The Built For You Cloud

A GUIDE TO HOW WE CAN MAKE THE CLOUD WORK FOR YOUR ORGANIZATION
Welcome To The Cloud

GET READY TO SCALE GREAT HEIGHTS.

It’s inevitable. The cloud you have today may not be the cloud you need tomorrow. Or maybe it can be, if you’re working with us. With our Cloud Client Executives and outstanding partners, we can custom-fit a cloud solution for your organization. And we can help you migrate, integrate and manage your new environment. With us on your side, your cloud will keep you covered no matter the forecast.

HERE’S WHAT YOU’LL FIND INSIDE.

OUR PEOPLE
PG. 3

Our Cloud Client Executives (CCEs) work closely with you to understand your industry and your particular organization — to provide custom-fit solutions. These experts will also help you implement your new cloud solution and understand how to get the most out of it.

OUR SOLUTIONS
PG. 4

Whether you’re looking to move your infrastructure to the cloud or simply to deploy software on a subscription model, we can help. And we offer a range of delivery methods, from public and private to hybrid clouds.

OUR SERVICES
PG. 7

We offer end-to-end services. We can get you started with planning and assessment, then help you migrate your applications and data to the cloud securely. We’ll make sure that your new processes are integrated seamlessly into your current IT environment, minimizing downtime as you make the transition. And we’re always here to help with ongoing management.

OUR PARTNERS
PG. 12

We work with 40+ cloud providers, and we carefully vet them to ensure their offerings meet our exacting specifications. That means you get to work with the best of the best. And you don’t have to worry about being locked in with a single provider.

Stay up to date on the latest cloud trends and solutions at our cloud blog, CDWsolutionsblog.com/cloud
ALL-AROUND EXPERTISE

Our CCEs can help with:
• Defining workload and optimization goals for your integration plan
• Determining how much control over your cloud environment you need
• Evaluating your financial drivers, whether CAPEX or OPEX
• Assessing your cloud usage, security and compliance needs

• Designing disaster recovery and backup plans
• Evaluating vendor portability within overall ecosystem
• Outlining migration requirements
• Determining mobile workforce demands
• Understanding cloud needs for testing and development

WORRIED THAT A CLOUD SOLUTION WILL LEAVE YOU LOST? NOT WITH OUR CCEs LEADING THE WAY.

Our Cloud Client Executives (CCEs) understand your industry and your organization, and they’ll be with you from day one. These experts will partner with you to tailor a solution from our extensive portfolio of cloud vendors, solutions and delivery methods. With your account manager, they’ll provide consultative planning and a clear strategy, and they’ll review new industry providers and technologies. Your CCE is your personal expert, dedicated to guiding you every step of the way, even as your organizational, technological and financial objectives change.

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WE GET YOUR INDUSTRY

We’ve worked with organizations in virtually every field, so we know how to help you meet regulatory and compliance needs. And that means we have cloud solutions for healthcare, financial services, education and any other industry that faces unique requirements.

“When you work with a Cloud Client Executive, instead of getting four sales pitches that are the best a company has to offer, you get the best that the industry has to offer and four different ideas for your business.” — Tim Hanrahan, CDW CCE

Ready for the meet and greet? Get to know our CCEs at CDW.com/cces
The Tailored To Fit Cloud

Infrastructure. Applications. Public, private and hybrid delivery models. Whatever you need, and however you need it, we can build it for you.

There are many clouds out there. But there’s no need to scour the industry on your own. We partner with 40+ carefully selected cloud providers. And with their offerings at our side, we’re able to fit a cloud solution to your organization’s unique needs. We offer infrastructure and applications that span public, private and hybrid clouds. And we’ll work with you to determine which cloud solutions and delivery methods will best meet your requirements.

CLOUD COVERAGE  IT environments are their own miniature ecosystems. So what works for one won’t necessarily work for another. To learn about the differences between public, private and hybrid cloud models, check out our guide at CDW.com/cloudtypes
Many organizations are moving their infrastructure to the cloud with an Infrastructure-as-a-Service (IaaS) solution. And that means there are more providers — and more options — out there than ever before. You need a vendor you can trust with your organization’s most critical functions. At CDW, we can help you find the best infrastructure solution — with the best provider — to meet your IT and business needs now and in the future.

We can help you find the solutions and vendors you need in areas such as:

**COMPUTE**
Scalable, reliable, maintenance-free virtual-server resources on demand

**STORAGE**
Highly automated, fully redundant service that manages large data sets and operating system images with predictable costs, real-time recovery and enterprise-level security

**COLOCATION**
Increases reliability and redundancy on company-owned resources while reducing maintenance through management services

**NETWORKING**
Scalable, reliable connectivity backed by a service-level agreement (SLA)

**HOSTED VDI**
Cost-effective, secure, simplified way for IT to administer images on desktops and mobile devices

**OUR SOLUTIONS**
We’ve helped many global companies implement cloud infrastructure solutions that support:
- Converged Infrastructures
- Hybrid IT Systems
- Data Replication and Backup
- Disaster Recovery
- Data Center Consolidation

**WHAT’S DRIVING PEOPLE TO THE CLOUD?**
We surveyed more than 1,200 IT professionals to learn what drives the shift to the cloud, which applications they’re taking to the cloud and what kind of benefits they’re experiencing. See our findings at CDW.com/cloudsurvey
Applications

Apps that are hosted in and delivered from the cloud update automatically, simplifying the management of your organization’s software. With constant access to the applications they use every day in the office, your workers will become more productive. And the subscription-based pricing model can help to contain costs.

We can help you sort through the variety of Software-as-a-Service (SaaS) offerings available. And we can assist with the process of moving your current applications and data to the cloud. Here is a sampling of our application offerings:

<table>
<thead>
<tr>
<th>PRODUCTIVITY</th>
<th>48% of IT decision-makers call SaaS adoption a high or critical priority.</th>
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</thead>
<tbody>
<tr>
<td>COLLABORATION</td>
<td>SaaS solutions allow you to securely collaborate from any location on any device</td>
</tr>
<tr>
<td>UNIFIED COMMUNICATIONS</td>
<td>Enhance collaboration further with next-level integration of web and video conferencing, telephony, instant messaging and email</td>
</tr>
<tr>
<td>SECURITY</td>
<td>Your protection will always be up to date with our hosted email security and web filtering services</td>
</tr>
<tr>
<td>BACKUP</td>
<td>We can help you develop a cloud storage and backup solution that keeps your data safe and makes management simple</td>
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“...I see individuals and businesses alike getting all or most of their services from cloud-based offerings.”

— Tracy David, CDW CCE
It's one thing to find the right cloud solution. It's another thing altogether to find someone who can help you make the most of it.

Making the move to the cloud can be an incredibly complicated process requiring expertise and time that your organization may not have.

With an extensive portfolio of end-to-end services, we can help you with any and every aspect of your cloud solution from the moment you begin considering it through to ongoing management. Our planning and assessment experts can take a look at your current ecosystem to see how you'd most benefit from a cloud solution, then help you plan that solution. Our migration and integration teams are there to ensure that all of the data and application transitions happen smoothly and securely. We can even manage your new environment for you, making sure to keep everything running optimally.

60% of IT decision-makers say cloud computing has given their teams more time to focus on strategy and innovation.²

CASE STUDY

THE CLOUD GOES TO COLLEGE

THE CHALLENGE  Rutgers Business School wanted to maximize its technology investment by moving to the cloud and making all of its services available through a single sign-on (SSO).

THE SOLUTION  CDW deployed a cloud solution that included SSO, Microsoft Azure, Office 365, Salesforce.com and Microsoft Lync tailored to fit Rutgers' specific needs while lowering capital expenses.

THE OUTCOME  More than half of Rutgers Business School's 300-person staff and full-time faculty use the cloud-based services daily. Plus, the shift to the cloud has eased day-to-day management burdens, allowing the IT staff to increase their focus on strategic initiatives.

Read more at CDW.com/cloudcollege
Assessments And Planning

Before you consider your own tailored cloud solution, there are a few things you should consider to ensure your cloud plan aligns with your business strategy and goals. With our Assessments and Planning Services, we'll identify your unique needs and take stock of your current environment, then design the best plan to get your cloud solution off the ground.

HERE’S HOW WE DO IT

1. **KICKOFF**
   - We schedule a consultative call with you, a CCE and Cloud Engineers

2. **ASSESS**
   - We undertake formal assessments to understand your current IT environment

3. **GATHER**
   - We compile business and technical use-cases and requirements

4. **IDENTIFY**
   - We schedule partner-specific virtual or onsite consultations

5. **PRIORITIZE**
   - We hold a workshop to jump-start your initiatives

6. **STRATEGIZE**
   - We perform onsite strategic engagements with you to provide the guidance you need

7. **UNDERSTAND AND DECIDE**
   - We explore vendor, solution and delivery options to make the most informed decision

AGGREGATION SERVICES

We're one of the largest brokers of telecommunications and cloud services in the world. We have partnerships with 75 carriers and access to 1,100 data centers in the U.S. and abroad. And that means we can help you with state-of-the-art voice communication and WAN without breaking your budget.
Don’t be intimidated by migration. If you’re under the impression that the process of migrating your IT assets and workloads to the cloud is difficult and time-consuming, you’re not alone. Many IT managers are wary of the migration process – and of the perceived loss of control that comes with it.

Our Migration Services offering will help ensure the seamless and secure transition of your critical IT assets and workloads to the cloud. And we can help you migrate your data and processes from your onsite data center to the cloud or even from one cloud to another. So you’ll have the flexibility to switch providers as needed, ensuring your cloud evolves with your business.

PRIOR TO MIGRATION, WE’LL HELP YOU:

1. Complete thorough discovery sessions
2. Evaluate potential impacts the migration process will have on your organization
3. Audit your current inventory and existing infrastructure
4. Create detailed implementation procedures

And once the migration is complete, we’ll test and assess the new environment to make sure everything went smoothly.

WE CAN MOVE IT

We offer the following migration services:

- Physical server migration
- Virtual server migration
- Database migration
- Physical-to-virtual server migration
- Server consolidation/virtualization
- Enterprise applications
After gaining a total understanding of your current IT environment, we can devise and help you develop a solution that:

- Maintains the level of stability that your organization needs to survive
- Prevents provider lock-in, leaving the door open for future opportunities
- Extends your current abilities with unlimited scalability, redundancy, flexibility and control
- Ties directly into your existing infrastructure and processes
- Enables you to focus on innovation — not maintenance

Integration is more than blending a new cloud solution with your existing infrastructure. It’s about understanding your business goals and using this information to customize an integration plan. Our Integration Services experts understand that different legacy technologies require unique integration approaches. We ensure that all implications of moving to the cloud are anticipated, calculated and handled so your solution will be optimal for you now and as your organization grows and evolves.

An in–home caregiving organization wanted to bring its IT environment to the cloud. We helped them with the complicated process of migrating and implementing their legacy system into the new cloud solution we had custom built for their needs.
We’re happy to host your new cloud infrastructure in one of our secure, state-of-the-art data centers. We can even manage your solution for you no matter where it’s hosted – even if you choose to use a third party’s data center.

**MANAGED SERVICES**

We can provide day-to-day operational support and management for your organization’s infrastructure. And you can focus on your core objectives.

**WE OFFER:**
- 24/7 network monitoring and management for LANs and WANs
- Operational management and support for your system’s storage infrastructure
- Intrusion protection

**WE ALSO OFFER CO–MANAGEMENT OPTIONS THAT GIVE YOU:**
- Scalable levels of service
- Access to expert engineers
- 24/7 remote hands capability
- Service satisfaction

**HOSTED SERVICES**

We’re happy to host your IT environment in one of our five Enterprise Data Centers.

**WE CAN PROVIDE SPACE AND SUPPORT FOR:**
- Infrastructure
- Storage
- Network
- Disaster recovery

**AND WE OFFER THE HELP OF:**
- Physical and network security
- Dedicated connectivity
- World-class monitoring and support
- 150 engineers and project managers
- Data networking services to connect to our hosting centers

An energy company was having trouble managing its IT environment. With our Managed Hosting capabilities, we were able to offer them visibility into all of their compute, storage and network devices – and 24/7/365 help desk service support.
We work with more than 40 world-class cloud partners, chosen carefully in accordance with strict guidelines. Why? So that we can offer you the broadest portfolio of cloud solutions tailored to fit your business now and as it evolves. We vetted the group deliberately with our customers in mind so you have choices without being overwhelmed. You'll have access to the best thinkers, the biggest players and the latest developments. You'll get a clear view of all your solution options, without being locked in to a single provider, now and in the future. And all of this comes with the convenience of working with just one partner who is with you all the way: CDW.

Our partners meet stringent legal benchmarks, as well as service-level agreement requirements when applicable. Plus, they have proven geographical advantages and reputational differentiators. They also must meet back-end operational conditions for ease of management. And you will know you are getting the strongest productivity, collaboration and security solutions available.

When you work with us, you are working with the best in the cloud. So you can be sure your cloud solution will be the best for you.

To learn more about CDW Cloud Services, call 800.800.4239, contact your account manager or visit CDW.com/cloud