

RFP 23/24-01 IT

Irvine Unified School District

Technology Equipment and Peripherals

Original Response | 6/17/2024 1:00:00 PM



6/17/2024

Irvine Unified School District
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RE: CDW Education Response to Irvine Unified School District's Technology Equipment and Peripherals

Dear Michelle Bennett,

CDW Education values our relationship with Irvine Unified School District (IUSD) and we hope to continue partnering with you in your vision to provide the highest quality educational experience.

CDW Education is a specialized segment of CDW Government LLC (CDW•G) the wholly owned subsidiary of CDW LLC. As a global systems integrator impacting 75 million students across 34 countries, we enable and empower more than 17,000 education institutions to get the most out of the transformational impact of our partners' technology.

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

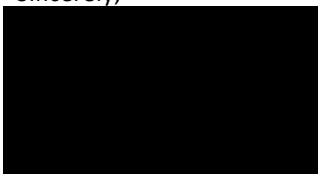
CDW Education's top partnership status with HP, Aruba, Lenovo, and other manufacturers enables IUSD to continue to secure excellent pricing, receive expedited requests for information as needed from manufacturers, obtain assistance with overall IT solutions, and gather insight into the supply chain and future inventory.

In response to your RFP, please find information related to our deeply discounted catalog 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, Aruba 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.

As always, we consistently strive to exceed your expectations. Should you have any questions regarding our response, please contact your [REDACTED]

[REDACTED]. We thank you for the opportunity to participate in this RFP process and are confident you will find our response advantageous from both a strategic and budgetary standpoint.

Sincerely,



CDW Education

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Executive Summary

Irvine Unified School District

Located in Orange County, California, IUSD serves a diverse population of 38,000 students in 24 elementary schools, one early childhood learning center, five K-8 schools, six middle schools, five comprehensive high schools, and one alternative high school. IUSD'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 Education will continue to support IUSD in its strategic plan goals and overall mission by providing the best possible IT equipment and services for IUSD.

Additionally, CDW Education will adhere to the RFP piggyback clause and extend our offer to not only IUSD, but to all public entities in the state of California.

Why CDW Education

For nearly a decade, CDW Education has been providing IUSD with the technology you need to support your educational initiatives.

- **As one of the largest Value-Added Resellers**, CDW Education offers 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 Education 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.
- **Original equipment manufacturers (OEM) partnerships with Aruba, Dell, Lenovo, HP, Google, and more** enable CDW Education to facilitate and expedite informational requests about products or overall IT solutions from IUSD to OEMs, as questions arise. Manufacturer partners also provide state-of-the-art training and certification for CDW Education account representatives and engineers, and enable customers like IUSD to evaluate new equipment and software models before they hit the general market. Finally, our partners offer special pricing, which we extend to IUSD.
- **Presales Consulting** – Before the IUSD initiates any IT project, you are entitled to CDW Education expertise from our solution architects/engineers with specialties in unified communications/collaboration, voice and communication (especially as these specialties relate to

your audio visual (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 Education Glendale office capabilities. There are also CDW Education experts available in leasing and financing should you need help in this area.

- **Warehouse and Distribution Capability** – IUSD will continue to be serviced by CDW Education’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 IUSD, should you need to preorder a large number of computers or other devices within a short timeframe. IUSD utilizes 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** – IUSD’s hardware and software will be configured as desired, either by the manufacturer, on site at IUSD, or in the **CDW Education warehouse in North Las Vegas**, where our technicians are highly trained and experienced.
- **Professional Services** – When budgets tighten or there is any other reason to outsource, we have more than 1,000 IT professionals located throughout the U.S. They are knowledgeable and experienced in data center, networking, security, the cloud and more. 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 IUSD utilize a CDW Education 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.**

Our Proposal

Relative to the IT Technology Equipment and Peripherals RFP, CDW Education proposes a discounted catalog offering for hardware, software, network, data center, security, audio visual items, and services. 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 IUSD needs expedited delivery, there are additional fees.

The CDW Education Glendale Office

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

Southern California Local and Field Solution Architects (presales activities)

800+ Field Solution Architects (within U.S.) with specialties in:

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

Southern California Delivery Team (post-sales activities)

500+ Delivery Engineers (within U.S.) expertise in:

- Data Center Solutions
- Managed Services
- Microsoft
- Data Center Networking
- Client Management/Mobility
- Virtualization
- Network Security
- Information Security
- Video/Internet Protocol (IP) Telephony
- Wi-Fi Networking/Campus Networking

CDW Government Overview

CDW Education understands that the objective of this RFP is for IUSD to identify the most reliable and experienced provider to provide your technology equipment and peripherals. Whatever the driving force behind your technology needs, we will continue to support you where you are and help you achieve your goals—present and future — with the right solutions, precisely implemented, which evolve with your organization.

How We Can Continue to Help IUSD Achieve Your Goals

As IUSD evaluates its options for this RFP, CDW Education would like to call out several benefits of partnering with us:









 <p>Technical Resources: Access to hundreds of Solution Architects in multiple disciplines.</p>	 <p>Post-Sales Services: Access to more than 300 technicians, engineers, and support staff who perform desktop imaging, network configuration, server builds, and full rack buildouts.</p>	 <p>Redundancy and Speed: Store products in one of our two U.S. -owned, ISO 9001:2015-certified distribution facilities. CDW Education can assist with equipment schedules and logistics.</p>	
 <p>Turnkey with Breadth of Solutions: We are technology neutral with 100,000+ products and services from 1,100+ leading and emerging brands. We continually update these partners and products, allowing you access to industry-leading solutions.</p>	<p style="text-align: center;">Irvine Unified School District and CDW Education</p>	 <p>Financial Strength: Our financial stability stems from our vendor-neutral solutions and multiple dedicated customer channels. Multiple avenues for growth and a balanced customer base allow us to weather economic and technology cycles.</p>	
 <p>Scalability: A team of CDW IT professionals is dedicated to IUSD. Those resources will continue to grow as business grows. We are committed to making sure you receive the highest level of service and have the right team engaged.</p>		 <p>Economies of Scale: IUSD gains the advantage of our size in the marketplace. As a top partner (often the No. 1 partner worldwide) to such manufacturers as Aruba, HPE, and Lenovo, we can provide you with insight into new technology.</p>	 <p>Tracking and Visibility: Online procurement capabilities streamline and standardize purchasing, support flexible reporting, and improve decision making.</p>

Table 1. Access CDW Education's full solution set. IUSD benefits from a partnership with CDW Education.



IUSD benefits from partnering with a vendor who not only offers a diverse breadth of technology solutions but also has proven dexterity in the intricacies of contracts. Many respected vendors have well-established procurement/delivery and installation procedures but no plan or personnel in place to ensure their company remains compliant with the contract once signed. In addition to our customer-centric account management teams, we have a program management department singularly devoted to managing contracts. Our experienced program management team manages nearly 1,000 active state, local, and education contracts. When IUSD signs a contract with us, you also save time you might otherwise spend

tracking data on the contract, advertising your contract to potential end users, and ensuring proper pricing and discounts are applied to every purchase.

Along with unwavering customer focus, we are committed to delivering the best possible service and support with one-stop shopping for customized solutions. No matter where you are on your technology journey, IUSD gets more from your IT investment through our technology services, from roadmaps and adoption to project deployment and lifecycle management.

WE GET Reliable Distribution

Unlike many solutions integrators, CDW operates physical warehouses as opposed to the virtual warehouse methodology. 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 distribution center focuses on distributing products to customers east of the Mississippi River while the Las Vegas distribution center primarily serves the western part of the United States.

 <p>LAS VEGAS, NV 513k square feet Capacity for up to 10K+ configurations per day</p>	 <p>VERNON HILLS, IL 450k square feet Capacity for up to 10K+ configurations per day</p>
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OUR CONFIGURATION CENTERS ARE PCI CERTIFIED AND HOLD SEVERAL ISO CERTIFICATIONS:

<p>ISO 9001 Quality</p>	<p>ISO 14001 Environmental</p>	<p>ISO 20243 Risk Management</p>	<p>ISO 27001 Information Security</p>	<p>ISO 28000 Secure Supply Chain</p>
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CDW holds more than \$300M of available inventory 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.

Our product lineup includes desktops, notebooks, servers, peripherals, networking and communications equipment, software, accessories, plotters, network printers, desktop printers, and print supplies. We offer everything your IT operation could possibly need – from enterprise solutions to mouse pads.

WE GET Strong Manufacturer and Distribution Partnerships

A significant advantage we offer IUSD is our ability to deliver the right products, at the right value, right when you need them. As one of the largest direct market resellers, CDW has established exceptional working relationships with the major manufacturers in the technology industry. Our buying power attracts the industry's top manufacturers – and their best prices. To supplement our direct purchasing model, CDW has developed strong affiliations with principal channel distributors. Our distribution centers are located in close proximity to principal distributors; this enables us to quickly obtain competitively priced, non-stocked items.

WE GET Secure Supply Chain

Inventory availability and reliable distribution are not the only key elements in effective purchasing. More and more, organizations rely on information and communication technology to handle growing workloads and mission-critical operations. In this increasingly uncertain world, they are facing a dangerous reality: the rise of counterfeit and maliciously tainted equipment. IUSD can continue to be confident in the quality of the products you order through CDW. ISO 28000:2007 Secure Supply Chain is an important standard for our company. The scope of the certification includes planning, deployment, and provisioning of supply chain services and supporting processes. ISO 28000:2007 certification demonstrates that CDW has mature, end-to-end risk management programs, with a focus on delivering quality and security in managing information, products, and services to meet our customers' needs.

Comprehensive IT Solutions for IUSD

IUSD can continue to develop the best total solution while attaining the most value with our full range of products and services, from discrete hardware and software products to integrated IT solutions. We are technology agnostic, focused on finding the right solution for you rather than pushing a particular brand. Our sales and service delivery teams consist of nearly 6,000 customer-facing coworkers, including more than 2,000 field sellers, highly skilled technology specialists and advanced service delivery engineers. Our offerings are comprehensive, including expert consulting, design, configuration, installation, and lifecycle management services.

Full-Stack Expertise

CDW Quick Facts					
Vernon Hills, IL Headquarters	\$21B 2023 Annual Net Sales	~15,100 Coworkers	53 U.S. Offices	250,000+ Customers	166 2023 Fortune 500 Rank

Products and Partnerships	Technology Services	Total Solutions
<p>More than 100,000 products from more than 1,100 vendors including Acer, Adobe, Dell EMC, HP, IBM, Lenovo, Microsoft, NetApp, and VMware</p>	<ul style="list-style-type: none"> ▪ eProcurement integration ▪ Leasing services ▪ Managed services ▪ Pre-shipment configuration ▪ Professional services ▪ Warranty and maintenance 	<ul style="list-style-type: none"> ▪ Cloud ▪ Collaboration ▪ Data center and networking ▪ Managed Print Services ▪ Point of Sale ▪ Security ▪ Software management ▪ Total Mobility Management

WE GET K-12 Education

Forget blackboards — the classroom of today is a student-centered, collaborative environment that supports a wide range of abilities and learning activities. Education, reimagined: Teachers empowered to inspire students. Students immersed in personalized learning environments that improve academic outcomes. Parents engaged in supporting student progress. That is what can happen when you innovatively integrate technology into K-12 education. CDW Education can help you get the right classroom technology and layout in your schools to motivate your students and enable better educational outcomes.

CDW Quick Facts

CDW Education is a specialized segment of CDW•G, the wholly owned subsidiary of CDW LLC, a leading multi-brand technology solutions provider to business, government, education, and healthcare organizations in the United States, the United Kingdom, and Canada.

Recognizing the unique challenges and opportunities of our public sector customers, we established CDW•G in 1998 to focus on the specific needs of the government and education sectors. Our teams are broken down by segment, with separate teams serving state and local, federal, K-12, higher education, and healthcare customers. Teams are further organized into geographic regions for greater specialization. We have an expansive network of offices near major cities and a large team of field coworkers across the United States. As a global systems integrator impacting 75 million students across 34 countries, CDW Education enables and empowers more than 17,000 education institutions to get the most out of the transformational impact of our partners' technology.

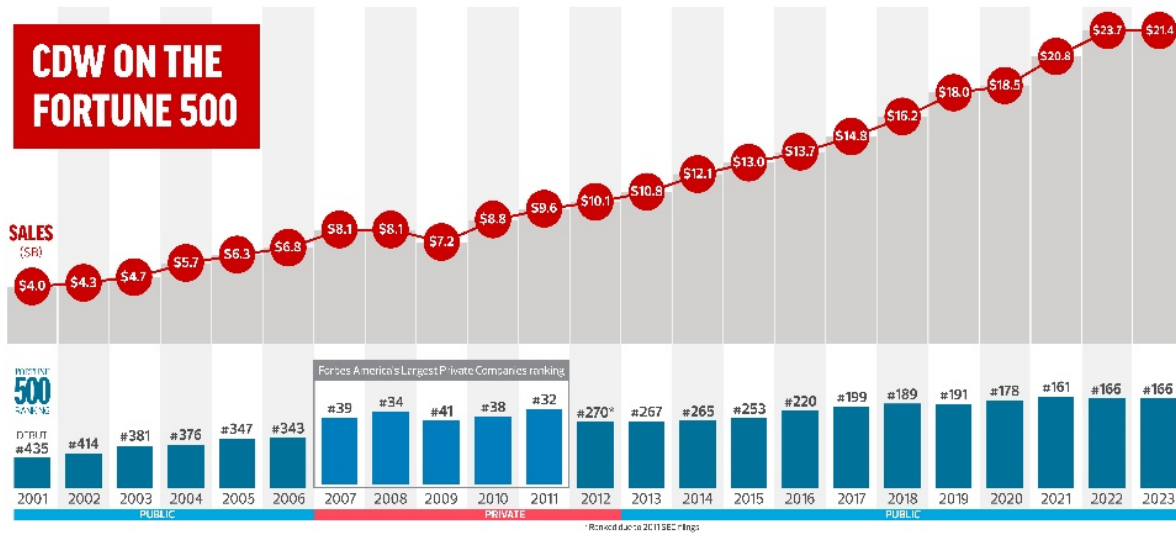


Figure 1. Trust in a partner with consistent performance and sustainable growth. CDW continues to invest in new solutions, building on our growth and stability.






CDW debuted on the Fortune 500 in 2001 and now ranks at number 166 (Figure 1). CDW ranks at No. 4 on CRN’s 2023 Solution Provider 500 list. The sustainable growth and continued financial stability of our company serves to assure IUSD that we are here to stay and support you through the life of this contract and beyond.







Value-Added Resources and Account Management Team

CDW Education 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 Education, you have access to expertise that is not available within your organization. Your CDW Education 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 tailor a piece of equipment or an entire network to deliver the most effective and sustainable results. We continue to work closely with your organization and respond with solutions that provide robust functionality, efficiencies, and cost savings.

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

 

 continues to serve as IUSD's primary point of contact. She is available on an as-needed basis to tackle all of IUSD's product quote, order placement, and problem resolution needs. With more than 22 years of CDW tenure, she is highly trained to address your questions and concerns. As  works with several organizations based in the Orange County region, she is abreast of changes in the IT, education and government sphere, and shares updates with the IUSD.

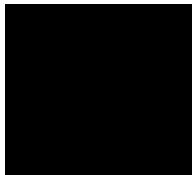
 

 oversees your account team and helps to develop strategies that best serve your organization's long-term success. She spends a significant amount of time meeting with customers to understand the dynamics of their local markets and to ensure they take full advantage of CDW's offerings. Also,  is responsible for building and maintaining strong relationships locally with our top OEM partners. Her ability to leverage those relationships greatly benefits your organization.  has been employed at CDW since 2014.



[REDACTED]

[REDACTED]

[REDACTED] has been employed at CDW for approximately 13 years serving in various roles. His responsibilities include growing executive relationships with key partners and customers. Also, [REDACTED] is responsible for the ongoing development and training of the sales managers in their region. [REDACTED] is committed to the success of the CDW Education partnership and leverages their relationships whenever possible to ensure your organizational needs continue to be met.



[REDACTED]

[REDACTED]

[REDACTED] has been employed at CDW for three years. He and his team of contract management specialists focus exclusively on administering agreements between CDW Education and our customers. [REDACTED] and his team focus on ensuring CDW Education remains compliant with our contract and government regulations, as applicable.

Presales Consulting Expertise

A unique advantage of CDW's business model is that IUSD has access to an incomparable depth and breadth of value-added technical expertise. Your CDW Education account management 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 IUSD the best advice and technology solutions to meet your unique needs. Your account management team coordinates meetings with IUSD and vendors to review future needs, standards, and roadmaps. In addition, your account management 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.

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 generally handles most issues and concerns, our technical support, customer relations, and site support staff are available to help. CDW Education has customer relations representatives who are available to resolve post-sales inquiries from 5:00 a.m. until 7:00 p.m. PT, Monday through Friday. We service customers through phone support, email, and live chat.

Excellence in customer service is a top priority for CDW Education. 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.

WE GET Classroom IT

Being a top-notch K-12 administrator is no easy feat. It is challenging enough to develop young minds through the forethought and execution that is quality instruction, through the rigorous school assignments that must be age-appropriately engaging and competitive, and through adequate structuring of the classroom environment to bring forth curiosity, safety, collaboration, and dedication. But in addition to these ever-present facets of good education, comes the technology that forms the building blocks for our future in education. While we at CDW Education see this movement as a liberating process for students and educators alike - all involved in the education process can rely on the newest and most strategic tech tools to enhance learning- there is much to learn when it comes to beginning the process, or enhancing the tools and process, or just getting another perspective on what will work for your school or school system.

CDW Education understands the challenges – and opportunities – involved in building a flexible and supportive personalized learning environment for K-12 students in the face of tremendous change. We commend IUSD for your initiative to help bridge the digital equity divide by procuring connected devices and broadband connections needed to provide enhanced digital equity for your students.

We also know IUSD'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 Education pledges to remain dedicated to supporting the full scope of IUSD's technology and related educational needs. But also, our partners all offer the same enthusiasm, ensuring we achieve all IUSD's program goals.

Comprehensive Solutions for the Modern Learning Environment

We have been providing support to K-12 customers since our inception in 1998. We have experience handling complex deployments for the largest school districts in the country. We have deployed devices nationwide, and we have the logistics capabilities to get your devices to your students, even in adverse conditions.

CDW Education 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, we applaud IUSD 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 IUSD to provide students affordable access to technology. Like technology, we continue to focus on process improvements to ensure we remain a contributing factor to the success of the IUSD program.

CDW Education K-12 Resources

Educational Collaborators assist in aligning your T&L framework with your technology roadmap.

Learning Environment Advisors work with leading OEMs, advocating for your school, and helping your technology roadmap evolve.

We have experience handling complex deployments for the largest school districts in the country. We have deployed devices nationwide, and we have the logistics capabilities to get your devices to your students, even in adverse conditions. Over the past 20+ years, CDW's technology infrastructure solutions have stayed in line with emerging technologies. Keeping up with those technologies, such as collaboration solutions, cloud, mobility and virtualization, has been a major aspect of our ability to grow as a company. In 2020, CDW acquired Amplified IT, a leading provider of education-focused services and cloud-based software, enabling and empowering schools to leverage the innovation of Google for Education and Google Cloud.

We have actively expanded our catalog, certifications, and solutions to address the latest developments in technology, including cloud, IoT, drones, and esports to support the changing needs of our customers. In addition, we have dedicated CDW Education resources aligned to these solution areas to help our customers understand and implement them. Moving forward, we expect the landscape in which we compete to continue to evolve as new technologies are developed, and we will continue to evolve with those technologies.

Drive your Vision with Our K-12 Collaborators

CDW Education provides K-12 educational collaborators to assist in aligning IUSD's Standards-Based Teaching & Learning (T&L) Framework with your technology roadmap. CDW Education's Learning Environment Advisors are available for future discussion with IUSD when strategizing your technology program roadmap. Working with the leading OEMs in the industry, the role of the Learning Environment Advisor serves as a critical vendor-agnostic voice to assist IUSD in sorting through all the major education

Commitment in Action

Christine Leahy, President and CEO of CDW, was recently named to the **New York 2021 Education Power 100 list**.

This list recognizes the public officials and policymakers, superintendents and scholars, advocates and activists, and labor, business and nonprofit leaders who are putting in countless hours to ensure New York's students get a top-notch education.

platforms when making your mobility and hardware decisions. With the Learning Environment Advisors being vendor neutral, IUSD can continue to 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 Education resources unite both viewpoints and ensure IUSD's technology program is successful from both an operational and an academic perspective. Lock-stepping your programs provides a greater benefit to your classrooms than struggling to keep two programs on pace with each other.

WE GET Empowering Your Classroom

Empower your students, teachers, administrators, and parents to explore and build opportunities for improving academic outcomes. From selecting the right mobile devices to ensuring seamless connectivity and accessibility, we can help you orchestrate highly effective personalized learning environments.

Balancing the challenge of maximizing your students' digital freedom while simultaneously keeping them protected is no easy task. You must also ensure your teachers are supported with the digital autonomy they need to educate your students. Innovative uses of educational devices including Chromebooks and Windows 10 can help you overcome this challenge and achieve digital freedom and security. CDW Education can assist you with implementing content filtering and classroom management techniques, finding the right storage solutions, and determining your new software workflow.

CDW Blueprint to Design® Program

Increased efforts to integrate technology into learning environments have encouraged a shift in thinking about the impact physical space has on instructional goals and success. Education leaders across the country are embarking on exciting changes involving new school construction, building remodels, classroom renovation, and media centers. With the CDW Blueprint to Design® four-step offering, IUSD can re-design your classroom space to fit the ever-changing needs of your students and staff. With this offering, IUSD will receive a two-hour consultation with an Education Strategist, trained in space design and pedagogy, to understand the goals and vision behind your project. You send us a blueprint (or floorplan) and photos of the space. CDW will work with a dedicated school design engineer to complete 2D color renderings and options. CDW will deliver a completed design package back to you, perfect for presenting to leadership/stakeholders, or for including in your strategic plan.

Additional CDW Education Resources



EdTech

offers lesson plans and research, providing educators with the latest information on emerging trends

Additional resources CDW Education 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: Focused publications help K-12 school district technology managers and campus IT staff do 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. Additionally on this site 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.

Funding Information & Resources

While we use many avenues to lower our costs, our primary focus is being the best-valued solution for IUSD. We do not sacrifice our unique value-added offerings in order to provide strategic cost savings for our customers. We know that your partnership with a value-added reseller (VAR) demands more than

At GetEdFunding.com, you 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

getting boxes of IT products. It is the relationships that matter—including our distributor and OEM partnerships and tenured account team who understands your environment inside and out. As a vendor-agnostic technology integrator, we do not push brands; we orchestrate the best fit solution to provide substantial and strategic long-term cost savings and support to you. 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 IUSD’s deployment, we have tailored a custom solution which provides the most value to you for every stage of your program.

Get-Ed Funding Overview

GetEdFunding.com

CDW Education 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 Education’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.



GetEdFunding.com

- Easy to use
- Relevant
- Reliable
- Created by educators

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 IUSD 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 more than 60 STEM-specific programs currently available for application.

Please reach out to your account manager for more information and accessibility to these great programs that are here to serve your school or district. Having the expertise to connect schools and districts like your own to the government programs and their relief efforts, we can take the tedious work out of your schedule and optimize the overall process. Then you can take more time to consider your long-term options, determine what is right for you, and be on your way to greater education initiatives. Thinking about what new technology can bring for future innovation in education is a process that starts today, with the right financial mindset and tools on your side.

Our Part in the Newest Government Funding Initiative

Approximately 30 percent of all public K-12 students live in households either without an internet connection or device adequate for distance learning at home. With the onset of the COVID-19 pandemic, this “homework gap” has widened exponentially, and nearly 16 million students lack the baseline technology requirements for distance learning, including reliable highspeed internet, sufficient data plans, and a computer, laptop, or tablet device.

The Emergency Connectivity Fund (ECF) - part of the American Rescue Plan - was established in March 2021 to enhance digital equity to internet access in homes in order to support distance learning. Given that we have been providing reimbursement to K-12 and Library



customers since our inception in 1998, we have the upper hand when it comes to helping customers get the right support they need for the project of their choosing. For instance, our dedicated internal team is highly trained and knowledgeable regarding all Federal Communications Commission (FCC) reimbursement programs, as we have worked all angles within this domain for more than 20 years. More specifically, we have stayed informed and connected around the emergence of the Emergency Connectivity Fund so that we can assist in the global crisis most effectively in the short-term and the long-term. We have been awarded more than 17,000 projects totaling over \$511M in total equipment and services delivered to U.S. schools, and we have never lost funding for a school, as substantiated by countless audits. CDW can continue to be the asset that a school or district needs in securing funding, gaining leverage, and emerging with confidence.

With more than 200 government and education contracts, we are the nation's largest direct-response provider of multi-brand technology products and services to date. We are proud to offer our vendor-agnostic expertise toward future goals and initiatives that will benefit the new generation of schools and their students. IUSD can count on our coworkers to maintain drive and momentum through economically difficult times our customers may face, and thereby put our best foot forward and serve up high-quality and cutting-edge technology, maintenance, and support, for the growing demands of educators. Let us know how we can help you get from point A to point B, and your account management team will be ready to begin the collaborative process.

CDW Support to Help Propel Your Mission Forward

Your CDW Education account team serves as a liaison between our internal technical resources, external partners, and OEMs to create a seamless experience for IUSD. We support IUSD from project launch to post-implementation. We also leverage our distributor relationships as a world-class VAR, as well as our capabilities as a specialized systems integrator and managed service partner. We work hard to ensure your questions are promptly addressed and your issues are quickly resolved.

CDW Configuration Services Overview

IT teams face constant pressure to increase productivity while keeping costs low. That is 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 is no downtime, wasted resources, or need to hire outside consultants. We 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 save time with new system rollouts. We offer:

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

Custom Turnkey Solutions

We 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 is 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 (an online portal that facilitates the ordering, tracking, and management of IT purchases). 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:** We allow you to receive your entire order in one shipment
- **Kitting:** We bundle your items together and ship kitted boxes to multiple destinations
- **Labeling:** We 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:

- Aruba, HP, Dell, and Cisco switches
- Citrix XenApp®, Xen Desktop®, and NetScaler® Gateway™ solutions
- FortiGate, SonicWall, and Palo Alto appliances

CDW Amplified™ Services Overview

For continuous support meeting your organization’s goals, you need IT Orchestration by CDW®.

Technology Drives Organizational Outcomes

Full Stack. Full Lifecycle. Full Outcomes.

In today’s competitive market, the speed of digital priorities is critical to success. Yet, technical complexities can slow progress. CDW’s full-stack engineering services team focuses on digital transformation – from code and applications to cloud, data, and security – to help you accelerate innovation, enhance customer experiences, and optimize collaboration, all while delivering agility and cost efficiencies to your business (**Figure 2**).

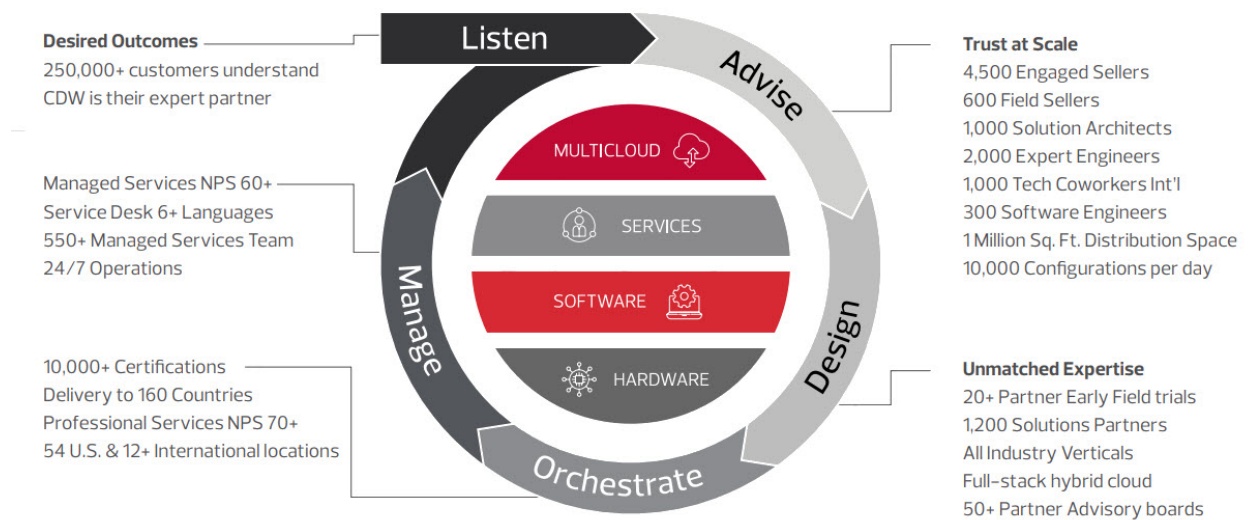


Figure 2. Get more from your technology. CDW's services support your team throughout the entire lifecycle of your project.

CDW Amplified™ Services

Get More from Your Technology

We know IT. That's our business. When you partner with us, we take the extra load off your IT team. That way, they can focus on initiatives that turn IT into a competitive advantage while we help you maximize your IT investments and deliver real value for your customers. Our experts help you [design, orchestrate, and manage](#) your technology environment.

DESIGN

Advisory & Assessment

Using a wide breadth of tools, data, and years of expertise, we offer strategic advisory services, workshops, and assessment, planning, and design engagements with CDW engineers that consider your specific needs and make recommendations to address gaps and optimize growth. This includes documentation, analysis, and creation of materials that detail the bridge between your current and future state.

ORCHESTRATE

Building, Implementation & Deployment

Our expert engineers configure and deploy your solutions to help you implement technology according to your organization's unique needs and ensure it works from day one. We can build, create, and analyze software or services, as well as test and release into a defined environment and implement changes outlined in the design phase. We implement technology adoption and organizational change management plans to ensure you are fully utilizing your technology solutions and deriving the value you expect.

MANAGE

Continuous Support & Operations

Save time and money, and augment internal IT team bandwidth, with 24/7/365 support and expert management of any aspect of your technology solution.

- **Managed services:** With proactive monitoring, automation, alerting, analysis, maintenance, and performance of operational functions of an organization's contracted technology environment, CDW can provide end-to-end support of your complex environments.

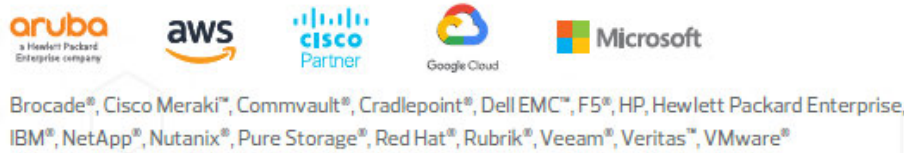
CDW Amplified™ Services



- **Technical support and continuous improvement engagements:** CDW experts provide technical support for complex technology solutions when your IT, development, and business teams need it. Our experts work with you to continuously optimize your technology environment.

CDW Amplified™ Infrastructure Services

[CDW Amplified™ Infrastructure Services](#) provide expertise, tools, and resources to scale and future-proof your infrastructure. We help you upgrade existing architecture and prepare for what's to come, whether you are on-premises, migrating to the cloud, or already there.



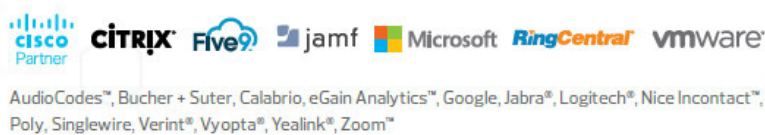
CDW Amplified™ Development Services

Growing technical debt in your application stacks and software delivery processes can bring your organization to a halt. Modern, cloud-native technologies and industry-leading best practices allow you to develop applications that revolutionize your infrastructure and solve business issues. [CDW Amplified™ Development Services](#) can modernize your applications, streamline delivery through DevOps, and write custom, cutting-edge apps that drive your organization.



CDW Amplified™ Workspace Services

[CDW Amplified™ Workspace Services](#) provide a comprehensive approach that allows employees to work from anywhere, on any device. We enable you to build a communications platform that grows with you, is rapidly adopted by end users, and helps you improve educational outcomes through seamless collaboration.



CDW Amplified™ Security Services

[CDW Amplified™ Security Services](#) provide independent evaluations of your security posture and help you fortify your weaknesses. Our certified experts design comprehensive strategies and solutions for protection and response.



CDW Amplified™ Support Services

IT teams are busier than ever – they are not just keeping the lights on for everyday technology needs, they’re driving innovation across organizations. IT Teams no longer have time to drop everything for every broken laptop or lost password. [CDW Amplified™ Support Services](#) deliver custom warranty, maintenance, and support services that augment your IT staff so they can focus on maximizing business outcomes.



CDW Amplified™ Data Services

Making data-driven decisions in a competitive market takes a comprehensive data strategy and a modernized data warehouse. [CDW Amplified™ Data Services](#), including artificial intelligence (AI) and machine learning (ML) services, offer actionable insights that give you a stark competitive advantage. Design, build, and deploy modern data analytics and AI/ML solutions for storing, transforming, discovering, and operationalizing your data.



Expertise

CDW offers you an unusual combination: the close relationship and easy access of a local provider who understands your IT environment inside and out, and the scale, efficiency, and resources of a multinational provider. We are ranked No. 4 on CRN’s 2023 Solution Provider 500 list, a ranking of the largest IT solution providers in North America by revenue. Our deep expertise across a full range of integrated technology solutions backed by deep industry specialization allows us to provide flexible, end-to-end services to our customers. Our on-demand resources provide the assistance and scale your IT team needs — freeing them up to focus on delivering bottom-line value and innovation.

- 250,000+ customers globally
- 3700+ worldwide coworkers in CDW Integrated Technology Solutions
- 10,000+ technology certifications



Across the U.S. alone, we have more than 1,100 services professionals and a fast-growing network of trusted service and solutions partners. And, we are expanding our unique expertise around the world, with offices in the Asia-Pacific region, the U.K. and Ireland, the Middle East, and Africa.

We get that every IT solution is unique, and that its delivery must be customized to meet your specific needs. In tandem with industry-leading partners, our highly experienced architects, engineers, and project managers work with you to design, orchestrate, and manage solutions that meet your needs and help you reach your IT goals. From configuration and maintenance to advanced engagements across infrastructure, workspace, security, and support, CDW has the expertise you need to help with everything. Our technical support and professional services experts, architects and engineers give your IT team the time and focus they need to turn IT into a competitive advantage.

National Scale

For U.S. customers, our operational footprint is abundantly national, with offices located in every region and two state-of-the-art distribution centers strategically located for the fastest possible service. We have full redundancy, eProcurement integration and provider consolidation available to further increase our cost and service efficiencies. In addition to our local branches, we have more than 1,100 services professionals and a fast-growing network of trusted service and solutions partners. In fact, because of our national scale, CDW can identify areas of emerging need for our customers and then ramp up our expertise and resourcing in those areas.

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. They provide quality assurance, perform any troubleshooting, and then 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 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.

- **Data Center Installation:** Data center maintenance can quickly deplete your IT budget. Our data center upgrades can help cut costs by replacing high-maintenance hardware with converged infrastructure and virtualized network and storage resources, on-premises or in the cloud.
- **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 assesses the impact on your network bandwidth and recommend upgrades as needed.
- **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.
- **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 helps you optimize your network for mobile workspaces and collaboration while prioritizing efficiency and security.
- **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 Infrastructure as a Service (IaaS) apps and cloud solutions for your business.
- **IT Consulting Services:** CDW's Consultative Advisory Services can help you prepare for the future. Our consultants have experience in IT direction, process improvement, governance and technology for cloud, IT operations, business continuity, and mergers and acquisitions.

For more information please refer to: <https://www.cdw.com/content/services/professional-services/default.aspx>

CDW's Partnerships

As IUSD seeks new and emerging technology solutions, CDW has you covered. We maintain strong relationships with more than 1,100 vendor partners to provide the best products, services, and support to our customers. Choose from more than 100,000 technology products from industry-leading brands, and with the industry's largest in-stock inventories, you can be certain we 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 management 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.

With one of the largest technology partnership portfolios in the industry, CDW can support IUSD's **full stack of infrastructure solutions.**



Strong Partner Designations and Expertise

We know that our customers have many technology provider choices. When working with CDW, you get the best total solution the industry offers without the limitations inherent when dealing with either a manufacturer or specific partner. IUSD has the right partner in their corner with CDW as they navigate purchasing in a vast partner landscape. In the table below, we show some of our strongest manufacturer and software publisher partnerships and designation levels.

CDW Partnerships	
Partner	Designation
Acer	Largest B2B partner in the U.S.
Adobe	Largest Platinum partner in the U.S. and Worldwide
APC	Diamond Level Partner
Apple	Largest Corporate Channel Partner in the U.S., Premium Corporate Reseller
Aver Information	Silver
AWS	Advanced Consulting Partner
Cisco	Largest U.S. Direct Reseller, Gold Certified Partner
Dell	#1 National Solution Provider Partner, Titanium Partner
Epson	Gold Level Partner
Google	Diamond Level Partner
HPE Aruba Networks	Diamond Elite Partner
HP Enterprise	#1 Global Channel Partner
HP Inc.	#1 Commercial Channel Partner, Platinum Partner
IBM	Platinum IBM Business Partner
Lenovo	#1 Global Partner
Lightspeed	Gold Level Partner
Microsoft	Gold Certified Partner

CDW Partnerships	
NetApp	Star Partner/Corporate Reseller Partner
Poly	Diamond Elite Partner
Samsung	Diamond Level Partner
TrippLite	#1 U.S. Partner, Premier Partner Status
VMware	Largest Corporate Reseller Among the America's Channel Partner Organization

Acer America Partnership



Acer is a Diamond level partner and **CDW Education is currently Acer's largest Channel reseller**. We have been an Acer America Authorized Reseller for over 17 years.

CDW Acer's partnership includes everything from logistical and supply coordination to regular CEO level meetings.

Acer's main U.S. warehouse in Lockport, IL is conveniently located close to CDW Education's Vernon Hills warehouse assuring constant supply and quick delivery of Acer products.

Acer has five direct employees and two contracted employees dedicated specifically to CDW Education, in addition CDW Education has dedicated Technical Support resources.

APC Partnership

Over the years, CDW and APC by Schneider Electric have developed an extremely close working relationship. Today, APC by Schneider Electric is our largest Power partner in both revenue and units. Currently, APC ranks



in the top 10 largest manufacturers out of more than 1,100 vendors with whom we work. CDW was named as APC's DCIM Partner of the Year for North America in 2012. CDW has earned the designation as one of APC's top channel partners and their number one reseller of APC's data center solutions. CDW is an authorized APC Elite Data Center Partner for Infrastructure Micro Data Center Configurations, Symmetra LX, In-Row Cooling, Netbotz, Lithium-Ion, Power Distribution, Software, Services, and Single-Phase UPS products.

APC by Schneider Electric has redefined today's data centers and become a strong CDW partner because of this. At CDW, we're now offering the industry's only end-to-end supporting architecture and all-in-one management software to ensure the highest availability and energy efficiency.

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

We call this holistic system "data center physical infrastructure." Not only has it revolutionized data centers and small IT Spaces, but it has also transformed data center and IT managers' day-to-day responsibilities. It's faster and easier to deploy, and it's just as simple to manage via software that gives you integrated visibility from rack to row to room to building. And, it's agile enough to adapt to your needs – today and tomorrow.

With APC by Schneider Electric, CDW can become your one source connecting product availability, expertise, and service for all major data center equipment brands. Whether you require start-up, preventative maintenance, comprehensive refurbishment, or reconditioning on your data center equipment, APC by Schneider Electric and CDW provides complete services solutions available from rack to row to room to building to the cloud.

To ensure that our customers receive the support they require to implement an APC solution that meets their specific needs, we have a dedicated team of in-house APC representatives working out of our locations. This team includes power/cooling engineers, sales, and marketing specialists with the following certifications: APC Design Consultants, APC Technical Consultant, APC Sales Professionals for Datacenter, Software and Services Sales Associates, and APC Sales Associates.

CDW has configured over 50,000 APC Power Solutions in the past 15 years. Our Power Consultants have over 50 years of combined experience.

CDW and APC offer services solutions for complex implementations, so you know that your APC equipment will be installed, quality assured for Day One support of your critical data center infrastructure. These services include electrical, mechanical, installation, and project management for projects ranging from UPS replacements to complete data center power and cooling projects.

Your account manager will provide IUSD with expert guidance and act as a liaison directly with the manufacturer should an issue arise that requires expedited escalation.

Aruba Partnership

CDW Education partners with Aruba, a Hewlett Enterprise Company, to bring IUSD innovative network solutions. With our deep expertise in Aruba solutions and a team of experienced network experts, we can help you build a faster, reliable, and more secure network for your organization.

Partnership & Awards

- **CDW is Aruba's largest channel partner globally**
- CDW has had a partnership with Aruba for over 10 years
- CDW is a Platinum partner, the highest level in Aruba's Partner Ready for Networking program
- CDW is able to stock, ship, provide configuration services, or drop ship from multiple HPE Aruba distribution sources to meet customer requirements
- CDW holds many technical Certifications including: ACDX, ACCX, ACMP, ACMA, ACSP, and ACCP
- HPE Aruba has a team of twenty resources, including two Sales Engineers dedicated to CDW
- CDW's Advanced Technology Services group delivers professional services around Aruba
- CDW a winner of Aruba's 2014, 2015, 2016, 2017, and 2018 Top Partner of the Year award for the Americas

HP Inc. Partnership

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



Google Partnership



Google and CDW empower educators with simple, assistive tools and equip every student with the technology and skills they need to be successful.

CDW is a valued Google for Education partner in K-12 education. With our experience and expertise, it makes sense that many K-12 entities are choosing CDW when they choose Chromebooks. We have experienced Google Certified: Administrators, Deployment Specialists, Trainers, and Educators on staff (including former teachers, EdTech specialists, CIOs, and a Superintendent) who have deployed and used G Suite and Chromebooks in their own schools.

Google Cloud Platform



CDW’s comprehensive next-generation Managed Services for Google Cloud Platform (GCP) are backed by more than 20 years of managed services support experience, are delivered through CDW’s Enterprise Command Center and managed by GCP-approved architects, consultants and engineers. With three of the world’s 20 Google Cloud Fellows on staff, CDW is your technical services partner when results and velocity matter.

CDW has successfully completed the requirements to participate in the Google Cloud Managed Service Provider (MSP) Initiative, bringing new capabilities to CDW’s services portfolio and turning it into a trifecta in cloud managed services.

Google Cloud’s differentiators bring to CDW an opportunity to accelerate customers interested in innovative Managed Security Plays and Generative AI ventures. To receive this Google recognition, CDW demonstrated through third-party expert-assessment deep knowledge in Google’s technology stack; CDW proved experience and stability in long-term managed customers and showcased a sound practice of support operations with Google-certified individuals on-call. For more information on CDW’s brand offerings, please visit <https://www.cdw.com/content/cdw/en/brand.html>.

Samsung Partnership

CDW is Samsung’s largest NCP (National Channel Partner) in North America. While NCP is the highest partner level achievable via Samsung, we are also at the highest partner level within CDW (Diamond Partner). **In 2020, CDW was named top Installation partner of the year for K12/Education by Samsung Electronics America.** CDW is authorized to sell all of Samsung’s B2B products, including Large and Small Format Displays, Digital Signage Solutions, LED Display, Outdoor Signage, Video Walls, Interactive Flat-Panel Displays, Desktop Monitors, Solid State Drives (SSD), Laptops, Tablets, Chromebooks, Smartphones and Wearables. Through innovative, reliable products and services, talented people, a responsible approach to business and global citizenship, and collaboration with our partners and customers, Samsung is taking the world in imaginative new directions.

Dedicated Samsung Support

As Samsung’s largest B2B partner, CDW has eleven dedicated Samsung resources to support you including:

Display Solutions & SSD Support:

- [Redacted]
- [Redacted]
 - [Redacted]
 - [Redacted]

Mobility Support:

- [REDACTED]
- [REDACTED]

CDW (Samsung) Support:

- Display Solutions & SSD:
 - [REDACTED]
 - [REDACTED]
- Mobility:
 - [REDACTED]
 - [REDACTED]

Cisco Partnership

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 2019 Cisco Partner Summit, CDW was recognized with the Global Award for Commercial Partner of the Year and nine geography and theater/area awards.

CDW received the following awards at the 2022 Cisco Partner Summit:

- CDW has been recognized as the **2022 Americas Partner of the Year** by Cisco and as **2022 Cisco Software Partner of the Year**.
- CDW was also announced as the winner of a Bold Bets prize through Cisco's Partner Innovation Challenge, as well as:
 - U.S. Areas Central Partner of the Year
 - U.S. Areas Central Enterprise Partner of the Year
 - U.S. Areas Central Commercial Partner of the Year
 - U.S. Areas Central Security Partner of the Year
 - U.S. Areas East Commercial Partner of the Year
 - U.S. Federal Intelligence partner of the Year *Sirius
 - U.S. Areas West Commercial partner of the Year



Dell EMC Partnership

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.

Working with CDW and Dell Technologies for the latest technology means getting expert Dell EMC solution orchestration to help you stay competitive in the ever-evolving IT market. In addition, it means you have access to a solution provider with:

- Dell Enterprise technical presales specialists
- Dell client solution specialists
- Dell-certified technology architects
- Dell-certified cloud architects and Dell EMC-certified data scientists
- Dell-certified implementation engineers

HPE Partnership

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.



Lenovo Partnership

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 onsite, covering all channels and regions of sales
- Twenty-six dedicated presales systems engineers, funded by Lenovo, to 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 Certified Solutions/Azure Partnership

CDW is an authorized Microsoft National Systems Integrator Partner offering award-winning services around all of Microsoft's key solution areas. We are a certified Microsoft Solutions Partner in Business Applications, Microsoft Cloud, Modern Work and Security, as well as a certified Microsoft Azure Expert. We are also a highly ranked Licensing Solution Provider (LSP) and Enterprise Software Advisor (ESA), as well as 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.

Over the years, CDW has earned the following honors:

- M365 Customer Adds Partner of the Year
- WW/U.S. Surface Partner of the Year
- U.S. Surface Hub Partner of the Year

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.

Of note, 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.

AWS Partnership

CDW has achieved multiple certifications for AWS and is one of a handful of Advanced Consulting Partners:



As of December 2020: CDW has earned the **AWS Migration Competency**. The Migration Competency, like the AWS MSP Competency, is an elite-level designation held by fewer than 50 companies in North America.

CDW coworkers have earned more than **200 AWS certifications** including the new **AWS Database and Data Analytics Specialty** Certifications. Twenty CDW coworkers also recently completed an intense, five-day training to prepare for the **AWS Solution Architect Professional** certification to further advance our AWS acumen.

CDW has also earned the AWS Storage Competency. This audit confirms CDW’s deep AWS storage acumen and our extensive AWS storage partner portfolio (for example, NetApp, Veeam, Druva, and many others).

CDW's Environmental Responsibility

CDW has long been conscious of our impact on the environment. Our approach is to be sustainable and efficient in our operational practices and seek to positively impact the environmental performance of our value chain. Our environmental policies, procedures, and facilities management guide our day-to-day operations.

As a leading multi-brand technology solutions provider, CDW's greatest opportunities to impact the environment lie in collaborating with our partners and customers to help them achieve their environmental goals. This includes continuing to expand our offerings of sustainable and socially responsible technology products and solutions. Additionally, as part of our commitment to continuous improvement, we regularly evaluate our use of natural resources. For example, we seek to identify and address opportunities to continue reducing waste to landfill through enterprise-wide recycling initiatives and innovative packaging solutions.

ISO 14001:2015 Certification

All CDW distribution centers (two in the U.S. and one in the U.K.), and two of our U.K. offices, hold ISO 14001 certifications. This certification is the international standard for Environmental Management Systems (EMS) and ensure consistency and effectiveness in our EMS, as well as demonstrate our long-established commitment to managing our business responsibly.

2023 Environmental Highlights

This year was our most impactful year-to-date in formalizing our approach to climate action. Notable highlights from 2023 include:

Announced Greenhouse Gas (GHG) Reduction Targets: Under the leadership of our Climate Task Force, and with support from senior leadership, we committed to set near-term, company-wide emissions reductions in line with climate science with the Science Based Targets initiative (SBTi). We submitted our targets for validation and are awaiting approval from SBTi.

Outperformed Waste Diversion Goal (92%): For the fifth year in a row, our two U.S. distribution centers outperformed their waste diversion goal of 90% by recycling 1,700 tons of packaging material, 7,494 tons of cardboard, 306 tons of paper, as well as wood and plastic pallets.

Created CDW Climate Action Committee. This committee evolved from our Climate Task Force into an ongoing cross-functional, global group of CDW leaders to oversee projects and implement best practices in support of our GHG emissions reduction targets. In 2024, the Climate Action Committee will focus on developing the workstreams and subcommittees of subject matter experts needed to help us deliver on our goals.

Focus on Energy-Efficient Buildings. In 2023, we consolidated two Arizona locations into one new Leadership in Energy and Environmental Design (LEED) Gold building in Tempe that provides a state-of-the-art workplace that harmoniously incorporates sustainability principles, advanced technology and aesthetics. Within CDW's real estate portfolio in North America, this office stands as one of 10 LEED Gold-certified offices and one of 16 LEED-certified sites across the continent.

For more information on CDW's sustainability efforts, please see our [Environmental Social Governance Report for 2023](#).

Procurement Management Portal

IUSD has a customizable CDW Account Center that facilitates the ordering, tracking, and management of IT purchases (**Figure 3**). 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

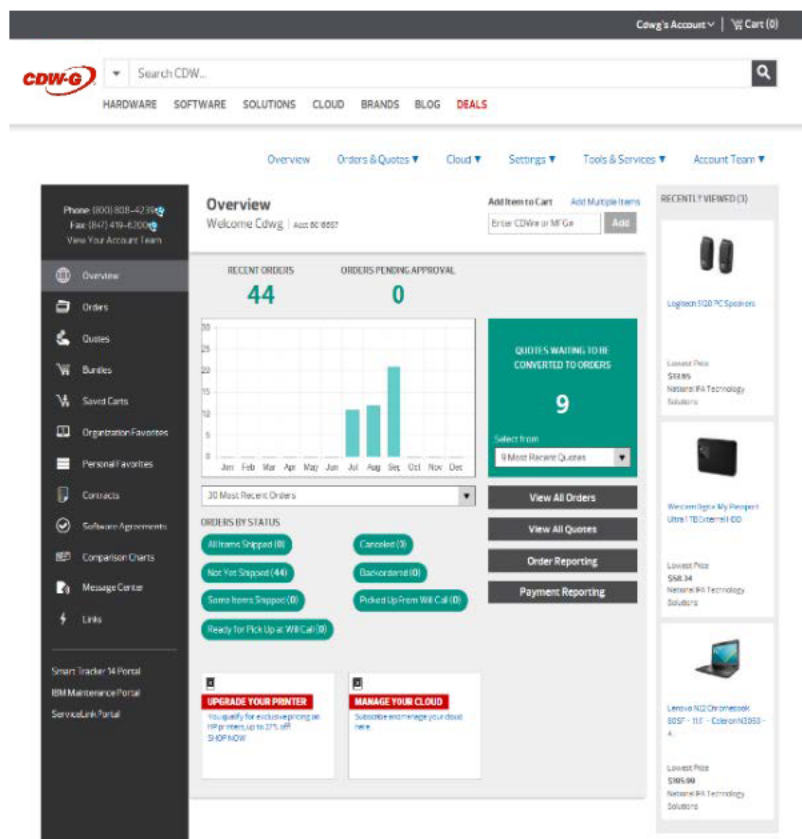


Figure 3. Simplify your buying process. CDW's Account Center gives users the tools they need to streamline IT purchasing.

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 are able to:

- Promote product standardization
- Create customized catalogs
- Assign rights to specific groups of users
- Automate purchase approvals
- Maintain consistent pricing
- 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.

Integration with eProcurement Systems

CDW works with many leading eProcurement systems such as Ariba, SAP, and Oracle to integrate procurement punch-out/roundtrip solutions that make it easier and more cost-effective for your organization. We have an eProcurement team specifically dedicated to integration.

EDI Communication Methods

CDW supports a variety of communication methods. The preferred method is to use File Transfer Protocol (FTP) with Pretty Good Privacy (PGP) encryption.

FTP: CDW's FTP processing is flexible. We can exchange fixed length, wrapped or unwrapped files, with or without CR/LF. We also can exchange stream files — one continuous stream of data (variable length). Naming conventions for files and the number of files exchanged are flexible. Either CDW or the Partner may host the FTP site. UserID and Password are required to access CDW's FTP site. CDW can delete files that have been retrieved. Partners will be expected to delete files after they are retrieved.

CDW uses PGP to encrypt data exchanged via FTP. PGP is widely available and uses public key cryptography to exchange files, with both privacy and authentication, over all kinds of networks. CDW can also support FTP using SSH or SSL session encryption.

EDIINT-AS1: This communication method uses the email system to transfer encrypted data over the internet. The partner needs to have an AS1 compliant software package that can encrypt and decrypt EDIINT AS1 data.

EDIINT-AS2: This communication method uses the internet to exchange data and an HTTP post (language of websites) to transfer encrypted data between CDW and the customer.

HTTPS (Hyper Text Transmission Protocol, Secure): This method allows CDW to send and receive data through a web server using HTTP/S. HTTP is traditionally used for displaying interactive web pages, but can also be used as a communication method.

VANs (Value-Added Networks): A VAN is the least desirable method due to the fees incurred for this third-party service. CDW will work with you to eliminate the use of VANs as a communication method. If necessary, we can establish a secure connection to and from a VAN.

You always have access to your invoices through the [Payment Reporting](#) section of your Account Center (requires finance user permission), but we can also use the following invoice methods: paper invoices; P-Cards (compliant to level/tier 3); and electronic invoicing in ANSIX12 4010 EDI, XML, cXML or mapped flat file formats. Visit www.cdw.com/edi for more information.

Order Reporting > Report Criteria > View Report - [2019]

View Report

Save Report Report Criteria

Drag a column header here to group by that column

Order #	Invoice #	Grand Total	Custom. †	Purchased By	PO #	Cost Center
HCRP403	DGO0534	\$230.17	3064832	DEANNA MAY	DMA44CC...	Equipment for Dylan Guidry
HCRP403	DGO0534	\$230.17	3064832	DEANNA MAY	DMA44CC...	Equipment for Dylan Guidry
HCRP403	DGO0534	\$230.17	3064832	DEANNA MAY	DMA44CC...	Equipment for Dylan Guidry
HCQJ822	DFT3046	\$175.54	3064832	DEANNA MAY	DMA44WB...	Equipment for Tina Adams
HCPRS80	DGW6924	\$19,682.26	3064832	THADDEUS WORSNOP	TRW4P10...	Moat SQL servers
HCPRS80	DGW6924	\$19,682.26	3064832	THADDEUS WORSNOP	TRW4P10...	Moat SQL servers
HCPRS80	DGW6924	\$19,682.26	3064832	THADDEUS WORSNOP	TRW4P10...	Moat SQL servers
HCPRS80	DGW6924	\$19,682.26	3064832	THADDEUS WORSNOP	TRW4P10...	Moat SQL servers
HCPRS80	DGW6924	\$19,682.26	3064832	THADDEUS WORSNOP	TRW4P10...	Moat SQL servers
HCPRS80	DGW6924	\$19,682.26	3064832	THADDEUS WORSNOP	TRW4P10...	Moat SQL servers
HCPRS80	DGW6924	\$19,682.26	3064832	THADDEUS WORSNOP	TRW4P10...	Moat SQL servers
HCPRS80	DHO5013	\$2,367.29	3064832	THADDEUS WORSNOP	TRW4P10...	Moat SQL servers

Page 1 of 29 (1406 items)

Figure 4. Plan, procure, and manage technology with greater confidence and less complexity. The CDW Account Center allows users to create and view custom reports for asset management.

Featured eProcurement Partners



Terms of Offer

To the extent allowable, all information and documents hereby submitted in response to the Request for Proposal (“RFP”) furnished by Irvine Unified School District (“Customer”) 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 terms and conditions, 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 Company 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.

ADDITIONAL TERMS RELATED TO SERVICES:

CDW•G 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 Customer and the CDW•G before professional services can be performed by CDW•G. 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:

CDW•G 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 Customer must execute CDW•G’s Cloud Service Order form. Any Service Level Agreement (SLA), executed directly between the Customer and the cloud service provider, shall govern the SLAs for cloud computing and storage services.

Irvine Unified School District
Bid No. 23/24-01 IT
 for Technology Equipment and Peripherals

Exceptions to Terms and Conditions

Pursuant to Request for Information No. 6 and Addenda No. II released on May 16, 2024, CDW Government LLC (“CDW-G,” “Vendor,” or “Contractor”) proposes the following changes to the Agreement terms and conditions included in Bid No. 23/24-01 IT issued by Irvine Unified School District (“IUSD” or “District”). CDW-G insertions are underlined, and deletions are stricken through. These proposals are for the District’s review and input; CDW-G will conduct any negotiation upon award in good faith.

Sample Agreement Terms

Section 1.

...The Bid Documents are complementary, and what is called for by any one shall be as binding as if called for by all. Notwithstanding the foregoing, in the event of a conflict between the terms of the Bid Documents and the terms of this Agreement, the terms of this Agreement shall control.

CDW-G note: This will ensure duplicative terms that are found in both the Bid Documents and the Agreement (like insurance requirements, warranties, etc.) are accurately captured in one place.

Section 2.

Contractor shall timely perform ~~everything as~~ required to be provided and performed with the terms of this Agreement, and shall provide, furnish and pay for all the shipping . . . ~~The Contractor shall be liable to the District for any damages arising as a result of a failure to fully comply with this obligation.~~

CDW-G note: The first edit is just intended to add clarity. The damages remedy in the last line of the clause is already captured as part of the indemnification obligations.

Section 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 or Statement of Work (“SOW”) activated under this unit price agreement. . .

CDW-G note: Adding the SOW concept, since some services engagements will require the use of a SOW.

Section 8.

The cost of inspection and/or return shipping for Equipment which do not meet the specifications will be borne by the Contractor.

Equipment returns will be processed in accordance with Contractor’s standard return policy.

CDW-G note: Adding language stating that returns are subject to CDW return policies.

Section 9.

...and expenses, including any fees of accountants, attorneys or other professionals, arising out of claims brought by an unaffiliated third party, in connection with, resulting from or related to. . .

CDW-G note: We are happy to indemnify the District and propose adding language that such claims should be asserted by third parties.

Section 9(a) & 9(b)

(a) Any injury to or death of any person(s) or damage to ~~loss or theft of any tangible personal property sustained by the Contractor,~~ either directly or by independent contract, upon or in connection with the Work called for in this Agreement directly caused by Contractor’s gross negligence or willful misconduct, 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 tangible personal property directly caused by any grossly negligent or willful 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 gross negligence or willful misconduct of anyone employed by the Contractor, either directly or by independent contract.

CDW-G note: Given the lack of a cap on damages in this agreement, we would request the following changes to ensure the indemnification obligations are substantively tied to CDW-G’s actions.

Section 9(d)

Any third party claim alleging that the product produced by Contractor infringes or misappropriates the proprietary or intellectual property rights of such third party. . .

CDW-G note: We can certainly agree to this provision, but just want to clarify that we can only indemnify for such products that CDW produces. Third party manufacturers/OEMs/etc. are the responsible party for any other products.

Section 9(e)

Related to a data breach due to Contractor’s ~~recklessness,~~ gross negligence, or intentional conduct.

CDW-G note: We can agree to this indemnification obligation, but similar to 9(a) and (b) above, we would respectfully request

removal of the recklessness standard.

Section 12

The policy may not contain an exclusion for coverage of claims arising from claims for sexual molestation or abuse. ~~This policy shall include or be endorsed to include abuse and molestation coverage of at least \$1,000,000 for each occurrence, unless waived/reduced by the DISTRICT.~~

CDW-G note: Our insurance does not exclude such coverage, so we are fine with that language. However, we just to be clear, we will not be providing services that require contact with students. Please note that upon award we will ensure that the insurance terms align with CDW-G's insurance policies and provisions and the COI that we will be providing.

Bid Forms and Required Documents

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
- Contact with Students
- Notice to Contractors Regarding Valid Criminal Records Summary
- 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 AND REQUIRED DOCUMENTS

**BID NO. 23/24-01 IT
TECHNOLOGY EQUIPMENT AND PERIPHERALS**

FOR

IRVINE UNIFIED SCHOOL DISTRICT
5050 BARRANCA PARKWAY
IRVINE, CA 92604

Firm Name:	CDW Government LLC		
Address:	230 N. Milwaukee Ave, Vernon Hills, IL 60061		
Telephone:	██████████	Fax:	██████████
Email Address:	██████████		
Website For Online Catalog:	www.cdw.com		

*If no online catalog is available: provide a comprehensive price list for products and brands.

*If services are not included in a link to MSRP pricing: attach a listing of standard rates for Services

BID FORM

Bidder Name: CDW Government LLC

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

	Yes	No
<p>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, General Conditions, 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, Agreement, Tobacco Use Policy, Workers' Compensation Certificate, Drug-Free Workplace Certification, Contact with Students, Notice to Contractors Regarding Valid Criminal Records Summary, all insurance requirements, Technical Specifications and Requirements, 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:</p> <p style="text-align: center;">Bid No. 23/24-01 IT Technology Equipment and Peripherals</p> <p>All in strict conformity with the Bid Documents, including all Addenda 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</p>	X	

<p>quantities shall be based on annual purchases by District within one calendar year.</p> <p>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 not expressly listed or designated.</p>		
<p>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.</p>	X	
<p>3. The initial term of the Agreement is five (5) years.</p>	X	
<p>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 Workplace Certification, W-9, Technical Specification and Requirements, Contact with Students, Notice to Contractors Regarding Valid Criminal Records Summary, within five (5) working days of the notice of award of the contract.</p>	X	
<p>5. Communication conveying notice of award of the contract, requests for additional information, or other correspondence should be addressed to the Bidder stated below.</p>	X	

<p>6. The name(s) of all persons interested in the bid as principals are as follows:</p>			
Name	Address	Phone	Email
██████████	██████████	██████	██████████
██████████	██████████	██████	██████████

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

Name	Address	Phone	Email
[REDACTED]	[REDACTED]		[REDACTED]
[REDACTED]	[REDACTED]		[REDACTED]

8. Describe how many years of experience Bidder has 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

	Yes	No
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.		X

9.a. If Yes, provide name of public agency and details of the dispute:

	Yes	No
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 deemed nonresponsive if the Bidder is does not hold required licenses and permits.	X	
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 Equipment.	X	
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	X	

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.	X	
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.	X	
15. Bidder understands that time is of the essence.	X	
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.	X	
17. Bidder understands that 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.	X	
18. Bidder agrees that Bid prices 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.	X	
19. Bidder agrees that all prices on the Bid Form Pricing Sheet shall be incorporated herein as if fully set forth.	X	

20. List of References. Please provide references of school districts and/or public agencies that Bidder has contracted with to provide technology equipment and peripherals as required under Information for Bidders Section 32.	
Reference 1	
Name	[REDACTED]
Address	[REDACTED]

Telephone No.	[REDACTED]
Contact Person	[REDACTED]
Description of Equipment	[REDACTED]

Reference 2	
Name	[REDACTED]
Address	[REDACTED]
Telephone No.	[REDACTED]
Contact Person	[REDACTED]
Description of Equipment	[REDACTED]

Reference 3	
Name	[REDACTED]
Address	[REDACTED]
Telephone No.	[REDACTED]
Contact Person	[REDACTED]
Description of Equipment	[REDACTED]

Reference 4	
Name	[REDACTED]
Address	[REDACTED]
Telephone No.	[REDACTED]
Contact Person	[REDACTED]
Description of Equipment	[REDACTED]

Reference 5	
Name	
Address	
Telephone No.	
Contact Person	
Description of Equipment	

Bid No. 23/24-01 IT TECHNOLOGY EQUIPMENT AND PERIPHERALS
BID FORM PRICING SHEET

Name of Bidder: CDW Government LLC
Website of Online Catalog: www.cdwg.com

* If no website is provided, provide a comprehensive price list for products and brands included in the bid response.

Submit a PDF and excel Bid Form Pricing Sheet with Bid Documents

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, miscellaneous costs, 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.

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.

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.

Bidders may add additional rows for tiered pricing. Specify the different tier quantities in the "Minimum Purchase Amount" column.

**EXAM
PLE**

Line #	Description	Manufacturer & Model No.	Minimum Purchase Amount	Unit Cost	Discount %	Extended Price Per Unit *includes shipping
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.	Minimum Purchase Amount	Unit Cost	Discount %	Extended Price Per Unit *includes shipping
1	HP Chromebook 11 G9 EE - N4500 32/4	HP Chromebook 11 G9 EE - 3V2Y2UT#ABA	1	\$230.00	0%	\$230.00
1.a.	Lenovo 100e G3	Lenovo Part number : 82UY0000US	1	\$223.00	0%	\$223.00
1.b.	Lenovo 100e G4	Lenovo Part number : 83G80002US	1	\$245.00	0%	\$245.00
1.c.	ASUS CR1100CKAYZ142	ASUS CR1100CKAYZ142	1	\$281.52	0%	\$281.52
1.d.	Acer C734-C0FD	Acer C734-C0FD; NX.AYVAA.001; 195133135887	1	\$250.00	0%	\$250.00
2	HP Foris x360 G3 J 11" 2-in-1 - N4500 32/4	HP Foris x360 G3 J - 7L300UT#ABA	1	\$345.00	0%	\$345.00
2.a.	Lenovo 500e G3	Lenovo Part number : 82JB003XUS	1	\$313.00	0%	\$313.00
2.b.	ASUS CR1100FKAYZ142T	ASUS CR1100FKAYZ142T	1	\$338.00	0%	\$338.00
2.c.	Acer R753T-C8H2	Acer R753T-C8H2; NX.A8ZAA.005; 195133135863	1	\$330.00	0%	\$330.00
3	Google Chrome Mgmt License	Google Chrome Educaion Upgrade - CROS-SW-DIS-EDU-NEW	1	\$29.75	0%	\$29.75
4	AVerCharge C36i+	AVer C36i+ - CHRGC36i+	1	\$1,175.00	0%	\$1,175.00
5	Poly Studio X52 All-In-One Video Bar with TC10 Controller Kit	Poly Studio X52 Video Kit - 8D8L1AA#ABA	1	\$3,292.81	0%	\$3,292.81
6	Aver M11-8M	Aver VISIM118M	1	\$190.00	0%	\$190.00
7	HP LaserJet Pro 4001dn	HP - 2Z600F#BGJ	1	\$330.28	0%	\$330.28
8	HP LaserJet Pro M501dn	HP - J8H61A#BGJ	1	\$606.28	0%	\$606.28
9	HP Color LaserJet Enterprise M554dn	HP - 7ZU81A#BGJ	1	\$728.69	0%	\$728.69
10	Aruba 8360-32Y4C v2 FB 3F 2AC Bdl Core Switch	JL700C	1	\$19,845.85	0%	\$19,845.85
10.a.	Extreme Network 7520-48YE-8CE-AC-F	Extreme Network 7520-48YE-8CE-AC-F	1	\$18,717.60	0%	\$18,717.60
11	Aruba 6300M 48G 4SFP56 Switch	JL663A	1	\$6,232.27	0%	\$6,232.27
12	Aruba 6300M 48SR5 CL6 PoE 4SFP56 Switch	JL659A	1	\$10,058.87	0%	\$10,058.87
13	Aruba X371 12VDC 250W 100-240VAC PS	JL085A	1	\$365.17	0%	\$365.17
13.a.	Extreme Network XN-ACPWR-350W-FB "For 5520 48T	Extreme Network XN-ACPWR-350W-FB "For 5520-48T	1	\$477.60	0%	\$477.60
14	Aruba X372 54VDC 1050W 110-240VAC PS	JL087A	1	\$783.87	0%	\$783.87
14.a.	Extreme Network XN-ACPWR-1100W-FB "For 5720-48MW"	Extreme Network XN-ACPWR-1100W-FB "For 5720-48MW"	1	\$813.60	0%	\$813.60
15	Aruba 50G SFP56 to SFP56 0.65m DAC Cable	ROM46A	1	\$216.77	0%	\$216.77
15.a.	Extreme Network 100G-DACP-QSFP25M	Extreme Network 100G-DACP-QSFP25M	1	\$201.12	0%	\$201.12
16	Aruba 10G SFP+ LC SR 300M MMF XCVR	J9150D	1	\$700.66	0%	\$700.66
16.a.	Extreme Network 10301	Extreme Network 10301	1	\$788.16	0%	\$788.16
17	Aruba AP-535 (US) Unified AP	J2337A	1	\$1,074.84	0%	\$1,074.84
17.a.	Extreme Network AP510C-WW	Extreme Network AP510C-WW	1	\$874.56	0%	\$874.56
18	Aruba AP-575 (US) Outdoor 11ax AP	R4H18A	1	\$1,505.73	0%	\$1,505.73
18.a.	Extreme Network AP460C-FCC	Extreme Network AP460C-FCC	1	\$710.88	0%	\$710.88
19	APC UPS 6000VA (Input 208V L14-30P) UPS	SURTD6000RMXLP3U	1	\$6,257.91	0%	\$6,257.91
20	APC SMART UPS SRT 3000VA RM 120V UPS	SRT3000RMXLA	1	\$3,223.90	0%	\$3,223.90
21	Epson Powerlite L260F - 3LCD projector	V11HA69020	1	\$1,050.00	0%	\$1,050.00
22	Epson Powerlite 760W - 3LCD projector - ultra short throw	V11HA81020	1	\$1,185.00	0%	\$1,185.00
23	Samsung 65 in 4K Digital Signage Display	Samsung QB65C	1	\$886.00	0%	\$886.00
24	Lightspeed Topcat Classroom Audio	TCN-FS-M	1	\$1,779.00	0%	\$1,779.00
25	ATLASied pOe+ INDOOR Wall Mount IP Speaker w/LCD display Talkback	IP-SDM	1	\$795.00	0%	\$795.00

Catalog Discount:

Bidders may respond to line items with one catalog discount percentage for all brands/manufacturers or insert additional line items to differentiate discount level offered by brands/manufacturers or product lines. Catalog

EXAMPLE

Description	Can Comply?		Brand/Manufacturer	Catalog Discount	Clarifications and/or Restrictions
	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	Clarifications and/or Restrictions
		YES	NO			
26	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, ARM, or AMD based computers and systems.	X		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
27	Computer and tablet peripherals, components, upgrades, accessories, and related equipment including all manufacturers' "opional" products and warranties. Including all manufacturers available to the Bidder.	X		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
28	Device storage and/or charging solutions. Brands may include, but are not limited to: Anywhere, Aver, Bretford, LocknCharge, Tripp Lite.	X		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
29	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		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
30	Printers, 3D printers, toner, inkjet ink, accessories, and other related supplies. Brands may include, but are not limited to: Canon, Dell, Dremel, Epson, HP, Konica-Minolta, Kyocera, Ricoh, Toshiba, Xerox.	X		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
31	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		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
Network, Data Center, and Security Catalog Type Items						
	Description	Can Comply?		Brand/Manufacturer	Catalog Discount	Clarifications and/or Restrictions
		YES	NO			
32	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		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
33	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		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
34	Server, storage, and virtualizaion hardware and peripherals, and licensing. Brands may include, but are not limited to: Cisco, HP, Dell, IBM, VMWare, Microsoft.	X		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
35	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		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
36	Uninterruptible Power Supply (UPS). Brands may include, but are not limited to: Schneider Electric, APC, Tripp Lite	X		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
37	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		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
38	Public Address and Clock/Bell/Loudspeaker systems. Brands may include, but are not limited to: Atlas, Bogen, Cisco, Ducane.	X		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
39	Wireless management licenses and maintenance. Brands may include, but are not limited to: Aerohive, HP/Aruba, Cisco, Ruckus.	X		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
40	Network management software, network equipment or security security appliance maintenance/support services, or network access control. Brands may include, but are not limited to: Aerohive, HP/Aruba, Cisco, Ruckus.	X		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.
General Software Catalog Type Items						
	Description	Can Comply?		Brand/Manufacturer	Catalog Discount	Clarifications and/or Restrictions
		YES	NO			
41	Microsoft 365 Educaion Licensing	X		All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW•G Categories. Please refer to Exhibit A for discount percentages.

42	Microsoft Licensing - Server	X			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.
43	Google Workspace for Educaion	X			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.
44	Software programs and related services, including products that are licensed for installaion on user devices and products offered in a software-as-a-service model.	X			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.
Audio Visual Catalog Type Items							
	<u>Description</u>	<u>Can Comply?</u>			<u>Brand/Manufacturer</u>	<u>Catalog Discount</u>	<u>Clarifications and/or Restrictions</u>
		<u>YES</u>	<u>NO</u>				
45	Projectors, lamps, mounts, and accessories. Brands may include, but are not limited to: Acer, BenQ, Epson, Optoma, Viewsonic.	X			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.
46	Interacive displays, mounts, carts, and accessories. Brands may include, but are not limited to: Aver, Promethean,Samsung, Smart Technologies, Viewsonic.	X			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.
47	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			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.
48	Document cameras and accessories. Brands may include, but are not limited to: Aver, Elmo, Epson, Hovercam, IPEVO.	X			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.
49	Video conferencing equipment, accessories, and software. Brands may include Poly, Logitech, Neat, Zoom	X			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.
50	Integrated audio visual systems. Brands may include, but are not limited to: Extron, Crestron, Lightspeed, and FrontRow.	X			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.
51	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			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.
Services							
	<u>Description</u>	<u>Can Comply?</u>			<u>Brand/Manufacturer</u>	<u>*Catalog Discount (bas)</u>	<u>Clarifications and/or Restrictions</u>
		<u>YES</u>	<u>NO</u>				
52	Configuraion Services, including but not limited to: asset tagging, device enrollment, etching, memory or other component installaions, imaging, software installaion, or any other Configuraion Lab type services.	X			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.
53	Engineering Services, including but not limited to: assessment, design, configuraion, implementaion, or diagnostic troubleshooting of wired or wireless networking, physical or virtual servers, Storage Area Network (SAN), backup or disaster-recovery soluions. Engineers preferred to be-experienced with: Cisco, Dell EMC, HP, NetApp, VMWare, Microsoft, and must be manufacturer cerified.	X			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.
54	Audio Visual Installaion Services, including but not limited to: projector/display mouning, low voltage cabling, speaker installaion.	X			All Brands/Manufacturer Excluding Apple	Varies % Catalog Discount	Discount percentages varies by CDW*G Categories. Please refer to Exhibit A for discount percentages.

*For Services provided directly by Bidders and not through a manufacturer MSRP should be interpreted as "Provider's standard rate". If the services are not listed in a link to MSRP pricing, Bidders may attach a listing of standard rates in lieu of providing a link and record the discount off those rates in the Catalog discount section.

*** 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 .**

Company Name: CDW Government LLC

Vendor Name: [REDACTED]

Vendor Signature: [REDACTED] Date: 6/12/2024

ALL OTHER PROVISIONS of the Bid Documents shall remain unchanged. This Addendum is hereby made a part of the Bid Documents to the same extent as those provisions contained in the original documents and all itemized listings thereof.

NOTE: The failure or omission of any Bidder to receive or examine any Bid documents, forms, instruments, addendums, specifications, or other documents, shall by no means relieve any Bidder from any obligation with respect to its Bid response or to the contract.

Irvine Unified School District

Category	Discount % from CDW•G Advertised*
Accessories (A)	6.75%
Power, Cooling & Racks (B)	3.25%
Desktop Computers (C)	2.00%
Data Storage/Drives (D)	5.25%
Enterprise Storage (E)	5.25%
Point of Sale/Data Capture (F)	4.00%
Servers & Server Management (H)	4.00%
Services (CDW Delivered) (J)	0.00%
Notebook/Mobile Devices (L)	3.25%
Chromebooks (CBK)	0.75%
NetComm Products (N)	7.25%
Carts and Furniture (O)	5.25%
Printing & Document Scanning (P)	1.50%
Services (Partner Delivered) (Q)	3.25%
Software (S)	4.25%
Collaboration Hardware (T)	5.00%
Video & Audio (V)	3.50%
Cables (W)	13.25%
All Other Categories	0.00%

CDW•G Advertised Price

For all RFP Categories, CDW•G is pleased to offer a discount % off catalog, with minimum percentage discounts off CDW•G's Nationally Advertised Price ("CDW•G Advertised Price").

Cloud Offerings

As cloud offerings are constantly evolving, and becoming increasingly bespoke and complex, with numerous subscription and consumption-based offerings (SaaS, IaaS and PaaS), pricing will be discount 0% off MSRP, when MSRP is available to CDW•G; otherwise, pricing will be based on CDW•G invoiced price. This structure provides the necessary flexibility to enable Irvine to make purchases as cloud offerings evolve, through the life of our contract. Consumption based offerings include, but shall not be limited to, Amazon Web Services, Google Cloud Products, & Microsoft Azure.

CDW•G is not the provider of the Cloud Services and in purchasing the Cloud Services, Irvine rely only on the Cloud Service Provider's service descriptions and the Cloud Provider's Services terms and conditions. Accordingly, Irvine shall consider the Cloud Service Provider to be the party responsible for providing the Cloud Services and Irvine, may be required to execute additional agreements, prior to provisioning/purchase of certain cloud offerings.

Business Area	Role	Rate	Business Area	Role	Rate
Security					
Cloud	Consultant	\$250	Project Management	Associate Project Manager	\$165
	Manager	\$275		Project Manager	\$215
	Sr. Consultant	\$300		Sr. Project Manager	\$230
	Sr. Manager	\$300		Program Manager	\$245
	Director	\$375	Services Engagement		Associate Services Principal
CyberDefense, Data Privacy, Threat Intelligence Operations	Associate Consultant	\$180		Services Principal	\$280
	Consultant	\$230	Digital Infrastructure		
	Sr. Consultant	\$250	Workspace, Collaboration & Contact Services	Associate Consulting Engineer	\$140
	Manager	\$260		Sr. Associate Consulting Engineer	\$165
	Sr. Manager	\$275		Consulting Engineer	\$215
	Principal Consultant	\$280		Workspace Architect	\$245
	Technical Lead	\$280		Sr. Consulting Engineer	\$255
	Director	\$325		Principal Consultant	\$275
Managing Director	\$400	Enterprise Architect		\$295	
Incident Response		Incident Response Engineer		\$425	Hybrid Infrastructure
Infrastructure, Physical	Associate Consultant	\$180	Associate Consulting Engineer	\$140	
	Consultant	\$230	Sr. Associate Consulting Engineer	\$165	
	Sr. Consultant	\$255	Consulting Engineer	\$215	
	Enterprise Architect	\$280	System Z Engineer	\$220	
	Principal Consultant	\$280	Sr. Consulting Engineer	\$255	
	Technical Lead	\$280	Principal Consultant	\$275	
Security Operations, Advisory & Programs, Identity Access Management	Associate Consultant	\$165		Enterprise Architect	\$295
	Sr. Associate Consultant	\$185	Digital Velocity		
	Consultant	\$230	Cloud & Cloud Native, Intelligent Platforms, Data, Software Engineering	QA Level 1	\$120
	Sr. Consultant	\$250		QA Level 2	\$155
	Managing Consultant	\$260		QA Level 3	\$180
	Manager	\$260		Associate Engineer	\$200
	Architect	\$270		QA Level 4	\$205
	Sr. Manager	\$275		Engineer	\$225
	Principal Consultant	\$280		Sr. Engineer	\$250
	Director	\$325		Consultant 1	\$270
Managing Director	\$400	Architect		\$300	
		Consultant 2		\$305	
		F-CTO / Principal	\$350		
Risk Consulting	Associate Consultant	\$120	ServiceNow		
	Sr. Associate Consultant	\$135	Associate Project Manager	\$165	
	Consultant - Finance	\$145	Business Analyst	\$200	
	Sr. Consultant - Finance	\$150	Developer	\$220	
	Consultant - IT	\$155	Quality Assurance Expert	\$225	
	Sr. Consultant - IT	\$160	Trainer	\$265	
	Manager	\$170	Integration Expert	\$290	
	Sr. Manager	\$180	Solution Architect	\$290	
	Director	\$185	Program Manager	\$300	
	Managing Director	\$200	Business Process Consultant	\$310	
			Principal Consultant	\$310	
		Org. Change Management Consultant	\$350		
		Technical Architect	\$350		

CDW•G's hourly rates for roles listed in the table above are for reference purposes only. Irvine's services engagement rates will be based on Irvine's engagement scope and outlined in a signed Statement of Work. The parties acknowledge that the above reference rates are subject to change based on market conditions and further scoping of Irvine's services engagements. CDW•G reserves the right to propose changes to the above rates and will present them to Irvine for review and approval through a mutually agreed-upon amendment.

The above rates are for domestic projects and do not reflect or contemplate services provided by a third party, specialty roles, or rates for hours worked outside of standard business hours, which may be subject to a premium. In addition, the above rates do not include project-related travel and expense costs.

Please note that this is not an exhaustive list of services provided by CDW•G. CDW•G offers various technical solutions, managed services, staff augmentations, and quotes on an as-needed basis and available upon request in cooperation with Irvine.

Joint Venture Name: , **Not Applicable**

Signature: .

Print Name:

Date: .

Business Address;

Telephone;

Other Parties to Joint Venture **Not Applicable**

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 Code Section 7106)

The undersigned declares:

I am the  [Title] of CDW Government LLC [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 5/21/24 [Date], at Vernon Hills [City], IL [State].



Signature



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.


Signature and Title of Authorized Official

CERTIFICATE OF RESTRICTIONS ON LOBBYING

I, [REDACTED] _____, 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 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 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 21st day of May, 2024

By: [REDACTED] _____
(Signature of authorized official)

[REDACTED] _____
(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:  Date: 5/21/24

Print Name: 

Title: 

Company Name: CDW Government LLC

Address: 230 N. Milwaukee Ave

Vernon Hills, IL 60061

Email Address: 

Telephone Number: 

Manufacturer Letters Authorizing Bidder to Sell



Acer America

April 9, 2024

To Whom It May Concern,

This letter is to certify that CDW Government LLC (CDWG) is an Acer authorized reseller. As a result, CDWG is authorized to resell Acer products and services to education, healthcare, state/local, and federal customers throughout the United States.

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

Sincerely,

[Redacted signature block]

Life Is On



May 17, 2024
Re: CDW Authorization
To whom it may concern,

This letter is to validate CDW Government LLC as an Elite partner of our products and services. In addition, CDW is authorized to sell APC. The Elite level is the highest level of commitment between APC and our partners. We look forward to supporting CDWG in providing our products.

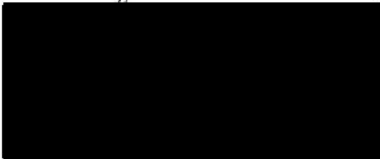
CDW is an "APC Data Center Elite" partner which is the highest partner status obtainable with APC.

- APC Authorized Partner since 2006 (CDW has been selling APC solutions for >15 years)
- APC Data Center Elite partner since 2009
- CDW as APC's DCIM partner of the year award for 2012
- Authorized APC Solution provider for:
 - All single and three phase UPS products
 - Power Distribution & Surge Solutions
 - APC Cooling Solutions
 - Infrastructure Data Center Configurations

CDW Gets APC Power & Cooling.

- Over 50,000 APC Power Solutions configured
- CDW has 11 badged Power Consultants with a combined 100 plus years experience
- CDW has >250 power accredited AMs

Sincerely,



Internal



Hewlett Packard Enterprise

Hewlett Packard Enterprise Company
1701 E Mossy Oaks Road
Spring, Texas, 77389
U.S.A.



December 18, 2023

CDW LOGISTICS INC.

200 N Milwaukee Ave
Vernon Hills, IL, 60061-1577
U.S.A.
HPE Partner Agreement #: **58AXR**

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.

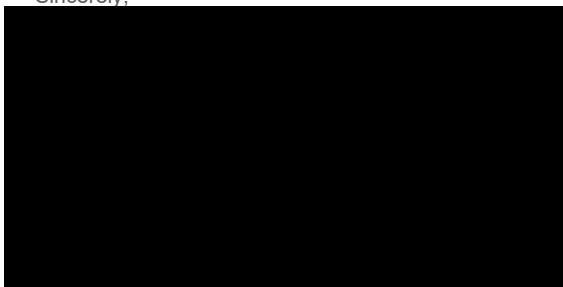
CDW LOGISTICS INC. has been an HPE Enterprise Group (EG) Service Delivery Partner since **11/1/2013**.

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: AMSpartersupport@hpe.com

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

Sincerely,






ASUS COMPUTER INTERNATIONAL

48720 Kato Road Fremont, CA. 94538 • Tel: 510-739-3777 • Fax: 510-608-4555 • <http://www.asus.com>

May 17th, 2024



CDW
Sales Director
75 Tri State International
Lincolnshire, IL 60069

RE: Irvine RFP Pricing and Authorized Reseller Documentation

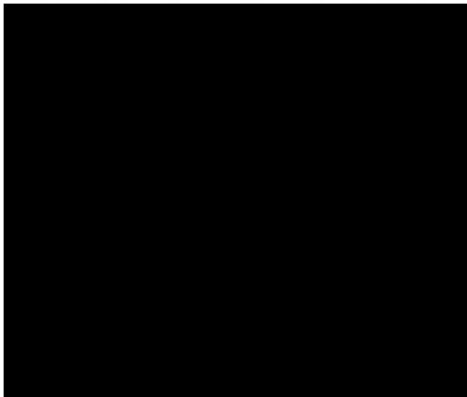
To :

ASUS Computer International (“ACI”) acknowledges that CDW, doing business 75 Tri State International, Lincolnshire, Illinois – 60069, is an authorized Reseller of ASUS Products. Accordingly, CDW is authorized to submit offers on ASUS System Business Group (“SBG”) products for opportunities.

For the purpose of this authorization, approved ASUS Products for resale are limited to ASUS Notebooks, Chromebooks, Tablets, Desktop Computers, Warranties, and associated Accessories.

For any question relating to this letter, please contact me directly at .

Sincerely,





May 20, 2024

To Whom It May Concern:

This letter is to confirm that CDW with offices nationwide is an authorized reseller/dealer of AtlasIED/Atlas Sound product(s).

As an authorized dealer, CDW may provide specify, supply and/or install equipment and parts of AtlasIED/Atlas Sound manufacture.

All AtlasIED/Atlas Sound equipment has full warranty, provides support and assistance which is provided to all AtlasIED Authorized resellers/dealers.

Sincerely,

[Redacted signature]

[Redacted signature]

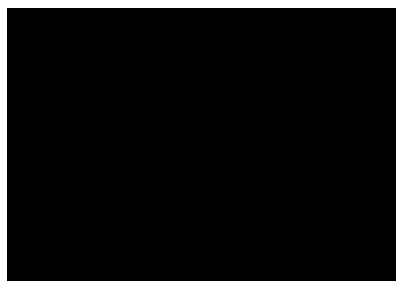


Date: 5/17/2024

Subject: Letter of Authorization

To whom it may concern:

This letter confirms that CDW is currently an authorized reseller in good standing with AVer Information, Inc. As an authorized reseller, CDW is entitled to supply, install, and service all AVer brand products and has full warranty privileges. Questions concerning this letter may be addressed to the undersigned.



**Epson America, Inc.
MANUFACTURER'S CERTIFICATION**

**Irvine Unified School District
IT Technology Equipment and Peripherals
Bid No. 23/24-01**

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 from an Epson Authorized Distribution Partner

Epson provides this certification knowing and intending that Irvine Unified School District 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:

Name of Reseller:

Epson America, Inc.
3131 Katella Avenue
Los Alamitos, CA 90720

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

Authorized Signature:

[Redacted Signature]

Printed Name:

Title:

[Redacted Name and Title]

DATE SIGNED: May 20, 2024

EPSON AMERICA,INC.

3131 Katella Ave
Los Alamitos, CA 90720
TEL 562.981 .3840
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 programs

LETTER OF AUTHORIZATION

May 17, 2024

Reseller: CDW

Authorized Territory: United States

Partner Level: Diamond

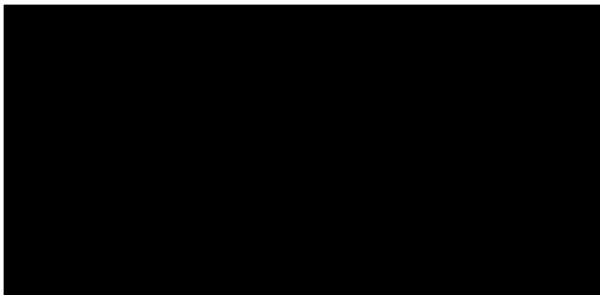
To Whom It May Concern,

This letter confirms that as of the date stated above, the above-identified Reseller is enrolled in Extreme's Partner Program and is authorized to resell Extreme-branded products and services to end-user customers in the above-identified Authorized Territory.

Extreme extends its full, applicable Extreme Networks Products Warranty, found at <https://www.extremenetworks.com/support/policies/>, for any Extreme-branded Products purchased by you through the Reseller. In addition, Extreme maintenance support offerings are available for purchase for any Extreme-branded Products purchased by you through the Reseller.

If you require additional information, please contact your Extreme channel representative.

Best regards,





Partner Certificate

Date of Issuance: 05/17/2024

██████████
CDW Logistics LLC (Cdw Corporation)

200 N MILWAUKEE AVE,
VERNON HILLS,
IL,
60061-1577,
United States

This is to certify that CDW Logistics LLC (Cdw Corporation) (and its affiliates, if any) is a Google Cloud Partner with the current status as described below and in the Partner Directory for Google Cloud Partner Advantage:

Partner Level: Premier Level		
Product	Engagement Model	Partner Advantage Region
Google Cloud Platform	Build	• Global
Google Workspace	Build	• Global
	Sell	• North America
Chrome	Sell	• Global, • North America, • UK&I - UK & Ireland
Google Cloud Platform	Sell	• Global, • North America
Google Workspace for Education	Sell	• North America
Google Workspace	Sell	• CEE - Central and Eastern Europe, • DACH - Germany, Austria, & Switzerland, • Global, • LATAM - Brazil, • LATAM - Spanish Speaking,



		<ul style="list-style-type: none"> • NE - Northern Europe, • North America, • Other Asia Pacific, • SEEMEA (Southern Europe and Emerging Markets), • UK&I - UK & Ireland
Chrome	Service	<ul style="list-style-type: none"> • Global, • North America
Google Cloud Platform	Service	<ul style="list-style-type: none"> • Global, • North America
Google Workspace for Education	Service	<ul style="list-style-type: none"> • North America
Google Workspace	Service	<ul style="list-style-type: none"> • Global, • North America

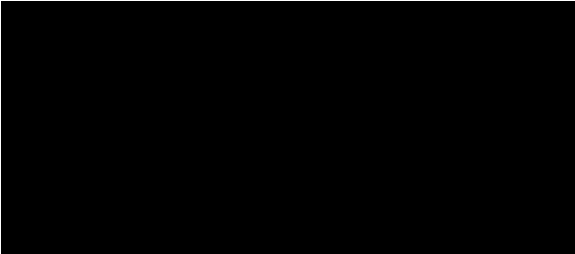
Specialization/ Expertise/ Initiative	Specialization/ Expertise/ Initiatives Name
Specialization	<ul style="list-style-type: none"> • Application Development - Services, • Cloud Migration - Services, • Data Analytics - Services, • Infrastructure - Services
Initiative	<ul style="list-style-type: none"> • Actifio Initiative, • Google for Education Integrated Solutions, • Lead Management, • Managed Services Provider, • Marketing Co-op Funds, • Rapid Migration Program (RaMP) Initiative, • SecOps Reseller Initiative
Expertise	<ul style="list-style-type: none"> • Application Modernization - Anthos: Hybrid/Multi-cloud App platform, • Application Modernization - Cloud Native Application Development, • Application Modernization - Modernize Legacy Applications, • Application Modernization - New Business Channels using APIs, • Artificial Intelligence - CCAI Integration, • Artificial Intelligence - Contact Center Intelligence, • Artificial Intelligence - Conversational Design, • Data Management - Database Modernization, • Gaming, • Google Cloud Analytics, • Google Cloud App Dev & Monitoring, • Google Cloud Compute,



	<ul style="list-style-type: none">• Google Cloud Networking,• Healthcare & Life Sciences,• Infrastructure Modernization - VM Migration,• Partner Technology - HashiCorp,• Security - Compliance Modernization,• Security - Data Protection & Privacy,• Smart Analytics - Data Warehouse Modernization,• Smart Analytics - Looker BI Modernization,• Smart Analytics - Streaming Data Analytics
--	--

This certificate is valid until¹ 12/31/2024 .

Very truly yours,



¹ Provided that partner is current with all the mandatory requirements of the program



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



January 16, 2024

CDW Logistics Inc
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 to resale to end user customers in the US. Print and supplies, BPS and CPS product lines are closed and managed by the HP US Qualified Distribution Network. Being an authorized partner does not mean you have automatic qualification to buy and sell print and supplies, and the services associated with them.

CDW Logistics Inc holds the following additional authorizations:

- HP US Agent Addendum since 31-Oct-2011
- HP Source Volume Purchase Addendum (VPA Program) since 31-Oct-2011
- US PS Fulfillment Entity Addendum since 21-Sep-2012
- US Qualified Supplies Partner Program since 01-Nov-2014
- US Qualified Print Partner Program since 01-Nov-2015
- US QDN Business Personal Systems since 09-May-2022
- US QDN Consumer Personal Systems since 09-May-2022

CDW Logistics Inc has been an HP ServiceOne Printing & Personal Systems (PPS) Delivery Partner since 05-Aug-2021

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:

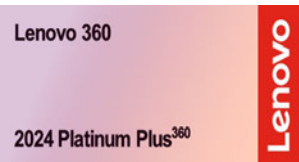
hp.amspartnersupport@hp.com / 1-844-305-6881 Opt. 2, 3 or 4

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

Sincerely,



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



20 May 2024


CDW LOGISTICS INC
200 N Milwaukee Ave
60061-1597
United States

1213385686/08216053

Welcome to Lenovo 360 Engage. This letter is to confirm CDW LOGISTICS INC is an authorized Lenovo Reseller located in United States. This authorization is valid until 30 June 2024. As a member of Lenovo 360 Engage CDW LOGISTICS INC has earned:

Platinum Plus³⁶⁰ Tier status and is authorized to resell all commercial Intelligent Devices and Infrastructure Solutions products, including associated services. The Intelligent Devices category is including but not limited to ThinkPad and ThinkBook notebooks, ThinkCentre desktops, ThinkStation workstations, ThinkVision monitors, associated accessories, peripherals, and services.

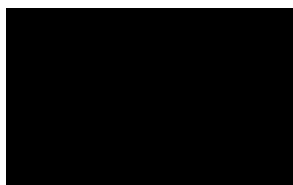
The Infrastructure Solutions products are including but not limited to ThinkSystem and ThinkAgile server and storage, associated options, software, and services.

Additionally, you have achieved the following Accreditations:

- Storage Elite
- Advanced Data Center Elite
- Workstation Elite
- Smart Collaboration Elite

Please note that your status will be reviewed regularly, and any changes will be communicated with you by your local Channel Account Manager. If you have any questions, please feel free to contact us.

Yours sincerely







CDW-G
200 N Milwaukee Ave
Vernon Hills, IL 60061-1577

May 20, 2024

RE: AUTHORIZED RESELLER OF LIGHTSPEED INSTRUCTIONAL AUDIO SOLUTIONS

To Whom It May Concern,

This letter confirms that CDW GOVERNMENT LLC (CDW-G) with its main location in Vernon Hills, IL is a direct reseller authorized to purchase and resell Lightspeed Technologies, Inc. full product line throughout the United States.

They are in good standing with Lightspeed Technologies, Inc.

Any questions regarding this arrangement can be directed to myself or [REDACTED]

Sincerely,

[REDACTED]

Samsung Electronics America, Inc.
Business Division
85 Challenger Road
Ridgefield Park, NJ 07660
201-229-4000
samsung.com



May 20, 2024

Irvine Unified School District
Attn: Ms. Michelle Bennett
5050 Barranca Parkway
Irvine, CA 92604

RE: Bid No. 23/24-01 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 CDW-G is an authorized reseller of the Samsung Information Technology products listed below to Irvine Unified School District.

Product Lines

Displays/LFD's Accessories Extended Warranties

This confirmation is provided in connection with Bid No. 23/24-01 IT - Technology Equipment and Peripherals.

Please note that Samsung shall supply CDW-G with these products in support of the referenced Bid opportunity. CDW-G purchases Samsung IT products through our authorized distribution network and, if awarded an 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].

Sincerely,

