CDW SERVICES
CATALOG

Cybersecurity Solutions

Fall 2018

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CYBERSECURITY
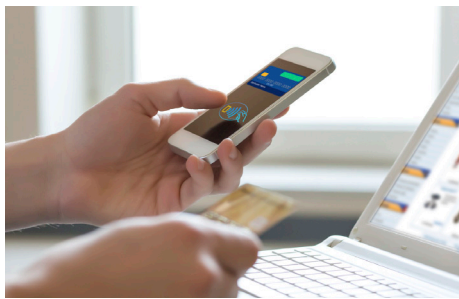
Your organization is under attack. Viruses, malware, ransomware and malicious bots are out there, ready to strike. And it doesn't stop there. Sometimes the threats can come from within. Malicious insiders and negligent employees can easily jeopardize your data security. You can't keep your eyes on it all — you're scrambling to make sure your data stays safe, especially when a breach can cost an organization millions upon millions of dollars, not to mention negative publicity.

CDW can orchestrate a defense-in-depth solution that protects your blind spots from attacks. How do we do it? With the people, the products and the plan to create a multilayered security solution. Our dedicated account team, squad of certified solution architects, and white-hat hacker assessment engineers will help identify vulnerabilities within your IT infrastructure and endpoints. We will help implement a plan that fortifies your security controls across gateways and networks, servers, clients and applications. We will supply you with defenses and anti-malware, encryption and firewalls, so you are always prepared to do battle with any lurking intruders. We will deliver a solid strategy that includes protection, detection and reaction so you've got a security solution designed specifically for your organization. That's how CDW does defense-in-depth security.

Next-Generation Firewall and IPS

Our Next-Gen Firewall offerings enable strong threat detection to protect users as well as your network. These platforms are designed and engineered to help leverage the cloud, support virtual malware analysis, sophisticated sandboxing techniques and enable true IPS capabilities in a single architecture. Your security team could now be armed with early warning and notification systems to help assist with quick investigations and forensic triage.

Content Security

Today's email security features do more than just control spam. They help keep phishing and malware from infecting your entire system, help prevent disruptive leaks and offer the ability to sandbox suspicious items — incredibly useful tools for anyone trying to keep up with the quickly evolving threat landscape. Web security solutions protect employees from phishing attacks, keep them away from watering holes and protect against malvertisements. Our web security solutions help limit employee use of applications to control the flow of data and access to infrastructure and proprietary information.

Information Security

CDW's Security Assessment Team is dedicated solely to security consulting. This elite squad of white-hat hackers performs assessments and penetration tests for vulnerabilities within your network. They use their findings to give detailed advice to help you make informed decisions on risk management, resulting in a safer environment for your organization. CDW also proudly offers the services of its Threat Check Team. This group performs complimentary, value-added malware assessments, providing you with the insights you need today to face tomorrow's security threats with confidence.

Microsoft Security Services

With individuals using dozens of applications daily and working on multiple devices, enterprises must have systems in place to simplify identifying users and controlling their access on your network. CDW can design and deploy the right Microsoft identity management solution for you.

Policy and Access

Policy and Access involves all network access attempts, verifies their identity and ensures their compliance with security policies. This process regulates device and user access to the network according to set policies based on client configuration and/or end-user authentication. Without the right Policy and Access solution, your network is vulnerable to threats from outside and within your organization. CDW can help implement a solution that will result in a better-protected network.

Network Visibility and Advanced Endpoint Protection

Go beyond traditional chokepoint and perimeter threat detection by utilizing the intelligence of the network and information that is available on the endpoints. Take advantage of the power of NetFlow and get advanced visibility, analytics and protection. You can see everything happening across your network and data center.

Security Consultation Services

CDW can help organizations align their business, operational and security objectives to support essential security initiatives.

IoT/Digital Transformation

The Internet of Things (IoT) is already delivering positive economic impact in every industry. The value and successful business outcomes from digitization will continue to expand for years to come. The risks, to every organization, of not implementing a digital transformation strategy are too great to ignore. As a leading provider of IoT and digitalization solutions, CDW has a proven, prescriptive approach to help our clients be successful.

Consultative Advisory Services

CDW's Consultative Advisory Services team provides leadership in aligning organizational objectives with IT strategy, with a goal of achieving the preferred results to essential business initiatives.

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NEXT–GENERATION FIREWALL AND IPS
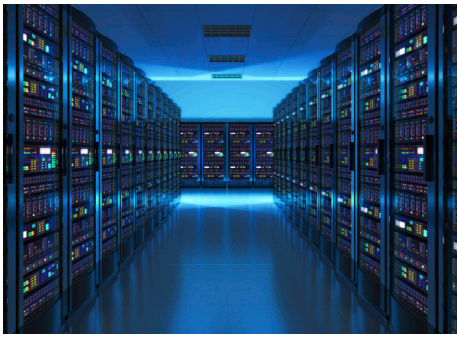
An increasingly mobile workforce is accessing your network with personal devices. Your organization's data is flowing to and from the cloud with increasing speed. The Internet of Things is connecting more devices to the web than ever before. Each of these advances has made network security more complex and even more critical to your organization. A robust network defense strategy lets you understand which people and devices are accessing your network — and what they're doing when they get there. We understand that the internal demands are lofty and that the stakes couldn't be higher. We have the partner relationships and experience to consult, design and implement the right security infrastructure to meet your unique needs — before, during and after an attack.

Next Steps

An in–depth discussion with CDW can provide you with more insight into the importance of this work and help determine how much effort will be required. Contact your CDW account manager to speak with one of our cybersecurity solution architects.

Solution Benefits

Your organization can achieve the following by employing a CDW Next–Generation Firewall and IPS solution:

· Make sure only people you want to have access to your network are permitted to do so.

· Protect users and secure the traffic that is coming into and out of your network.

· Protect valuable assets inside your data center.

· Ensure users are not visiting dangerous websites that could result in your environment being exposed to malware.

· Prevent users from visiting workplace–inappropriate websites.

· Keep rogue devices off of your network.

Vendors Supported

· Cisco
· Palo Alto Networks

CDW can deliver additional Cybersecurity solutions by utilizing its vast network of trusted third–party partner service providers.

Services Offerings

Core services within CDW's Next–Generation Firewall and IPS solution area include:

Professional Services

· **Cisco ASA with FirePOWER Planning, Design and Implementation:** CDW can evaluate business and technical requirements and custom design a solution for your organization. We will plan the deployment and then help you implement the solution.

· **Cisco ASA with FirePOWER Health Check:** CDW will evaluate whether your organization's current ASA with FirePOWER deployment meets your requirements. We will provide a findings report, assist in Next–Generation application firewall rule creation, remediation and make upgrades as requested.

· **Palo Alto Planning, Design and Implementation:** CDW can evaluate business and technical requirements and custom design a solution for your organization. We will plan the deployment and then help you implement the solution.

· **Palo Alto Health Check:** CDW will evaluate whether your organization's current Palo Alto deployment meets your requirements. We will provide a findings report, assist in Next–Generation application firewall rule creation, remediation and make upgrades as requested.

Managed Services

Security Infrastructure and Information Security solutions require constant attention to reduce risks associated with vulnerabilities. CDW can help your IT team stay vigilant and focused by taking on the responsibilities for tasks associated with monitoring, upgrades, maintenance, and reporting and management for your Cisco and Palo Alto security infrastructure.

Configuration Services

Technology products don't come off the assembly line ready to work for you. They must be custom–configured to meet your organization's unique needs and specifications. That's not as easy as it sounds. It takes time and expertise that your IT team might not have. CDW has a wealth of experience in satisfying customers' needs for Network and Security Device Configuration, Rack Configuration, Firewall and Router Remote Configuration, Cisco Web and Email Security Remote Configuration, Asset Management Services and Delivery and Distribution Optimization.

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CONTENT SECURITY

As essential as email and internet access are for today's businesses, hackers view them as a door into organizations' networks and sensitive information. Spam filters have gotten better at stopping unsolicited and undesirable emails, but the variety and ingenuity of attacks is growing — and basic products have given many customers a false sense of safety. As for the web, employees can unwittingly put your organization at risk by clicking where they shouldn't. CDW can help design a solution to minimize threats from damaging your organization.

Next Steps

An in-depth discussion with CDW can provide you with more insight into the importance of this work and help determine how much effort will be required. Contact your CDW account manager to speak with one of our cybersecurity solution architects.

Solution Benefits

Your organization can achieve the following by employing a CDW Content Security solution:

· Cloud architecture that boasts 99.999 percent uptime.

· Combine traditional URL filtering, reputation filtering, malware filtering and data security on a single platform.

· Global email threat intelligence, with spam blocking, malware protection, outbreak filters, data loss prevention, forged email detection and more.

Vendors Supported

· Cisco

Services Offerings

Core services within CDW's Content Security solution area include:

· **Cisco Web Security Appliance (WSA) Planning, Design and Implementation:** CDW can evaluate business and technical requirements to help secure users' connectivity to the internet and custom design a solution for your organization. We will plan the deployment and then help you implement the solution.

· **Cisco Web Security Appliance (WSA) Health Check:** We can evaluate whether your organization's current Web Security Appliance deployment meets your requirements, provide a findings report and assist you with any design or configuration changes that are needed.

· **Cisco Email Security Appliance (ESA) Planning, Design and Implementation:** CDW can evaluate your email security requirements and design a solution for your organization. We will plan the deployment and then help you implement the solution.

· **Cisco Email Security Appliance (ESA) Health Check:** We can evaluate whether your organization's Email Security Appliance deployment meets your requirements, provide a findings report and assist you with any design or configuration changes that are needed.

· **Cisco Umbrella Planning, Design and Implementation:** Cisco Umbrella is a cloud security platform that provides the first line of defense against threats on the internet. Umbrella is delivered from the cloud, making it simple to protect all of your users rapidly. CDW can evaluate your current business requirements and help design and implement a solution that ensures you are protecting users both inside the network and on the go.

· **Cisco Umbrella Health Check:** We can evaluate whether your organization's current Umbrella deployment is optimally configured to meet your security needs, provide a findings report and assist you with any design or configuration changes that are needed.

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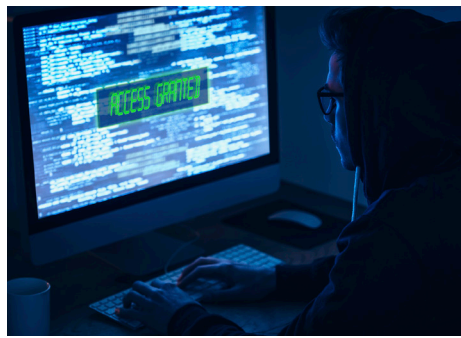
As technology and IT environments continue to evolve at a rapid pace, security risks evolve right alongside them. In today's climate, you can't afford to be caught off guard when a security breach occurs.

A third-party security risk assessment process is the best way to root out vulnerabilities in your infrastructure before any damage occurs. CDW's security threat assessment experts are here to put your network to the test and develop a smart risk management plan tailored to your organization.

Our team of white-hat hackers has been performing security threat assessments since 1998. From small business security protocols to enterprise risk management, we customize each service using security tools developed by our expert engineers as well as industry-standard tools.

Solution Benefits

Your organization can achieve the following by employing a CDW Information Security solution:

- Critical insight into undetected issues that pose significant risks to enterprise security.

- Factual information on security threats will leave you better prepared to defend your enterprise.

- Armed with practical, action-oriented information, your IT department can take immediate action to remedy major security issues and reduce the risk of future compromises.

- Minimal demands on your IT department's time.

Services Offerings

Core services within CDW's Information Security solution area include:

Technical Testing Services

- **Vulnerability Assessment:** Our Vulnerability Assessments are designed to help you keep pace with evolving threats by evaluating current IT systems to determine and categorize present vulnerabilities that could be exploited by a sophisticated adversary. Our teams will classify and rank vulnerabilities, so you can prioritize risks and take on the most destructive threats first. A thorough assessment provides you with a customized report with cost-effective, concise recommendations to tackle specific security problems or threats that might require Penetration Testing.

- **Penetration Testing:** For a deeper dive into security issues, the assessment team can perform "ethical hacking" to identify vulnerabilities that cannot be found without significant manual analysis. This testing can reveal vulnerabilities such as poor passwords, default passwords, and chain-of-trust issues that can allow hackers to breach the network and attack other systems on the network.

- **Configuration Review:** CDW security engineers can review the configuration of various platforms from border routers to back-end mainframes and make recommendations to help customers bring their systems into line with accepted best practices, ensuring that they are taking full advantage of their gear's security capabilities.

- **Application Assessment:** CDW security engineers can attempt to break into an application used by your organization, whether it be an off-the-shelf product or one developed by your team. We will then make recommendations for improving security.

- **Social Engineering:** We can create custom phishing scams, telephone-based attacks and even physical intrusion in some instances to test your organization's level of security.

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Policy and Procedure Services

- **Framework Assessment:** CDW has developed a standards-based approach based on the National Institute of Standards and Technology's (NIST) Special Publication 800-53 to security operational framework gap analysis. We will interview members of your organization and determine where improvements can be made.

- **Compliance Assessment:** Do you need assistance with achieving or maintaining compliance with the Payment Card Industry Data Security Standard (PCI DSS), HIPAA or other standards? CDW can help. As your trusted security advisor, we can identify compliance data security shortfalls and make conservative, cost-effective recommendations to help resolve problems and help you meet regulatory requirements.

Value-added Service

- **CDW Threat Check:** To keep your network safe, CDW's Threat Check takes a proactive approach. By passively monitoring select portions of your infrastructure, this engagement shines a light on infected devices, malware, bots and compromised connections, helping your organization identify potentially compromised hosts that could be a threat to your environment. It's an easy, complimentary, value-added service that includes: Plug-and-play simplicity that your team can deploy after minor configuration of the monitoring source; vulnerability information to help you assess threats and prioritize your security budget; and fast results that give you a close look at all the malicious activity on your network. This engagement doesn't slow down your business, interfere with your network infrastructure or transmit your sensitive information. With a highly skilled team of engineers, we can help you build a plan that not only removes threats from your network but helps you design a comprehensive security solution with the right people, process and technology.

Managed Services

As an extension of your IT department, CDW provides trained experts and a cloud-based Security Information and Event Management (SIEM) solution to deliver real-time incident response, log collection and correlation, and reporting. In addition to helping you keep up with your logging compliance requirements, our experts notify you immediately of an attack, and quickly take action to block further attacks.

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MICROSOFT SECURITY SERVICES

Employees in your enterprise are working with dozens of applications and juggling multiple mobile devices. Switching from one app to another, and from one device to another, doesn't change the user's identity. Without the right tools to authenticate the identity of the user, though, things can get pretty messy and result in reduced productivity.

Life is complicated. Your workplace — with new technology, hardware and software coming online at a fever pitch — can be equally as complicated.

But it doesn't have to be.

With the right Microsoft identity management solution, controlling information about users in your environment and determining who has access to what can be simplified. CDW has the experience and resources to deliver the right solution for your business.

Solution Benefits

Your organization can achieve the following by employing a CDW Microsoft Security Services solution:

- Centralize network access policy management to provide consistent and secure access to your users, no matter how they connect to your network.

- Reduce management and support burdens by centralizing and unifying device administration, authentication and user access policy.

- Simplify guest experience for easier onboarding and administration.

- Control who and what is on your network.

- Design a solution so that resources are only granted to those users who are entitled to them.

- Provide adaptive single sign-on to identity-federated devices.

Vendors Supported

- Microsoft

CDW can deliver additional Cybersecurity solutions by utilizing its vast network of trusted third-party partner service providers.

Services Offerings

Core services within CDW's Microsoft Security Services solution area include:

Professional Services

- **Microsoft 365 Security Assessment:** The Microsoft 365 suite contains numerous products and features designed to keep applications, data and users secure, while providing advanced notification of security threats from many sources. Security is at the forefront of every organization's concerns and poses a real threat to their business. Maximize the benefits of Microsoft 365 by performing a Security Assessment of your current environment to determine where there are gaps and how Microsoft 365 can help address the risks. We can help you understand some of the features you may have overlooked and educate you on the benefits of Microsoft 365 E3 or E5 Enterprise.

- **Microsoft Active Directory Domain Services Planning and Design:** CDW will provide you with an Active Directory architecture design and an administrative model design. We can also handle consolidation and migration.

- **Microsoft Active Directory Domain Services Health Check:** CDW will investigate your domain controllers, check logs, check networking, look for gaps in security and best practices deployment, and provide detailed remediation recommendations.

- **Microsoft Active Directory Federation Services:** CDW offers a variety of AD Federation Services, including Mini Design (an abbreviated design session for deployments in the simplest scenarios), Planning and Design (a complete discussion and design session covering all AD FS topics), Build (deploy two internal AD FS servers and two AD FS proxy servers, either on-premises or in Azure), and Configuration of trusts and claims transformation rules.

- **Microsoft Public Key Infrastructure (PKI) Services:** The Microsoft PKI Services include modules to assist in the design and deployment of Certificate Services to resolve a number of issues, representing work ranking from design to deployment, enabling a number of key technologies.

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Next Steps

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- **Microsoft Public Key Infrastructure (PKI) Health Check:** This engagement is a systemic and rigorous evaluation of an existing PKI implementation. Auxiliary environments that have a dependency on the health of the PKI are also examined for functionality and configuration. The Health Check will include an architecture review and system and gap analysis. A Findings and Recommendation Report will be presented to you upon completion of the project.

- **Windows Server DirectAccess:** This engagement will provide you with a clear vision and high-level DirectAccess architecture. CDW can assist with either a pilot or production deployment of the architecture determined during the design portion of the project.

- **Azure Advanced Identity and Authentication Workshop:** This workshop service offering formulates a complex identity and authentication architecture for your organization after you've decided to move to the cloud. The cloud decision has an impact on how your environment is set up and early decisions are necessary, as the cloud identity will become the foundation for cloud transition efforts. This three-day engagement will help you understand complex environments and requirements and sort through all the available services, products and configuration options, resulting in the development of a high-level cloud identity and access architecture that meets your requirements. Among the items typically discussed during the workshop are: Azure AD Connect, Active Directory Federation Services, Microsoft Identity Manager, Azure Active Directory, Active Directory Federation Services, Microsoft Exchange/O365, Active Directory, Active Directory Lightweight Directory Services, migration tools and user experience and client behaviors.

- **Microsoft Identity Manager (MIM) Design and Pilot:** This engagement provides you with a comprehensive review of MIM requirements to synchronize identity information between your Active Directory and other identity stores. Your organization will receive an architecture and workflow design for a MIM deployment, and a pilot production deployment of MIM based on that design. CDW can assist with configuring additional identity workloads as needed and will work with you to determine the full scope of the engagement.

Managed Services

- **Azure Identity Management:** Integrating your on-premises directories with Azure Active Directory will provide a common identity for access to both cloud and on-premises resources, simplifying things for your end users. CDW Managed Services can help by providing an integration and synchronization service between your on-premise Active Directory and Azure Active Directory using the AD Connect tool. This will allow your IT team to focus on more strategic initiatives because we are taking on the responsibility of monitoring, troubleshooting and dealing with the hassles associated with managing integration and synchronization of your Active Directory environments in Azure. On-premise Active Directory and/or Active Directory Federation Services management are separate service offerings and not included.

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POLICY AND ACCESS

In today's threat–heavy environment, the enterprises that have strong risk management policies in place are the most likely to emerge from a security breach incident in the best shape.

Is there a better way to mitigate risk than by knowing who is on your network, and what each end user is doing while connected?

Every organization is now faced with employees utilizing multiple devices. Companies also need to share their network with third–party partners and contractors, not to mention guests visiting your offices. A policy and access solution designed by CDW can help secure your network against malicious activity and insider threats.

Solution Benefits

Your organization can achieve the following by employing a CDW Policy and Access solution:

· Bolster the security of your network by ensuring all end users comply with your defined security policy.

· Identify users and devices on your network.

· Restrict the data that each end user may access.

· Regulate what end users may do while connected to your network.

· Take network action on compromised or non–compliant end users.

· Verify log–on information.

Vendors Supported

· Cisco

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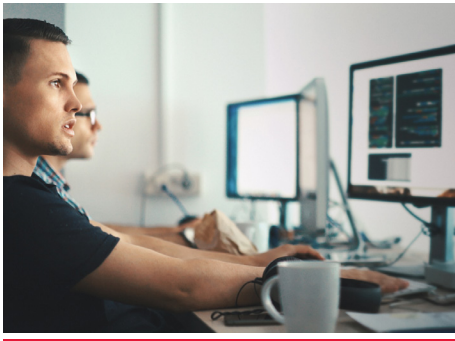
Services Offerings

Core services within CDW's Policy and Access solution area include:

Professional Services

· **Cisco Identity Services Engine (ISE) Planning, Design and Implementation:** CDW can evaluate business and technical requirements and custom design a solution for your organization. We will plan the deployment and then help you implement the solution.

· **Cisco Identity Services Engine (ISE) Health Check:** CDW will evaluate whether your organization's current ISE deployment meets your requirements. We will provide a gap analysis report, assist in remediation and make upgrades as requested.

· **Virtual Private Network (VPN) Planning, Design and Implementation:** CDW can evaluate business and technical requirements and custom design a solution for your organization's remote access and branch needs. We will plan the deployment and then help you implement the solution.

Next Steps

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NETWORK VISIBILITY AND ADVANCED ENDPOINT PROTECTION

Go beyond traditional chokepoint and perimeter threat detection by utilizing the intelligence of the network and information that is available on the endpoints. Take advantage of the power of NetFlow and get advanced visibility, analytics and protection. You can see everything happening across your network and data center. Cisco Stealthwatch alone can uncover attacks that bypass the perimeter and infiltrate your internal environment, but when you combine it with an advanced next–generation endpoint security client you get increased visibility and protection for your systems — both inside your network and for those users who are on the go.

Next Steps

An in–depth discussion with CDW can provide you with more insight into the importance of this work and help determine how much effort will be required. Contact your CDW account manager to speak with one of our cybersecurity solution architects.

Solution Benefits

Your organization can achieve the following by employing a CDW Network Visibility and Advanced Endpoint Protection solution:

· Insight into attacks and malicious activity going on inside your network that many other solutions would never make visible.

· Embed security anomaly detection into the network element, using machine learning for incident response and device–level mitigation.

· Rapidly detect, contain and remediate advanced threats if they evade frontline defenses and get inside.

· Deep visibility into executable and file activity across all of your endpoints so you can spot threats fast, scope a compromise and remediate instantly to help with all those zero–day attacks.

· Continuous monitoring and recording of network and host activity for all hosts inside and out of your network.

Vendors Supported

· Cisco

Services Offerings

Core services within CDW's Network Visibility and Advanced Endpoint Protection solution:

· **Cisco Stealthwatch Services:** CDW can provide options when deploying Stealthwatch. We can assist with either getting it up and running quickly and help alleviate problems, or offer design and deployment services for a complete enterprise rollout.

· **Cisco Stealthwatch Health Check:** CDW will evaluate whether your organization's current Stealthwatch deployment meets your requirements and make sure you are getting the visibility you expect. We will provide a findings and recommendation report and can assist with any remediation and recommendations found.

· **Cisco Advanced Malware Protection:**

  · **FireAMP Endpoint Planning, Design and Implementation:** CDW can evaluate business and technical requirements and help you quickly deploy and enable FireAMP endpoint's security features .

  · **FireAMP Endpoint Healthcheck:** CDW will evaluate whether your organization's current FireAMP deployment meets your requirements and is providing the best protection available. We will provide a findings and recommendation report and can assist with any remediation and recommendations found.

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SECURITY CONSULTATION SERVICES

Security is more than an IT concern. It is a business concern. It is a persistent effort and culture that needs to align business, operational and security objectives. Failure to align all parts and develop a comprehensive security strategy is a tremendous liability.

CDW's Security Consultation Services help clients align their business, operational and security objectives to support essential security initiatives.

Next Steps

An in-depth discussion with CDW can provide you with more insight into the importance of this work and help determine how much effort will be required. Contact your CDW account manager to speak with one of our cybersecurity solution architects.

Solution Benefits

Your organization can achieve the following by employing a CDW Security Consultation Services solution:

· CDW can conduct an in-depth evaluation of your organization's existing environment, deployed tools and business and security objectives. We analyze the results to provide findings prioritized into short-, medium- and long-term steps designed to improve your security posture, based on its risk posture and security maturity level at the time of the workshop.

· Recommendations will include guidance on how to fully utilize existing tools as well as suggestions for new tools and processes that can be implemented to improve security posture and reduce risk.

Services Offerings

Core services within CDW's Security Consultation Services solution area include:

Professional Services

· **Security Remediation Planning and Roadmap:** Using the results of an assessment, audit or penetration test, CDW will help you prioritize findings and provide guidance on how to fully utilize existing tools as well as suggestions for new tools and processes that can be implemented to improve security posture and reduce risk.

· **Security Architecture Planning and Roadmap:** Whether you are developing a segmentation or IoT security strategy, CDW can evaluate your business goals and your technology landscape to develop a strategy that is right for your organization. We go beyond the typical considerations, such as focusing narrowly on your security goals, and provide a framework that considers business requirements, operational expectations, existing investments and applications.

· **Security Enterprise License Agreement Advisor:** CDW will provide a security advisor to help facilitate the rollout and alignment of security products and to ensure that your organization is getting the most benefit out of your ELA.

· **Solution Evaluation:** Whether you are implementing a new solution or upgrading an existing one, CDW can help you evaluate your current environment, deployed tools and business and security objectives to determine gaps and identify tools that might be required to fulfill objectives.

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IoT/DIGITAL TRANSFORMATION

The Internet of Things (IoT) is one of the biggest technology innovations in recent history. From wearables and smart–home devices to connected infrastructure, it's starting to change the way business gets done. However, IoT has multiple elements that come in many varieties – and without the right pieces, you can't collect data and apply it to meaningful outcomes. CDW can assist your organization with a full range of security solutions for IoT systems, devices and related services.

CDW has the technology specialists, services and leading partners to help you orchestrate an IoT solution that meets the specific needs of your business, regardless of the industry in which you operate.

Next Steps

An in–depth discussion with CDW can provide you with more insight into the importance of this work and help determine how much effort will be required. Contact your CDW account manager to speak with one of our qualified business architects.

Solution Benefits

Early adoption of IoT solutions enables organizations to boost bottom lines by being positioned to take advantage of the latest techonologies. Among the tangible benefits your organization can achieve with a CDW IoT/Digital Transformation solution are:

· Reduce operational cost.

· Drive process and quality improvement.

· Boost revenue through differentiation and improved customer service.

· Increase safety and security.

· Lower response times.

· Enhance visibility for better decision–making.

· Cut energy costs.

Services Offerings

Core services within CDW's IoT/Digital Transformation solution area include:

· **IoT Envisioning Workshop:** The first step in building an IoT solution specifically designed for your organization is the IoT Envisioning Workshop. A CDW business architect, who specializes in digital transformation and has experience in your specific industry, will work with members of your organization to assess your current situation, learn your desired outcomes and build a roadmap for moving forward. Since detailed collaboration between your team and the CDW business architect is central to the success of the workshop, we kindly request the uninterrupted participation of your organization's key stakeholders during the Workshop. This complimentary, half– to one–day engagement will result in the delivery of a presentation for members of your organization to review and validate. As part of this service, CDW will:

· Review your existing technology infrastructure

· Discuss goals and challenges

· Work through technology solutions that others in your industry are deploying with desirable results

· Brainstorm potential initiatives that could provide further differentiation and value

· Establish a desired transformed environment that meets the established goals

· Break down technology challenges and solutions into specific projects

· Sequence projects in order of transformation prerequisites and priorities to deliver maximum value

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CONSULTATIVE ADVISORY SERVICES

IT continues to grow at an exponential rate. Its near–constant evolution and ever–increasing demand for speed, agility and scalability presents a host of challenges with no universal solution. Failure to develop a comprehensive IT strategy encompassing perfect alignment with business objectives and continuous process improvement is a tremendous liability. Due to the prolific advances in mobility, the march toward cloud computing and the enormous risk and catastrophic liability of lax security policies, every IT environment, whether infant or enterprise, must account for dynamic change.

CDW's Consultative Advisory Services team provides leadership in aligning organizational objectives with IT strategy, helping clients achieve the results needed to support essential business initiatives.

Solution Benefits

Your organization can achieve the following by employing a CDW Consultative Advisory Services solution:

· Fully–aligned IT operations with business requirements and corporate objectives.

· Effectively–leveraged infrastructure, applications and resource capabilities.

· Metric–based IT operations with known and measurable business outcomes.

· Continuous process improvement methodology.

· Increased IT maturity supporting a value–based IT service model.

Services Offerings

Core services within CDW's Consultative Advisory Services division include:

Professional Services

· **IT Strategy Roadmap Development Service:** This engagement is designed to help guide an organization's journey to transform its business, providing greater business agility, flexibility, mobility and collaboration, while meeting or exceeding the service and/or operational level commitments of the organization. So you can make educated decisions on how to move your business forward, these solutions take into consideration key components including:

  · Long–term business and growth strategy

  · Potential dependencies which can be caused by the integration of existing and new technologies

in addition to the high–level requirements when new architectures are introduced

· Solutions that could augment or enhance the existing infrastructure and/or supporting IT processes

· Workload and infrastructure interaction

· User experience

· Agility and scalability

· Tools and support to add or enhance IT governance capabilities

· Security and tools alignment

· Service and operational level support agreements

· Alignment with client business, industry and regulatory requirements

· **Policy and Process Design Service:** This engagement is designed to help guide organizations in building a viable and sustainable framework that meets the business requirements and helps drive better performance. The results are an understanding of the business vision, values and goals paired with the appropriate policies, processes and procedures to help organizations get to the next level. Maintaining high quality is an on–going effort, as policies and procedures need to be reviewed and updated at least annually to make improvements and keep them current. The processes enacted are designed to assist organizations with:

  · Ensuring standardization and consistency

  · Measuring performance

  · Training

  · Continuous improvement efforts

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An in-depth discussion with CDW can provide you with more insight into the importance of this work and help determine how much effort will be required. Contact your CDW account manager to speak with one of our consulting architects.

- **Feasibility Study Service:** This engagement is designed to help organizations discover and analyze initiatives surrounding environment, resource requirements and ultimately the prospects of success. CDW will analyze the big picture in a top–down fashion covering all critical areas in order to make a sound decision on whether to move forward with a business plan. CDW will provide a comprehensive report depicting where and how the business will operate, potential obstacles, competition and the funding needed to get the initiative up and running. This is typically based on assessing:

  - Technical feasibility
  - Economic feasibility
  - Legal feasibility
  - Operational feasibility
  - Schedule feasibility

- **Asset Lifecycle Management Service:** Asset Lifecycle Management (ALM) is a process that manages the stages an organization's assets go through. Multiple hardware platforms, different operating system versions and frequent replacement cycles all place an enormous management burden on IT. This engagement is designed to help guide organizations in building a viable and sustainable Asset Lifecycle Management system to meet current and future state requirements. The strategy and framework provided helps to develop the foundation and creates the basis for other initiatives like: cloud adoption, metric programs and mergers/acquisitions.

CDW **PEOPLE WHO GET IT**