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CDW and Dell Partner to Meet Evolving Customer Needs

CDW to Roll Out Dell Product and Solutions Portfolio Offerings in North America Beginning October 13

VERNON HILLS, Ill.--(BUSINESS WIRE)-- [CDW](#) (NASDAQ: CDW), a leading provider of technology solutions to business, government, education and healthcare, today announced a partnership with technology and services company Dell. Through this partnership, CDW will expand its offering of Dell products and services to U.S. and Canadian customers on October 13.

In today's competitive IT market, it's more important than ever to provide customers with exceptional value, choice and expertise to meet evolving IT needs. By adding Dell to its extensive list of partners, CDW further expands its portfolio of best-in-class products, solutions and services.

"At CDW, everything we do revolves around our customer. Adding new partners to our broad portfolio is another way we deliver on our value proposition of access, choice and expertise," said Matt Troka, senior vice president of product and partner management, CDW. "Dell is a leader in enterprise desktops, notebooks and modular servers, and we believe this relationship will deliver value for our customers. Dell's channel focus and growing partner program are well aligned with CDW, as are Dell's priorities, particularly its concentration on the mid-market."

"We are pleased to expand our partnership with CDW to provide our customers with more access to Dell end-to-end solutions," said Rory Read, chief operating officer and president of commercial sales, Dell. "Our customers can benefit from the added value of CDW's sales and expertise and having the ability to go to a single vendor to purchase Dell technology from the desktop to the datacenter."

CDW will sell Dell Enterprise and Client Solutions in the United States and Canada, with other lines of business to be added in the coming months. This is in addition to Dell SonicWALL, Dell Wyse and Dell Quest solutions, which CDW has sold for several years. As it does with all partners, CDW will take a disciplined and thoughtful approach to rolling out Dell offerings and does not expect any material impact from the partnership on 2015 results.

About CDW

CDW is a leading provider of technology solutions to business, government, education and healthcare. A Fortune 500 company, CDW was founded in 1984 and employs more than 7,200 coworkers. For the trailing twelve months ended June 30, 2015, the company generated net sales of almost \$12.4 billion. For more information about CDW, please visit www.CDW.com.

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