



# A BRIEF HISTORY OF CDW AND IT

## A BRIEF HISTORY OF CDW

**2021**  
 CDW acquires Amplified IT, Focal Point Data Risk, Sirius Computer Solutions  
 CDW revenue exceeds \$20B  
 CDW ranks #161 on Fortune 500  
 Sales: \$21.0B  
 Coworkers: 13,900

**FORTUNE 500 #161**

FOCAL POINT DATA RISK  
 Amplified IT  
 SIRIUS

**2020**  
 CDW acquires IGNW, Aertae and Southern Dakota Solutions  
 Launched Inaugural Environmental, Social, and Governance Report  
 Sales: \$18.5B  
 Coworkers: 10,000

**2019**  
 Christine Leahy becomes CEO  
 CDW acquires Scalar Decisions  
 CDW ranks #191 on the Fortune 500  
 CDW acquires Aprtris  
 Sales: \$18.0B  
 Coworkers: 9,900

**2018**  
 CDW ranks #189 on the Fortune 500  
 The CDW Technoliner retires after five years of service  
 CDW opens new office in Nashville, TN  
 Sales of workloads delivered via cloud reach \$3B  
 Sales: \$16.2B  
 Coworkers: 9,000

**2017**  
 CDW launches standalone Small Business unit  
 CDW ranks #199 on the Fortune 500  
 Sales: \$14.8B  
 Coworkers: 8,700

**2016**  
 CDW opens new Lincolnshire office  
 Kelway becomes CDW  
 CDW ranks #220 on the Fortune 500  
 Security solution sales exceed \$1B  
 Sales: \$13.7B  
 Coworkers: 8,500

**2015**  
 CDW ranks #253 on the Fortune 500  
 CDW opens new Enterprise Command Center in Vernon Hills, IL, expanding managed services and cloud capabilities  
 Forbes names CDW to its inaugural list of "America's Best Employers"  
 CDW and Dell grow their partnership  
 CDW acquires U.K.-based solutions provider Kelway  
 Sales: \$13.0B  
 Coworkers: 8,400

**2014**  
 CDW completes a 35% investment in Kelway, a leading U.K. technology services and solutions company  
 CDW ranks #265 on the Fortune 500  
 CDW hits cloud stride with more than 40 leading industry partners  
 Sales: \$12.1B  
 Coworkers: 7,200

**2013**  
 CEO Tom Richards also becomes chairman of the board  
 CDW launches the Technoliner, "the ultimate technology vehicle"  
 CDW ranks #267 on the Fortune 500  
 CDW lists on NASDAQ  
 Sales: \$10.8B  
 Coworkers: 7,000

**2012**  
 CDW revenue exceeds \$10B  
 CDW employs nearly 1,400 technology specialists and engineers  
 Sales: \$10.1B  
 Coworkers: 6,800

**2011**  
 Tom Richards becomes CEO  
 CDW launches "People Who Get IT" campaign, focusing on how technology solves everyday business problems  
 Sales: \$9.6B  
 Coworkers: 6,700

**2009**  
 Tom Richards joins CDW as president and COO  
 Sales: \$7.2B  
 Coworkers: 6,250

**2008**  
 CDW becomes the official technology partner for the PGA TOUR and Champions Tour  
 Sales: \$8.1B  
 Coworkers: 6,850

**2007**  
 CDW goes private, purchased by Madison Dearborn Partners and Providence Equity Partners  
 Sales: \$8.1B  
 Coworkers: 6,300

**2006**  
 CDW acquires Berbee Information Networks, adding two new data centers and 11 new offices in six states  
 CDW employs more than 760 advance technology specialists and engineers  
 Sales: \$6.8B  
 Coworkers: 5,480

**2005**  
 CDW opens the Western Distribution Center in Las Vegas, NV  
 Total distribution center space exceeds 950,000 sq. ft.  
 CDW launches CDW Healthcare  
 Sales: \$6.3B  
 Coworkers: 4,300

**2003**  
 CDW purchases Micro Warehouse assets  
 Micro Warehouse Canada becomes CDW Canada  
 CDW launches dedicated small business team  
 Sales: \$4.66B  
 Coworkers: 3,600

**2001**  
 John Edwardson becomes CEO and chairman  
 CDW debuts on the Fortune 500 at #435 and on the NASDAQ 100  
 Sales: \$3.96B  
 Coworkers: 2,783

**1998**  
 CDW-G founded to further support government and education customers  
 Sales: \$1.73B  
 Coworkers: 1,504

**1997**  
 CDW establishes headquarters in Vernon Hills, IL; exceeds \$1B sales mark  
 Sales: \$1.27B  
 Coworkers: 986

**1995**  
 CDW embraces online sales by introducing CDW28M  
 Sales: \$6.28M  
 Coworkers: 539

**1993**  
 CDW completes first IPO; lists on NASDAQ  
 Sales: \$270M  
 Coworkers: 247

**1987**  
 CDW publishes first catalog  
 CDW offers first services, helping customers set up their computers  
 CDW begins hiring coworkers with technical expertise

**1985**  
 CDW runs first national advertisement in PC magazine  
**PCWORLD**

**1984**  
 CDW founded

## MEANWHILE, ACROSS IT

**2021**  
 Online audiences watched an average of **16 hours** of online videos per week  
 Non-Fungible Token sales hit **\$25B**  
 The AI market grew to **\$57B**

YouTube  
 Non-Fungible Token  
 AI Market

**2020**  
 The use of **telehealth** rose to 84.7% from 2.1%  
**Streaming services** accelerated to growth that was expected to take five years  
 Accenture commits **\$3B** to building cloud-first infrastructures  
 Salesforce acquires Slack for approximately **\$27.7B**

**2019**  
 The World Wide Web turns 30  
 5G networks gain momentum

**2018**  
 IBM unveils Summit, the world's fastest supercomputer, at 200,000 trillion calculations per second  
 The Federal Communications Commission rolls back net neutrality rules  
 The global business value of artificial intelligence is projected to reach **\$1.2T**

**2017**  
 The market for Internet of Things tech rises to **\$674B**  
 Intel unveils Compute Card, a compute platform the size of a credit card  
 Western Digital produces "skyscraper" 3-D NAND flash chips with 64 stacked layers and three bits per cell

**2016**  
 Windows 10 runs on 200 million computers  
 Wireless monitors go mainstream  
 OLED screens begin to replace LCD in PCs  
 Dell acquires EMC, forming Dell Technologies

**2015**  
 The Federal Communications Commission rules in favor of net neutrality  
 Microsoft discontinues support for Windows Server 2003  
 HP splits into Hewlett Packard Enterprise and HP Inc.

**2014**  
 Apple launches Apple Pay  
 DHL makes the first delivery via drone  
 Wearable tech goes mainstream with Google Glass, Apple Watch and more

**2013**  
 3-D printers available to consumer market  
 Sony releases the Sony Xperia Tablet Z, the world's thinnest and lightest tablet

**2012**  
 Acer and Samsung launch first education Chromebooks

**2010**  
 iPad Apple introduces iPad  
 Verizon introduces 4G LTE, which provides mobile ultra-broadband Internet access

**2007**  
 Apple introduces the iPhone and iOS 1.0, superseding other mobile devices  
 Amazon.com opens up the digital media world with the Kindle

**2006**  
 Blu-ray debuts as high-definition alternative to DVDs  
 Twitter launches as real-time social networking and micro blogging service — users send messages in 140 characters or less

**2005**  
 Steve Chen, Chad Hurley and Jawed Karim found YouTube to digitally upload, share and view videos

**2003**  
 Originally Facemash, which enables college students to compare two students' photos to vote who's "hot" and who's "not," Mark Zuckerberg streamlines social networking with Facebook

**2002**  
 LinkedIn founded as a social networking site for professionals

**2001**  
 Apple introduces iTunes digital jukebox software and the iPod, offering "1,000 songs in your pocket"  
 XM Radio launches digital satellite radio in Dallas/Fort Worth and San Diego

**1999**  
 RIM introduces BlackBerry in Munich, Germany, as a line of handheld wireless devices

**1998**  
 Stanford students Larry Page and Sergey Brin create Google as a universal digital library

**1997**  
 IBM Big Blue beats reigning world chess champion Garry Kasparov  
 Vic Hayes, chairman of the Institute of Electrical and Electronics Engineers, invents Wi-Fi to connect electronic devices to the Internet through wireless network access points

**1996**  
 Karl-Heinz Brandenburg, Thomas Sporer, Bernd Kurten, Bernhard Grill and Ernest Eberlein of German company Fraunhofer-Gesellschaft invent the MP3 to download and listen to music files

**1995**  
 Windows 95 reshapes the market  
 Phillips, Sony, Toshiba and Panasonic develop the DVD to offer a higher storage capacity

**1993**  
 Adobe Systems makes PDF available free of charge as a proprietary format

**1991**  
 The first website goes online at CERN

**1990**  
 Thomas Knoll and John Knoll's Photoshop launched by Adobe

**1987**  
 Dennis Austin and Thomas Rudkin rename Presenter as PowerPoint, changing staff meetings forever

**1986**  
 Fujifilm introduces the disposable camera

**1985**  
 Microsoft releases first version of Windows

**1984**  
 Apple introduces Macintosh  
 Sony and Phillips invent CD-ROM with 650 MB of data, replacing the floppy disk, which only holds 1.5 MB