

# CDW, LENOVO & KINETIC GPO

IT Solutions & Services: All Your IT Needs in  
One Agreement RFSO #21-12



## AGREEMENT DETAILS

CDW is pleased to offer Lenovo solutions through the awarded Kinetic GPO agreement for IT solutions and services.

**Agreement Term:** October 2022 - October 2025 with an optional 2-year extension.

**Scope of Agreement:** The agreement features a comprehensive range of technology solutions from a wide range of manufacturer partners, including:

- Data Centre Solutions\*
- Power & Cooling\*
- A/V & Collaboration Systems\*
- Wired & Wireless Networking
- Software\*
- Professional & Managed Services\*
- Security Solutions & Services\*
- Client Devices\*
- Staff Augmentation

\*Lenovo Solution Offered

Utilizing this agreement, customers can receive competitive discounts from CDW advertised prices, as well as unmatched levels of service, advice and support from our subject matter experts (SMEs). CDW SMEs provide complimentary scoping and design in the areas of servers and storage, unified communications, security, wireless, power and cooling, networking, software licensing and more.

## WHY LENOVO & CDW

- CDW is Lenovo's #1 reseller offering end-to-end solutions for customers, from endpoint to collaboration to data centre.
- CDW has a long standing partnership with Lenovo and is a Platinum Elite Partner.
- CDW Canada has 7 dedicated Lenovo technical and sales specialists focused on core to cloud endpoint solutions, security, modern IT and data centre.

We provide our customers with a diverse cross section of fully integrated and connected services including:

### MANAGED SERVICES

- 24/7/365 coverage model
- SOC 2 compliant
- Service Delivery Management team
- 24/7 NOC
- Customer-focused service-level agreements
- Insightful reporting

### ASSESSMENT AND ADVISORY

Expertise includes:

- Cyber Risk
- Security Incident and Event Management
- Next-Generation Firewall
- Vulnerability Management

### PROFESSIONAL SERVICES

- 2000+ industry certifications
- 200+ technical engineers on staff
- Robust resource scalability
- In-house PMBOK-based project management office
- Diverse partner ecosystem

### CONSULTING SERVICES

- 200+ active consultants across Canada
- Hundreds of thousands of hours of resource support provided

As a services-focused organization, we're committed to a continuous evolution model, surrounding ourselves with the brightest people in the industry, and adhere to processes designed to ensure clear communication, scalability, adaptability and responsibility.

## Benefits of utilizing CDW's awarded Kinetic GPO agreement for Lenovo solutions:

- CDW's Kinetic GPO awarded agreement enables broader public sector customers to leverage combined buying power, along with CDW's size, scale, and status as a top tier vendor to major OEM partners.
- For purchasing Lenovo solutions, CDW offers subject matter experts to assist with customer inquiries, pre-sales questions, and product recommendations.
- Membership in Kinetic GPO is 100% voluntary, with no commitments regarding volume or spend and no membership fees.
- By leveraging this GPO, Kinetic GPO has completed the competitive solicitation process on behalf of Canadian public sector organizations.
- Kinetic GPO's procurement process is fair, open, transparent, and competitive, compliant with new trade agreements and regional broader public sector procurement directives.
- Kinetic GPO actively manages contracts, monitoring key performance indicators and providing ongoing education to suppliers to ensure compliance with contract terms and conditions.

## ABOUT CDW CANADA

CDW is a leading provider of technology solutions for business, government, education and healthcare. Ranked the No. 1 solution provider in Canada on the Computer Dealer News Top 100 Solution Providers list for nine of the past 10 years, CDW helps customers achieve their goals by delivering integrated technology solutions and services that help customers navigate an increasingly complex IT market and maximize the return on their technology investment. CDW Canada is a wholly owned subsidiary of Vernon Hills, Illinois-based CDW Corporation, a Fortune 500 company.

## ABOUT LENOVO

Lenovo is a global technology leader with a vision of Smarter Technology for All, offering a wide portfolio of technology products, solutions, software and services that organizations need to fulfill their potential. Lenovo has helped countless healthcare, education and government organizations rethink the way they use technology to revitalize their business. Lenovo is a trusted partner for education systems worldwide, understanding the challenges schools face with ever-changing models of teaching, learning and collaborating, all while managing cost, efficiency and security. In the healthcare realm, intelligent technology from Lenovo is helping healthcare professionals deliver compassionate care with greater human connection. Lenovo works with the leading global healthcare OEMs to develop hardware solutions integrated into healthcare organizations around the world.

For more information regarding CDW and the Kinetic GPO purchasing agreement, please contact us at [kineticgpo@cdw.ca](mailto:kineticgpo@cdw.ca)

