

# WHY CDW AND MICROSOFT

## A Valued Partnership



For more than twenty years CDW has enjoyed a trusted relationship with Microsoft. As a global Gold Partner and Azure Expert MSP, we provide a comprehensive array of solutions across the Microsoft technology stack, all tailored to our customers' individual requirements to ensure they achieve their business objectives and are a perfect fit for the modern workplace.

As one of only a handful of Cloud Solution Providers to work with Microsoft, CDW has the expertise you need to get the most out of your Microsoft products. We can supply the whole bundle (licenses, hardware, migration and management), saving you time, money and resources.

## COMPETENCIES

At CDW we are fully accredited in competencies that span the Microsoft solution stack, highlighting the breadth and depth of our expertise, such as:

- Application Development
- Cloud Platform
- Cloud Productivity
- Collaboration and Content
- Datacentre
- Messaging
- Small and Mid-market Cloud Solutions
- Windows and Devices
- Security
- Data Analytics
- Enterprise Mobility Management
- DevOps

## ADVANCED SPECIALIZATIONS:

- Windows Virtual Desktop (WVD)
- Adoption and Change Management
- Calling for Microsoft Teams
- Threat Protection
- Windows and SQL Server migration
- Teamwork Deployment
- Information Protection and Governance

CDW's expertise runs deep across the practice, from our pre-sales skills and cloud solution architects to our consultants and extensive professional services portfolio.

### Our local, in-house dedicated Microsoft resources include:

- Hybrid cloud solution architects,
- Security solution architects
- Cloud and infrastructure technical delivery engineers
- Security technical delivery engineers
- Cloud and software consultants
- Security consultants



## MODERN WORKPLACE + SURFACE

The modern workplace embraces agile or flexible working, giving employees the freedom to work in a way that best suits them.

Microsoft Surface devices, alongside the unparalleled communication and collaboration features of Windows 10, Microsoft 365 and enterprise-grade security, are powering a new era of agile working. Microsoft Teams – the cloud-based hub for teamwork in Microsoft 365 with chat, meetings, calling and Office apps all in one place – is most effectively leveraged on a Surface device. For more personal-feeling interactions and stronger collaboration, Surface devices feature Vivid PixelSense touchscreens, premium cameras, mics and speakers, to bring everyone together in realistic real-time detail. Surface also runs your Office apps no matter where you are, with all-day battery life for uninterrupted productivity.

We are a Canada Authorized Device Reseller of the Microsoft Surface and Surface Hub range, giving us access to a host of dedicated resources and programs, along with support escalation routes. We can offer a wide range of options to support the deployment of these devices, which means our customers can have full confidence in CDW's ability to deploy, configure and manage their Surface devices.

Most importantly, CDW brings together these solutions and delivers the Microsoft 365 experience on Surface devices. CDW has Proof of Concept capabilities to showcase Microsoft's solutions in action and demonstrate their value to your organization.

### As stated in our endpoint solutions market trend report:

- Over half (51%) of respondents indicated that their organization "highly values" technology that improves the employee experience, while 43 percent indicated they "value somewhat"
- Over 43% of organizations utilize Microsoft Cloud for cloud deployments
- 59 percent said collaboration is becoming an increasingly important part of day-to-day life
- Most organizations provide training and employee resources for cybersecurity and company owned devices, but are lagging in training/resources for cloud security and BYOD

## AZURE

CDW is certified by Microsoft as a global Azure Expert MSP, which recognizes both our depth and breadth of expertise, as well as our defined and consistent methodology to supporting and managing our customers' Azure environments. Regardless of where you are in your cloud journey, we have the experience and knowledge to help accelerate your migration to Azure. CDW can analyze your existing workloads to ensure an optimized experience from both a cost and governance perspective, and help you manage this environment by leveraging the capability of our Canadian-based National Operations Centre (NOC) and team of certified experts. Our approach takes careful consideration of your existing infrastructure, applications and data to provide consultancy that supports you in the short- and long-term, as well as delivering upon transformational objectives that align to your business priorities. We deliver this experience through a host of dedicated experts including solutions architects, project managers, consultants and sales specialists. Coupled with our ability to deliver this on a global scale, you can feel confident that CDW has the tried and tested expertise to support your Azure journey.



## CDW SERVICES SUITE

CDW provides a range of value-added services for the Surface family and Microsoft software stack as well as deployment options, licenses, integration and training for users on the devices.

We can also ensure customers are up to date with their software – with Windows 7 no longer receiving security updates we can orchestrate the migration to the latest version of the operating system, Windows 10.

**The CDW services suite, which enhances the solutions available directly from Microsoft, includes asset tagging and tracking, Autopilot, imaging, delivery services and fulfilment, installation and deployment through to product support.**

Our delivery services range from straightforward 'image device and ship' through to a range of deployment options, including time with an engineer. A custom deployment option is also available, driven by your business requirements and priced according to specification.

In particular, Autopilot is a faster, cloud-driven way to deploy and configure Surface devices that saves the IT team valuable time and resources. Using Azure Active Directory (AAD) and Mobile Device Management (MDM) to manage and configure the Surface devices, CDW can deliver directly from our in-house configuration centre to wherever the user is based, with all devices pre-loaded with their individual profiles and the applications they need to do their job, so they are ready to start working immediately.

## CDW CLOUD SERVICES

CDW also offers a robust suite of services around the modern workplace and cloud.

### PROFESSIONAL SERVICES

If you have yet to make the transition to the Microsoft cloud and are looking to get more out of an existing deployment, CDW will work closely with you to understand your specific business and technical needs. We'll act as an extension of your team to quickly identify and deploy the right solution for your organization, along with the supporting integration and adoption services.

### CLOUD ALERT MANAGED SERVICES

As cloud environments become more complex, you need the right service provider with the skills and experience to take your cloud-based applications and services to the next level. CDW has years of experience managing Microsoft Azure and providing our customers with the insight, support and cloud know how, you need to keep ahead of the market.

### FEATURES:

- 24x7x365 service and support
- Canadian-based National Operations Centre (NOC)
- Highly skilled, qualified and experienced engineers
- Monitoring, alerts, incident response and resolution
- Cost and security recommendations
- Account team providing service updates, best practices and quarterly reviews

### BENEFITS:

- Managed cloud services ensure you can direct focus on your business objectives – including your own customers
- We provide a second set of eyes that monitor your environment for opportunities, or necessary improvements
- We will help you remove performance bottlenecks and optimize costs
- Implement access governance as well as security recommendations



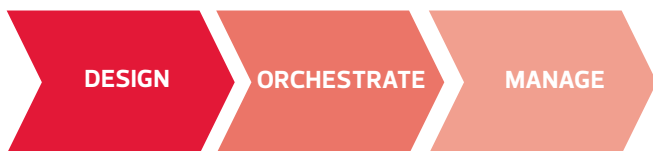
## CDW CLOUD PORTFOLIO

### CDW CLOUD PRACTICE

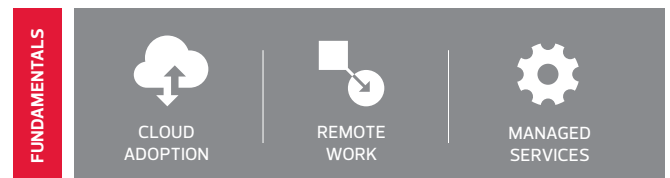
Our CDW cloud practice accelerates the development process, enables your team to manage infrastructure more autonomously and ultimately improves your experience.

- We are a Microsoft Gold Partner with Cloud Platform, Mobility and Infrastructure competencies
- CDW's cloud practice has a bench of cloud certified Azure professionals to support your cloud journey
- We use automation tools to deploy your Azure landing zone, which reduces risk, time and costs

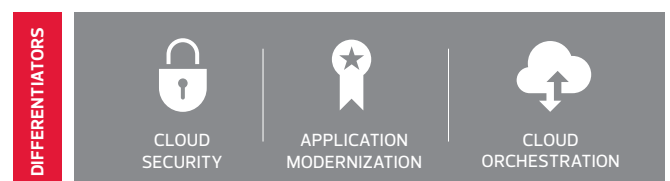
### CLOUD PRACTICE SERVICES



### FOCUS AREAS



### LICENSING



### WHY CDW?

- 200+ technical professionals with 2000+ technical certifications across the organization
- Microsoft Gold Partner and Azure Expert MSP
- Azure, Terraform, Ansible, Red Hat, Docker Professionals



For more information, contact your CDW account team at 800.972.3922 or visit [CDW.ca/cloud](https://www.cdw.ca/cloud)



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