



Amazing happens when partners provide powerful solutions.

A managed healthcare company wanted to consolidate all their renewal and new services into a single term and contract. As a dedicated CDW and Google customer, they attend the Google Next event annually and consider their CDW account team trusted advisors. The CDW account team educated the customer on CDW's comprehensive Google Cloud practice, which includes security, Workspace, managed and professional services, and more. CDW leveraged its strong partnerships with both the customer and Google to communicate the requirements and ensure the engagement's success.

Opportunity and priorities

- Consolidate all renewals and new services into a single term and contract
- Optimize costs
- Enhance their overall licensing experience

Solutions and services

- CDW Managed Services for Google Cloud – Used to provide support for GCP directly from CDW.
- Google Cloud Looker – Renewal support and management
- Workspace – powerful collaboration tool.
- Google Cloud Chrome Enterprise Premium – Security service

Outcomes

- Successfully established a partnership with Google Cloud.
- Received relevant use cases and well-articulated explanations of the service's capabilities.
- Received managed services support for Google Cloud.
- Aligned all the renewal and new services under a single term and contract.

For more use cases, exclusive technology content, and customer stories from your industry, visit [CDW.com/ResearchHub](https://www.cdw.com/ResearchHub).

