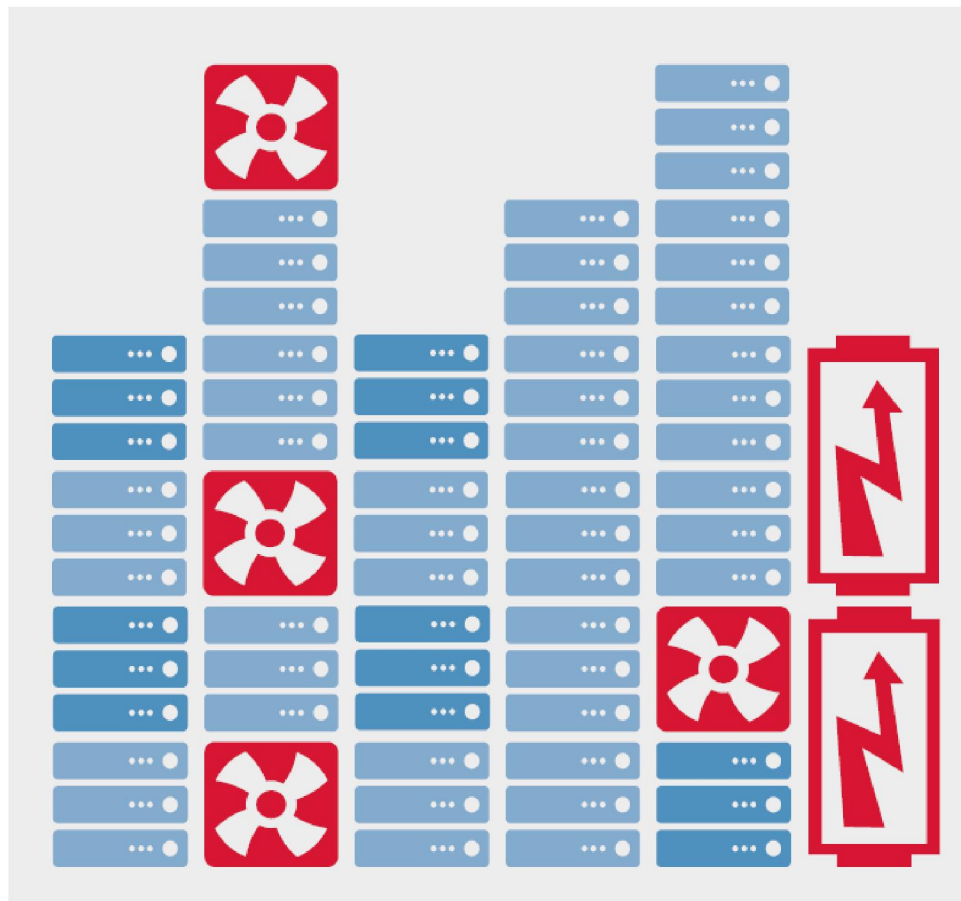


Virginia IT Agency
Network Products and Services
RFP 2021-10
August 4, 2021

Exhibit H – Supplier Procurement and Subcontracting Plan



*CDW Government LLC
230 N. Milwaukee Ave.
Vernon Hills, IL 60061*



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CDW•G's Appendix B – Supplier Procurement and Subcontracting Plan is presented on the following page.

Describe in detail information on all mentor-protégé programs and participation that your firm is involved with.

Commitment to Diversity

At the heart of every diverse business program is the drive to foster diverse communities' inclusivity and drive local economic growth. It's a government's commitment to strengthen civic engagement and level the playing field. CDW•G supports this effort, too. We launched our Supplier Diversity program in 2007 and have continued to increase our positive impact on diverse businesses since the program's inception.

In 2019, CDW•G became a member of the [Billion Dollar Roundtable](#) (BDR), joining an exclusive group of U.S.-based companies that have procured more than \$1 billion annually from minority- and women-owned businesses on a first-tier basis. CDW•G will continue to partner with local SWaM contractors that we can onboard as part of the VITA Network Products and Services contract.



CDW•G not being a diverse prime has the privilege, opportunity, and responsibility to partner with diverse suppliers and bring them with us to every opportunity. Just like our customers, their procurement practices, and technology in general, our Supplier Diversity program is adaptive in order to accommodate the unique and changing needs of our customers. To bolster our support of VITA's contracting goals, CDW•G endeavors to work with our supplier diversity team and local partners to explore ways to grow our SWaM representation in the Commonwealth and while supporting VITA's diverse supplier goals.

Economic Impact of our Supplier Diversity Program in Virginia

CDW•G's supplier diversity program spreads economic development to communities through the engagement of small, diverse suppliers. The impact of this program expands beyond the immediate suppliers. CDW•G's diverse suppliers and the employees they hire to engage other suppliers in their supply chain and their communities. This engagement creates a multiplier effect that ripples through the economy. Of the \$558.4M of 2020 purchases CDW•G procured from Virginia-based small and diverse businesses, this resulted in \$1B in total local economic production in the Commonwealth.

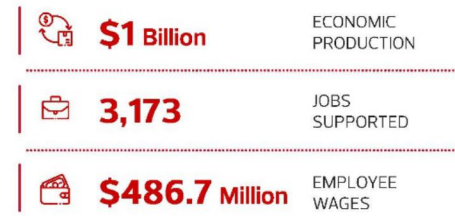


CDW's supplier diversity program spreads economic development to communities through engagement of small diverse suppliers.

The impact of this program expands beyond the immediate suppliers. CDW's diverse suppliers and the employees they hire engage other suppliers in their supply chain and in their communities. This engagement creates a multiplier effect that ripples through the economy.

\$558.4 Million Purchases from Virginia based small and diverse businesses

THE MULTIPLIER EFFECT OF OUR SPENDING



This report is based on an analysis of CDW's purchases in 2020 from small and diverse businesses using IMPLAN's input-output multipliers, and certification information in supplier's diverse supplier database.

CDW•G Diversity Mentoring and Protégé Relationships

Another important aspect of the CDW•G Supplier Diversity program is our support and participation in various organizations and events focused on developing relationships and business opportunities within diverse communities.

CDW•G is a National Corporate Member of the National Minority Supplier Development Council, Inc. and The Women's Business Enterprise National Council. CDW•G supports other organizations, as well, which include the National Veteran-Owned Business Association and National Gay & Lesbian Chamber of Commerce.



Not only does CDW•G contribute financially to these organizations, but we also engage in advisory councils, attend and host events, and provide resources to support the organizations' focus on continued growth and success.

Our diversity and inclusion programs are detailed at <https://www.cdw.com/content/cdw/en/about/overview/diversity-and-inclusion/supplier-diversity.html>

Though not a woman-owned company, it is essential to note that since January 1, 2019, CDW has been led by a woman executive – CEO Christine Leahy. Only 6.6 percent of 2019 FORTUNE 500 companies have a female CEO. Ms. Leahy has been with CDW for 17 years,

previously served as the company's chief revenue officer, and was the company's first general counsel.

Exhibit H - Supplier Procurement and Subcontracting Plan

All small businesses must be certified by the Commonwealth of Virginia, Department of Small Business and Supplier Diversity ("DSBSD") by the contract award date to participate in the SWaM program. Certification applications are available through DSBSD online at <http://www.sbsd.virginia.gov/>.

Supplier Name: CDW Government LLC _____

Preparer Name: Adam Friedrich _____ Date: 07/28/21 _____

Instructions

- A. If you are certified by the DSBSD as a small business or as a micro business, complete only Section A of this form. This includes DSBSD-certified small women, small minority, or Service Disabled veteran-owned businesses when they have received DSBSD small business certification.
- B. If you are not a DSBSD-certified small business, complete Section B of this form.

Section A

If your firm is certified by the DSBSD, are you certified as a (**check all that apply**):

- _____ Small Business
- _____ Small and Women-owned Business
- _____ Small and Minority-owned Business
- _____ Small Service Disabled Veteran-owned Business
- _____ Micro Business
- _____ Micro Business and Women-owned Business
- _____ Micro Business and Minority-owned Business
- _____ Micro Service Disabled Veteran-owned Business

Certification Number: _____

Certification Approval Date: _____

Certification Expiration Date: _____

Section B

Populate the table below to show your firm's plans for utilization of DSBSD-certified SWaM businesses and Non-SWaM businesses directly performing the Requirements of this contract. This shall not exclude DSBSD-certified micro businesses or women, minority, or service disabled veteran-owned businesses when they have received the DSBSD small business certification. Include as well businesses that ARE NOT SWaM businesses that will be utilized in directly performing the Requirements of this contract. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.

Small Business Name & Address DSBSD Certificate # (Leave certificate number blank if Non-SWaM)	Status if Small Business is also: Women (W), Minority (M) Service-Disabled Veteran (D), Micro Business (O) Non-SWaM (NS)	Contact Person, Telephone & Email	Type of Goods and/or Services
Betis Direct, LLC. 1420 Beverly Rd., Suite 320 McLean, VA 22101 Cert #:801269	Small And Minority Owned	Tom Lyons 757.331.1200 tom.lyons@betisdirect.com	Network Products and Appliances
AIS Network 919 E. Main St. Suite 1034 Richmond, VA 23219 Cert#:723554	SWaM Certified Small Business	Fred Norman 804.690.1497 fred.norman@aisn.net	Network and Security Services
Henkels and McCoy, Inc. 985 Jolly Road Blue Bell, PA 19422	Not Applicable – Large Business	David Bracaglia 703.550.0450 dbracaglia@henkel.com	Structured Cabling Provider for Wired and Wireless Networking
Lanier Electronics Group, Inc. 16000 Trade Zone Avenue #401 Upper Marlboro, MD 20774 Cert #: 698911	Minority Owned	Jane Lanier 301.430.0900	Low voltage electrical work; electronics cabling and installation for computer systems, telephone systems, cable TV, fire and security alarms.
Pierson Computing Connection Inc. P.O. Box 206 New Kingstown, PA 17072 Cert. #: 669119	Women Owned	Dabra A. Pierson 717.796.0493	Computer hardware; computer software; computer accessories and supplies; low voltage electrical work for computer systems, telephone systems, cable TV, fire and security alarms

SWaM Overall Commitment Percentage			10%
Please state here the overall commitment percentage for DSBSD-certified SWaM businesses directly performing the Requirements of this Contract:			
Note: The percentage above ONLY APPLIES to DSBSD-certified SWaM businesses who are directly performing the Requirements of this Contract. Do not include in the percentage any businesses performing the Requirements of this Contract that are non-SWaM businesses.			

