

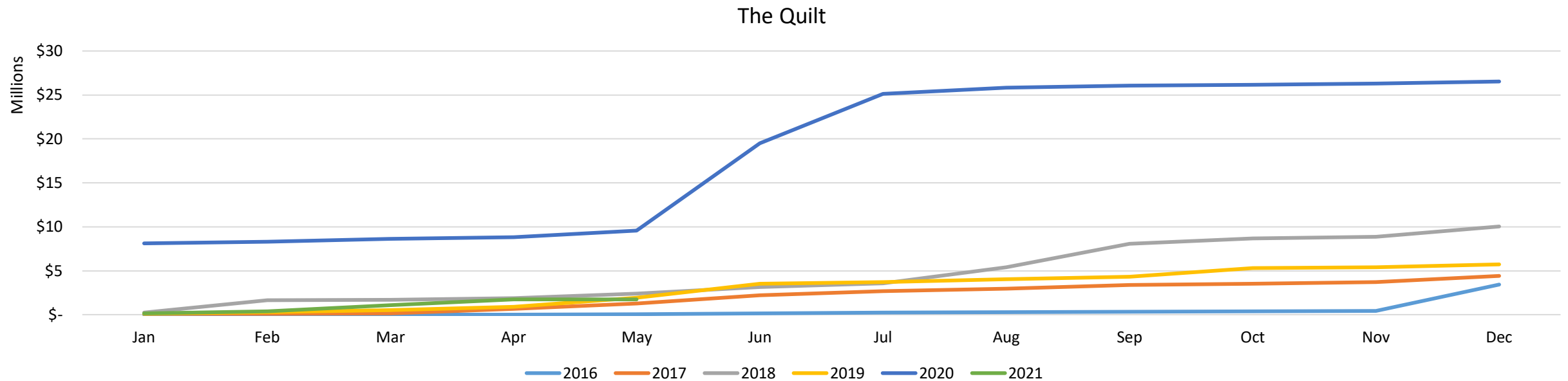


Quilt Contract Briefing



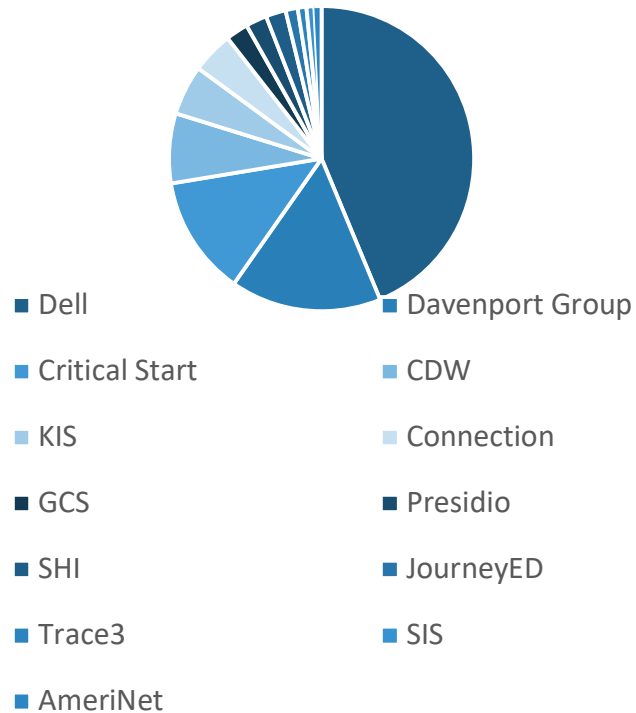
Contract Performance

- 2020 was a break out year for Quilt!
- More than \$27,000,000.00 in Sales



Driving Channel Sales

Top Partner



Top Quilt Partners			
Partner	#	\$	
Dell	145	\$	19,083,219
Davenport Group	7	\$	6,981,225
Critical Start	1	\$	5,532,727
CDW/CDWG	71	\$	3,226,085
KIS Computer Center	3	\$	2,297,720
Connection	107	\$	1,919,336
No Reseller	32	\$	1,770,442
Access Interactive	29	\$	1,150,868
GCSIT	6	\$	1,035,366
Presidio Corporation	22	\$	982,977
SHI	43	\$	926,472
JourneyEd	5	\$	558,879
Trace 3	17	\$	399,405
SIS Inc.	6	\$	364,312
AmeriNet	2	\$	332,460

- 32 New Partners OnBoarded
- Challenges Ahead

Carahsoft Quilt Program

Contract Solutions Include:

- Software as a Service (SaaS)
- Infrastructure as a Service (IaaS)
- Platform as a Service (PaaS)

Additional Scope of Master Contract:

- Monthly Additions for Pricing, Terms, OEMs/Vendors
- All Resellers in Good Standing
- Contract includes Ancillary Service, Training, and Support Cloud Purchasing Points

General Carahsoft Contract Information

- Consortium Contract Vehicle
- Master Contract Number: **MSA05022019-F**
- Expiration (3 year term): **05/02/2022**
- **2 Year Extension Available**



Service Level Agreements (from Contracts)

Flow Downs:

- Flow Downs are negotiable
- Standard EULA terms apply unless otherwise requested



The Rule of Three

- Most State Agencies and Higher Education Institutions Requite Three Competitive Bids
- This Ensures That a Competitive Process Has Been Met
- Will Only Those Technologies Which Have Been Pre-Competed In The RFP Meet This Criteria?



Service and Contract Updates

- Amendment 4 Added Carahsoft “Cloud Purchasing Points”
 - Seamless way for Managed and Professional Services to be purchased through contract
- Amendment 5 Added Zoom
- Amendment 6 Added 26 new technologies, including Azure, LinkedIn Learning and DocuSign
- Amendment 7 Added Collibra, Liquidware, Markforged and Sentinel One

5G and Broadband

- New Vertical Being Created
- Currently in talks with multiple providers including Nokia, Cisco (Meraki), JMA and others!



 Ciena - Powering Connection Around the World	 Dell - Providing End-to-End, Fully Software Defined 5G	 F5 - Delivering Modern Apps Seamlessly and Securely over 5G
 Infinera - Transport Innovations for Demanding Networks	 Palo Alto Networks - Industry's First 5G-Native Security	 Red Hat - 5G Core Adoption the Open Way
 SAP - The Best Run SAP	 VMware - Transform Your Network with a 5G-Ready Telco Cloud	

AWS Update

Quilt Members Utilizing The Following Consulting Partners Receive a Minimum of 7% off of MSRP for Native Services

- Virtual Labs
- Custom Application Development
- IoT
- Data Analytics
- A.I.
- Machine Learning
- Cloud Strategy and Architecture



Complimentary Assessments delivered by Carahsoft

Optimization Assessment (VOA)

Full Customer Delivery, Install & Support by Carahsoft – for Free!

REGISTER NOW: <http://carahevents.carahsoft.com/Event/Details/27481-csoft>

Hybrid Cloud Assessment

A **free** cloud assessment designed to help you make better cost decision as you look to migrate workloads to private or public clouds.

Available On Demand: contact MARTIN.GAVIN@CARAHSOFT.COM to schedule

Virtual Network Assessment

A **free** NSX network assessment to help customers visualize datacenter traffic flow instantly with a more comprehensive analysis over 1-3 days.

REGISTER NOW: <http://carahevents.carahsoft.com/Event/Register/39177-csoft>

(Hyper Converged Infrastructure) Assessment

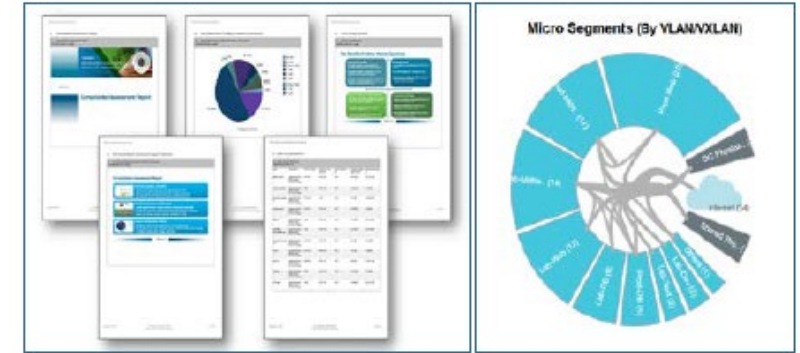
A **free** Hyper Converged Infrastructure assessment designed to provide hardware recommendations based on how many hosts, drives and the drive type necessary to deliver consistent performance and reliability, while also planning for growth.

Available On Demand: contact MARTIN.GAVIN@CARAHSOFT.COM to schedule

End-User-Computing (EUC) TestDrive

A **free** 5-day demo of the entire EUC portfolio – Horizon, AirWatch, and Workspace ONE

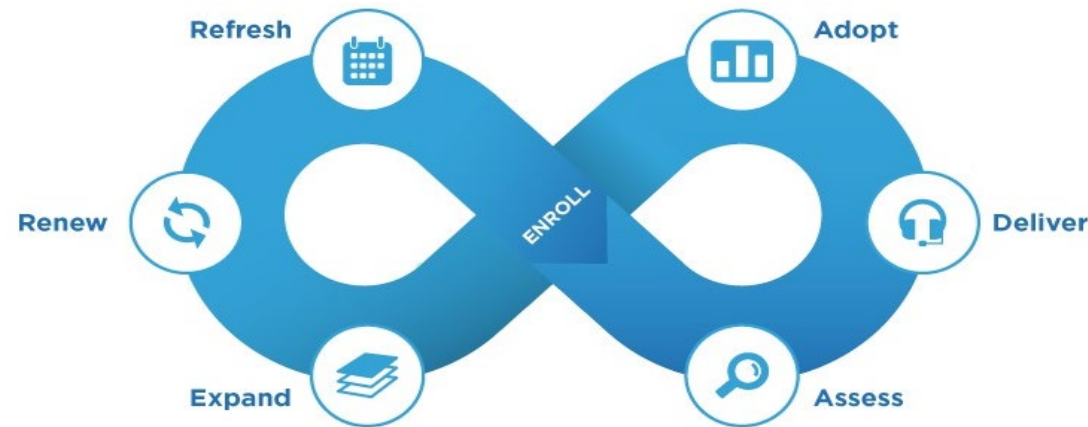
REGISTER NOW: <http://carahevents.carahsoft.com/Event/Register/41038-csoft>



carahsoft®

Proactive, Renewal Nurturing

- Facilitate End Users with On Time Renewal Rate
- 80% of Renewal Quotes Include Logical Upgrade Path Suggestions
 - Supporting Increased Adoption
 - Leverages previous investments
- Helps Customers to Avoid Reinstatement Costs



VMware vSphere Optimization Assessment Demos

See below for available dates and times.

Education

- January 30, 2:00pm

Healthcare

- January 9, 2:00pm
- February 6, 2:00pm

Federal Government

- January 16, 2:00pm

State & Local Government

- January 23, 2:00pm



The vSphere Operations Assessment is a best-practice assessment that shows how to proactively address the health, performance, and capacity management of IT services through automated datacenter operations.

Benefits:

- Health alerts about existing issues inside the virtual environment, as well as risk alerts for potential anomalies that might become problems down the road
- Optimization suggestions to right size the environment and reduce waste and reclaim resources
- The ability to plan for capacity with the project tool, where you can simulate adding workloads, as well as new capacity when planning new IT projects

Join us for this 30 minute feature tour of vRealize Operations, the VMware solution that powers the vSphere Optimization Assessment, and learn more about how you can take advantage of intelligent operations in your virtual environment today!

* First Name

* Last Name



Dedicated Program Management

- Assistance with the established license distribution procedures
- Product expertise/knowledge
- Configuration assistance
- Support for downloads
- Support for customers migrating from existing license contracts
- On demand historical download reports
- Addressing any contract questions
- Assistance with product version, updates, and upgrade questions
- Dedicated Email Alias
- Dedicated Telephone Hotline
- Dedicated Technical Support Team
- Distribution of Unlimited License keys
- Contract/Instance Management
- Simplify ELA renewal
- Assist/Manage True-up
- First line of Customer Support/ escalation
- Portal 101 Training

