



A BRIEF HISTORY OF CDW AND IT

A BRIEF HISTORY OF CDW

2023
 CDW acquires Locus and Enquizeit
 CDW Rings Nasdaq Opening Bell to Commemorate the 10-year anniversary of the 2013 IPO
 CDW partners with Oracle Red Bull Racing
 Sales: \$21.3B
 Coworkers: 15,100

2022
 CDW launches HBCU-focused Legacy Excellence Program
 CDW receives Frost & Sullivan Global Customer Value Leadership Award for 2nd year in a row
 Sales: \$23.7B
 Coworkers: 15,000

2021
 CDW acquires Amplified IT, Focal Point Data Risk, Sirius Computer Solutions
 CDW revenue exceeds \$20B
 CDW ranks #161 on Fortune 500
 Sales: \$20.8B
 Coworkers: 13,900

FORTUNE 500 #161

Focal Point Data Risk
Amplified IT
SIRIUS

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

FORTUNE 500 #178

2019
 Christine Leahy becomes CEO
 CDW acquires Scalar Decisions
 CDW ranks #191 on the Fortune 500
 CDW acquires Aprtis
 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

FORTUNE 500 #189

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

FORTUNE 500 #199

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

FORTUNE 500 #220

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

FORTUNE 500 #253

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

FORTUNE 500 #256

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

FORTUNE 500 #253

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

FORTUNE 500 #256

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

PEOPLE WHO GET IT

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

TOM RICHARDS

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

CHAMPIONS TOUR

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

MDP PROVIDENCE EQUITY

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

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

JOHN EDWARDSON

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 CDW.com
 Sales: \$628M
 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 World magazine
PC WORLD

1984
 CDW founded

MEANWHILE, ACROSS IT

2023
 About 1/3 of companies are using Gen AI regularly in at least one business function
 Global Web 3.0 market size valued at USD 2.25 billion
 The PDF turned 30 in 2023
 Microsoft Co-pilot launching

2022
 The test release of ChatGPT reached 1M users in one month
 The quantum computing market is projected to grow to \$712.2M
 Microsoft announced the discontinuation of Internet Explorer in favor of Edge

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

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
 chromebook

2010
 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

2001 **Apple iTunes**
 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





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FOCAL POINT
DATA RISK



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