

The Quilt Software Licensing Program: Presented by MCNC & Carahsoft

Webinar
June 17, 2020
11:00 AM

The Quilt Discount Software Contract with Carahsoft

- Agenda
 - What is The Quilt
 - MCNC and The Quilt
 - Who is Carahsoft
 - Product and Institution Eligibility
 - Contract Structure
 - Contract Pricing
 - Resellers
 - How to Order
 - Q & A

The Quilt

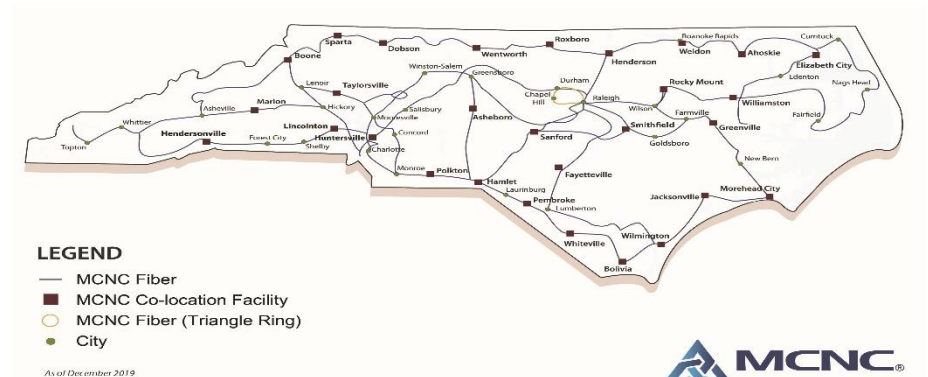
A National Coalition of Research & Education Networks

- **40** non-profit U.S. regional research and education networks
- **900+ universities** and over 95,000 public, healthcare, and non-profit institutions
- Providing **advanced network services** and applications
- **Extending network services** to the broad community
- Represent common interests in
 - Enabling **advanced cyberinfrastructure innovation**, development and delivery
 - Supporting the **adoption of technology services**



MCNC.....

- has been a member of The Quilt since 1999.
- leverages The Quilt's collective purchasing power, which enables MCNC to offer lower pricing to all of MCNC clients.
- clients connected to the network, NCREN, are eligible to order from the The Quilt - Carahsoft contract.














































The Trusted Education & Government IT
Solutions Provider

In January of 2019, The Quilt issued a Request for Proposal (RFP) to select a distribution partner to provide VMware and Related Service offerings.

In May of 2019 The Quilt signed an agreement with Carahsoft Technology to assist in providing VMware and Related Service offerings to their members at significant price reductions. To learn more about pricing or to receive a quote, please visit:

<http://www.carahsoft.com/buy/education-contracts/thequilt#product-details>

Robust Solutions Portfolio

						Innovative & Intelligence Solutions
						
						
						Vendor Marketplaces 
 Cyber Security	 Citizen Engagement	 Big Data	 Virtualization	 Cloud Computing	 Mobility	 Machine Learning & AI
 Intel Solutions	 Geospatial	 Open Source	 Education	 Healthcare	 Law Enforcement	 IoT & Drones

Who Can Access The Contract?

All MCNC Clients!

- K-12 Education
- Higher Education
- Healthcare Institutions
- Non-profits & Libraries
- State and Local Government
- Federal Agencies



Why Customers Choose to Utilize The Quilt

- The **Quilt contract is pre-negotiated**, allowing customers the ability to purchase VMware products quickly and easily as all procurement rules and requirements have been met and done for them.
- The Quilt contract has the **best pricing structure for Education Customers outside of ELA's**, that require large upfront purchase commitments.
- The Quilt | VMware contract is **a cooperative agreement and is therefore not protestable** under the Competition in Contracting Act (CICA) allowing institutions to sideline the costly and time consuming RFP process during procurement as it has already been completed by The Quilt.
- The **ease of procurement** is in addition to the value added by partnering with Carahsoft.
- **No upfront purchasing commitment**

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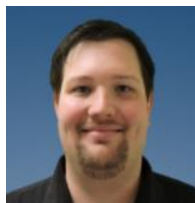
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Carahsoft has over 1,000 dedicated employees to assist in the planning, architecture and execution of your technology goals!

Phone:703-871-8500 Toll Free:888-662-2724

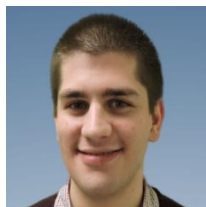
Carahsoft's Dedicated VMware Pre-Sales Technical Team

Team Lead – Network & Security, HCI



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Nick Wager
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Specialized in delivering
End User Computing (EUC)
Test Drives

SDDC / Cloud Automation



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Specialized in delivering
vSphere Optimization
Assessments (VOA)

VMware Cloud on AWS

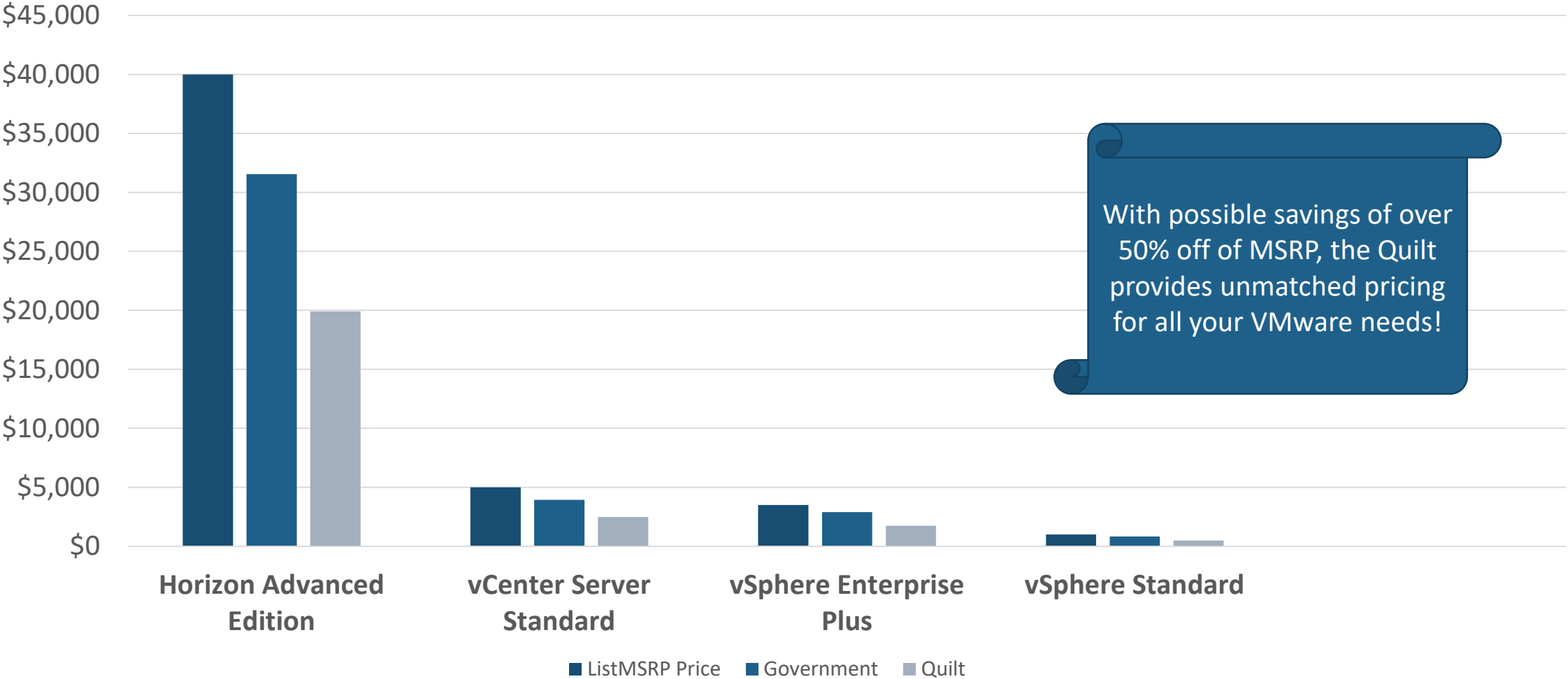


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Specialized in delivering
Hybrid Cloud Assessments
(HCA)

Additional Capabilities: Customer Facing Scoping Conversations, Proof of Concepts, Demonstrations & Partner Enablement

Advantage of Purchasing Through The Quilt



Contract Pricing

The Quilt Product Discount Matrix – May 1, 2019
Discount Matrix applies to New Sales and Renewals

Vmware	Initial Discount	Threshold Met
Product Categyory		
Software Licenses:	19%	\$30M =+1%=20%
Support (SnS)		
1 Year Subscription	3%	
2 Year Subscription	4%	
3 Year Subscription	12%	
4 Year Subscription	13%	
5 Year Subscription	15%	
Managed Services		
End User Computing	5%	
AirWatch	5%	
VeloCloud	5%	
Cloud Subscription Services	7%	\$30M =+1=8%
Training:		
Level 1 (0-150cr)	3%	
Level 2 (151-600cr)	12%	
Level 3 (601-1200cr)	17%	
Level 4 (1201+cr)	22%	
Professional Services:		
Level 1 (0-150cr)	3%	
Level 2 (151-600cr)	12%	
Level 3 (601-1200cr)	17%	
Level 4 (1201+cr)	22%	

Order Flow



1. **Authorized Quilt Member (AQM) identifies a business need**
2. **AQM contacts preferred Authorized Quilt Provider (AQP)**
3. **AQP contacts Carahsoft for quote based on Quilt pricing schedule**
4. **AQP presents quote to customer (AQM)**
5. **AQM agrees to pricing and cuts purchase order to AQP**
6. **AQP presents Carahsoft with purchase order**
7. **Carahsoft initiates purchase to Manufacturer**
8. **Manufacturer transfers license keys to AQM**
9. **CARAHSOFT verifies delivery with AQM and AQP.**
10. **CARAHSOFT provides AQP with bill of sale and receipt.**

Can I Maintain My Current Value Added Reseller?

Yes! Carahsoft and The Quilt both recognize the importance of relationships.

Another benefit of this contract is that it is open to all value added resellers who meet standards set forth by The Quilt and wish to participate.

Currently there are over 85 resellers on contract.

The list of resellers can be found here:

<https://www.carahsoft.com/buy/education-contracts/thequilt#authorized-resellers>

If you would like to have your preferred value added reseller added, please have them contact Carahsoft or The Quilt for details.

Resellers

- 1) Access Interactive
- 2) Achieve One
- 3) Advantage Technology
- 4) AdvizeX
- 5) AEC Group
- 6) Alphanumeric
- 7) ANM
- 8) Applied Technology Services
- 9) Aspire Technology Partners
- 10) AvTek Solutions, Inc.
- 11) Axis Business Solutions
- 12) BlackHawk
- 13) Cambridge Computer Services, Inc.
- 14) Camera Corner Connection Point
- 15) Candoris
- 16) Carousel
- 17) CDW-G
- 18) CloudHesive
- 19) CMA Technologies
- 20) ComputerLand
- 21) Connection
- 22) ConRes IT Solutions
- 23) Consolidated Computing
- 24) Converge One
- 25) CTG
- 26) CyberNorth
- 27) DataNetworks
- 28) Davenport Group
- 29) Dell
- 30) Derive Technologies
- 31) DNS
- 32) DynTek
- 33) Eaton & Associates
- 34) Envision Technology Advisors
- 35) ePlus
- 36) GCOM
- 37) GCSIT Solutions
- 38) GEN3I
- 39) Goliath SG
- 40) GSS Infotech
- 41) Heartland Business Systems
- 42) High Availability
- 43) High Point Solutions, Inc.
- 44) Hub Tech
- 45) Hydra
- 46) Infinite Group, Inc
- 47) integraONE
- 48) Intech Southwest
- 49) Journey Ed
- 50) Kinect Consulting
- 51) KIS
- 52) Kudelski Security
- 53) Lighthouse
- 54) Lockstep Technology
- 55) Mainline
- 56) Matrix
- 57) MobileMind
- 58) Mobius
- 59) Netsync Network Solutions
- 60) NWN Corporation
- 61) Open Systems Cleveland
- 62) Optio
- 63) Optiv
- 64) PBG Networks
- 65) PCS
- 66) Peak Resources
- 67) Pinnacle
- 68) PKA Technologies
- 69) Presidio
- 70) Proactive Network Management Corp.
- 71) Red River
- 72) Sada
- 73) Sanity Solutions
- 74) SHI
- 75) SIS
- 76) Softchoice
- 77) Software One
- 78) SolarWinds
- 79) Structured Communications
- 80) Sun Management
- 81) TechOrchard
- 82) TechXtend
- 83) Tempus Nova
- 84) TGS
- 85) ThunderCat Technology
- 86) Trace3
- 87) Tri-Delta Resources
- 88) United Data Technologies
- 89) vCloudtech
- 90) VLCM
- 91) Whalley Computer Associates, Inc.
- 92) Yellow Dog Networks
- 93) Zones

How To Order

The Quilt Contract Information

Contract Number: MSA05012019-F

Contract Term: Through May 1, 2022

Contact your preferred Reseller or Carahsoft to get The Quilt Consortium Pricing. You can contact either at <http://carah.io/quilt-resellers>

Complete The Quilt Order Flow <http://carah.io/orderflow>
Or Contact the Dedicated Quilt Hotline: 703-871-8500 or Quilt@Carahsoft.com

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Thank You!

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**Please reach out to either of us if you have any questions
or need assistance.**