



Ben Weiss

VP, Verticals, CDW

VENDOR CONSOLIDATION BRINGS BIG BENEFITS

Quality & Performance

- Multiple new or unknown vendors creates liability for the business
- A smaller vendor pool allows you to ensure products and services meet your quality and performance standards



Relationship Management

- Managing fewer vendor relationships allows those companies to be more than suppliers – they become partners



Agility

- Increase your business agility
- A small list of qualified vendors can be relied on when a critical piece of your IT ecosystem fails

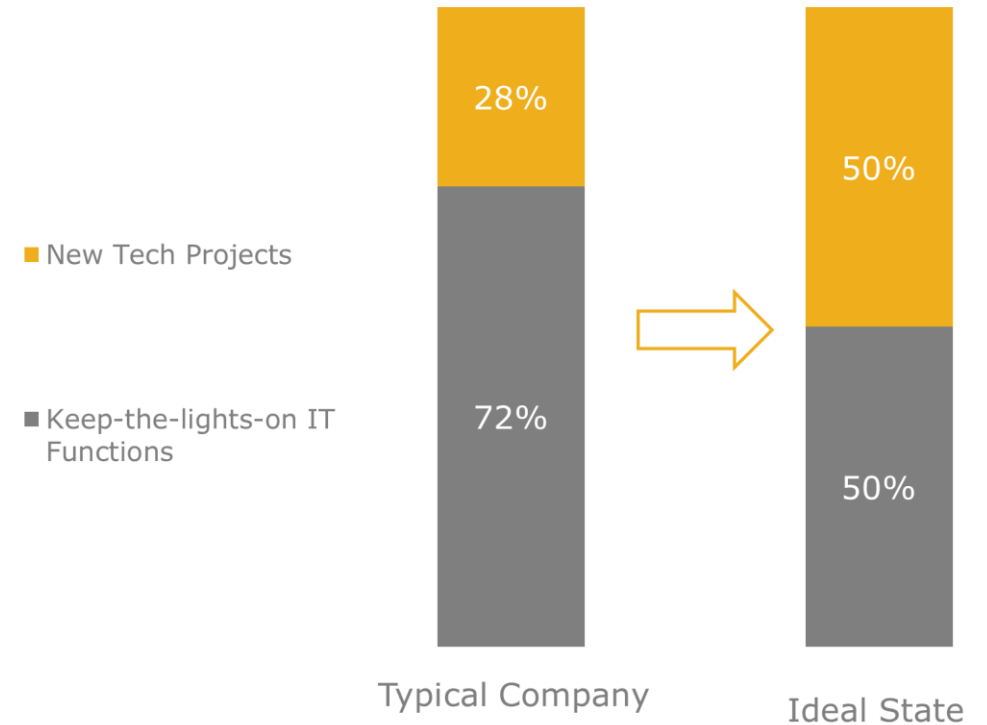


Cost

- Supplier buying power
- Increased economies of scale
- Pricing incentive and rebate programs



ACHIEVING BALANCE: MAINTENANCE & IT INNOVATION



CDW ASSESSMENTS PROVIDE ACTIONABLE INSIGHTS



DATA CENTER

- Capacity Planning
- Power and Cooling
- Disaster Recovery
- Hyperconvergence
- Health Checks
- Data Center Refresh
- Unstructured Data
- Backup
- Merger and Acquisition Planning*



CLOUD

- Shadow IT
- Health Check*
- Cloud Governance*
- App Dependency*
- Total Cost of Ownership/ROI*
- Cloud Migration Strategy*
- Cloud Security



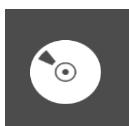
NETWORKING

- Health Check*
- Network Assessment*
- Wireless
- Software-defined WAN
- Cisco Software-Defined Access
- Core Infrastructure
- Load Balancing
- Cisco Digital Network Architecture (DNA)
- Switching
- WAN/Routers



SECURITY

- Threat Check
- Penetration Testing*
- Application Security*
- Framework Gap Analysis*
- Compliance Gap Analysis*
- Comprehensive Security*
- Security Roadmapping*
- Response and Remediation Planning*
- Custom Red Teaming*



SOFTWARE

- Software Asset Management Baseline*
- Software Asset Management by Snow Software*
- License History Review
- Traditional and Next-Generation Backup*
- Compliance*
- Upgrade Readiness
- Office 365 Readiness
- Windows OS Upgrade Readiness

SAMPLE ASSESSMENT TIMELINE FOR ABC COMPANY

- **STEP 1:**
IT staff meets with CDW team
(30 minutes)
- **STEP 2:**
IT staff installs collection
software with CDW guidance
- Software monitors customer
environment for two to four
weeks, depending on the
business cycle
- **STEP 3:**
CDW assesses the customer
environment (30 minutes)
- CDW analyzes the data and
prepares the report
(two weeks)
- **STEP 4:**
CDW and IT team present findings

*Billable



SAVE THE DATE FOR THE 2019 CDW EXECUTIVE SUMMIT SERIES



CDW PROTECT SUMMIT
Managing Security and Cyber Risk for the Digital Future

February 25-26

**JW Marriott Phoenix
Desert Ridge**
Phoenix, AZ



CDW FUTURE OF WORK SUMMIT
Enabling Teamwork and Innovation with Modern Technologies

April 8-9

The Westin Peachtree
Atlanta, GA



CDW CORE-TO-CLOUD SUMMIT
Building Infrastructure for the Digital Future

June 6-7

Cosmopolitan
Las Vegas, NV



CDW PROTECT SUMMIT
Managing Security and Cyber Risk for the Digital Future

August 19-20

**Philadelphia Marriott
Downtown**
Philadelphia, PA



CDW IT LEADERSHIP SUMMIT
Building a Culture of IT Leadership and Innovation

October 10-11

InterContinental
Chicago, IL

**Contact your account manager to learn more about our
Executive Summit Series
and to request your invitation today!**

