



University of Pittsburgh

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To: University Purchasers
From: Maureen Beal, AVC Financial Operations *Maureen Beal*
Date: January 7, 2013
Subject: CDW-G Preferred Provider Award

In conjunction with the savings and efficiencies resulting from the University's new relationship with Dell, the Office of the Chief Financial Officer is pleased to announce the award to CDW Government, LLC (CDW-G), as the preferred provider of Information Technology Peripherals and Supplies. Through this relationship, CDW-G will be able to provide the University community with the same depth and breadth of IT peripheral products as are available currently at significant discounts, while providing a one stop shopping experience through the PantherExpress System.

This contract award resulted from a competitive bidding process overseen by a commodity advisory team consisting of representatives from Arts & Sciences, the Schools of Health Sciences, the Office of the Chief Financial Officer and the Office of the Chief Information Officer. Prior to requesting supplier proposals, the team conducted a thorough analysis of the University's purchasing preferences, service requirements, and the IT peripherals market segment. In addition to providing significant cost savings, CDW-G was chosen based on their responsiveness, technical and customer support and their commitment to sustainability and diversity initiatives.

This six-month project will result in very significant product cost savings, approximately \$1 million over 3 years, for University staff and faculty. This new preferred provider relationship with CDW-G will benefit individual customers as well as the University as a whole in the following ways:

- Reduction of administrative costs by streamlining the procurement process in the PantherExpress System
- Elimination of time spent on comparison shopping by providing the best total cost from one source
- Improved customer support with a dedicated team of representatives
- Increased savings through a contractual agreement for free freight

The significant contractual benefits to staff and faculty were achieved in part by leveraging the University's volume and purchasing power through CDW-G. Therefore, it is requested that you make CDW-G the first-stop provider of IT peripherals. Specifically, the following purchasing choices are encouraged:

- Exact match (same brand and item) products are to be purchased from CDW-G. Competitor exact match products will no longer be available on the PantherExpress System
- First consideration should be given to CDW-G's top-quality, discounted technical equivalent products
- Unique, one-of-a-kind products from CDW-G competitors will still be available on the PantherExpress System

In these difficult economic times, we appreciate your cooperation in achieving the full benefits of this new contract.

Answers to frequently asked questions and other important updates are available here:

<http://cfo.pitt.edu/cqi>

cc: Arthur G. Ramicone
Jinx Walton