

Cover Letter

City of Columbus

Robin Cook
Department of Technology
City of Columbus
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Columbus, OH 43215
RGCook@columbus.gov



One CDW Way
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Vernon Hills, IL 60061
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FEIN: 36-4230110

July 14th, 2020

Re: RFQ for Telework Hardware, Software and Services

Dear Ms. Cook,

The City of Columbus (the "State") through the Department of Technology seek a qualified reseller that can provide Dell Technologies hardware, services and VMWare software, services as part of your response to COVID-19. CDW Government LLC ("CDW•G"), a fully-owned subsidiary of CDW LLC, has established relationships, competencies, and customer satisfaction to fulfil and manage the City's procurement of TeleWork solutions.

2.1 Statement of Manufacturer Partnership CDW•G is both Dell/EMC and VMWare largest reseller partner worldwide and is authorized to sell, install and support Dell Technologies and VMWare products and services. Below are some major highlights of our partnerships with Dell/VMWare:

2.2 Authorized Reseller Letters. As requested, CDWG has provided the following authorized reseller letters from both Dell/EMC and VMWare.

2.3 CDW•G and Dell

CDW•G's architects and advanced technology engineers have been designing, implementing and managing Dell EMC technology, communication and security solutions for businesses of all sizes for nearly 10 years. CDW•G holds the highest Dell EMC partner designation – Titanium Black. The City can be rest assured that no other vendor holds a higher level partnership, resulting in cost-savings. Our team is highly knowledgeable about the implementation of Dell products, so the City should feel confident in our ability to achieve a successful and efficient implementation.

Powerful Partnership

- CDW is Dell EMC's #1 Partner Worldwide
- CDW is the only stocking Dell EMC reseller
- Our state-of-the art distribution centers in Chicago and Las Vegas house nearly 1 million square feet of warehouse and configuration space.
- Approximately 130,000 cases of products to ship after they arrive at CDW every day.
- 700 CDW engineers on staff
- Two 24/7 Network Operation Centers
- Dedicated Dell EMC account managers
- Eight Dell EMC Enterprise technical pre-sales specialists
- Six Dell EMC client solution specialists
- 41 EMC certified technology architects
- Eight EMC certified cloud architects
- One EMC certified data scientist
- 11 EMC certified implementation engineers

It should be noted that implementation services are included with the VxRail nodes via Dell/EMC since they are the only authorized implementor of these nodes residing on the City's VMWare Cloud Foundation environment. This is consistent with the current methodology that the City and CDWG are using to install the VxRail environment.

2.4 State of Ohio STS: CDWG is leveraging our role as an agent on the EMC STS 534141 contract with the State of Ohio for this RFQ.

As always, we consistently strive to exceed your expectations. Should you have questions regarding our proposal, please contact Nick Geiser at (614) 318-9058 or nickgei@cdwg.com. We thank you for the opportunity to participate in this RFQ process and are confident you will find our response advantageous from both a strategic and budgetary standpoint

Sincerely,

Nick Geiser
Field Account Executive



June 4, 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-users¹ 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,

A handwritten signature in cursive script, followed by a horizontal line.

Joyce Mullen
President, Global Channels, OEM Solutions & IoT
Dell EMC

¹This 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.



VMware, Inc.
3401 Hillview Ave.,
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(650) 427 5000 main
(650) 427-5001 fax

www.vmware.com

VMware Authorized Partner Letter

22 April 2020

To Whom It May Concern,

VMware, Inc., a company organized and existing under the laws of Delaware, with its principal place of business at 3401 Hillview Avenue, Palo Alto, California ("**VMware**") hereby confirms that, as of the date above, **CDW** is an authorized **Partner Connect Principal** partner of VMware. As such, this Partner is authorized to resell VMware equipment, licenses, and services to end user customers and offer hosted IT services and cloud services for managed service offerings in the United States, as per the terms and conditions of the existing agreement between the Partner and VMware.

For **VMware, Inc.**,

A handwritten signature in black ink that reads "K. Twomey". The signature is written in a cursive style with a large, looped initial 'K' and a long, sweeping tail on the 'y'.

Kathy Twomey
Director, Partner Programs Lifecycle Management