

Connection Proposed Goods and Services

Executive Summary

We, at GovConnection, Inc. d/b/a Connection Public Sector Solutions (Connection) appreciate the opportunity to respond to The Interlocal Purchasing System (TIPS) RFP 200105 for Technology Solutions, Products and Services and offer the enclosed proposal response for your review and consideration.

We understand that, within the scope of this RFP, TIPS wishes to establish a contract with one or more qualified vendors to provide cost effective and competitive pricing for IT software and services, nationwide, to its members.

Throughout our response, we will demonstrate that ***we have the history***, the ***understanding***, the ***experience***, the ***product/service solutions***, and the ***overall best value*** to meet the primary goals and objectives outlined in your RFP.

Connection's History Servicing TIPS

Connection is extremely proud of our long history, holding and servicing various TIPS contracts since 2012. Upon award, we are confident that we can execute this contract and perform to TIPS' satisfaction. We look forward to the opportunity to continue to work with you as an extension of your team and remain committed to your success and ongoing satisfaction.

Connection's Pricing Commitment Summary

Connection is offering a Cost Plus method of pricing to our entire catalog of software and professional services. This method allows for changes in industry costs, special pricing requests, and subsequent savings to be passed on to you on a consistent basis. Industry costs are automatically updated through our internal systems and provides for real time calculation of the cost (cost in the system at time of quote) plus method in our order entry system.

The proposed cost plus percentages will be applied as listed on the submitted pricing spreadsheets. We have affiliations with over 1,600 manufacturers, so are able to leverage our buying power to provide our clients competitive market benefits in the Information Technology market. Connection maximizes these relationships daily by monitoring cost changes in a live feed environment, which allows us to pass on any cost savings immediately to TIPS. This is the most advantageous pricing method for TIPS members.

Why Connection?

GovConnection, Inc. d/b/a Connection Public Sector Solutions (Connection) is a premier reseller and national IT solutions provider of a wide range of over 300,000 information technology products and services/solutions from over 1,600 manufacturers; we support our customers in designing, enabling, managing, and servicing their IT environments.

We are part of the Connection family of PC Connection, Inc., which was founded in 1982. In 2016, PC Connection announced corporate rebranding. New "Connection" brand unites all subsidiaries (PC Connection, GovConnection, MoreDirect, Softmart and GlobalServe) under one clear, concise, and powerful brand name. NASDAQ stock ticker changes from PCCC to CNXN.

The Connection family, a Fortune 1000 company, currently employs over 2,500 people and has revenues in excess of \$2.9 Billion. Today, our employees work in offices in New Hampshire, Connecticut, California, Florida, Illinois, Massachusetts, Maryland, New Jersey, Ohio, Pennsylvania, South Dakota, Utah and in our full service, ISO 9001:2015-certified technical configuration lab and distribution center in Wilmington, Ohio.

Connection is fully capable of providing the products requested in this RFP, in large part, due to our:

- Long, rich and successful history providing similar products to our Public Sector customers (36+ years)
- 8-year history servicing various TIPS contracts
- Experienced and fully-trained National Sales Team already in place to service the TIPS contract
- Marketing team in place to service the TIPS contract
- Objective solutions recommendations
- Financial stability
- Nationwide distribution
- Free standard, ground shipping

We aim to deliver on price, product and outstanding customer service. In addition to providing IT hardware/ software, we are able to perform a wide array of professional services and have a highly trained team of technical experts to assist in areas covering the network switch equipment, such as custom services or other practices, should the need arise. Some of our other practices include: Converged data center (includes servers, storage, virtualization and backups), Networking, Cloud, Software, Security, Lifecycle, Mobility and Digital services.

Connection Differentiators

We offer a partnership that can deliver the most comprehensive solution. Connection's offer is based on our unique capabilities that cannot be matched due to the extent and breadth of our expertise and the long reaching product and services knowledge base. We believe that price, product selection and availability, combined with service and support, are the most important competitive factors in our industry. Some of the differentiators that set us apart from the competition include:

Experienced / Highly Trained

Connection believes our employees, specifically our sales force, are the lifeline for our customers. We invest in training programs for our service and support personnel, with an emphasis on putting customer needs and service first. We continually expand and tailor our training and evaluation programs, system enhancements, and sales tools to focus on assisting our sales personnel in improving their expertise and effectiveness. Because of this, constant training and improvement are a priority. We want our customers to respect and trust the knowledge provided by their dedicated account team.

Some of the training programs our employees have access to are:

- New Account Managers receive three months of thorough training on contracts, product offerings, industry trends, internal infrastructure/applications and available support avenues, prior to being assigned a dedicated territory.
- Continuing Education training is provided, with manufacturers, to keep our employees abreast of industry trends and the latest technology. This is accomplished through Small Group training, vendor forums, WebExs, and frequent Lunch-and-Learns.

- Vendors such as HP, Cisco, VMWare and Microsoft offer training to allow our sales force to become certified in their products.
- Our parent company, PC Connection, Inc., offers ongoing Professional Development courses including Communication Skills and Microsoft Office Applications
- Ongoing training is available on Industry Regulations and Contract Requirements

Objective Solution Recommendations & Accolades

Connection has a history, of over 38 years, of maintaining strong, long-standing manufacturer/vendor partner relationships; we were among the first direct marketers, qualified by manufacturers, to market computer systems to end users. Our current portfolio includes over 300,000 products from over 1,600 manufacturers. These established manufacturer relationships enable us to offer you deep pricing discounts.

One of the most important IT needs is to procure lasting products at high cost savings. As a premier, authorized reseller having no ownership affiliation with any of these partners, we are able to garner extremely competitive pricing for TIPS members.

We were among the first direct marketers, qualified by manufacturers, to market computer systems to end users. These established manufacturer relationships enable us to offer you deep pricing discounts.

A Sampling of Connection's Vendor recognition includes:

- 2017, Microsoft Double Gold Level of Excellence in Operations Award
- 2017, Hewlett Packard Enterprise NSP SLED Partner of the Year,
- 2017, Lenovo Platinum Data Center Partner
- 2017, RedHat Rising Star Partner of the Year
- 2017, CHIME Partner of the Year
- 2017, Vizient Innovative Technology Designation – Awarded Supplier
- 2016, Microsoft Operations Excellence Award
- 2016, Dell EMC Healthcare Partner of the Year
- 2016, Symantec Growth Partner of the Year
- 2016, Kaspersky Lab's Large Account Reseller (LAR) of the Year Award
- 2016, Americas VMware Partner Innovation Award in the Renewals category
- 2016, Premier's Continuum of Care Award
- 2015, HPE Federal Enterprise Group Partner of the Year
- 2015, Dell Partner Direct NSP Partner of the Year
- 2015, Symantec Growth Partner of the Year
- 2015, Microsoft Operational Excellence Award
- 2015, Ranked Top 20 of CRN's Solution Provider 500
- 2014, VMware Mid-Market Partner of the Year
- 2014, HP Server Growth Partner of the Year
- 2014, Adobe Partner of the Year
- 2013, Cisco Partner of the Year
- 2013, EMC Partner of the Year
- 2013, E&I Partner of the Year
- 2012, E&I Best-In-Class Member Responsiveness Award
- 2007, Named by FORBES as one of "America's Most Trustworthy Companies" ranking in the top 25% of the list.

Connection has attained industry leadership by adhering tenaciously to a high standard of quality—in our people, products, partnerships and technology. Despite our continued growth, we have never lost sight of the core of our success—customer satisfaction.

Accessibility

At Connection, our Account Managers work closely with senior management. Our team managers are only two levels away from our President, Bob Howard. Our entire Sales Team has daily interactions with our President and Vice Presidents, so everyone stays in tune with customers' needs. This also means that you have access to the top levels of our management with a quick phone call or email. We strive to be highly responsive, nimble, and adaptive, and this allows us to serve in ways that other companies cannot. If a customer needs us to change a process quickly, we can accomplish this and still meet timelines.

Marketing the TIPS Contract

Connection will provide information and training to any TIPS customer willing to meet with a member of the Connection Sales Team, to go over the contract.

Connection's Internal Marketing Team can also create email marketing material that can be sent to the end users to keep them updated on Webinar's available, as well as other events. (Lunch & Learns, One to Many, Vendor Fair, SME Webinars, Webinars, BDM Visits and Training opportunities).

Upon award, Connection commits to seek creative ways to market, to assist, to improve and to help you realize your strategic vision and the vision of TIPS members as well.

Connection staffs a dedicated marketing team responsible for our marketing strategy within the public sector market. This team has a deep understanding of technology trends within this segment, how to effectively reach the technology influencer/decision maker audience and proven track record of expanding awareness our partnership with consortiums. Their mission will be to develop, evolve, and execute the right mix of brand, customer engagement, lead generation, and sales enablement programs to increase TIPS' contract participation with Connection.

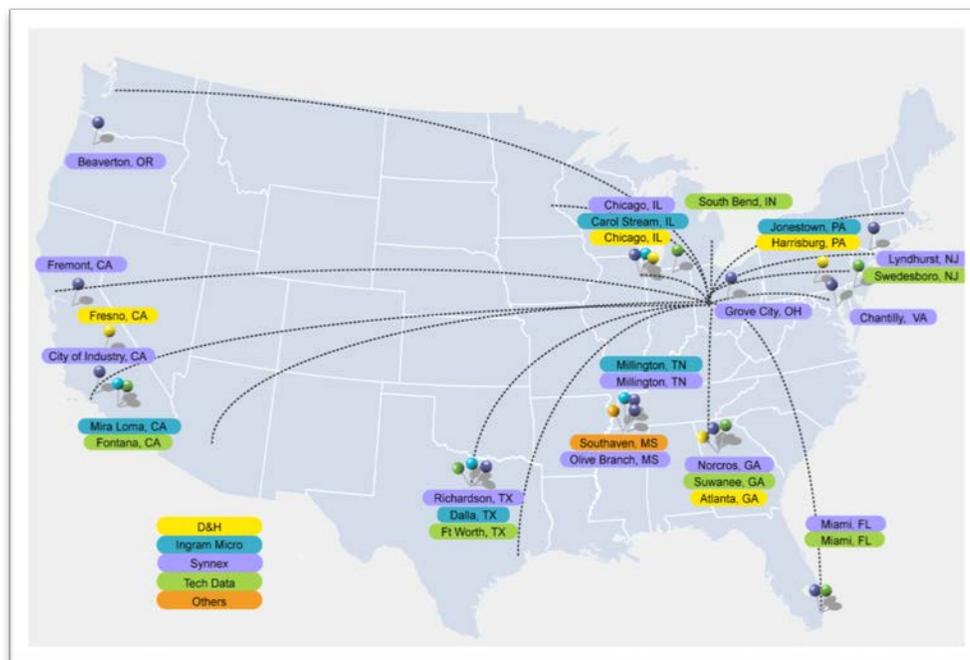
Marcia Hewey is Connection's full-time Marketing Manager. Marcia joined the Connection team in December of 2015, is the Marketing Manager for Education and Government and is committed to marketing the TIPS contract. Marcia supports the sales organization by working closely with senior sales management to develop and execute strategic initiatives that will advance the Company's value proposition, drive sales, and increase profitability while also supporting partner interest and garnering program investment. Marcia reports to Jamal Khan, President of Global Digital and eCommerce. Contact Information: Email: marcia.hewey@connection.com; Phone: 800-800-0019 ext. 2547.

Connection will be happy to provide a complete, customized marketing plan along with a proposed budget, upon award, and upon further discussions with TIPS, regarding your specific goals and expectations.

Nationwide Distribution for TIPS Members

With over \$2.9 billion dollars of buying power, Connection has priority access to the biggest IT brands in the industry—granting us the ability to maximize product availability. Our most frequently ordered items are always in stock at our Wilmington, OH, Distribution and Configuration Center, offering customers a dependable source for seamless order fulfillment. We also source products from manufacturers and can drop-ship from our suppliers' warehouses strategically located across the United States.

We maintain our own inventory, stocking our 11,000 most frequently purchased items in our warehouse to ensure regular shipment of 6,000–8,000 orders per day. Replenishments are ordered on a daily basis and are delivered the next day to our distribution center via dedicated trucks.



Free FOB, Standard Ground Shipping

Connection has a 99% ship rate and we are able to ship most in-stock items the same day the order is received. We will offer FREE FOB, standard ground shipping on all products. Our discounted shipping cost will be added to orders of \$50 or less. We are aware that on occasion, expedited or specialized delivery options may be required to meet your crucial deadlines. To meet these particular needs, we offer Expedited Overnight, Second Day, BOT (by ocean transport), Heavy Weight, Lift Gate, Inside Delivery, Hazardous Materials Delivery, Package Removal and Installation/Product Set-up. If such services are required, we ask that you contact a member of your Account Team to arrange and for a tailored rate quote.

ISO-Certified, State-of-the-Art Custom Configuration

In 2016, we relocated our Distribution and Configuration Center operations to a tremendous, cutting-edge facility that has effectively doubled our capacity for shipment and custom configuration, positioning us to meet your needs well into the future. Our commitment to customer service and satisfaction is our top priority, and our enhanced facility enables us to respond to customer needs—and continue to offer a quality of service that is second to none. Our technicians can perform a broad range of configuration services at our ISO 9001:2015 certified lab in Wilmington, OH. Our configuration services include hardware configuration, software installation, system imaging, product staging, server rack construction, custom printer construction, asset tagging, etching and custom labeling.

- Software Installation and System Imaging: We install operating systems and individual software titles, as well as create, store, and install a complete custom image on any system you buy.
 - Imaging can save hundreds of man hours in deployment time by leveraging our configuration and imaging services. This service also ensures excellence in image consistency.
 - We offer imaging services for any size order – with no minimums
 - Image can be supplied by customer or by our technicians.
 - We can manage a multitude of images, based on your needs.
 - Symantec Ghost is the preferred imaging software, although we also can use “.wim” files using Microsoft Image X.
- Laser Etching/Branded Embroidery: We can perform laser engraving services at our Distribution Center with customer-provided artwork. We also provide embroidery solutions for personalization of soft cases, such as backpacks.
- Asset Tagging: Asset Tagging makes it easier to track and manage your hardware by affixing standard, custom, or your own, previously supplied, asset tags to all your new equipment before it ships. We offer multiple tagging options, including numbering, lettering, RFID, laser engraving, and bar coding.
- Product Staging: If required, a dedicated Connection coordinator can manage the logistics of your next large rollout. We start by securely storing your new equipment in our facility. We work closely to custom-tailor a delivery schedule that works best for you.
- Branding: Have your tablets, notebooks, and tablet cases engraved with your logo.
- Custom Labeling: Custom labeling can save you time during your next rollout. We can place custom labels on the outside of your products’ packaging. Labels can include serial numbers, operating instructions, or custom messaging perfectly suited to your application.
- Custom Hardware Configuration: Our technicians add memory, extra processors, interface cards, and more. We configure notebooks, desktops, workstations, servers, routers, switches, printers, tablets, and more.
- Server Rack Construction: Our technicians will custom-build server racks that will arrive fully assembled and ready for immediate installation.
- Custom Printer Construction: We can provide printers that are fully configured for your application, and fully tested, so you know they work right out of the box.

The new facility is 268,000 square feet and 7.5 million cubic feet. This gives us not only more room to provide continuous product availability, but also room to hire more staff to complete more projects in a day. With this increased capacity, we are now capable of completing more than 1,000 custom configurations in a day, which helps us serve more customers with our proven approach to rapid response.

For additional information on the dependable and seamless distribution and fulfillment offered by Connection Public Sector Solutions' state-of-the-art Custom Configuration / Distribution Center, we hope you will enjoy the video located at the bottom of the page via the following link: <http://www.govconnection.com/technology-services/distribution-and-configuration-center>. (Please note, this video views best via the Chrome browser.)

Financially Stable

Connection Public Sector Solutions is part of the Connection family of PC Connection, Inc. As such, we offer a financially stable, Fortune 1000 company you can count on. You can depend on Connection to deliver expertise, solutions, and integrity, consistently.

Connection has the financial ability and breadth of resources to meet all of the requirements outlined within your RFP for Technology Solutions Products and Services. All financial reporting for GovConnection, Inc. d/b/a Connection Public Sector Solutions is made through our parent company PC Connection, Inc. The most current corporation financial statements and annual reports can be read at <http://ir.pcconnection.com/>.

We are pleased to offer this proposal in response to your RFP. Upon award, Connection, is confident that we can execute this contract and perform to TIPS' satisfaction.

Product Selection

Connection offers more than 300,000 products—the broadest suite of IT solutions—from all major industry manufacturers.

COMPUTING

Desktops

Acer
Apple
ASUS
Dell
HP
Lenovo

Handhelds

ASUS
HP
Motorola
Palm

Notebooks

Acer
Apple
ASUS
Dell
Fujitsu
HP
Lenovo
MSI
Panasonic
Samsung
Toshiba

Tablets

Acer
Apple
Cisco
Fujitsu
HP
Lenovo
Motion
Motorola
Samsung
Toshiba

Workstations

Apple
Dell
HP
IBM
Lenovo

Thin Clients

Acer
HP
Lenovo
Wyse

Servers

Acer
Apple
Cisco
Dell
Fujitsu
Hewlett Packard Enterprise
IBM
Intel
Lenovo
Supermicro

Server Hard Drives

Axiom
Cisco
Dell
Hitachi
Hewlett Packard Enterprise
IBM
Intel
Lenovo
Seagate
Western Digital

Server Memory

Axiom
Cisco
EDGE Memory
Hewlett Packard Enterprise
IBM
Kingston Technology
Lenovo
Micron

NETWORKING

Battery Backup

APC
Belkin
CyberPower
Eaton
Hewlett Packard Enterprise
Liebert
Tripp Lite

Cables

Belkin
Black Box
Cables To Go
PC Connection
StarTech
Tripp Lite

CD/DVD Servers

CD Int'l.
MaxOptix
Prime Array
Procom

Hard Drives

Buffalo
CMS
Dell
Fujitsu
Hitachi
Hewlett Packard Enterprise
IBM
Intel
Iomega
Kanguru
LaCie
Seagate
Toshiba
Western Digital

KVM Switches

Aten
Avocent
Belkin
D-Link
Hewlett Packard Enterprise
IOGEAR
Linksys
Raritan
StarTech.com
TRENDnet
Tripp Lite

Modems

D-Link
Linksys
TRENDnet
USRobotics

NIC Adapters

Belkin
D-Link
Hewlett Packard Enterprise
Intel
Linksys
NETGEAR
SIIG
TRENDnet

Removable Drives

Fujitsu
Hewlett Packard Enterprise
Iomega
Panasonic

Routers

Belkin
Cisco
D-Link
Hewlett Packard Enterprise
Linksys
Motorola
NETGEAR
TRENDnet

Server Racks

APC
Black Box
Hewlett Packard Enterprise
Hubbell
IBM
Lenovo
Liebert
StarTech
Tripp Lite

Switches

Black Box
Cisco
D-Link
Hewlett Packard Enterprise
Intel
Lenovo
Linksys
Motorola

NETGEAR TRENDnet

Unified Communications

Avaya
Cisco
D-Link
Linksys
ShoreTel

Videoconferencing

Cisco
Hewlett Packard Enterprise
Polycom
Sony
VoIP

Wireless

Adtran
Aerohive
Alvarion
Apple
Belkin
Blue Coat
Cisco
D-Link
Hewlett Packard Enterprise
IBM
Intel
Linksys
Motorola Solutions
NETGEAR
Ruckus Wireless
TRENDnet

PERIPHERALS

Accessories

3M
Apple
Belkin
BTI
Chief Manufacturing
Da-Lite
Ergotron
GN Netcom
Interlink Electronics
IOGEAR
Kensington
Keyspan
Lenovo
Logitech
Peerless
Plantronics
Targus
Toshiba

Cases

Kensington
Lenovo
Mobile Edge
Targus
Toshiba
Tripp Lite

CD-RW/DVD

Creative Labs
Fujifilm
HP
Iomega
Kanguru
Maxell
Microboards
Micro Solutions
Panasonic
QPS
Toshiba
Verbatim

Consumer Electronics

Apple
Dell
Electronic Arts
HP
JVC
Klipsch
Microsoft
Nintendo
Panasonic
Philips
Samsung
Sharp
Sony
SOYO
Toshiba
Vantage Point
Westinghouse Digital
Electronics

Copiers

Canon
Sharp

Digital Cameras

Canon
Fujifilm
HP
Kodak
Minolta
Nikon
Olympus
Panasonic
Polycom
Sony

GPS

Garmin
HP
Magellan
NAVIGON
Navman
Pharos

Input Devices

Adesso
Apple

Contact your Account Manager today for more information.

Business Solutions
1.800.800.0014

Public Sector Solutions
1.800.800.0019

Enterprise Solutions
1.800.369.1047

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Axiom
Gyratation
HP
IOGEAR
Kensington
Keyspan
Kingston Technology
Logitech
Macally
Microsoft
MoGo
Razer
SanDisk
Targus
Wacom

Monitors

Acer
Apple
BenQ
Dell
DoubleSight
EIZO
HP
IBM
LaCie
Lenovo
LG
NEC
Philips
Planar
Samsung
ViewSonic

MP3 Players

Apple
Archos Technology
Creative Labs
Mach Speed
Microsoft
Philips
Samsung
SanDisk
Sony

Plotters

Epson
HP

Power

APC
Belkin
CyberPower
Eaton
HP
Liebert
Tripp Lite

Data Capture & Point of Sale

Cherry
Datamax/O'Neil
ELO Touch Systems
Epson
Honeywell Image
& Mobility
HP
Intermec Technologies
Magtek

Motorola Solutions
NEC Handheld Products
Pioneer
Socket Mobile
Star Micronics
Topaz
Wasp Barcode Technologies
Zebra

Printers

Brother
Canon
Dell
Epson
HP
IBM
Konica Minolta
Lexmark
OKI Data
Ricoh
Sharp
Xerox

Projectors

Dell
Epson
InFocus
Lenovo
Mitsubishi
NEC
Optoma
Panasonic
Sharp
Toshiba
ViewSonic

Scanners

Canon
Eastman Kodak
Epson
Fujitsu
HP
IRIS
Microtek
Sanford
ScanSoft
Visioneer

Video & Graphics Accelerators

3D Labs
Apple
ATI
Diamond Multimedia
EIZO
eVGA
HP
Jaton
Matrox
MicroStar International
Pine Technology
Planar
PNY

SECURITY

Enterprise
Axis Communications

Barracuda Networks
Blue Coat
CA
Check Point
Cisco
Fortinet
Hewlett Packard Enterprise
Imprivata
McAfee
Microsoft
RSA Security
SonicWALL
SurfControl
Symantec
VMware
WatchGuard

Firewalls

Barracuda Networks
Blue Coat
Cisco
Fortinet
Hewlett Packard Enterprise
McAfee
NETGEAR
Nokia
SonicWALL
Symantec
VMware
WatchGuard

SOFTWARE

Business

Adobe
Business Objects
Corel
FileMaker
Frontrange Solutions
IBM Software
Intuit
Microsoft
Nuance
Sage

Developer Tools

Adobe
Embarcadero
FileMaker
Intel
Microsoft

Graphics

Adobe
Autodesk
Corel
Enfocus
Extensis
Microsoft
Pantone
Quark

Internet

Adobe
Microsoft

Multimedia

Adobe
Apple
ATI

Creative Labs

Networking

CA
Cisco
Citrix
Kemp Technologies
Legato
Microsoft
Symantec
VMware

Operating Systems

Apple
Microsoft
Novell
Red Hat

Security

CA
Check Point
Cisco
HP Tipping Point
Kaspersky Lab
McAfee
Microsoft
RSA Security
Symantec
Trend Micro
VMware
Websense

Storage

CA
Hewlett Packard Enterprise
Microsoft
Symantec
Unitrends
VMware

Utilities

CA
Dataviz
Diskeeper
IBM Software
McAfee
Nuance
Roxio
Smith Micro
Symantec

Virtualization

Citrix
Microsoft
Vizioncore
VMware

STORAGE

Desktops

Adaptec
Addonics
Aluratek
Apricorn
Buffalo
CMS Products
Data Robotics
Dell
Hewlett Packard Enterprise
Imation

Iomega
LaCie
Lenovo
Memorex
Microtech
Plextron
Quantum
Seagate
Thecus
Western Digital

Enterprise

Compellent
EMC
Hewlett Packard Enterprise
Hitachi (HDS)
IBM
LeftHand Networks
Lenovo
NETGEAR
Nutanix
Overland
Quantum
SimpliVity
Tegile

NAS

Buffalo
Cisco
EMC
Hewlett Packard Enterprise
IBM
Iomega
Lenovo
Linksys
NETGEAR
Overland
QNAP
Seagate
Western Digital

Tape Drives

Exabyte/Tandberg
Hewlett Packard Enterprise
IBM
Lenovo
Overland
Quantum
Sony

Tape Libraries

Hewlett Packard Enterprise
IBM
Lenovo
Overland
Quantum
Spectra Logic

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Connection[™]
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Certifications and Authorizations

Connection holds premier certifications and authorizations from leading vendors—including Cisco Gold, Hewlett Packard Enterprise Platinum, Lenovo Premier, and Microsoft Gold. In addition, our talented engineers have acquired more than 2500+ professional certifications. These certifications allow us to offer you enterprise-class service, access to volume pricing and in-demand products, software licensing programs, and expert technical service and support.

Technical Certifications

AirWatch

- Certified Enterprise Mobility Associate
- Enterprise Mobility Sales
- SE

APC

- Elite for Business Networks

Apple Authorized Reseller

- Apple Certified Macintosh Technician (ACMT)
- Apple Certified Support Professional (ACSP)
- Apple Certified Technical Coordinator (ACTC)

Avaya

- Contact Center
- IP Office
- Scopia Endpoints
- SME Communication
- Unified Communication

Cisco Gold Certified Partner

- Borderless Network Architecture Design Specialist
- Borderless Network Mobility Support Specialist
- Borderless Network Routing and Switching Support Specialist
- Borderless Network Security Support Specialist
- Cisco Certified Design Associate (CCDA)
- Cisco Certified Design Professional (CCDP)
- Cisco Certified Internetwork Expert Routing and Switching (CCIE Routing and Switching)
- Cisco Certified Internetwork Expert Voice (CCIE Voice)
- Cisco Certified Network Associate (CCNA)
- Cisco Certified Network Professional Security (CCNP Security)
- Cisco Certified Network Professional Voice (CCNP Voice)
- Cisco IP Contact Center Express Specialist
- Cisco UC on UCS Specialist
- Cisco Unity Support Specialist
- Collaboration Architecture Design Specialist
- Collaboration Support Specialist
- Data Center Application Services Support Specialist
- Data Center Architecture Design Specialist
- Data Center Support for UC Specialist
- Data Center Unified Fabric Support Specialist

Citrix Large Account Reseller

- Citrix Certified Administrator (CCA)
- Citrix Certified Enterprise Administrator (CCEA)
- XenApp
- Gold Solution Provider

Dell

- Storage · Server · Networking · Data Protection
- Client Solutions · Workstation
- Cloud Client-Computing · Windows Management
- Endpoint Management · Network Security

EMC

- Avamar Implementation Expert
- BRS Technical Architect
- Data Domain Implementation Expert
- EMCTA Technical Sales
- EMC Velocity Affiliate Enablement Certification (VAEC)
- EMC Velocity Sales Accreditation Back Up (VSA)
- EMC Velocity Sales Accreditation Consolidate (VSA)
- EMC Velocity Systems Engineer Back Up (VSE)
- EMC Velocity Systems Engineer Consolidate (VSE)
- Isilon Advanced Sales Accreditation (ASA)
- Isilon Certified Sales Associate (ICSA)
- Isilon Certified SE Associate (ICSEA)
- Isilon Technical Architect
- Networker Implementation Expert
- Recoverpoint Implementation Expert
- VNX Implementation Expert
- VNX Technical Architect
- VNXe Quickstart Certified

Hewlett Packard Enterprise Platinum

- HPE BladeSystem (ASP)
- HPE Client Consolidated InfraStructure (CCI)
- HPE Client Virtualization
- HPE Cloud and Convergence Infrastructure
- HPE Converged Cloud, Management, and Security
- HPE Enterprise Solutions (APS)
- HPE Enterprise Storage
- HPE HA and Clustering Solutions (MASE)
- HPE IMC Manager Integration Specialist
- HPE LeftHand SAN Solutions (AIS)
- HPE Networking Accredited Integration Specialist (AIS)
- HPE Networking Accredited Systems Engineer (ASE)
- HPE Networking Campus LAN Professional (Master ASE)
- HPE Networking Master Accredited Systems Engineer (MASE)
- HPE Networking Secure Mobility Specialist (Master ASE)
- HPE Professional Services
- HPE ProLiant ML/DL Servers (ASE)
- HPE SAN Architect (Master ASE)
- HPE Security Specialist
- HPE Tipping Point Security Specialist

HP Platinum

- HP Desktop, Workstations, and Notebooks (APS)
- HP Digital Signage Solutions
- HP Flow CM
- HP HA LaserJet Solutions (APS)
- HP Imaging and Printing Solutions (APC)
- HP Personal Systems
- HP Retail Point of Sale (ASC)
- HP SMB Solutions
- HP SMB Storage

IBM Premier Business Partner

- IBM BladeCenter Certified
- IBM Midrange Storage Certified
- IBM ProFlex Certified
- IBM System X Certified

JAMF

- Certified Computer Administrator (CCA)
- Certified Mobile Administrator (CMA)

Microsoft

- Microsoft Certified Database Administrator (MCDBA)
- Microsoft Certified IT Professional (MCITP)
- Microsoft Certified Professional (MCP)
- Microsoft Certified Solutions Developer (MCSRD)
- Microsoft Certified Systems Administrator (MCSA)
- Microsoft Certified Systems Engineer (MCSE)
- Microsoft Certified Technical Professional (MCTP)/Microsoft Endpoint Certified
- Gold Cloud Platform
- Gold Cloud Productivity
- Gold SAM
- Gold Volume Licensing
- Silver Datacenter
- Silver Messaging

MobileIron

- Certified Administrator
- Certified Sales Engineer

Polycom Platinum Partner

- Installed Voice
- Microsoft Optimized CX Devices
- RealPresence Environments
- RealPresence Platform

ShoreTel

- Contact Center Sales Certified
- Mobility Sales Certified

Symantec Platinum Enterprise Partner

- Archiving and E-Discover · Data Protection
- Encryption · Endpoint Management
- Enterprise Security · High Availability
- Mobility Solutions · Storage Management

VMware Premier Corporate Reseller

- Business Continuity Competency
- Cloud Provider Competency
- DaaS Competency
- Desktop Virtualization Competency
- Hybrid Cloud Competency
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- Mobility Management Competency
- Network Virtualization Competency
- Server Virtualization Competency
- Software Defined Data Center Competency
- Software Defined Storage Competency
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- VMware Certified Professional (VCP)
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