the Bidder shall furnish a notarized financial statement, references, and other information required by the District that is sufficiently comprehensive to permit an appraisal of Bidder's ability to provide the Equipment and perform the Work.

15. **Time is of the essence.**

16. The required Noncollusion Declaration is attached as required by Public Contract Code Section 7106. Bidder understands and agrees that failure to submit a completed and signed declaration will render the Bidder automatically nonresponsive.

17. Failure to complete the Bid Form, Bid Form Pricing Sheet, Noncollusion Declaration, Certificate of Primary Participant Regarding Debarment, Suspension and Other Responsibility Matters, Certification of Restriction on Lobbying, Piggyback Clause, and submit Manufacturer's letter(s) authorizing Bidder to sell in their entirety will render a Bidder nonresponsive.

18. **Bid prices are to include shipping, F.O.B. Irvine Unified School District, or as directed by the purchase order of said District, assembly, inside delivery, and any required installation.**

19. All prices on the Bid Form Pricing Sheet shall be incorporated herein as if fully set forth.

20. List of References. Please provide references of school districts and/or any public agencies that Bidder has contracted with to provide technology equipment and peripherals as required under Information for Bidders Section 32.

1. Name: Capistrano Unified School District

Address and Telephone: [redacted]

[redacted]

Contact Person: [redacted] Ed. D.,CTO

Description of Equipment: Chromebooks, laptops, desktops, projectors, carts, networking, and software.

2. Name: NewPort Mesa Unified School District

Address and Telephone: [redacted]

[redacted]

Contact Person: [redacted] CCTO, Director, IT

Description of Equipment: Chromebooks, laptops, projectors, printers, and software.

3. Name: William S. Hart Union High School District

Address and Telephone: [redacted]

[redacted]

Contact Person: [redacted], Director of Technology Services

Description of Equipment: Chromebooks, AV, networking, wireless, professional services, software.

4. Name: Magnolia Independent School District

Address and Telephone: [redacted]

[redacted]

Contact Person: [redacted]

Description of Equipment: Chromebooks, software, carts, printers, and accessories.

5. Name: Val Verde Independent School District

Address and Telephone: [redacted]

[redacted]

Contact Person: Matthew Penner

Description of Equipment: Chromebooks, software, notebooks, desktops, and accessories.

Pricing Offer

Our **Bid Form Pricing Sheet** as well as the proposed Discount Off Advertised Categorical Discount Listing is provided following.

The Verifiable Price Index that CDW-G utilizes is discount applied to **Nationally Advertised Price** (NAP). This type of price index - versus the traditional Manufacturer's Suggested Retail Price (MSRP) - is available 24/7 and is dynamically updated in accordance with market trends and benchmarks such as savings from bulk purchases, stocked inventory and negotiated manufacturer pricing. This helps to reduce risk and volatility on behalf of CDW-G customers.

In general, there is a downward trend in IT hardware and software cost over time, that is not reflected in the arbitrary schedule set by the manufacturer MSRP.

CDW•G's Nationally Advertise Price is benchmarked against live pricing on our competitors' websites and adjusted frequently to remain competitive in the marketplace. One misleading element of discounts from MSRP is that proposed discounts may seem more aggressive. However, comparing at a line item level, a dynamic, online catalogue offer secures technology solutions for a lower cost.

This type of pricing index (NAP), because it is being updated constantly in real time, offers more IT solutions for customers, including emerging and disrupting technologies, and new manufacturers.

Finally, Nationally Advertised Price is a publicly verifiable index that the Irvine Unified School District can publicly verify for auditing purposes.

Please note, it is CDW-G's goal to provide a consistent price for the Irvine Unified School District for the term of the RFP. CDWG's pricing methodologies consider numerous economic factors facing the market at the time of offer. Given the current macroeconomic climate, CDW-G must reserve the right to revise its fixed price offers upon learning of applicable financial impacts felt by CDW-G's manufacturer partners, including **existing and future tariffs**, which are passed on in the price of product and services to CDW-G. As we are often the largest partner for manufacturers, we are uniquely positioned to have early access to information, often before it is widely available. CDW-G will work proactively with the Irvine Unified School District and all manufacturers to mitigate or eliminate, to the best of our ability, any price impacts to the products within this RFP. CDW-G will also work with our partners to take inventory positions in advance of the tariff implementation date to mitigate some tariff-related increases if necessary.

Exhibit A
CDW-G Proposed Discount Off Nationally Advertised Categorical Discount List

Category	Category Description	Brands	Irvine Proposed
A	Accessories (A)	All Brands Excluding Apple	6.75%
B	Power, Cooling & Racks (B)	All Brands Excluding Apple	3.00%
C	Desktop Computers (C)	All Brands Excluding Apple	2.00%
D	Data Storage/Drives (D)	All Brands Excluding Apple	5.25%
E	Enterprise Storage (E)	All Brands Excluding Apple	5.00%
F	Point of Sale/Data Capture (F)	All Brands Excluding Apple	4.00%
H	Servers & Server Management (H)	All Brands Excluding Apple	4.00%
J	Services (CDW Delivered) (J)	All Brands Excluding Apple	0.00%
L	Notebook/Mobile Devices (L)	All Brands Excluding Apple	3.25%
L/NB/CBK	Chromebooks (CBK)	All Brands Excluding Apple	0.75%
N	NetComm Products (N)	All Brands Excluding Apple	7.00%
O	Carts and Furniture (O)	All Brands Excluding Apple	5.25%
P	Printing & Document Scanning (P)	All Brands Excluding Apple	1.50%
Q	Services (Partner Delivered) (Q)	All Brands Excluding Apple	3.00%
S	Software (S)	All Brands Excluding Apple	4.00%
T	Collaboration Hardware (T)	All Brands Excluding Apple	5.00%
T/PB	Video Hardware	All Brands Excluding Apple	3.00%
V	Video & Audio (V)	All Brands Excluding Apple	3.50%
W	Cables (W)	All Brands Excluding Apple	13.00%

Bid Form Pricing Sheet

Bid No. 19/20-01 IT TECHNOLOGY EQUIPMENT AND PERIPHERALS

BID FORM PRICING SHEET

Name of Bidder: CDW Government LLC

Website of Online Catalog: https://www.cdw.com/

All items shall be complete including applicable delivery, installation, and miscellaneous costs, but do not include California sales taxes in the quoted prices. Bidders must complete all items, or the bid submitted may be declared non-responsive. Note: This is NOT AN ORDER. If a Bidder will not bid on an item, it should write "No Bid" under the unit price.

Whenever any Equipment is indicated or specified by brand name, trade name, proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process, service or equipment desired and shall be deemed to be followed by the words **"or equal",** and Bidder may, unless otherwise stated, offer any material, process, service, or equipment which shall be substantially equal or better in every respect to that so indicated or specified, *subject to District approval*.

Should the Bidder wish to request prior to bid opening, any substitution for the materials, process, Work or Equipment **specified in the Short List**, the Bidder shall submit a written request to the District ***within the timeframe stated for Requests for Information (RFI's)***, in accordance with Information for Bidders Sections 9 and 19. Bidders submitting RFIs requesting substitutions of "or equal" products should include the line number, description, and manufacturer and model no. listed on the original Bid Documents, and the manufacturer and model no. of the proposed "or equal" product. Descriptive technical literature (manufacturer's specifications and a picture of the specific item), marked with the appropriate bid item number, should be provided fully describing the claimed "or equal" product. Suitability and valuation of "equals" rest in the sole discretion of the District.

For proposed **Catalog Discount Work and Equipment,** Bidders should list all manufacturers available in the column denoted "Brands/Manufacturers". Bidders are not required to offer Equipment from all manufacturers listed in the description. Bidders may propose additional "or equal" manufacturers. Suitability and valuation of "equals" rest in the sole discretion of the District.

Bid prices are to include all costs associated with the proposed Solution including, but not limited to, shipping, F.O.B. Irvine Unified School District or as directed by the purchase order of said District, assembly, inside delivery, and any required installation/implementation, software licensing, maintenance, training, ongoing support, recommended professional services, containers, packing, delivery, disposal of waste, and

costs of optional services and products. Do not include California Sales or Use Taxes in unit prices. This tax will be added and paid for by the District. Costs not identified by Bidder shall be borne by Bidder and will not alter the requirements identified in this solicitation.

EXAMPLE

Line #	Description	Manufacturer & Model No.	Est. Qty (annual)	Unit Cost	Discount %	Extended Price Per Unit
1.a.	Example Company Chromebook 11"	Example Company, model no. 1234	1-499	$250	5%	$237.50
1.b.	Example Company Chromebook 11"	Example Company, model no. 1234	500-1,999	$250	7%	$232.50
1.c.	Example Company Chromebook 11"	Example Company, model no. 1234	2,000 - 4,999	$250	10%	$225.00
1.d.	Example Company Chromebook 11"	Example Company, model no. 1234	5,000+	$250	13%	$217.50

Short List Bid Items						
Line #	**Description**	**Manufacturer & Model No.**	**Est. Qty (annual)**	**Unit Cost**	**Discount %**	**Extended Price Per Unit**
1	HP Chromebook 11 G7 11.6"	6QY22UT#ABA	1	$184.99	0	$184.99 **
1a.	Dell Chrome 3100	3100	1	$234.00	0	$234.00
2	Google Chrome Management Console License - Education	CROSSWDISEDU	1	$23.00	0	$23.00
3	AVerCharge C36i+ Cart	CHRGC36I+	1	$990.00	0	$990.00
3a	Spectrum Connect 36 eLogix	55423-DBT	1	$1,081.24	0	$1,081.24
3b	Anywhere Cart AC-Plus-T	AC-Plus-T	1	$869.00	0	$869.00

3d.	DellCharge C36	.CMPCT36	1	No Bid	0	No Bid
4	HP Laserjet Pro M404n	HP, W1A52A#BGJ	1	$171.86	0	$171.86 **
4a.	Lexmark B2442dw	36SC220	1	$257.56	0	$257.56
5	HP Color LaserJet Enterprise M553n	HP, B5L24A#BGJ	1	$378.95	0	$378.95 **
5a.	Lexmark CS622de	42C0080	1	$505.00	0	$505.00
6	Cisco Catalyst 4500 Switch L3	WS-C4500X-16SFP+	1	$15,472.80	0	$15,472.80
6a.	Dell PowerSwitch	S4128F-ON	1	No Bid	0	No Bid
7	Cisco Catalyst 2960X Switch L2	WS-C2960X-48FPD-L	1	$4,886.28	0	$4,886.28
7a.	Dell PowerSwitch	N2048	1	No Bid	0	No Bid
8	Cisco Catalyst 3850 L2	WS-C3850-12X48U-L	1	$10,393.53	0	$10,393.53
8a.	Dell PowerSwitch	N3048EP-ON	1	No Bid	0	No Bid
9	HP/Aruba Indoor Access Point AP-335	HPE, JW825A	1	$1,032.40	0	$1,032.40
9a.	Ruckus In R750	901-R750-US	1	$983.68	0	$983.68
10	HP/Aruba Outdoor Access Point AP-375	HPE, JZ173A	1	$1,215.10	0	$1,215.10
10a.	Ruckus Out T610	9U1-T610-US	1	$1,082.05	0	$1,082.05
11	HP/Aruba AP/PEF/RFP license	HPE, JW619AAE	1	$95.70	0	$95.70
11a.	Ruckus Virtual Lic	virtual1301	1	$96.50	0	$96.50

12	Schneider Electric UPS 6KVA	SURTD6000RMXLP3U	1	$4,992.00	0	$4,992.00
13	Epson PowerLite 975w	V11H835020	1	$941.45	0	$941.45 ***
14	Epson PowerLite 685w	V11H744520	1	$1,016.50	0	$1,016.50 ***
15	Epson ELPLP64 projector lamp	V13H010L64	1	$137.00	0	$137.00
16	Aver CP3 75” Interactive Display	CP3-75i	1	Product Discontinued	0	Product Discontinued
16a	Boxlight PROCOLOR 753U UHD	753U UHD	1	$4,086.57	0	$4,086.57
16b	Promethean Titanium ActivPanel	AP7-B75-NA-1a	1	$3,700.00	0	$3,700.00
16c	Clevertouch IMPACT	15475IMPACT	1	No Bid	0	No Bid
16d	SMART MX	MX275-V2	1	$4,017.59	0	$4,017.59
16e.	Dell 75” 4K Inter.	C7520QT	1	$4,925.30	0	$4,925.30
17	Samsung QB-R 65” Digital Signage Display	QB65R	1	$850.00	0	$850.00
18	AVer F70W Wireless Doc Cam	VSIONF70W	1	$410.00	0	$410.00
18a	Hovercam Ultra 10	HCU10	1	$795.00	0	$795.00
19	Lightspeed Topcat Access Speaker System	TCA-FF-M	1	$1,554.00	0	$1,554.00
20	Installation Service - Lightspeed Topcat Access	N/A	1	$195.00	0	$195.00
21	AtlasIED PoE+ Indoor Wall Mount Loudspeaker	IP-SDM	1	$672.50	0	$672.50
22	Installation Service - AtlasIED Loudspeaker	N/A	1	$185.00	0	$185.00

Catalog Discount:

Bidders may respond to line items with one catalog discount percentage for all brands/manufacturers. Catalog discounts will be based on Manufacturer's Suggested Retail Price as listed in manufacturer's or Bidder's online catalog. Bidders may include an attachment include additional brands/manufacturers offered.

EXAMPLE

	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		YES	NO		
1.	Chromebooks, Brands may include, but are not limited to: Brand A, Brand B & Brand C.	X		Brand A, Brand C, Brand D	_____20_____% Catalog Discount

General Hardware Catalog Type Items					
	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		YES	NO		
23	Brand name items from computer hardware manufacturers. Brands may include, but are not limited to: Acer, Dell, HP, Lenovo, Microsoft, Toshiba, and any other Intel or AMD based computers and systems.	X		Please see Exhibit A	_____% Catalog Discount
24	Computer and tablet peripherals, components, upgrades, accessories, and related equipment including all manufacturers' "optional" products and warranties. Including all manufacturers available to the Bidder.	X		Please see Exhibit A	_____% Catalog Discount
25	Device storage and/or charging solutions. Brands may include, but are not limited to: Anywhere, Aver, Bretford, LocknCharge, Tripp Lite.	X		Please see Exhibit A	_____% Catalog Discount
26	Digital cameras, lenses, lighting, microphones, drones, and related photography/videography peripherals, software, and accessories. Brands may include, but are not limited to: Canon, DJI, Panasonic, Sony.	X		Please see Exhibit A	_____% Catalog Discount

27	Printers, toner, inkjet ink, accessories, and other related supplies. Brands may include, but are not limited to: Canon, Dell, Epson, HP, Konica-Minolta, Kyocera, Ricoh, Toshiba, Xerox.	X		Please see Exhibit A	_____% Catalog Discount
28	Cables and cable management solutions, including, but not limited to: HDMI, VGA, network cables and adapters, terminators, raceway, patch cables, video, audio, and power cables. Including all manufacturers available to the Bidder.	X		Please see Exhibit A	_____% Catalog Discount

Network, Data Center, and Security Catalog Type Items

	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		YES	NO		
29	Brand name items from network hardware manufacturers. Brands may include, but are not limited to: Aerohive, HP/Aruba, Cisco, HP ProCurve, Juniper, Ruckus, and any other managed or unmanaged hardware, component, or related devices available to Bidder.	X		Please see Exhibit A	_____% Catalog Discount
30	Wireless technology: including access points, controllers, mounts and enclosures, and any other components and peripherals. Brands may include, but are not limited to: HP/Aruba, Oberon, Ventev/Terrawave, Aerohive, Cisco, Ruckus	X		Please see Exhibit A	_____% Catalog Discount
31	Wireless management licenses and maintenance. Brands may include, but are not limited to: Aerohive, HP/Aruba, Cisco, Ruckus.	X		Please see Exhibit A	_____% Catalog Discount
32	Server, storage, and virtualization hardware and peripherals, and licensing. Brands may include, but are not limited to: Cisco, HP, Dell, IBM, VMWare, Microsoft.	X		Please see Exhibit A	_____% Catalog Discount
33	Network management software or network access control. Brands may include, but are not limited to: Aerohive, HP/Aruba, Cisco, Ruckus.	X		Please see Exhibit A	_____% Catalog Discount
34	Network security appliances and software including layer 7 Firewall, Content Filtering, log management (SEIM), Intrusion Defense and Prevention System (IDS, IPS), endpoint protection, SPAM and phishing protection. Brands may include, but are not limited to: iBoss, Palo Alto, Cisco, HP, Sonicwall, Symantec, CrowdStrike, Microsoft, Barracuda, Agari, Avanan.	X		Please see Exhibit A	_____% Catalog Discount
35	Uninterruptible Power Supply (UPS). Brands may include, but are not limited to: Schneider Electric, APC, Tripp Lite	X		Please see Exhibit A	_____% Catalog Discount

36	Safety systems which may include: networked surveillance, access control, and emergency alert systems, cameras, servers, software, and peripherals. Brands may include, but are not limited to: Axis, Avigilon, Cisco, Panasonic, and Entre.	X		Please see Exhibit A	_____% Catalog Discount
37	Public Address and Clock/Bell/Loudspeaker systems. Brands may include, but are not limited to: Atlas, Bogen, Cisco, Ducane.	X		Please see Exhibit A	_____% Catalog Discount

General Software Catalog Type Items

	Description	Can Comply? YES	Can Comply? NO	Brand/Manufacturer	Catalog Discount (based on MSRP)
38	Major software publisher programs including licensing with media option or full packaged products. Academic discounts must be applied when available. Major software publishers may include, but are not limited to: Adobe, Google, and Microsoft.	X		Please see Exhibit A	_____% Catalog Discount

Audio Visual Catalog Type Items

	Description	Can Comply? YES	Can Comply? NO	Brand/Manufacturer	Catalog Discount (based on MSRP)
39	Projectors, lamps, mounts, and accessories. Brands may include, but are not limited to: Acer, BenQ, Epson, Optoma, Viewsonic.	X		Please see Exhibit A	_____% Catalog Discount
40	Interactive displays, mounts, carts, and accessories. Brands may include, but are not limited to: Aver, Promethean,Samsung, Smart Technologies, Viewsonic.	X		Please see Exhibit A	_____% Catalog Discount
41	Large format displays, mounts, carts and accessories. Brands may include, but are not limited to: LG, NEC, Panasonic, Samsung, Sharp, Bretford, Conen, Peerless, Tripp Lite.	X		Please see Exhibit A	_____% Catalog Discount
42	Document cameras and accessories. Brands may include, but are not limited to: Aver, Elmo, Epson, Hovercam, IPEVO.	X		Please see Exhibit A	_____% Catalog Discount
43	Integrated audio visual systems. Brands may include, but are not limited to: Extron, Crestron, Lightspeed, and FrontRow.	X		Please see Exhibit A	_____% Catalog Discount

44	Audio visual equipment including, but not limited to: microphones, speakers, sound boards, presenter equipment and accessories, and theater management tools from any manufacturer available to Bidder.	X		Please see Exhibit A	_____% Catalog Discount

Services

	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		YES	NO		
45	Configuration Services, including but not limited to: asset tagging, etching, memory or other component installations, imaging, software installation, or any other Configuration Lab type services.	X		Please see Exhibit A	_____% Catalog Discount
46	Engineering Services, including but not limited to: assessment, design, configuration, implementation, or diagnostic troubleshooting of wired or wireless networking, physical or virtual servers, Storage Area Network (SAN), backup or disaster-recovery solutions. Engineers preferred to be-experienced with: Cisco, Dell EMC, HP, NetApp, VMWare, Microsoft, and must be manufacturer certified.	X		Please see Exhibit A	_____% Catalog Discount
47	Audio Visual Installation Services, including but not limited to: projector/display mounting, low voltage cabling, speaker installation.	X		Please see Exhibit A	_____% Catalog Discount

*** Pricing and discounts reflected are a minimum discount, and additional discounts may be agreed upon by Bidder and District, depending on brands/manufacturers offered, volume purchases, and other promotions.**

** Clarification - Piggybackable pricing is only available to K-12 institutions in Orange County. This is due to OEM pricing restrictions.

*** Clarification - Piggybackable pricing is available to all public institutions in the state of California with the restriction of Los Angeles Unified School District. This is due to OEM pricing restrictions.

**** Clarification – Piggybackable pricing is only available to K-12 institutions in Orange County and San Bernadino County. All other California K-12 institutions can utilize the discount off CDW-G Nationally Advertised Pricing in the catalogue section, if awarded.

Company Name: CDW Government LLC

Vendor Name: [redacted], Director Program Sales

Vendor Signature:  **Date:** 11/26/2019

The undersigned hereby declares that all of the representatives of this bid are made under penalty of perjury under the laws of the State of California.

Individual

Name: _____

Signature: _____

Print Name: _____

Date: _____

Business Address: _____

Telephone: _____

****

Partnership

Name: _____

Signature: _____

Print Name: _____

Date: _____

Business Address: _____

Telephone: _____

Other Partner(s): _____

****

Corporation

Name: **CDW Government LLC**
(a **Limited Liability** Corporation)

Business Address: **200 North Milwaukee Avenue, Vernon Hills, IL, 60061**

Telephone **800.800.4239**

Signature: _____, President Date: 11/25/19

Print Name: **Robert F. Kirby**, President Date: _____

Signature: _____, Secretary Date: 11/25/19

Print Name: **Ann Mayberry**, Assistant Secretary Date: _____

A corporation awarded the contract shall furnish evidence of its corporate existence and evidence that the officer signing the Agreement and bonds is duly authorized to do so.

****

N/A

Joint Venture Name: _____

Signature: _____

Print Name: _____

Date: _____

Business Address: _____

Telephone: _____

****

Other Parties to Joint Venture

If an individual Name: _____

Signature: _____

Print Name: _____

Date: _____

Doing Business as: _____

Business Address: _____

Telephone: _____

If a Partnership Name: _____

Signature: _____

Print Name: _____

Date: _____

Business Address: _____

Telephone: _____

If a Corporation Name: _____

(a _____ Corporation)

Signature: _____

Print Name: _____

Title: _____

Date: _____

Business Address: _____

Telephone: _____

NONCOLLUSION DECLARATION TO BE EXECUTED BY BIDDER AND SUBMITTED WITH BID

(Public Contract Cod Section 7106)

The undersigned declares:

I am the Director, Program Sales [Title] of CDW Government [Name of Company], the party making the foregoing bid.

The bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation. The bid is genuine and not collusive or sham. The Bidder has not directly or indirectly induced or solicited any other Bidder to put in a false or sham bid. The Bidder has not directly or indirectly colluded, conspired, connived, or agreed with any Bidder or anyone else to put in a sham bid, or to refrain from bidding. The Bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the Bidder or any other Bidder, or to fix any overhead, profit, or cost element of the bid price, or of that of any other Bidder. All statements contained in the bid are true. The Bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof, to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a Bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the Bidder.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on 11/19/2019 [Date], at Vernon Hills [City], IL [State].

Signature

STEPHANIE SANTANDER

Print Name

CERTIFICATION OF PRIMARY PARTICIPANT REGARDING DEBARMENT, SUSPENSION, AND OTHER RESPONSIBILITY MATTERS

The CDW Government LLC
Firm name/principal

certified to the best of its knowledge and belief, that it and its principals:

1. Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department agency;

2. Have not within a three-year period preceding this proposal been convicted of a or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state or local) transaction or contract under a public transaction; violation of federal or state antitrust or destruction of records, making false statements, or receiving stolen property;

3. Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (federal, state, or local), with commission of any of the offenses enumerated in paragraph (2) of this certification; and

4. Have not within a three-year period preceding this proposal had one or more public transactions (federal, state or local) terminated for cause of default.

If unable to certify to any of the statements in this certification, the participant shall attach an explanation to this certification.

THE PRIMARY PARTICIPANT CDW Government LLC
Firm name/principal

CERTIFIED OR AFFIRMS THE TRUTHFULNESS AND ACCURACY OF THE CONTENTS OF THE STATEMENTS SUBMITTED ON OR WITH THIS CERTIFICATION AND UNDERSTANDS THAT THE PROVISIONS OF 31 U.S.C. SECTION 3801 ET SEQ. ARE APPLICABLE THERETO.

Director, Program Sales
Signature and Title of Authorized Official

CERTIFICATE OF RESTRICTIONS ON LOBBYING

I, Stephanie Santander, Director, Program Sales, hereby certify on behalf (name of offeror) of CDW Government LLC that:

(Firm Name)

1. No Federal appropriated funds have been paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer of employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

2. If any funds, other than Federal appropriated funds, have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit the attached, Standard Form-LLL, "Disclosure of Lobbying Activities", in accordance with its instructions.

3. The undersigned shall require that the language of this certification be included in all subcontracts, and that all subcontracts shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance is placed when this transaction as made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

Executed this 19 day of November, 2019

By: Stephanie Santander
(Signature of authorized official)

Director, Program Sales
(Title of authorized official)

PIGGYBACK CLAUSE

1. **Public Contract Code 20118.** Pursuant to Public Contract Code sections 20118 and 20652 (Community Colleges) Irvine Unified School District authorizes all other eligible public entities to piggyback on this bid, except for services. The responding Bidder authorizes this piggyback by signing below. Instead of listing all agencies and districts individually the Irvine Unified School District intentionally names all eligible public entities in total. The District further waives its right to have warrants issued in its favor.

2. **Participation.** Bidder agrees to extend the terms of the resulting contract to other public entities. Such participating government bodies shall make purchases in their own name, make payment directly to the Bidder, and be liable directly to the Bidder, holding Irvine Unified School District harmless.

3. Acceptance or rejection of this clause will not affect the outcome of this Bid.

☑ Yes, Piggyback Option Granted

☐ No, Piggyback Option Not Granted

Signature: Stephanie Santander Date: 11/19/2019

Print Name: STEPHANIE SANTANDER

Title: Director, Program Sales

Company Name: CDW Government LLC

Address: 200 North Milwaukee Avenue
Vernon Hills, IL 60061

Email Address: [redacted]

Telephone Number: [redacted]

Manufacturer's Letter(s) Authorizing Bidder to Sell

- Anywhere Cart
- Aruba
- AtlasIED
- Aver
- Boxlight
- Chrome
- Cisco
- Dell EMC
- Epson
- HoverCam
- HP and HPE
- Lexmark
- Lightspeed
- Promethean
- Ruckus
- Samsung
- Schneider/APC
- SMART
- Spectrum

November 21, 2019

Anywhere Cart
42035 Zevo Drive
Temecula CA, 92590

CDW Authorization for Resell

To Whom It May Concern:

Herewith we confirm that the company

CDW
200 N Milwaukee Ave
Vernon Hills, IL 60061

is a certified partner and therefore authorized to offer and sell any and all Anywhere Cart products to Irvine Unified School District.

In addition, we confirm that CDW has undergone all of the required product specific trainings and satisfies all our internal qualification requirements related therewith and is authorized to purchase said products from our company for further resale.

We further warrant that the subject products delivered by us to CDW are truly produced at production works of the above mentioned Anywhere Cart production sites and are under warranted in accordance with the pertaining technical specifications and our worldwide warranty terms.

Anywhere Cart

[redacted]
Vice President

Hewlett Packard Enterprise

Hewlett Packard Enterprise Company
6280 America Center Drive
San Jose, CA, 95002
U.S.A.

aruba
a Hewlett Packard Enterprise company

November 14, 2019

CDW Logistics Inc.
300 N Milwaukee Ave
Vernon Hills, IL, 60061
HPE Partner Agreement #[redacted]

To whom it may concern:

CDW Logistics Inc. is an HP Enterprise / Aruba Authorized Partner in the US, which includes access to all commercial products and the services associated with them – not requiring additional authorization and includes all Open products from an authorized HPE US Commercial Distributor, for resale to end user customers in the USA.

CDW Logistics Inc. holds the following additional authorizations:

EG Selected Products

CDW Logistics Inc. has been an HPE Enterprise Group (EG) Service Delivery Partner since **11/1/2013.**

HPE EG Service Delivery Partners are authorized to deliver warranty and HPE Care Pack Services on Industry Standard Servers, HPE Storage and Networking products, provided that the technicians performing the Services hold the appropriate service and/or solution qualifications.

HPE Point of Contacts for Partner Authorization verification are listed below:
Support Team: [redacted]

Customers can also locate or confirm partners through the HPE Partner Locator at http://findapartner.hpe.com/

Sincerely,

[redacted]

[redacted]
AMS Lead, PFS BRM Global Partner Contracts
Sales Operations

[redacted]

www.atlasied.com

November 19, 2019

This document is to attest that CDW at 200 N Milwaukee Ave. Vernon Hills, IL 60061 is an Authorized Distributor of AtlasIED.

As an Authorized Distributor, CDW may represent our products, specifically our PoE+ Indoor Wall Mounted Loudspeakers as well as our complete product line, and receives full Support of the AtlasIED Sales, Technical and Warranty Support teams.

Sincerely,

[redacted]

VP – Customer Service
AtlasIED

C: [redacted]

AVer Information Inc. Americas

11/12/2019

To Whom It May Concern,

This letter is to certify that CDW Government LLC (CDW•G) is an Aver Information authorized reseller. As a result, CDW•G is authorized to resell Aver Information products and services to education, healthcare, state/local, and federal customers throughout the United States. MSRP is defined as Manufacturer's Suggested Retail Price, which is our publicly available list price. By signing this letter of authorization, we confirm that we do not have or use regional or otherwise confidential list/index prices. Please reference this letter in regards to contract # DIR-TSO-TMP-250.

Please contact me directly if there is any additional information required to support CDW•G's response to your RFP.

Sincerely,

[redacted]

[redacted]

Regional Sales Manager

Aver Information

[redacted]

[redacted]

June 13, 2019

To Whom It May Concern:

CDWG is an authorized reseller of Boxlight Mimio products in the United States.

Best regards,

[redacted]

EVP of Sales
Boxlight Mimio

Google Inc.
1600 Amphitheatre Parkway
Mountain View, CA 94043

Google

[redacted]
www.google.com

November 15, 2019

To whom it may concern:

This letter confirms that CDW Corporation, headquartered at 75 Tri-State International, Lincolnshire, IL 60069, is an official Google Chromebook Reseller.

If you have any questions, you can contact me at [redacted].

Thank you,

[redacted]

[redacted]
Strategic Partner Manager, Google Chrome

Dear Michelle Bennett, Procurement & IT Contracts Specialist,

Please accept the attached certificate as the vendor authorization letter for CDWG for your IT Technology Equipment and Peripherals RFP, bid number 19/20-01, bid item lines 1-2. Google does not fill out customer provided authorization letters for any reseller, but Google wants to authorize CDWG for your bid opportunity.

Google does not have a published MSRP price list for our software. Please accept the below as our official MSRP prices with CDWG's submittal.

Chromebook Management Console
CROS-SW-EDU
$30.00 per device MSRP

I have the authorization to provide you this information on behalf of Google. Please let me know if you have any questions.

-[redacted]

[redacted]
Strategic Partner Manager - Chrome OS
[redacted]

MANUFACTURER'S AUTHORIZATION FORM

Date: **November 13, 2019**

To: **Irvine Unified School District**
5050 Barranca Parkway
Irvine, CA 92604

Subject: **Bid No. 19/20-01 for IT Technology Equipment and Peripherals**

Cisco Systems, Inc., a company duly organized under the laws of the State of California of the United States, having its principal place of business at 170 W. Tasman Drive, San Jose, CA 95134-1706, USA ("**Cisco**"), who is a provider of networking products and services, hereby confirms that, as of the date of this letter, CDW Corporation ("**Partner**") wishes to participate in the Bid or Project stated above and has entered into an agreement for the purchase and resale of Cisco Products and/or Services which entitles Partner to do the following:

(1) resell and/or distribute Cisco products and/or services in United States to end users within that territory;

(2) bid, negotiate and conclude a contract with you for the above products/services manufactured or supplied by Cisco. The Partner is an independent contractor and has no authority to commit and/or bind Cisco or its affiliates in any way.

Cisco will, within the scope of its agreement with its authorized channels, provide support and product warranty services for Cisco products obtained through its authorized channels.

The confirmation provided under this Authorization form shall be accurate as of the date appearing at the top of this letter.

If you need any additional information, please do not hesitate to contact [redacted]. For more information about Cisco's channel partner program, please visit the following URL: http://www.cisco.com/web/partners/index.html.

Duly authorized to sign this authorization form for and on behalf of: **Cisco Systems, Inc.**

[redacted]

[redacted], Director, Finance

July 30, 2019

CDW
200 N MILWAUKEE AVE
VERNON HILLS, IL 60061
US

RE: Dell EMC Partner Program - Authorized Reseller

Dear CDW

This letter confirms that as of the date written above, you are a Dell EMC authorized reseller participating in the Dell EMC Partner Program. This relationship authorizes you to resell Dell EMC products and services to commercial end-users[1] in accordance with the Dell Reseller Terms of Sale, or your EMC Channel Purchase Agreement as applicable.

Please feel free to contact us if you have any additional questions regarding this letter. We look forward to doing business with you.

Warm regards,

[redacted]

President, Global Channels, OEM Solutions & IoT
Dell EMC

[1]This letter is not an authorization to resell Dell EMC products to Public or Federal end-users or to end-users prohibited by the Dell EMC Partner Program Agreement, the Dell Reseller Terms of Sale, Partner's existing EMC Channel Purchase Agreement, or any reseller terms applicable to products from a Dell EMC Strategically Aligned Business. Federal end-user means the United States Government or other entities as authorized in GSA Order ADM 4800.2 as amended (collectively, "Federal End-Users") or utilizing Dell IT assets in support of USG contracts and/or for internal use as a normal course of business, as approved by Dell.

Epson America, Inc.
MANUFACTURER'S CERTIFICATION

Monterey County Office of Education

#120630

Audio Visual Equipment

Epson America, Inc. ("Epson") hereby certifies that the named reseller below ("Reseller") is authorized to sell the Epson products set forth in Exhibit A, attached hereto ("Products"). The Products must be purchased directly from Epson.

Epson provides this certification knowing and intending that Monterey County Office of Edu ,will rely upon it when deciding whether to purchase the Products from the Reseller. The individual signing this certification represents and warrants that he/she is duly authorized to sign this certification on behalf of Epson.

Name of Manufacturer:

Epson America, Inc.
3840 Kilroy Airport Way
Long Beach, CA 90806

Name of Reseller:

Name CDW
Address 120 S. Riverside Plaza
Address Chicago, IL 60606

Authorized Signature:

[redacted] _____

Title: Reseller Authorization Programs Admin

Date Signed: 11/13/19

Epson America, Inc.
3840 Kilroy Airport Way
Long Beach, Ca 90806 -2452
[redacted]
P.O. Box 93012
Long Beach, CA 90809-9941
www.epson.com

EXHIBIT A TO EPSON AMERICA, INC. MANUFACTURER'S CERTIFICATION

PRODUCTS

Eligible Products as offered by Epson's Authorized Program

HoverCam

Authorization Letter for CDW

November 25, 2019

To Irvine Unified School District,

This letter confirms that CDW is a fully authorized reseller of HoverCam products, and is permitted to quote and sell our products to Irvine Unified School District. If there are any questions, kindly contact me.

Thank you for your consideration of our products, which are designed and serviced in San Diego, California USA. We look forward to serving your teachers and students.

Sincerely yours,

[redacted]

VP Sales
HoverCam

11/25/19

Hewlett Packard Enterprise

Hewlett-Packard Company
6280 America Center Drive
San Jose, CA , 95002
U.S.A.

November 12, 2019

CDW Logistics Inc.
300 N Milwaukee Ave
Vernon Hills, IL, 60061
HPE Partner Agreement #: **58AXR**

To whom it may concern:

CDW Logistics Inc. is an HP Enterprise Authorized Partner in the US, which includes access to all commercial products and the services associated with them – not requiring additional authorization and includes all Open products from an authorized HPE US Commercial Distributor, for resale to end user customers in the USA.

CDW Logistics Inc. holds the following additional authorizations:

EG Selected Products

CDW Logistics Inc. has been an HPE Enterprise Group (EG) Service Delivery Partner since **11/1/2013.**

HPE EG Service Delivery Partners are authorized to deliver warranty and HPE Care Pack Services on Industry Standard Servers, HPE Storage and Networking products, provided that the technicians performing the Services hold the appropriate service and/or solution qualifications.

HPE Point of Contacts for Partner Authorization verification are listed below:
Support Team: [redacted]

Customers can also locate or confirm partners through the HPE Partner Locator at http://findapartner.hpe.com/

Sincerely,

[redacted]

[redacted]
AMS Lead, PFS BRM Global Partner Contracts
Sales Operations

HP Inc.
501 Page Mill Road
Palo Alto, CA 94304
USA

hp.com

June 6, 2018

CDW Logistics Inc
200 N Milwaukee Ave
Vernon Hills, Illinois, 60061

To whom it may concern:

CDW Logistics Inc is an HP Authorized Partner in the US, which includes access to all commercial products and the services associated with them – not requiring additional authorization and includes all Open products from an authorized HP US Commercial Distributor, for resale to end user customers in the USA.

CDW Logistics Inc holds the following additional authorizations:

Qualified Supplies Partner Program

CDW Logistics Inc has been an HP ServiceOne Printing & Personal Systems (PPS) Delivery Partner since 11/29/2007

HP ServiceOne Printing & Personal Systems (PPS) Delivery Partners are authorized to deliver warranty and HP Care Pack Services on HP Personal Systems (such as HP Business PCs or HP Commercial Notebooks) and HP Imaging & Printing products (such as HP LaserJet shared printers or HP DesignJet large format printing) provided that the technicians performing the Services hold the appropriate service qualification.
HP Point of Contact for Partner Authorization verification is listed below:
hp.amspartnersupport@hp.com/ 1-844-305-6881 Opt. 2, 3 or 4

Customers can also locate or confirm partners through the HP Partner Locator at http://www8.hp.com/us/en/store-finder/index.do

Sincerely,



[redacted]
HP Inc.
US Contracts Lead

November 25, 2019

To: Irvine Unified School District
ATTN: Michelle Bennett
5050 Barranca Parkway
Irvine, CA 92604

Re: Bid No. 19/20-01 IT Technology Equipment and Peripherals

Manufacturer Letter of Authorization

Lexmark International, Inc. hereby certifies that CDWG is a reseller of Lexmark products and is authorized to sell all such products. If awarded a contract with Irvine Unified School District, Lexmark will furnish such reseller, subject to its normal business practices, the Lexmark products being bid.

Lexmark International, Inc.	CDWG
Manufacturer	Name of Reseller
740 West New Circle Road	120 S Riverside Plz
Lexington, KY 40550	Chicago, IL 60606

[redacted]

[redacted]
Contract Manager
State and Local Government

CDW-G
120 S. Riverside
Chicago, IL 60606
Attn: [redacted]
Phone: [redacted]
Email: [redacted]

November 12, 2019

RE: AUTHORIZED RESELLER OF LIGHTSPEED CLASSROOM AUDIO SOLUTIONS

Dear Tim,

This letter confirms that CDW-G is an authorized reseller of Lightspeed Technologies, Inc. products. Lightspeed Technologies, Inc. agrees to provide CDW-G with a source of supply of the offered Lightspeed Technologies, Inc. products to fulfill the Irvine Unified School District RFP.

Any questions regarding this arrangement can be directed to myself or Reid Hansen.

Sincerely,
[redacted]
Vice-President, Sales
Phone: [redacted]9
Email: [redacted]

Promethean

November 13, 2019

Ms. Michelle Bennett
Irvine Unified School District
5050 Barranca Parkway
Irvine, California 92604

Re: Bid No. 19/20-01 IT – Technology Equipment and Peripherals ("Bid")

Dear Ms. Bennett:

This letter is to certify that CDW Logistics, Inc. ("CDW") is an authorized reseller of Promethean products in the state of California under the above-referenced Bid. This authorization is valid through November 12, 2020.

If you have any questions regarding CDW's ability to sell Promethean products, please do not hesitate to contact us.

Sincerely,

[redacted]

General Counsel
Promethean, Inc.
[redacted]

Cc: [redacted]

Ruckus Networks
350 W Java Drive
Sunnyvale, CA 94089 USA

November 25, 2019

Subject: Ruckus Ready Authorized Partner

To Whom It May Concern,

Ruckus Networks is an industry leader that delivers simply better connections to help the world's leading organizations transition smoothly to a world where applications and information reside anywhere. We innovate across wireless and wired technologies that you can leverage to deliver high-performance network infrastructure and provide secure, reliable access to applications and services no matter how tough the environment. Our products are sold through various partnerships, such as distributors, resellers, etc.

This serves to confirm that as of the date of this letter, CDW LOGISTICS, INC is a member of the Ruckus Ready Partner Program. As a(n) Elite partner, CDW LOGISTICS, INC is authorized to resell Ruckus products. This authorization does not guarantee special pricing. All special pricing must be authorized by Ruckus and should appear on a separate, binding document.

Sincerely,



[redacted]
Chief Commerical Officer

SAMSUNG

SAMSUNG ELECTRONICS AMERICA, INC.
85 Challenger Road
Ridgefield Park, NJ 07660
201-229-4000

November 20, 2019

Irvine Unified School District
Procurement Department
Attn: Ms. Michelle Bennett, Specialist, IT Contracts
5050 Barranca Parkway
Irvine, CA 92604

RE: Bid No. 19/20-01 IT, Technology Equipment and Peripherals

Dear Ms. Bennett:

This letter serves as confirmation from the Samsung Business Division of Samsung Electronics America, Inc. ("Samsung") that CDWG is an authorized reseller of the Samsung Information Technology products listed below to Irvine Unified School District.

Product Lines

Displays/LFD's	Chromebooks	Tablets-Windows/Android
Memory/Storage	Notebooks	Hospitality TVs
Accessories	Extended Warranties	

This confirmation is provided in connection with Bid No. 19/20-01 IT, Technology Equipment and Peripherals.

Please note that Samsung shall supply CDWG with these products in support of the referenced Bid opportunity. CDWG purchases Samsung IT products through our authorized distribution network and, if awarded a Irvine Unified School District contract, shall be responsible for satisfying all applicable requirements under the contract.

If you have any questions about this letter of authorization, please feel free to contact [redacted] at [redacted].

Sincerely,

[redacted]

[redacted]
Director, Contracts and Proposals
Samsung Business Division
Samsung Electronics America, Inc.

APC
Channel Partner Program

Schneider Electric IT USA, Inc.
132 Fairgrounds Road
West Kingston, RI 02892
Tel: [redacted]
Fax: 4[redacted]

CDW Logistics Inc.
200 North Milwaukee Ave.
Vernon Hills, ILL 60061

November 18, 2019

To whom it may concern:

Schneider Electric IT USA, Inc. “formerly known as APC by Schneider Electric”, confirms that CDW Logistrics is an authorized reseller of APC products. This authorization demonstrates their knowledge of APC products and validates their expertise to design, deploy and maintain customer networks. CDW Logistics is not authorized to perform services on behalf of APC.

Please contact me with any questions regarding this authorization.

Regards,

[redacted]

[redacted]
Channel Programs Specialist

Award Winning Channel Programs

Everything CHANNEL 5 STAR PARTNER PROGRAM WINNER 2010

CRN CHANNEL #1 BESTSELLER UPS

CRN CHANNEL TOP GROWTH BESTSELLER UPS

CHANNEL CRN 2015 CHAMPIONS

Priority Partner Hotline
[redacted]

Partner Personal Page
[redacted]

Dedicated e-mail
[redacted]

APC by Schneider Electric

©2008 American Power Conversion Corporation. All rights reserved. All trademarks are owned by Schneider Electric Industries S.A.S., American Power Conversion Corporation, or their affiliated Companies. 132 Fairgrounds Road, West Kingston, RI 02892 USA 998-1505

SMART Technologies Corporation
Washington Sales Office
1655 North Fort Myer Drive, Suite 1120
Arlington, VA 22209 USA
Phone [redacted]
Fax [redacted]

SMART Technologies ULC
(Head Office)
3636 Research Road NW
Calgary, AB T2L 1Y1 CANADA
Phone [redacted]
Fax [redacted]
[redacted]
www.smarttech.com

November 21, 2019

CDW Logistics, Inc.
200 North Milwaukee Avenue
Vernon Hills, IL 60061
USA

Re: Authorized Reseller Agreement Between SMART Technologies Corporation ("SMART") and CDW Logistics, Inc. ("Reseller")

Per: Irvine Unified School District in California: Bid No. 19/20-01 IT Technology Equipment and Peripherals

SMART is the manufacturer of SMART Board® interactive displays and other SMART brand products ("**SMART Products**") (a complete listing of which may be found at www.smarttech.com). SMART hereby confirms as of the date of this letter that Reseller is authorized to purchase, promote, sell and service SMART solutions for the **Education & Enterprise** markets for the designated locations as outlined in the following table:

Education

End Users	Territory	Status	Restriction / Exception
K-12	**CA, IL**	**Authorized**	Only Chicago Public School District in Illinois
Higher Education		**Not Authorized**	
State & Local Government		**Not Authorized**	
Federal Government	**National**	**Authorized**	

Business

End Users	Territory	Status	Restriction / Exception
Corporate	**National**	**Authorized**	
Higher Education		**Not Authorized**	
State & Local Government	**National**	**Authorized**	
Federal Government	**National**	**Authorized**	

All SMART Products sold by SMART's authorized resellers ship with SMART's standard limited warranty, which SMART will honor.

Yours truly,

[redacted]

[redacted]
Manager, Global Channel Operations
SMART Technologies Corporation

Celebrating 50 YEARS OF INNOVATION
SPECTRUM INDUSTRIES INC.

925 FIRST AVENUE
CHIPPEWA FALLS, WI 54729

INNOVATIVE FURNITURE
connecting you with technology™

November 25, 2019

Subject: Reseller Authorization Letter

To Whom It May Concern:

This letter is to certify that CDW-G is authorized by Spectrum Industries, Inc. to purchase, promote, sell and service all products in the current Spectrum catalog.

CDW-G
Phone: [redacted]
Fax: [redacted]
Web: www.cdwg.com
CDW-G Contact: [redacted], Senior Account Manager, [redacted]
CDW-G Customer Number with Spectrum is: [redacted]

If you require any additional information, or have any questions, do not hesitate to contact me. I can be reached by phone at [redacted]. Thank you for your consideration.

Sincerely,

[redacted]

[redacted]
Vice President of Sales

CDW Government Overview

CDW is a leading multi-brand technology solutions provider to business, government, education and healthcare organizations in the United States, the United Kingdom and Canada. A Fortune 500 company with multi-national capabilities, CDW was founded in 1984 and employs more than 9,000 coworkers. We have an expansive network of offices near major cities and a large team of field coworkers across the United States.

CDW QUICK FACTS

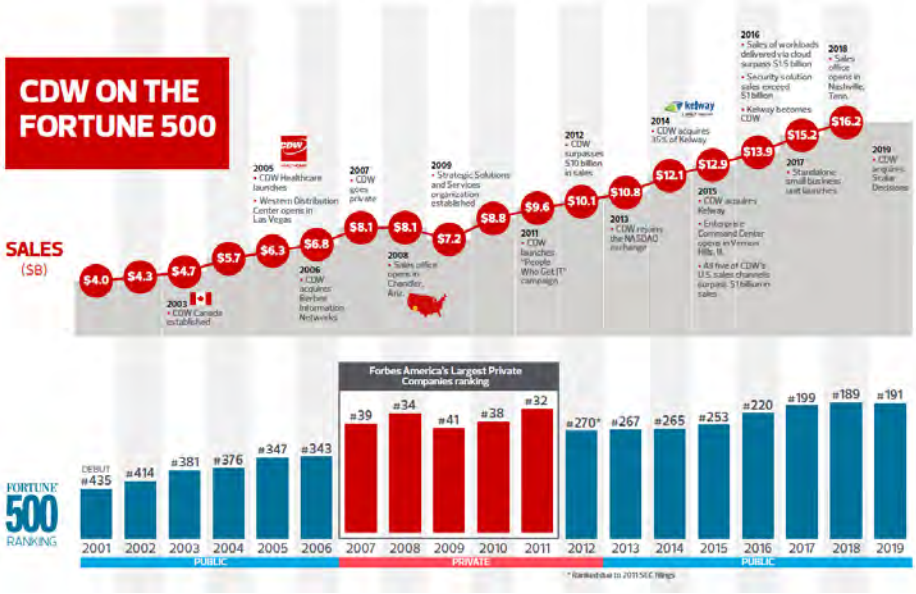
- **Headquarters:** Vernon Hills, IL
- **2018 Annual Net Sales:** $16.2B
- **# of Coworkers:** 9,000+
- **# of U.S. Sales Offices:** 26
- **# of Customers:** 250,000+
- **Fortune 500 Rank:** 191

Our broad array of offerings range from discrete hardware and software products to integrated IT solutions such as mobility, security, data center optimization, cloud computing, virtualization and collaboration. We are technology "agnostic," with a product portfolio that includes more than 100,000 products from more than 1,000 brands. We provide our products and solutions through our sales and service delivery teams, consisting of nearly 6,000 customer-facing coworkers, including more than 2,000 field sellers, highly skilled technology specialists and advanced service delivery engineers.



CDW debuted on the Fortune 500 in 2001, at No. 435. CDW's rise in the rankings highlights its sustainable, profitable growth over the years, from $4 billion in sales in 2001 to over $16 billion in 2018. CDW now ranks at number 191 on the FORTUNE 500 list, and third within the Information Technology Services category. CDW ranks at No. 5 on CRN's 2018 Solution Provider 500 list.

CDW Government LLC is the wholly-owned subsidiary of CDW LLC. Our customer base is quite diverse, ranging from state and local government, federal, healthcare, K-12 and higher education.



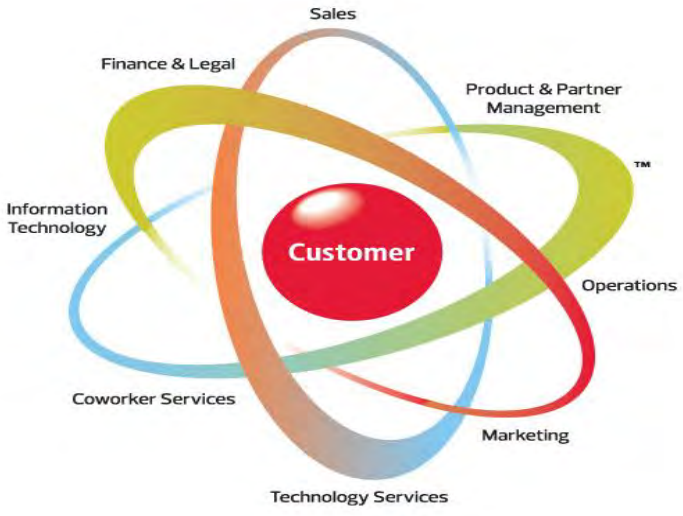
Total Solutions

CDW offers a full range of products and services that enable your organization to develop the best total solution to meet your specific needs while attaining the most value for your organization. CDW provides expert consulting, design, configuration, installation, and lifecycle management services. Our offerings are extremely comprehensive as follows:

CDW OFFERINGS	
PRODUCTS & PARTNERSHIPS	**100,000+ products** from more than 1,100 vendors including Acer, Adobe, Cisco, Dell, EMC, HP, IBM, Lenovo, Microsoft, NetApp, and VMware
TECHNOLOGY SERVICES	▪ e-Procurement integration ▪ Leasing services ▪ Managed services ▪ Pre-shipment configuration ▪ Professional services ▪ Warranty and maintenance
TOTAL SOLUTIONS	▪ Cloud ▪ Collaboration ▪ Data center and networking ▪ Managed Print Services ▪ Point of Sale ▪ Security ▪ Software management ▪ Total Mobility Management

Customer-Focused Philosophy

CDW continues to maintain the strong customer focus that has been the key to our success. We adhere to a core philosophy known as the CDW Circle of Service, which means that everything we do revolves around you – the customer. It drives us to provide outstanding customer service and the best value. Our objective is to have Irvine Unified School District view us as a valuable extension of your IT staff. We seek to achieve this goal by providing superior customer service through our large and experienced sales and service delivery teams. Our Market Research Team works with a third-party research firm to measure customer loyalty and satisfaction through customer surveys.



CDW Circle of Service

Strengths, Best Practices, and Value

By aligning with CDW, your organization can take advantage of our strengths, best practices, and value-added services. Highlights include:

- Experienced account team supports your day-to-day IT needs and also helps develop appropriate strategies for future product and service needs.
- Value-added presales consulting resources ensure solutions are tailored to meet your operational and budgetary requirements.
- Strong partnerships with vendors enable us to provide technology roadmaps, quick responses to questions, and competitive pricing.
- On-line procurement capabilities streamline and standardize purchasing as well as support flexible reporting and improved decision making.
- Two large ISO 9001 certified distribution centers, efficient inventory management capabilities, and distribution channel partnerships result in quick product turnaround.
- Highly trained and experienced technicians provide pre-shipment configuration services and quality assurance checks to maximize productivity.
- Flexible logistical capabilities accommodate standard or urgent delivery.
- Our breadth and depth of capabilities enables us to deliver a streamlined and cost-effective total solution from planning to ongoing management.
- CDW's business model provides local and nationwide support.
- Our financial strength and leadership will enable us to continue supporting Irvine Unified School District with leading-edge technology solutions.

Large Onsite Inventories

CDW has two large strategically located distribution centers controlled by a state-of-the-art Warehouse Management System (WMS) that ensures speed and accuracy throughout the order fulfillment and distribution processes. CDW has a 450,000-square-foot distribution center located at our headquarters in Vernon Hills, IL and a 513,000-square-foot distribution center located in North Las Vegas, NV. These locations facilitate quick distribution of products to our growing customer base throughout the country. The Vernon Hills (VH) distribution center focuses on distributing products to customers east of the Mississippi River while the Las Vegas (LV) distribution center primarily serves the western part of the United States.



450,000-square-foot distribution center in IL



513,000-square-foot distribution center in NV

CDW holds $220M of inventory, on average, in our two CDW-owned distribution centers that total almost 1M square feet. Our ISO 9001, 14001 and 28000 certified strategically located distribution centers provide speed, accuracy, and excellent geographic coverage across the United States. We have access to more than 100,000 top brand-name products from more than 1,100 leading manufacturers.

Due to the size of our facilities that span four levels of storage and three level picking modules, forklifts are required to stock and pick products as needed. Our product lineup includes desktops, notebooks, servers, peripherals, networking and communications equipment, software, accessories, plotters, network printers, desktop printers, and print supplies. CDW offers everything your IT operation could possibly need – from enterprise solutions to mouse pads.

CDW•G and K-12 Education

While we utilize many avenues to lower costs, our primary focus is being the best-valued solution for Irvine Unified School District. We do not sacrifice our unique value-added offering, because we know long term we are providing substantial savings and support. As a vendor agnostic technology integrator, we do not push brands; we offer best fit solutions. This is because Irvine Unified School District is better off with solutions that make the most sense for their need. We have relationships with all the top manufacturers and service partners and have compared each of their offerings to your unique needs and objectives. For Irvine Unified School District's deployment, we have tailored a custom solution which provides the most value to you for every stage of your program.



We know Irvine Unified School District's need for vendor support does not stop at deployment completion. Maintaining technology program innovativeness and alignment with your education goals is a continuous and daunting task. In fact, in a year, your program will look very different. You need a vendor that does more than meet your RFP's technology requirements; you need a vendor ***partner*** that shares a passion for education and continued development. CDW•G does not rest on our laurels; we pledge to remain dedicated to supporting the full scope of Irvine Unified School District's technology and related educational needs. Our partners HP, Aruba, Cisco, Aver, Epson, and EKC all offer the same enthusiasm, ensuring we achieve all Irvine Unified School District's program goals.

CDW•G addresses Irvine Unified School District's RFP requirements to highlight our proposed value-added services; aimed at increasing educator effectiveness, saving you budget dollars and saving you valuable IT staff time.

Get-Ed Funding Overview

CDW•G hosts GetEdFunding.com, a free grant-finding resource, providing access to billions of dollars' worth of educational funding opportunities.

As the sponsor of the GetEdFunding website, CDW•G's mission is to help educators and institutions to uncover the funds they need to supplement shoestring budgets, expand innovative programs, prepare students for the increasingly complex skills they'll need to participate in tomorrow's workforce and help close the equity gap in educating students from all backgrounds and circumstances.



This tool is dedicated to helping educators identify the funding that is needed to take learning to the next level. At GetEdFunding.com, Irvine Unified School District can:

- Access resources including advice, best practices, workshop videos, and more
- Create a profile and receive alerts for new opportunities as soon as they become available
- Research funding options to discover the solutions that are right for you
- Search through **thousands of active grants and awards**

This site is current, built by tapping by a wide range of print and electronic sources, web searches, organizations' web pages, communication with program administrators, and conversations with long-standing contacts. In the case of federal grants, which rely on congressional approval for continued funding, best efforts have been made to tie down agencies' sense of the likelihood of future funding. Those programs pending congressional approval are included in this collection so that they may get on your radar as future possibilities.

GetEdFunding is created by educational professionals, for educational professionals. It is designed to be an easy-to-use, relevant and reliable database. Former and currently practicing educators from various levels of pre-K through higher education and experienced educational publishing writer/editors have touched every stage of this database development. Their work included conducting research, writing entries, fact-checking, aligning curriculum, copyediting, data entry, and beta testing, among others. In addition to experienced educational publishing professionals, the team includes an education grant specialist, community college instructor, high school math teacher, special needs educator, district technology coordinator, library/media specialist, ELL teacher and elementary teacher.

This site helps Irvine Unified School District reduce the energy your teachers are spending to search for programs and money. This rich resource of grant and funding opportunities is expanded, updated, and monitored daily. You can search by six criteria, including 41 areas of focus, eight content areas and any of the 21st century themes and skills that support your curriculum. Once you are registered on the site, you can save the grants of greatest interest, then return to read about them at any time. Further, this site provides a tool for your teachers to tap into resources that are already available and applicable to their learning plans. For example, there are over 60 STEM specific programs currently available for application.

CDW•G Internal K-12 Resources

As mentioned in our cover letter, CDW•G provides K-12 educational collaborators to assist in aligning Irvine Unified School District's Standards-Based Teaching & Learning Framework with your technology roadmap. CDW•G's Learning Environment Advisors (LEAs) team are available for future discussion with Irvine Unified School District when strategizing your technology program roadmap. Working with the leading OEMs in the industry, the role of the LEA serves as a critical vendor-agnostic voice to assist Irvine Unified School District in sorting through all the major education platforms when making your mobility and hardware decisions. With the LEAs being vendor-neutral, Irvine Unified School District can be confident you are getting suggestions for solutions that best fit your systems and processes.



Academics and Technology have become so intertwined, it only makes sense to blend both of these program goals into one. This furthers collaboration, as you get both IT Staff and Educators providing expert insight in the development and vetting of what works and does not work for your schools. The available CDW•G resources unite both viewpoints and ensure Irvine Unified School District's technology program is successful from both an operational and an academics perspective. Lock-stepping your programs provides a greater benefit to your classrooms than struggling to keep two programs on pace with each other.

Additional CDW•G Resources

Additional resources CDW•G offers for instructional support and collaboration to assist educators in creating a 21st century learning environment include:

- Free semiannual editions of *The Big Deal Book of Technology*. This resource offers guidance on where to obtain grant funding for educational technology and professional

development workshops and includes links to websites that educators in your school may find useful.

- EdTech: *Focus* publications help K-12 school district technology managers and campus IT staff doing their jobs more effectively. Descriptions of best practices, special features, product reviews and case studies from the field showcase technology's impact on teaching, learning and administrative services on school campuses of all types and sizes.
- Edtechmag.com: The electronic version of our EdTech publication, this site offers lesson plans, thought-leadership videos, whitepapers, case studies, and research reports that provide in-depth perspectives of emerging trends and technologies. Additional on this site, PSD educators will find a calendar of events coverage, reference guides, and insightful webinars in which schools and institutions discuss their best practices, share perspectives and provide recommendations.

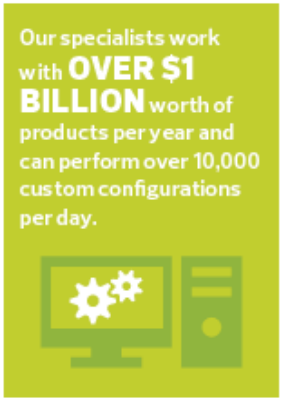
CDW•G as a Partner in Student Development

We believe that technology empowers students and educators to make the learning process more interactive, individualized, and hands-on. If properly deployed, technology fosters a more effective learning environment that helps students develop the necessary 21st century skills to succeed in their current environment, at the college level, and in their future careers.

For this reason, CDW•G applauds Irvine Unified School District for your work in providing students the opportunity to unlock their potential through individualized, technology based education and the impact you have had in the success of so many students. We are humbled to contribute to this mission and have enjoyed our history collaborating with Irvine Unified School District to provide students affordable access to technology. As technology evolves, we continue to focus on process improvements to ensure we remain a contributing factor to the success of the Irvine Unified School District program. We highlight our processes and proposed improvements in our responses below.

CDW•G's Flexibility to Increase Capacities in our Distribution and Configuration Centers

CDW•G's extremely efficient inventory and distribution systems have the capacity to handle 310,000 units per day: 150,000 units at the Vernon Hills, IL Distribution Center and 160,000 units at the Las Vegas, NV Distribution Center.



In 2018, CDW processed more than 50% to 60% of our IT sales from our two distribution facilities. Even these impressive figures represent only a little more than half of our current capacity. As depicted in the graph below, we have the flexibility to increase capacity in all aspects of the procurement process. By design, neither location utilizes its full capacity, so we are able to scale to fulfill large orders. For instance, if a customer purchases a substantial quantity of servers, we utilize the available space to house and stage the equipment for configuration and shipment. This process enables a fast turnaround to our customers so that they are able to utilize their products quickly, rather than waiting extensive periods of time.

Estimated Daily Capacities	Average Current Utilization	Flexibility to Increase Capacity
Configure 10,000 + Devices	2,500 Configurations	51%
Process 310,000 Units	135,000 Units	56%

Upgrade Your Classroom or Library with CDW•G and E-rate

To help schools and libraries obtain high-speed Internet access and telecommunications, the federal government offers school districts $3.9 billion each year through the E-rate program. To be considered for the 2018 funding cycle, schools and districts must submit requests between January and May.

Not sure how to get started?

Learn more about E-rate and how to develop an E-rate strategy with our complimentary guide. You'll discover:

- Which services and products are eligible for E-rate discounts
- How to navigate E-rate's new application portal
- How to apply successfully, thanks to our easy-to-follow six-step process

Why CDW·G for Your E-rate Needs

30+ Years of Experience

We've worked with education customers for more than three decades, helping schools and libraries modernize their learning environments with the latest technology and tools.

A Team of Education Experts

Our team speaks your language. Our K-12 education strategists are former educators, superintendents, CTOs and Teachers of the Year, and they're backed by 250 IT pros who specialize in K-12 education needs.

Tireless Customer Service

"My rep has been able to help us with the entire process and refers to CDW's E-rate team for clarification of any points needed."

– IT Director, K-12 Education



CDW Configuration Services Overview

IT teams face constant pressure to increase productivity while keeping costs low. That's why CDW is with you every step of the way, from assessing your environment and long-term objectives to designing and implementing a custom solution to meet your needs. We offer a wide variety of configuration services to make IT implementations easier and help you meet the demands of your business, including project management oversight — a vital service for large deployments.

Hardware Configuration

CDW's highly trained and certified technicians can configure your hardware before it ships. There's no downtime, wasted resources or need to hire outside consultants. We'll help you save time and money with the configuration solution that meets your needs, including:

- **End-user hardware installations**, including desktops, laptops and printers
- **Pre-shipment configuration** for server and storage equipment
- **Remote configuration** for networking and storage equipment

Software Configuration Management and Computer Imaging

We can configure your operating system, custom BIOS and/or software settings to any piece of equipment before shipment. By letting us handle repetitive software configurations before your order ships, you'll save time with new system rollouts. We offer:

- **Computer imaging services:** We can preload your custom images onto systems before they ship.
- **VPN configuration services**: With a static IP address and proprietary VPN connection, you can update images on the fly.
- **iOS and Android configuration**: We'll customize your iPad or Android deployments by loading apps, settings or customized content.

Custom Turnkey Solutions

We'll ensure your new technology is ready to go when it arrives to help you save time and money. You can feel confident that your new technology is properly customized, integrated, tested and ready to deploy "out of the box" as soon as it's delivered.



We can help with:

- **Joining client systems** to your domain over VPN
- **Custom BIOS** and firmware upgrades
- **Data capture** for pre-staging on your network
- **Custom inserts** with clear instructions for users

IT Asset Management



Keeping track of your IT infrastructure can be difficult, but our customized asset tagging makes it simple. We can label every piece of hardware with a unique asset number, which can be easily tracked online in your Account Center. This not only standardizes your physical inventory, but also enhances tracking capabilities, along with reducing the possibility of theft or loss.

We offer:

- **Custom asset tagging** based on your current system or one we help you devise
- **Enhanced barcode tracking** for easy inventory management
- **Custom engraving and laser etching** for laptops, tablets and more

Custom Packaging and Simplified Distribution



With our custom packaging and distribution services, you can eliminate the clutter of extra boxes and receive your new IT equipment packaged, labeled and consolidated for ease of delivery at your dock. We can simplify delivery with:

- **Palletization**: Allows you to receive your entire order in one shipment
- **Kitting**: We'll bundle your items together and ship kitted boxes to multiple destinations
- **Labeling:** We'll label packages with vital information for easy routing and tracking

Remote Configuration Services



CDW's highly skilled and certified engineers can remotely deploy multivendor firewall, router and switch configurations. We'll configure this hardware from one of our two state-of-the-art Configuration Centers before shipment and complete final settings and hardening after delivery via a secure connection.

Services include customized installations for:

- **HP**, **Cisco**, **Dell** and **Aruba** switches
- **Cisco** wireless LAN controllers
- **Cisco IronPort** web and email security
- **Cisco** ASA with FirePOWER® and F5 BIG-IP® LTM configurations
- **Citrix** XenApp®, Xen Desktop® and NetScaler® Gateway™ solutions
- **FortiGate**, **SonicWall** and **Palo Alto** appliances

Professional Services

Our project managers and consultants work directly with you to design and implement every facet of your IT solution. After assessing your current environment and business objectives, they'll produce a detailed project blueprint. Partnering with your existing staff, they'll oversee the full implementation of the solution. Then they'll QA it. And troubleshoot it. And lead an in-depth closeout meeting to make sure your team is ready to take the reins. Our end-to-end support ensures that your solution can do it all: improve customer experience, increase efficiency and free up your team to focus on what really matters—your business.

Our IT consulting and professional services team — over 1,000 professionals strong — deploys out of 25 U.S. locations to deliver personal service that helps you understand and meet your business and technology needs. Maintaining top certifications from the likes of ITIL, HIPAA and Cisco, we have the expertise to roll out custom onsite and cloud solutions across diverse industries in the public and private sector.

1. Data Center Installation - Data center maintenance can quickly eat through your IT budget. Our data center upgrades can help you cut costs by replacing high-maintenance hardware with converged infrastructure and virtualized network and storage resources, on-premises or in the cloud.
2. Networking Services - With the proliferation of mobile devices and the Internet of Things, there's more traffic on your network than ever. Before you implement any new IT solution, our professional services team will assess the impact on your network bandwidth and recommend upgrades as needed.
3. Security Services- Security touches every layer of your network infrastructure and requires a holistic defense strategy that aligns people, processes and policies. We prioritize security in everything we do, but we also specialize in security assessments and overhauls to safeguard one of your most precious assets — your data.
4. Digital Workspace Services - As anytime, anywhere workplaces become the norm, your organization needs a control center for employee- and corporate-owned devices, as well as tools for seamless collaboration. Our team will help you optimize your network for mobile workspaces and collaboration while prioritizing efficiency and security.
5. Cloud Services - Cloud applications reduce your dependence on high-maintenance hardware and help you mitigate risk by ensuring business continuity, fast disaster recovery and regulation compliance. Our IT consulting team can assess your needs and help you select the right SaaS or IaaS apps and cloud solutions for your business.
6. IT Consulting Services- CDW's Consultative Advisory Services can help your IT team prepare for the future. Our consultants have years of experience in IT direction, process improvement, governance and technology for cloud, IT operations and business continuity as well as mergers and acquisitions.

For more information please refer to:

https://www.cdw.com/content/services/professional-services/default.aspx

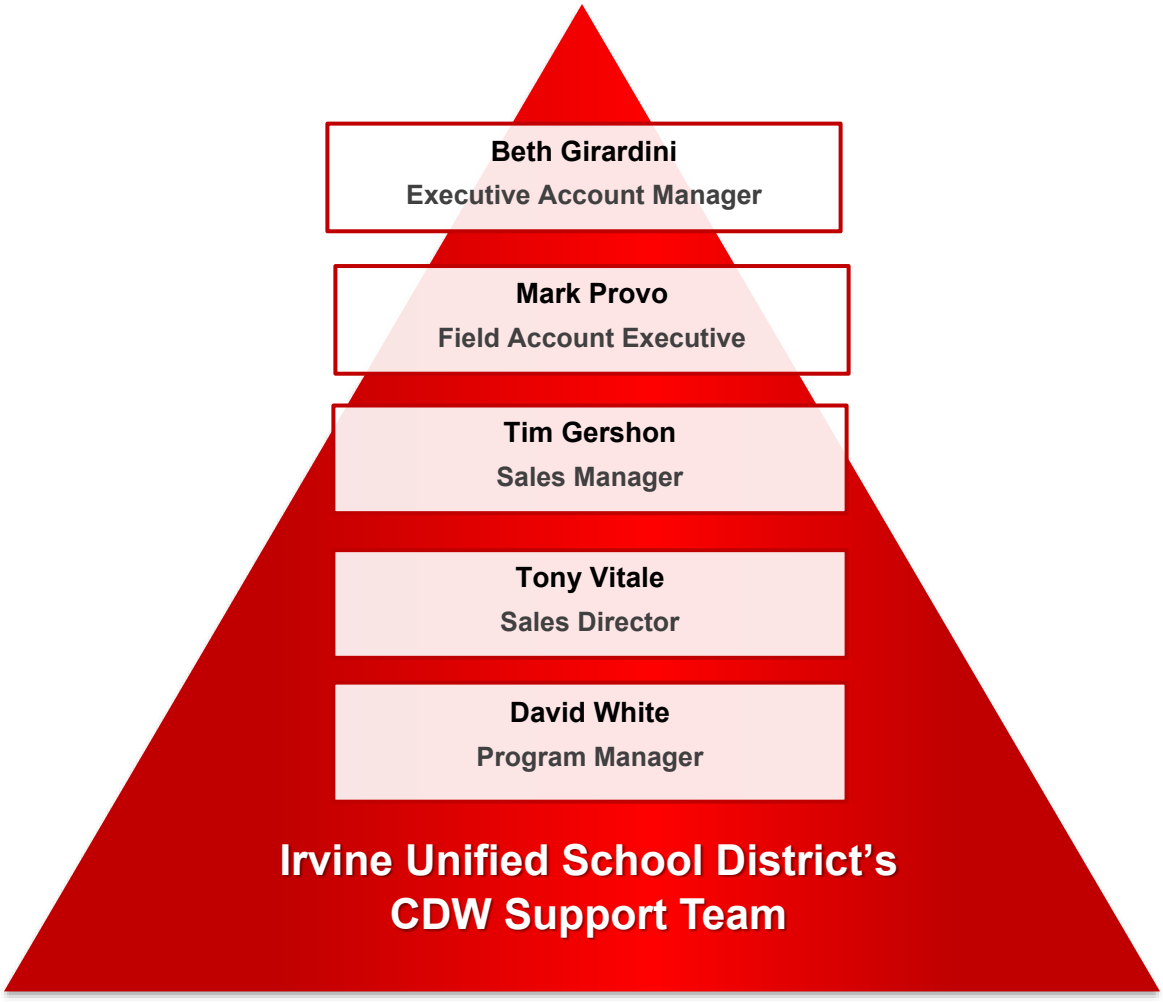
Value-Added Resources & Account Management Team

CDW offers an account management structure that focuses on providing value-added presales consulting and comprehensive support throughout the lifecycle management of your assets. When you work with CDW, you have access to expertise that is not available within your organization. Your CDW Account Management Team coordinates with the applicable value-added resources to help your organization develop the best solution for your specific needs, challenges, and long-term goals.

Whether you need software, network communications, notebooks/mobile devices, data storage, video monitors, desktops and printers—or you require more advanced virtualization, collaboration, security, mobility, data center optimization and cloud computing solutions—CDW gets IT. Our team of technology experts and dedicated account managers will tailor a piece of equipment or an entire network to deliver the most effective and sustainable results. We will work closely with your organization and respond with solutions that provide robust functionality, efficiencies, and cost savings.

The Irvine School District Account Management Team

Your dedicated account management team is responsible for managing your procurement needs and overseeing all facets of your account. Key personnel include:



[redacted] **Executive Account Manager** [redacted] [redacted]	Beth Girardini continues to serve as Irvine Unified School District's primary point of contact. She is available on an as-needed basis to tackle all of Irvine Unified School District's product quote, order placement, and problem resolution needs. With 17 years of CDW-G tenure, she is highly trained to address your questions and concerns. As Beth works with several organizations based in the Orange County region, she is abreast of changes in the IT, education and government sphere, and can share updates with the Irvine Unified School District.
[redacted] **Field Account Executive** [redacted] [redacted]	Mark Provo will still be designated as Irvine Unified School District's other primary point of contact and is dedicated to ensuring your total satisfaction. As you know, Mark works in tandem with Beth Girardini, CDW-G's technology specialists, and your manufacturer partners of choice to provide valuable consulting services and outstanding sales support. Based in Carlsbad, California, he will be available as per usual to arrange to visit your sites for business reviews and other meetings, on a regular or as-needed basis. Hired in 2016, Mark is an expert in CDW-G's technology offerings.
[redacted] **Sales Manager** [redacted] [redacted]	Tim Gershon oversees your account team and helps to develop strategies that best serve your organization's long-term success. Tim spends a significant amount of time meeting with customers to understand the dynamics of their local markets and to ensure that they understand CDW-G's offerings. Also, he is responsible for building and maintaining strong relationships locally with our top OEM partners. His ability to leverage those relationships will greatly benefit your organization. He has been employed at CDW-G since 2012.
[redacted] **Sales Director** [redacted] [redacted]	Tony Vitale has been employed at CDW-G for approximately five years serving in various roles. His responsibilities include growing executive relationships with key partners and customers. Also, he is responsible for the ongoing development and training of the sales managers in his region. Tony is committed to the success of the Irvine Unified School District's partnership and will leverage his relationships whenever possible to ensure that your organizational needs are continually met.
[redacted] **Program Manager** [redacted] [redacted]	David White is a contract management specialist who focuses exclusively on administering agreements between CDW-G and our customers. He previously worked as the Program Manager for the Magnolia School contract. If awarded for this opportunity, David will work to ensure that CDW-G remains compliant with our Irvine Unified School District contract and government regulations, as applicable. He will prepare contract deliverable reports and will make modifications to the agreement, as necessary, including price reductions, additions, discontinued product replacements, and version changes. He will ensure that price and supply agreements are in place from award through completion.

Northern California Team

For public agencies in northern California utilizing this proposed agreement, the contact will be CDW-G's Mike Reorowicz and his team. Mike works closely with the K-12 Northern California account team to develop strategies that best serve an organization's long-term success. He has been an employee of CDW•G since 2010 and spends a significant amount of his time meeting with northern California school districts to understand the dynamics of their operations and to ensure that they are familiar with CDW•G's offerings. He is additionally responsible for building and maintaining strong relationships with our top OEM partners. His ability to leverage those relationships on customers' behalf will greatly benefit your organization.

Presales Consulting Expertise

A unique advantage of CDW's business model is that Irvine Unified School District has access to an incomparable depth and breadth of value-added technical expertise. Your CDW Account Team includes highly trained presales specialists who are experts in particular areas of technology or for specific partner products. Your account manager engages these value-added resources to bring Irvine Unified School District the best advice and technology solutions to meet your unique needs. Your account team coordinates meetings with Irvine Unified School District and vendors to review future needs, standards, and roadmaps.

In addition, your account team has access to dedicated manufacturer representatives who are onsite at CDW's sales offices to provide guidance and support

Technology Specialists

Our teams of technology specialists are highly trained and experienced in particular products and technologies including:

- Leasing and Finance
- Managed Print Services
- Mobility
- Networking
- Power and Cooling
- Security
- Servers and Storage
- Software Licensing and Management
- Unified Communications/Collaboration
- Voice and Data

Presales Systems Engineers

CDW has a large team of more than 100 presales systems engineers who hold vendor-funded positions and provide presales support for that particular partner's products. These experts assist with evaluating products based on your unique operational requirements and budgetary constraints. They review quotes for product compatibility, functionality, and compliance.

Solution Architects

Our teams of solution architects work closely with the vendor partners whose solutions they design. They assess your environment and work with your IT staff to design plans for solutions that boost productivity and improve operational efficiencies. They are extremely knowledgeable about the latest technologies and have important insight regarding the pros and cons of different solutions.

Onsite Vendor Representatives

CDW has manufacturer and software publisher representatives who are onsite at our sales offices to assist account managers and specialists with requests for technology roadmaps and other information, and to provide training on an ongoing basis. CDW's strong relationships facilitate presales consultation and timely notification regarding product changes and products going "end of life."

Ongoing Customer Support

CDW strives to provide outstanding customer support and resolve issues quickly so your organization will maintain a high level of productivity. While your account manager can generally handle most issues and concerns, our Technical Support, Customer Relations, and Site Support staffs are available to help. CDW-G has customer relations representatives who are available to resolve post-sales inquiries from 7:00 a.m. until 9:00 p.m. CT, Monday through Friday. We service customers through phone support, email, and live chat.

Excellence in customer service is a top priority for CDW-G. We have many quality controls and metrics in place to ensure high quality standards across the organization. We track and monitor a variety of service metrics and ratios daily to ensure that we provide continuous, high-quality customer service. We make adjustments and evaluate process changes as needed when we see high volumes for particular types of issues.

CDW's Partnerships

We maintain strong relationships with more than 1,300 vendor partners to provide the best products, services, and support to our customers. Choose from more than 250,000 technology products from industry-leading brands, and with the industry's largest in-stock inventories, you can be certain we'll have the technology you're looking for.

- Many of our top manufacturers and software publishers' representatives are onsite at CDW's sales offices to facilitate requests for information and assist with designing the best possible solutions.
- Your account team works with these resources to review product roadmaps, evaluate new models, and develop strategies for a smooth transition to new systems.
- We receive detailed insight into supply chain availability, manufacturing delays, distribution shortages and overstocks, as well as other disruptions related to supply and demand variability.
- We often secure additional inventory to offset any known supply issues.
- CDW works closely with our vendor partners to train and certify our account managers and technical staff and to deploy and manage technologies in customer environments.
- CDW has received awards and recognition from our partners for developing and delivering exceptional solutions.

Some of our strongest manufacturer and software publisher partnerships and designation levels are provided below.

PARTNER	DESIGNATION
[redacted]	Top Channel Partner in the US
[redacted]	Top Channel Partner in US and World
[redacted]	Largest U.S. Direct Reseller, Gold Certified Partner
[redacted]	#1 Partner Worldwide, Titanium Black Partner
[redacted]	Platinum Partner
[redacted]	#1 Commercial Channel Partner, Platinum Partner
[redacted]	Platinum Partner
[redacted]	#1 Global Partner
[redacted]	Gold Certified Partner
[redacted]	#1 Corporate Reseller in the US
[redacted]	Gold Partner
[redacted]	#1 US Partner
[redacted]	Largest Partner in North America

Cisco Gold Certified Partner

There is no other Cisco Gold Partner in the world that offers CDW's combination of expertise and experience. **We are Cisco's largest U.S. Direct Reseller and largest National Direct Integrator Partner,** having attained the broadest range of expertise across multiple technologies.

- In 2018, CDW achieved the newest of Cisco's Master Specializations, in networking, making CDW **the first Cisco channel partner in the Americas to hold all five Master Specializations that Cisco offers**. The other Cisco Master Specializations are security, collaboration, data center and hybrid cloud, and cloud and managed services. Master Specializations are Cisco's highest and most exclusive level of partner certification.
- At the 2018 Cisco Partner Summit, CDW was recognized as Architectural Excellence Partner of the Year: Security. In addition to this global award, CDW received 13 geography and theater/area awards.

CDW has the highly qualified resources to stay current with Cisco technologies and continue to meet the standards for all of our specializations. CDW has over 1,700 Cisco-certified presales engineers, technical specialists, solution architects, and professional services engineers who are available to provide expert guidance and support. We hold over 90 Cisco Expert certifications.

CDW has the highly qualified resources to stay current with Cisco technologies and continue to meet the standards for all of our specializations. CDW has almost 1,900 Cisco certified presales engineers, technical specialists, solution architects, and professional services engineers who are available to provide expert guidance and support. Certifications include:

- 95 CCIE/CCDE (includes 1 Quintuple, 6 Triple, 16 Double)
- 347 Cisco Certified Professionals (CCNP/CCDP/CCSP/CCVP/CCIP)
- 629 Cisco Certified Associates (CCNA/CCDA)
- 717 Cisco Certified Sales Experts

In addition, CDW is actively participating in and working with Cisco in the Cisco Early Field Trial (EFT) program. This program allows our top engineers to receive and test the latest and greatest code prior to the general release of the product. It also lets CDW as an organization shape the products prior to shipping the first release level. There are only four partners in the world and a handful of customers that participate in the Cisco Early Field Trials. Generally, Cisco only invites 2 partners to each EFT opportunity. Most partners are only doing 3-4 EFT's at most. CDW participates in more than 20+ EFT's a year across Data Center, Engineering, Collaboration, and Security.

Dell EMC Titanium Black Partner

In 2017, Dell EMC named CDW a Titanium Black Partner, a new status within the Titanium Tier of the Dell EMC Partner Program. Titanium status is reserved for partners that have shown exemplary commitment to Dell EMC.

- CDW is Dell's #1 Partner Worldwide.
- CDW is the only channel partner that stocks Dell EMC hardware.
- CDW has dedicated Dell EMC account managers.

HPE Platinum Business Partner

CDW has had a partnership with HP/HPE for the past 30 years. CDW is an HPE Platinum Partner and was honored with Hewlett Packard Enterprise's 2016 North America Network Service Provider (NSP) Partner of the Year Award at HPE's Global Partner Conference.

HP Inc. Platinum Business Partner

CDW is an HP Inc. (HPI) Platinum Business Partner and HPI's #1 partner worldwide. We are authorized to sell HP's full suite of products and field a large onsite team that provides expert guidance and support.

Lenovo – Largest Global Partner

CDW is Lenovo's largest Global Direct Response Channel Partner. We have extensive onsite support for Lenovo products including:

- A dedicated CDW Brand Management team
- Eleven dedicated Lenovo-badged account managers are onsite, covering all channels and regions of sales
- Twenty-six dedicated presales systems engineers, funded by Lenovo, answer all questions regarding Lenovo products, services, and programs
- Five Lenovo-funded partner specialists: two focused on services, the others on client products

CDW has access to Lenovo's entire product line for easy, in-stock selection and quick shipment. Our partnership lets us bring you exclusive pricing and money-saving offers on the Lenovo technology you need to power your business.

Microsoft Gold Certified Partner

CDW is a Microsoft Gold Certified Partner, #1 ranked Licensing Solution Provider (LSP) and ESA (Enterprise Software Advisor). CDW is also a Microsoft Software Asset Management (SAM) Partner and an Authorized Direct Reseller (ADR) for Open Value licensing programs in all 50 states and Canada. We are the worldwide leader in Microsoft Enterprise Agreements as well as Server and Cloud Enrollments.

CDW ranks as Microsoft's #1 LSP in the following areas:

- CSP – Cloud Solution Provider
- Surface ADR – Authorized Device Reseller

CDW is one of only a handful of Cloud Solution Providers to work with Microsoft. As a testament to our expertise and differentiation, **CDW ranks as Microsoft's #1 LSP** in the following areas:

- Reseller of Microsoft Cloud Solutions
- Office 365 customers deployed
- U.S. Partner in Azure
- Open Value Agreement

CDW is an authorized Microsoft National Systems Integrator Partner offering award-winning services around all of Microsoft's key solution areas. CDW is one of only a handful of Cloud Solution Providers to work with Microsoft. As a testament to our expertise and differentiation, we have approximately 300 Microsoft-focused engineers, technical specialists, presales consultants, and project managers dedicated exclusively to our customers' Microsoft engagements. Our team has completed more than 6,000 Microsoft services engagements and 750 joint Microsoft-CDW engagements to date.

CDW participates in the majority of Microsoft Rapid Deployment Programs (RDPs) and Technology Adoption Programs (TAPs). This early exposure to Microsoft solutions enables us to bring solutions to our customers in a timely fashion and ensures successful implementations.

For more information on CDW's brand offerings, please visit www.cdw.com/content/brands

CDW's Environmental Responsibility

CDW has long been conscious of our impact on the environment especially regarding our energy consumption, and we have taken significant steps to effectively manage our consumption of resources and lessen our environmental impact.

ISO 14001:2015 Certification

CDW has achieved certification to the ISO 14001:2015 Environmental Management System (EMS) standard. The certification has been awarded to CDW's Vernon Hills, IL and Las Vegas, NV distribution centers and attached offices. CDW's distribution centers use 100% recyclable packing material and shipping containers that also provide maximum protection for your IT assets. As part of our EMS, we conduct in-depth internal audits and self-assessments to support continual improvement. We review our significant environmental impacts each year and set targets to reduce them.

EPA Green Power Partnerships

CDW participates in the United States Environmental Protection Agency's Green Power Partnership program. In 2008, we began purchasing 100% green power for our two data centers in the Madison, Wisconsin area through the Madison Gas and Electric (MGE) Green Power Tomorrow program. We purchase almost 12 million kilowatt-hours per year of renewable energy, making CDW the largest private buyer in MGE's Green Power Tomorrow program.

beGREEN Program

CDW implemented a formal beGREEN program to foster a culture of environmental responsibility that encourages coworkers to reduce, reuse and recycle. CDW has recycling programs for paper, aluminum, glass, plastic, corrugate, batteries and wooden pallets. Our dedicated beGREEN staff continually looks for more ways to be environmentally responsible.



For more information on the beGreen program or CDW's sustainability efforts, please email beGreen@cdw.com.

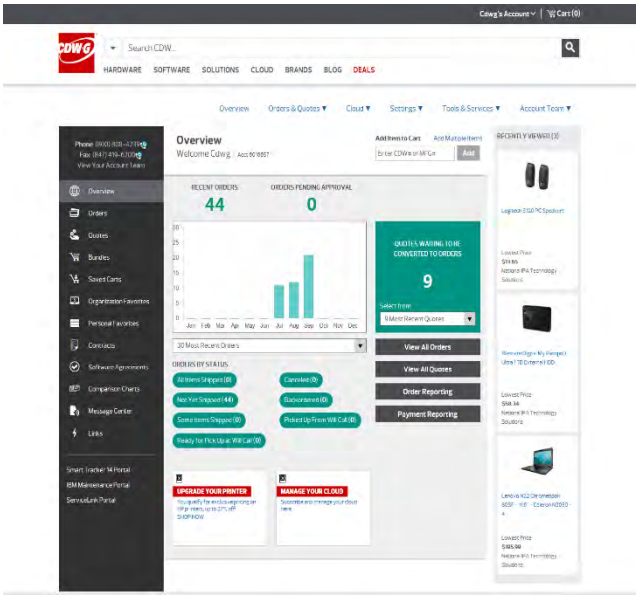
Procurement Management Portal

Irvine Unified School District has a customizable CDW Account Center at www.cdwg.com/iusd that facilitates the ordering, tracking, and management of IT purchases. Authorized users and administrators access real-time information from one site, 24x7. Flexible reporting capabilities improve data management and the ability to make cost-effective decisions. This valuable tool, provided at no additional cost, is one more reason to partner with CDW.

Ordering and Tracking

Your CDW Account Center makes the buying process simple and efficient, enabling authorized users to:

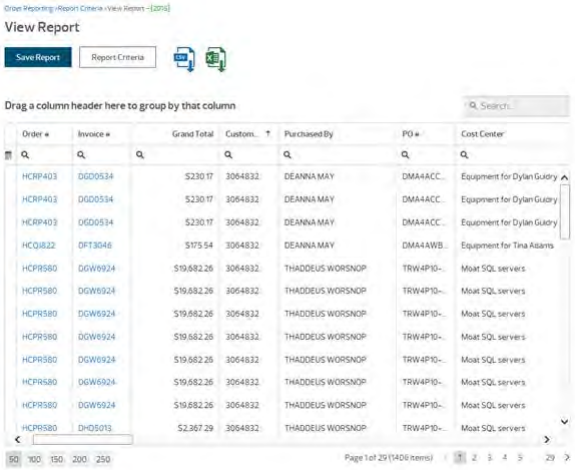
- Reduce time spent researching and purchasing
- Easily collaborate with the account team
- Create quotes quickly right from their shopping cart
- Create bundles for easy reordering
- Choose standard or express
- Access up-to-date order and delivery status
- Reprint a copy of any invoice or packing slip
- Initiate returns and request RMA numbers



Asset Management and Reporting

Your CDW Account Center is a productivity-enhancing tool that promotes asset management and helps gather the depth and breadth of information your organization needs. Administrators will be able to:

- Promote product standardization
- Create customized catalogs
- Assign rights to specific groups of users
- Automate purchase approvals
- Maintain consistent pricing
- Track hardware and software assets for efficient inventory management
- Retrieve purchase and payment history for the past three years
- Access information across an enterprise organization without having to log onto multiple web portals



Users are able to view standard reports and create and save custom reports. Reports can be generated for a variety of timeframes and differentiated by site, division, department, buyer, city, state, product, etc. Reports can be downloaded into Microsoft Excel, CSV, and tab-delimited files. In addition, your account manager is able to set up custom fields on your CDW Account Center to meet your specific reporting needs.

CDW•G Terms of Offer

All information and documents hereby submitted in response to the Request for Proposal ("RFP") furnished by Irvine Unified School District are the property of and are proprietary to CDW Government, LLC ("CDW•G").

Except as otherwise set forth above, CDW-G agrees to maintain the validity of the Proposal for a period of thirty (30) days from the RFP-established due date ("Validity Period"), provided that there are no extraordinary changes in pricing due to unique market conditions, product discontinuation, manufacturer price changes, or other extenuating circumstances. In order to ensure CDW•G's commitment to the pricing levels and other proposed offerings contained in the Proposal, Customer may notify CDW-G via mail or e-mail that either: (i) Customer accepts CDW-G's Proposal and agrees to be bound by the T&C, or (ii) Customer intends to negotiate with CDW-G a separate agreement during the Validity Period.

CDW-G will conduct any negotiation of a final agreement with Customer in good faith. Notwithstanding the foregoing, any prices or other privileges contemplated in the Proposal shall commence on the effective date of agreement between the parties or the date of agreement or amendment to an existing agreement between the parties.

ADDITIONAL TERMS RELATED TO SERVICES:
Contractor will create a Statement of Work ("SOW") which details the scope and price of the services to be provided. The SOW must be executed by the School District and the Contractor before professional services can be performed by Contractor. The SOW will reflect the terms and conditions as negotiated between the parties during the bidding and contracting process.

ADDITIONAL TERMS RELATED TO CLOUD PRODUCTS AND SERVICES:
Contractor acts as a re-biller for cloud computing and storage services ("Third-Party Cloud Services"). Prior to each purchase of Third-Party Cloud Services, the School District must execute Contractor's Cloud Service Order form, which is a part of Contractor's response. The Service Level Agreement (SLA), which must be executed directly between the School District and the cloud service provider, shall govern the SLAs for cloud computing and storage services.

Appendix

- Sample Agreement reviewed by CDW-G
- CDW Investor Quickfacts
- Learning Enrichment Advisor (LEA) brochure
- Supplier Diversity brochure

SAMPLE AGREEMENT

THIS AGREEMENT, dated the _____ day of _____, 20__, in the County of Orange, State of California, is by and between **Irvine Unified School District**, (hereinafter referred to an "District"), and _____, (successful Bidder, hereinafter referred to as "Contractor").

The District and Contractor, for the consideration stated herein, agree as follows:

1. Contractor agrees to comply with all the terms and conditions set forth in the Bid Documents for **Bid No. 19/20-01 IT, Technology Equipment and Peripherals**, including but not limited to the Notice Calling for Bid, Calendar of Events, Information for Bidders, Bid Form, Bid Form Pricing Sheet, Noncollusion Declaration, Certification of Primary Participant Regarding Debarment, Suspension, and Other Responsibility Matters, Certification of Restrictions on Lobbying, Piggyback Clause, Manufacturer's letter(s) authorizing Bidder to sell, Tobacco Use Policy, Worker's Compensation Certificate, Drug-Free Workplace Certification, Notice Regarding Criminal Records Check, Criminal Records Check Certification, W-9, Insurance Certificates and Endorsements, Technical Specifications and Requirements, General Conditions, this Sample Agreement, and all modifications, addenda and amendments thereto by this reference incorporated herein (Bid Documents). The Bid Documents are complementary, and what is called for by any one shall be as binding as if called for by all.

2. Contractor shall timely perform everything required to be provided and performed, and shall provide, furnish and pay for all the shipping, F.O.B. Irvine Unified School District or as directed by the purchase order of said District, assembly, inside delivery, and any required installation/implementation, software licensing, maintenance, training, ongoing support, recommended professional services, containers, packing, delivery, disposal of waste, labor, materials, supplies, tools, equipment, utility, transportation services, and costs of optional services and products services required pursuant to this Agreement. All of said Work shall be performed and completed in a good workmanlike manner in strict accordance with all provisions of this Agreement as hereinabove defined and in accordance with applicable laws, codes, regulations, ordinances and any other legal requirements. The Contractor shall be liable to the District for any damages arising as a result of a failure to fully comply with this obligation.

3. District shall pay to the Contractor, as full consideration for the faithful performance of this Agreement, subject to any additions or deduction or deduction as agreed to in writing, according to the unit prices identified on the Bid Form Pricing Sheet for each individual Project/purchase order activated under this unit price agreement, unless otherwise agreed in writing, in accordance with sections 35 and 36 of the Information for Bidders included in Irvine Unified School District Bid No. 19/20-01 IT. The cost shall be documented in the purchase order for each order of Equipment.

4. The initial term of the Agreement is through December 31, 2021. Term of the Agreement may be extended upon mutual consent of District and Contractor(s) for an additional three (3) one (1) year periods in accordance with provisions contained in the Education Code

section 17596 (K-12). The maximum term of the Agreement is five (5) years.

5. **Time is of the essence**.

6. The District shall have discretion to terminate this Agreement at any time and require Contractor to cease all Work under this Agreement by providing Contractor thirty (30) days prior written notice of termination, Contractor shall:

(i) Cease operations as it applies to the District in the notice:
(ii) Take any actions necessary, as the District may direct, for the protection and preservation of the Work; and
(iii) Not terminate any insurance provisions required by the Bid Documents.

In case of such termination for the District's convenience, Contractor shall be entitled to receive payment from the District for technology equipment and peripherals (Work and Equipment as defined in RFP No. 19/20-01 IT) satisfactorily received and accepted prior to the effective date of the termination. The foregoing provisions are in addition to and not in limitation of any other rights or remedies available to the District.

7. The Work shall be commenced on or before the fifth (5^{th}) day after receiving each District purchase order and shall be completed within the number of consecutive days (including punchlist items) negotiated between the District and Contractor for each Project activated under this unit price Agreement not to exceed sixty (60) days unless actually agreed upon.

8. The Equipment in this bid and the resulting Agreement shall be delivered only after the issuance of a purchase order(s) against the Agreement by the Irvine Unified School District, and shall be delivered F.O.B. Irvine Unified School District or as directed by the purchase order(s) of said District in the quantities specified on the purchase order(s). Purchase orders will be issued a reasonable time in advance of date of delivery. All Equipment furnished shall be subject to inspection and rejection by Irvine Unified School District for defects or non-compliance with the specifications. The cost of inspection and/or return shipping for Equipment which do not meet the specifications will be borne by the Contractor.

Unless otherwise specified, if any Equipment is not delivered within sixty (60) days following issuance of a purchase order, or if any Contractor delivers any Equipment which does not confirm to the specifications, the District may, at its option, annul and set aside the Agreement, whether in whole or in part, and make and enter into a new contract with a new provider in accordance with law for furnishing such Equipment so agreed to be furnished. Any additional cost or expense incurred by the District in the making of such contract and any additional cost of supplying any Equipment by reason of the failure of the Contractor, as above stated, shall be paid by such Contractor.

9. To the fullest extent permitted by law, the Contractor at the Contractor's sole cost and expense, agrees to fully defend, indemnify and hold harmless the District, including but not limited to any of its governing board members, officers, employees and agents, from and against any and all claims, actions, demands, costs, judgments, liens, penalties, liabilities, damages, losses,

anticipated losses of revenues, and expenses, including any fees of accountants, attorneys or other professionals, arising out of, in connection with, resulting from or related to, or claimed to be arising out of, in connection with, resulting from or related to:

(a) Any injury to or death of any person(s) or damage to, loss or theft of any property sustained by the Contractor, either directly or by independent contract, upon or in connection with the Work called for in this Agreement, except for liability resulting from the sole active negligence, or willful misconduct of the District.

(b) Any injury to or death of any person(s), or damage, loss or theft of any property caused by any act, neglect, default or omission of the Contractor or any person, firm, or corporation employed by the Contractor, either directly or by independent contract, arising out of, or in any way connected with the Work covered by this Agreement, whether said injury or damage occurs either on or off District property, if the liability arose due to the negligence or willful misconduct of anyone employed by the Contractor, either directly or by independent contract.

(c) Any act or omission by the Contractor or any of its officers, agents, employees, subcontractors, suppliers, and person performing any of the Work pursuant to a direct or indirect contract with the Contractor or individual entities comprising the Contractor, in connection with or relating to, or claimed to be in connection with or relating to the Work, this Agreement, or the Project, including but not limited to any costs or liabilities arising out of or in connection with: failure to comply with any applicable law, statute, code, ordinance, regulation, permit or orders; any misrepresentations, misstatement or omission with respect to any statement made in the Project Documents or any document furnished by the Contractor in connection therewith; any breach of duty, obligation or requirement under the Project Documents; any failure to provide notice to any party as required under the Project Documents; any failure to act in such a manner as to protect the District and the Project from loss, cost, expense or liability.

The Contractor, at Contractor's own expense, cost, and risk shall defend any and all actions, suits, or other proceedings that may be brought or instituted against the District, Governing Boards, its officers, agents or employees, on any such claim, demand, or liability, and shall pay or satisfy any judgment that may be rendered against the District, Governing Board, its officers, agents or employees in any action, suit or other proceedings as a result thereof.

This indemnity shall survive termination of the contract or final payment thereunder. This indemnity is in additional to any other rights or remedies which the District may have under the law or under the Bid Documents and/or Agreement. In the event of any claim or demand made against any party which is entitled to be indemnified hereunder, the District may in its sole discretion reserve, retain or apply any monies due to the Contractor under the Project Documents for the purpose of resolving such claims; provided, however, that the District may release such funds if the Contractor provides the District with reasonable assurance of protection of the District's interests. The District shall in its sole discretion determine whether such assurances are reasonable.

10. All items shall be subject to the inspection of the District. Inspection of the items shall not relieve the Contractor from any obligation to fulfill this Agreement. Defective items shall be made good by the Contractor, and unsuitable items may be rejected, notwithstanding that such defective Work and Equipment have been previously overlooked by the District and accepted. If any items shall be found defective at any time before final acceptance of the complete delivery, the Contractor shall forthwith remedy such defect in a manner satisfactory to the District. All items rejected by the District at any time prior to final inspection and acceptance shall at once be removed from the place of delivery by the Contractor who shall assume and pay the cost thereof without expense to the District, and shall be replaced by satisfactory items.

11. While engaged in carrying out and complying with the terms and conditions of this Contract the Contractor is an independent contractor, and is not an officer, employee or agent of the District.

12. Contractor shall, at Contractor's sole cost and expense, provide for and maintain in full force and effect, from the commencement of providing Equipment and Work until the expiration of this Agreement, a policy or policies of insurance, in connection with the furnishing of Equipment and Work covered under this Agreement. Contractor agrees to provide an endorsement to this policy(s) stating, "Such insurance as is afforded by this policy shall be primary, and any insurance carried by the District shall be excess and noncontributory." In addition, Contractor agrees to name District, its Governing Board, officers, agents and employees as additional insured under said policy. No later than five (5) calendar days after the execution of this Agreement, Contractor shall provide District with copies of the policy or policies of insurance evidencing all coverage's and endorsements required hereunder including a provision for a thirty (30) day written notice of cancellation or reduction in coverage.

a. Contractor shall, at Contractor sole cost and expense, maintain in full force and effect the following insurance coverages from a California licensed insurer with an A, VIII, or better rating from A.M. Best or an approved self-insurance program, sufficient to cover any claims, damages, liabilities, costs and expenses (including attorney fees) arising out of or in connection with Contractor's fulfillment of the obligations under this Agreement:

i. Comprehensive General Liability Insurance, including bodily injury, property damage and contractual liability with minimum limits set by the District. The policy may not contain an exclusion for sexual molestation or abuse coverage, unless waived by the District.

(1) General Aggregate	$2,000,000
(2) Each Occurrence	$1,000,000
(3) Products/Completed Operations	$1,000,000
(4) Personal and Advertising Injury	$1,000,000
(5) Damage to Rented Premises	$50,000
(6) Medical Expense (any one person)	$5,000

ii. Umbrella (excess) liability insurance coverage with a limit of $3,000,000, unless waived by the District. The policy may not contain an exclusion for sexual molestation or abuse coverage, unless waived by the District.

iii. Business Automobile Liability Insurance for owned, scheduled, non-owned, or hired automobiles with a combined single limit not less than $1,000,000 per occurrence. (Required only if the Contractor drives on behalf of the District in the course of performing Work.)

iv. Professional Liability Insurance with a limit of $1,000,000 per occurrence, unless waived by the District.

v. Workers' Compensation and Employers Liability Insurance in a form and amount covering Contractor's full liability under the California Workers' Compensation Insurance and Safety Act and in accordance with applicable state and federal laws. The policy shall be endorsed with the insurer's waiver of rights of subrogation against the District.

It should be expressly understood, however, that the coverage and limits referred to in this Agreement shall not in any way limit the liability of the Contractor.

b. No later than ten (10) days from execution of this Agreement by the District and Contractor, and prior to commencing providing Equipment and Work under this Agreement, Contractor shall provide District with certificates of insurance evidencing all coverages and endorsements required hereunder.

Contractor shall provide prior written notice to the District thirty (30) days in advance of any non-renewal, cancellation, or modification of the required insurance. The certificates of insurance providing the coverages referred to in clauses (i) and (ii) above shall name District, its Governing Board, officers, and employees, as additional insureds with appropriate endorsements. In addition, the certificates of insurance shall include a provision stating "Such insurance as is afforded by this policy shall be primary, and any insurance carried by District shall be excess and noncontributory." Failure to maintain the above mentioned insurance coverages shall be cause for termination of this Agreement

Insurance Covering Special Hazards: The following special hazards shall be covered by rider or riders to above-mentioned public liability insurance or property damage insurance policy or policies of insurance, or by special policies of insurance in amounts as follows:

Automotive and truck where operated in amounts as above.

Material hoist where used in amounts as above.

13. If Contractor is a corporation, the undersigned hereby represents and warrants that

the corporation is duly incorporated and in good standing in the State of _____, and that _____, whose title is _____, is authorized to act for and bind the corporation.

14. The failure of the District in any one or more instances to insist upon strict performance of any of the terms of this Agreement or to exercise any option herein conferred shall not be construed as a waiver or relinquishment to any extent of the right to assert or rely upon any such terms or option in the future.

15. The Contractor shall not assign, transfer, convey, sublet or otherwise dispose of this Agreement or of its rights, title or interest in or to the same or any part thereof. If the Contractor shall assign, transfer, convey, sublet or otherwise dispose of the Agreement or its right, title or interest therein, or any part thereof, such attempted or purported assignment, transfer, conveyance, sublease or other disposition shall be null, void and of no legal effect whatsoever; and the Agreement may, at the option of the District, be terminated, revoked and annulled, and the District shall thereupon be relieved and discharged from any and all liability and obligations growing out of the same to the Contractor, and to its purported assignee or transferee.

16. The Contractor shall maintain books, records, documents, and other evidence and accounting procedures and practices, sufficient to reflect properly all costs of whatever nature claimed to have been incurred and anticipated to be incurred for the performance of this Agreement. The Contractor shall preserve and make available its records to the District and/or other representative agencies having a pecuniary or other bona fide interest in this Agreement including designees of the interested parties for a period of five (5) years from the date of expiration of this Agreement or until released in writing from this obligation by the District. The Contractor is responsible for any audit discrepancies involving any deviation from the terms of this Agreement, and for any commitments or expenditures in excess of amounts allotted by the District.

17. Any notice from one party to the other or otherwise under the Agreement shall be in writing and shall be dated and signed by party giving such notice or by a duly authorized representative of such party. Any such notice shall not be effective for any purpose whatsoever unless served in one of the following manners:

(1) If notice is given to District, by personal delivery thereof to District, or by depositing same in United States mail, enclosed in a sealed envelope addressed to said Contractor at its regular place of business or at such address as may have been established for the conduct of Work under this Agreement, and sent by registered or certified mail with postage prepaid, or by email with read receipt requested.

(2) If notice is given to Contractor, by personal delivery thereof to said, or by depositing same in United States mail, enclosed in a sealed envelope addressed to said Contractor at its regular place of business or at such address as may have been established for the conduct of Work under this Agreement, and sent by registered or certified mail with postage prepaid, or by email with read receipt requested.

18. Each and every provision of law and clause required by law to be inserted in this Agreement shall be deemed to be inserted herein and the Agreement shall be read and enforced as though it were included herein, and if through mistake or otherwise any such provision is not inserted, or is not currently inserted, then upon application of either party the Agreement shall forthwith be physically amended to make such insertion or correction. Contractor warrants and certifies that in the performance of this Agreement, it will comply with all applicable statutes, laws, rules, regulations and orders of the United States, and of any state or political subdivision thereof, including laws and regulations pertaining to labor, wages, hours, and other conditions of employment, and applicable price ceilings if any. The Contractor shall indemnify, hold harmless and defend the District against any and all actions, proceedings, penalties or claims arising out of the failure to comply strictly with the IRCA.

19. The parties to the Agreement shall be excused from performance during the time and to the extent that they are prevented from obtaining, delivering or performing by act of God, fire, or commandeering of materials, products, plants or facilities by the government, when satisfactory evidence thereof is presented, provided that it is satisfactorily established that the non-performance is not due to the fault or neglect of the party not performing.

20. This Agreement constitutes the entire agreement of the parties. No other agreements, oral or written, pertaining to the Work to be performed, exists between the parties. This Agreement can be modified only by an amendment in writing, signed by both parties and pursuant to action of the Governing Board of the District.

21. The laws of the State of California and County of Orange shall govern the terms and conditions of this Agreement.

22. Each of the parties signing this Agreement warrants to the other that he or she has the full authority of the entity on behalf of which his or her signature is made.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed.

IRVINE UNIFIED SCHOOL DISTRICT	CONTRACTOR
By: _____	By: _____
Signature	Signature
_____	_____
Print Name	Print Name
_____	_____
Title	Title

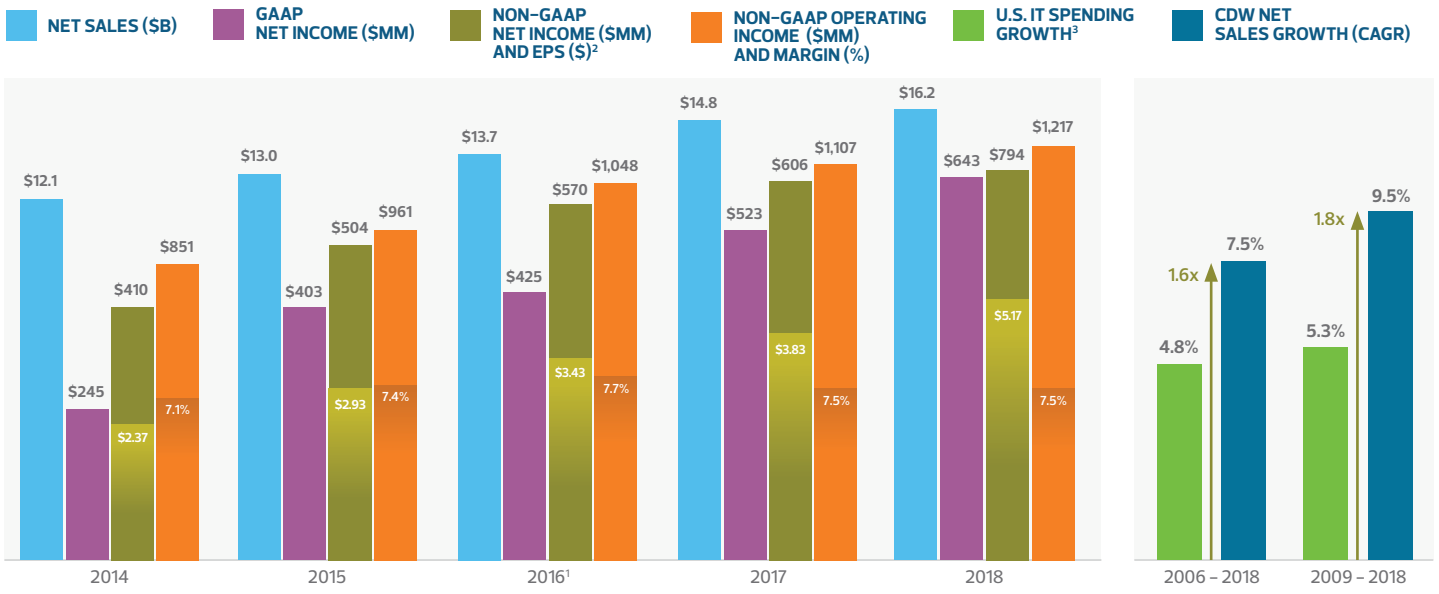
_____	_____
Date	Date
Irvine Unified School District Board Approval Date	_____ Contractor's License No. (if applicable)
_____	_____
	Tax ID No. (Corporate Seal of Contractor, if corporation)

INVESTOR FACT SHEET

PEOPLE WHO GET IT™

CDW's integrated technology solutions and services help more than 250,000 business, government, education and healthcare customers across the United States, the United Kingdom and Canada navigate an increasingly complex IT market and maximize the return on their technology investment.

MARKET-LEADING PERFORMANCE[1]



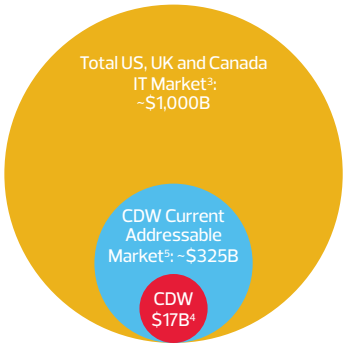
ATTRACTIVE GROWTH PROFILE

With over $17 billion[4] in revenue, CDW is a clear IT market leader, yet holds only 5 percent share of its $325 billion[5] addressable market in the United States, the United Kingdom and Canada.

CDW's full suite of offerings includes discrete hardware and software products, services and complex technology solutions such as cloud computing, virtualization, collaboration, security, mobility and data center optimization, with more than 100,000 products from over 1,000 leading and emerging partners.

With its scale and scope, performance-driven culture and unique value proposition, CDW is well-positioned to continue to profitably capture share and drive superior returns.

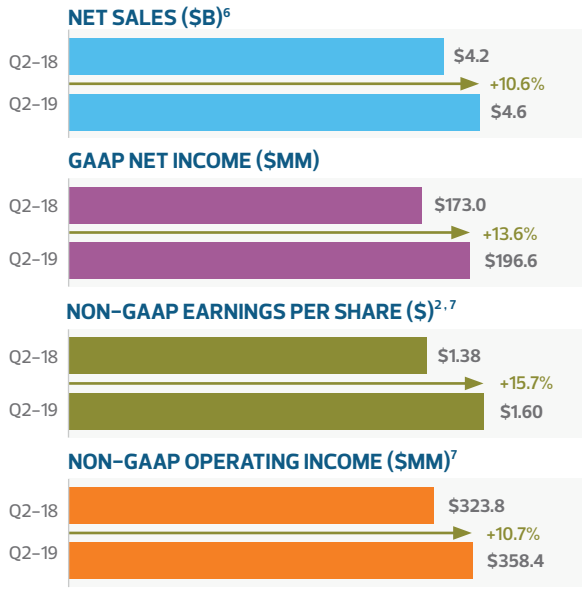
LARGE MARKET SIZE AND ATTRACTIVE GROWTH PROFILE



2015–2019E CAGR

IT Spending: 5.0%[3]

Q2 PERFORMANCE



[1] 2016 onwards reflects the adoption of ASU No. 2014-09, Revenue from Contracts with Customers (Topic 606).
[2] Non-GAAP Earnings Per Diluted Share.
[3] IDC Worldwide Black Book, December 21, 2018, includes consumer and B2B for US, UK and Canada markets.
[4] For trailing twelve months ended June 30, 2019.
[5] IDC and CDW internal estimates as of January 2019.
[6] Calculated on Average Daily Sales. There were 64 selling days for both the three months ended June 30, 2019 and 2018.
[7] GAAP Earnings Per Share was $1.33 in Q2 '19 and $1.12 in Q2 '18; GAAP Operating Income was $300.3MM in Q2 '19 and $265.5MM in Q2 '18.

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CDW – THE PEOPLE WHO GET IT

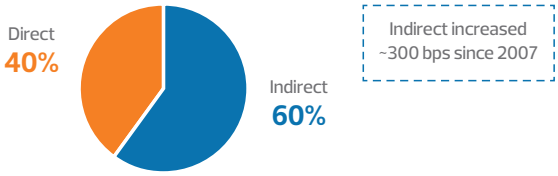
AN ATTRACTIVE BUSINESS MODEL



CDW sits between customers and vendor partners, creating unique value for both:

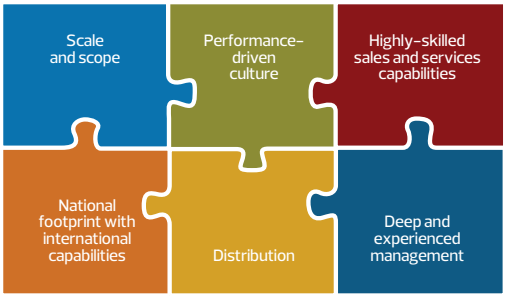
- Customers get access to a broad selection of multi-branded solutions and deeply technical resources, including highly-skilled, extensively certified specialists and engineers. CDW is an extension of its customers' IT staffs.
- Partners get access to CDW's more than 250,000 customers and augment their product offerings with a wide range of value-added IT and distribution services. CDW is an extension of its partners' sales and marketing resources.

Being close to customers and partners, CDW gains unique insight into the needs and requirements of both groups. As a result, both customers and vendor partners increasingly rely on the indirect sales channel.

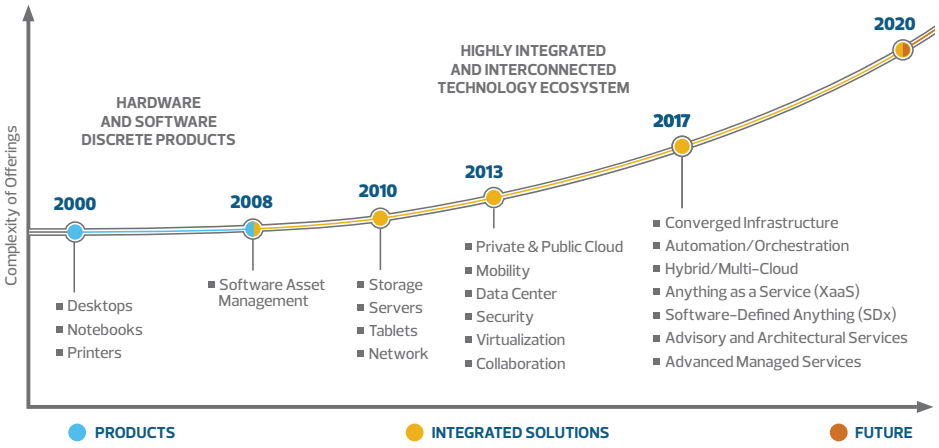


SUSTAINABLE COMPETITIVE ADVANTAGES

CDW goes to market with a series of sustainable competitive advantages developed during 35 years of delivering technology to customers. Each is powerful on its own, but the combination of these interconnected advantages makes it hard for others to replicate CDW's success.



PROVEN ABILITY TO EVOLVE WITH THE MARKET



A PROVEN STRATEGY

CDW executes against a three-part strategy.

1. Capture share and acquire new customers
2. Continue to enhance capabilities in high-growth solution areas
3. Continue to expand services capabilities

The more technology changes, the greater the opportunity for CDW to deliver value to its customers and vendor partners. CDW continually evolves to take advantage of the accelerating changes in IT. Since 2006, CDW has successfully transformed from primarily a technology products seller to an integrated technology solutions provider, ensuring it can continue to help customers navigate an increasingly complex IT market. Today, CDW's solutions include design, implementation and ongoing management and support. Continuous transformation, which includes the addition of field sellers, technology specialists and advanced services engineers and extensive services capabilities, means that CDW is uniquely positioned to capitalize on the key technology drivers of today and tomorrow.

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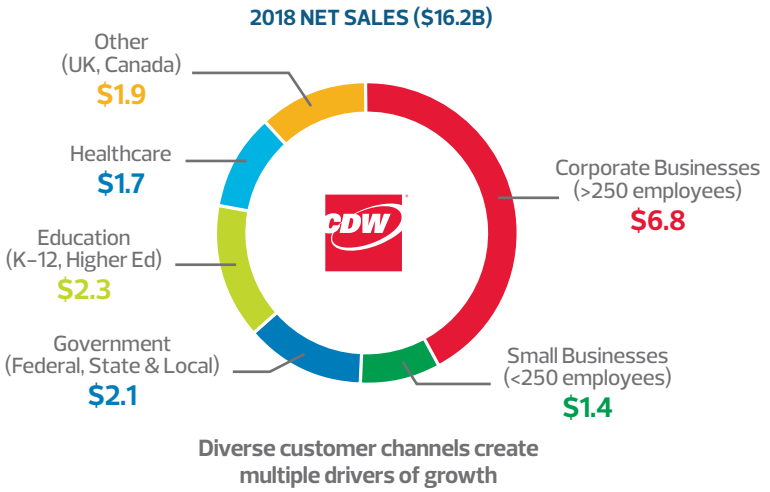
CDW – THE TOTAL RETURN

IT'S ALL ABOUT BALANCE

CDW has balance in its customers, products and technologies. CDW customer channels provide focus, deep knowledge and customer intimacy across both corporate and public sectors. By partnering with more than 1,000 leading and emerging brands, CDW delivers more than 100,000 products.

CDW provides integrated IT solutions in more than 80 countries for customers with primary locations in the United States, the United Kingdom and Canada, which furthers the company's ability to meet customers' multi-national needs and enhances its diverse portfolio of channels.

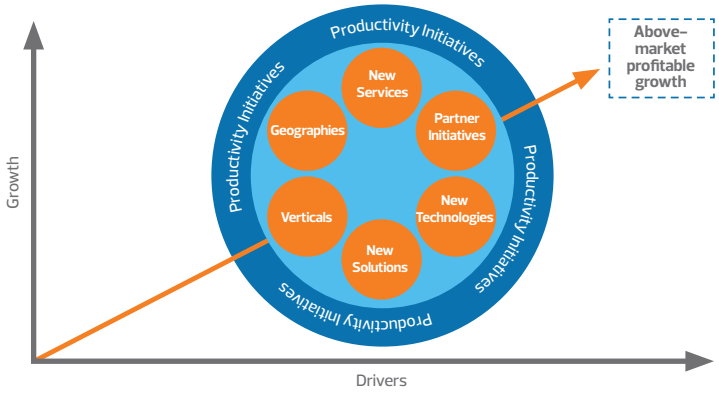
CDW's multi-branded, technology agnostic solutions and multi-sector customer reach provide multiple avenues for growth and help CDW mitigate the impact of product or technology cycles and macro-economic headwinds.



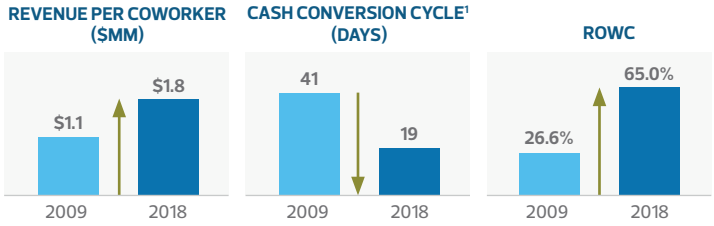
Diverse customer channels create multiple drivers of growth

MULTIPLE LEVERS FOR GROWTH

With proven success in taking share and adding solutions and services capabilities, CDW has multiple levers to continue driving above-market profitable growth.



FOCUSED ON DRIVING SUPERIOR RETURNS



DELIVERING EARNINGS AND DIVIDENDS

CDW will continue to apply the cash flow created by its strong operating results to fund a dividend in the second quarter of 2019 (up 40 percent from the prior year period to $0.295 per share quarterly), and plans to make strategic acquisitions and repurchase shares.

2019 OUTLOOK

ANNUAL	2019 OUTLOOK[2]
Net Sales Growth	U.S. IT growth + 400–475 bps + ~100 bps from Scalar acquisition in constant currency
Non-GAAP Operating Income Margin[3]	Mid 7%s
Non-GAAP Earnings Per Diluted Share Growth	Low teens growth in constant currency

2019 CAPITAL ALLOCATION PRIORITIES

PRIORITIES	OBJECTIVES	ACTIONS
Increase Dividends Annually	Target 30% payout of Free Cash Flow (FCF) in 5 years[4]	40% increase in November 2018 to $1.18/share annually
Maintain Net Leverage Ratio[5]	~2.5 to 3.0 times net leverage ratio	Currently at 2.3x[6]
Supplement Organic Growth with M&A	Expand CDW strategic capabilites	Scalar Decisions Inc. acquisition[7]
Return Excess FCF after Dividends & M&A Through Share Repurchase	Offset to incentive plan dilution and to supplement EPS growth	Repurchase program

[1] Based on a rolling three-month average, as of December 31, 2009 and 2018.
[2] As of July 31, 2019.
[3] Non-GAAP operating income excludes, among other things, charges related to the amortization of acquisition-related intangible assets, equity-based compensation and associated payroll taxes, and acquisition and integration expenses. Non-GAAP operating income margin is defined as non-GAAP operating income as a percentage of net sales.
[4] Target established November 2014.
[5] Defined as the ratio of total debt at period-end excluding any unamortized discount and/or premium and deferred financing costs, less cash and cash equivalents, to trailing twelve-month Non-GAAP operating income plus depreciation and amortization in SG&A (excluding amortization expenses for acquisition-related intangible assets).
[6] As of June 30, 2019.
[7] The Company acquired Scalar Decisions Inc., a premier Canadian IT solutions and services provider, on February 1, 2019.

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Transforming Teaching and Learning

Joe Marquez, a member of **CDW-G's Education Strategy Team**, will provide collaboration and effective use consulting on the use of **Educational Technology and Transforming Education**. Leveraging CDW•G's nationwide perspective, topics may include:

Educational Strategy, Planning and Management

- Educational Strategy and Vision Planning
- Curriculum and Planning
- IT and EdTech project planning and support
- AVID Digital Teaching and Learning

Classroom and Learning Space Design

- Transforming the learning environment
- Collaborative, active learning spaces

Google Apps and Chromebooks

- Share resources for reference, training and support
- Effective Classroom Use of G Suite for Education and Chromebooks, app and lesson suggestions, Q&A and support

Microsoft in the Classroom

- Effective use in the Classroom
- Digital Binders and effective organization
- MIE programs and support
- Share resources for reference, training and PD

Educational Pedagogy and other Educational Technology Topics

- Project Based Learning
- Maker, Active Learning and STEM/STEAM
- Personalized, Individualized and Blended Learning
- Digital Literacy and Citizenship for Staff and Students

/// THE STRATEGY FOR ACQUIRING NEW GEAR MUST FOCUS ON THE DESIRED LEARNING OUTCOMES. ///

Joe Marquez, M.S. EdTech

K-12 Education Strategist



An experienced educator, and EdTech Specialist, Joe works with school districts to assist them with selecting and implementing technology solutions to help them improve teaching and learning. He is a Google Certified Innovator and Trainer, Common Sense Digital Citizenship Ambassador, AVID Digital Teaching and Learning certified, Microsoft Innovative Educator, Apple Teacher certification and has a Master's Degree in Educational Technology.
You can find him on Twitter at @JoeMarquez70 on Google+ and on LinkedIn.



CDW SUPPLIER DIVERSITY

WHY WE'RE COMMITTED

CDW's Supplier Diversity Program exists for one reason: to advance procurement opportunities for direct and indirect customer spending among small, minority business enterprises (MBEs); women's business enterprises (WBEs); and veteran-owned, disabled-owned and other small, disadvantaged businesses.

Ours is a commitment that reaches well beyond our coworkers, the customers we serve and the communities where we live. Partnering strategically with qualified businesses enables us to keep providing the industry's best customer experience, while contributing to economic growth in diverse communities nationwide.

TIERED OPTIONS FOR EVERY NEED

The Tier I Program
CDW is continuously developing other MBE/WBE partnerships to meet customers' Tier I needs. In fact, we offer an online registration tool where businesses can register for future opportunities with CDW. Our growing list of suppliers means that customers can count on CDW to deliver against their diversity spending targets. CDW has also partnered with MBE/WBE leasing companies that can support customers' Tier I spend requirements.

The Tier II Program
To foster even more opportunities for small, diverse businesses, CDW launched a Tier II Supplier Diversity Program in 2009 for its key manufacturing, distribution and logistics partners. The program's goal: to further opportunities for competitive MBE/WBE to supply goods and services to CDW and deliver them to our customers.

CDW also provides Tier II reporting to customers that track their spending (typically for tax incentives), ensuring that suppliers meet contract compliance and obligations. Our Tier II reports show the items that CDW purchased from diverse suppliers, all items that our customers purchased from CDW and all items that CDW purchased from diverse suppliers to fulfill customers orders directly.

OVERVIEW

Since we launched our Supplier Diversity Program in 2007, diversity spending has taken a marked upturn. How did we achieve this increase?

As CDW doesn't manufacture products, we build relationships with qualified small businesses to help our customers — and ourselves — meet their diverse procurement goals.

Some program highlights for 2017:

More than
$1.9 BILLION
overall reported diversity spending equating to 12% of total spend

800+ PARTNERSHIPS
with minority-owned, women-owned, and small, disadvantaged businesses, including (but not limited to) product manufacturers, distributors, and service providers

Nearly
$1 BILLION
spent with MBE/WBE partners alone, equaling 5 percent of our total spend

A COMMITMENT RECOGNIZED NATIONWIDE

National Associations

Commitment is a vital part of the CDW Supplier Diversity Program. We dedicate ourselves to organizations and events that focus on building relationships and business opportunities within diverse communities. Here are just a few of the many organizations that we support through financial contributions, advisory council participation and event presence and hosting:

Recognition

Gratifyingly, our diversity and inclusion efforts have not gone unnoticed. Here are just a couple of our national recognitions:

ChicagoMSDC is indebted to CDW for its years of support as a corporate member, CBOF sponsor, and for being a generous technology provider with annual gifts of computers for our operations.

"CDW's commitment to supplier diversity is evident through its generous support of ChicagoMSDC and our MBEs. Congratulations to Mark and the entire Supplier Diversity Program team on your admirable accomplishments at this milestone,"

–Shelia Morgan, ChicagoMSDC President & CEO.

> "We applaud your commitment to the small business community."
>
> *– Women's Business Development Center*

MKT28800

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SUPPLIER DIVERSITY

Together we strive for perfection
ISO 9001:2000 certified

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CDW·G
PEOPLE
WHO
GET IT™