

2017 ANALYST DAY

“

CDW is one of our largest channel partners and has been a phenomenal partner for over 30 years. Its **international reach and deep experience in data center technology and cloud services distinguish CDW** in its ability to deliver and support hybrid IT solutions. ”



**Hewlett Packard
Enterprise**

MEG WHITMAN

CHIEF EXECUTIVE OFFICER
HEWLETT PACKARD ENTERPRISE



“

CDW's demonstrated ability to help customers understand the benefits of our enterprise cloud platforms has been a clear contributor to our success. Since the inception of our partnership, CDW has served as a strong foundation for acquiring new customers and expanding our footprint with existing customers to serve as the backbone for their business critical enterprise applications. ”

NUTANIX[™]

DHEERAJ PANDEY

CHAIRMAN & CHIEF EXECUTIVE OFFICER
NUTANIX



“

CDW has incredible industry knowledge, technological breadth, geographic reach, and above all, a deep commitment to helping customers succeed in the digital era. At Dell Technologies, we appreciate CDW as an exceptionally strong partner, and we look forward to continue growing our relationship for many years to come. ”



MICHAEL DELL
CHAIRMAN & CHIEF EXECUTIVE OFFICER
DELL TECHNOLOGIES

“

“At Cisco, we’ve worked with CDW side by side for over 15 years, and our joint commitment to the partnership has been essential to our success. Our customers are looking to us for highly secure, automated and intelligent solutions as everything becomes connected, and **we couldn’t do this without CDW. Their breadth, depth and deep expertise ensures our mutual customers’ success as they transform their businesses.**”

”

CHUCK ROBBINS
CHIEF EXECUTIVE OFFICER
CISCO SYSTEMS



“

CDW has solidified its position as a primary player in the **cybersecurity community** and has been a key contributor to Carbon Black's success. In working with CDW for the past two years, it's clear that their team, from top to bottom, is **committed to helping customers prevent, detect and respond to advanced cyber-attacks.** ”

CARBON
BLACK
ARM YOUR ENDPOINTS

PATRICK MORLEY
CHIEF EXECUTIVE OFFICER
CARBON BLACK

“

CDW's security practice exemplifies what we look for in our partners: domain expertise, innovative design support, exceptional customer service and a **clear focus on delivering next-generation security architectures that help customers prevent cyber breaches.**

”



MARK MCLAUGHLIN
CHAIRMAN & CHIEF EXECUTIVE OFFICER
PALO ALTO NETWORKS



what we deliver to **customers**



“ CDW is my first choice technology provider. Recommended a more cost effective solution many times and I have never been disappointed. ”

TECHNOLOGY COORDINATOR

K-12 EDUCATION

NOVEMBER 15, 2016

what we deliver to **customers**



“ CDW has always been very easy to work with and **can help you steer clear of some of the issues that may have plagued others** that went before you. ”

CHIEF INFORMATION OFFICER

STATE AND LOCAL GOVERNMENT

DECEMBER 16, 2016

what we deliver to **customers**

DOING MORE
WITH LESS

MANAGING
RISK

CHANGING THE
WAY USERS
WORK

TRANSFORMING
THE "CUSTOMER"
EXPERIENCE

PREPARING FOR
THE FUTURE

" We undertook a major effort to upgrade the security and management of corporate owned and BYOD endpoints for nearly 500 remote consultants located in **NA, EMEA, and APAC.**

A major part of the project was shifting IT purchasing to CDW instead of continuing to go direct to laptop and software suppliers. That shift has reduced our purchase costs, tripled the warranty period on laptops, reduced procurement overhead and lead times, moved us from hard to manage perpetual licenses to easy to manage SaaS licenses, and provided better access to technical experts while making product decisions.

Lots of companies talk about partnership but CDW proves their commitment to their customers and suppliers daily."

CHIEF SECURITY OFFICER

MEDIUM BUSINESS (100-500 EMPLOYEES)

NOVEMBER 15, 2016

what we deliver to **customers**



" Every time I need technology my first email is to CDW-G. Thank you for helping my school bring technology to our students so they can become amazing contributors to our society. "

TECHNOLOGY COORDINATOR

K-12 EDUCATION

JUNE 7, 2016

WHAT WE DELIVER TO CUSTOMERS

DOING MORE
WITH LESS

MANAGING
RISK

CHANGING THE
WAY USERS
WORK

TRANSFORMING
THE "CUSTOMER"
EXPERIENCE

PREPARING FOR
THE FUTURE



" CDW is our vendor of choice for all things technical. Their experts are available to guide our decision making process and **they are adaptive to our needs while anticipating future requirements.** "

DIRECTOR OF INFORMATION TECHNOLOGY

MEDIUM BUSINESS (100-500 EMPLOYEES)

NOVEMBER 10, 2016

2016 AWARDS

3/23/16: Forbes Recognizes CDW as One of America's Best Employers

4/11/16: Bechtel Recognizes CDW for Outstanding Work on Nuclear, Security & Environmental Projects

4/21/16: A Three-peat for CDW Canada at the CDN Top 100 Show

4/22/16: Tampa Bay Business Journal Best Places to Work 2016: CDW

5/3/16: CDW Receives 2016 InformationWeek Elite 100 Honors

5/18/16: F5 Networks Rising Star of the Year

5/21/16: Crain's Chicago Business List of Largest Publicly Traded Companies

5/24/16: DirectEmployers 2015 Member Recruitment Marketing Award

6/6/16: CDW Advances on Fortune 500 List

6/6/2016: CRN 2016 Solution Provider 500

6/8/16: CDW's Tom Richards Again Recognized by Glassdoor as a Highest-rated CEO

6/8/16: Three Ways CDW Chandler is Tops

6/13/16: Computerworld Ranks CDW as a Top IT Employer