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.
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

<table>
<thead>
<tr>
<th>VMware</th>
<th>Dell</th>
<th>Adobe</th>
<th>Red Hat</th>
<th>Micro Focus</th>
<th>Veritas</th>
<th>Innovative &amp; Intelligence Solutions</th>
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<tr>
<td>Palo Alto</td>
<td>Splunk</td>
<td>Symantec</td>
<td>Forescout</td>
<td>FireEye</td>
<td>Gigamon</td>
<td>RSA</td>
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<td>Salesforce</td>
<td>SAP</td>
<td>Cloudera</td>
<td>Nutanix</td>
<td>Tableau</td>
<td>FedResults</td>
<td>EVA</td>
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<tr>
<td>Axway</td>
<td>Granicus</td>
<td>Google Cloud</td>
<td>F5</td>
<td>ServiceNow</td>
<td>BlackBerry</td>
<td>Vendor Marketplaces</td>
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<tr>
<th>Cyber Security</th>
<th>Citizen Engagement</th>
<th>Big Data</th>
<th>Virtualization</th>
<th>Cloud Computing</th>
<th>Mobility</th>
<th>Machine Learning &amp; AI</th>
</tr>
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<tbody>
<tr>
<td>Intel Solutions</td>
<td>Geospatial</td>
<td>Open Source</td>
<td>Education</td>
<td>Healthcare</td>
<td>Law Enforcement</td>
<td>IoT &amp; Drones</td>
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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
The Quilt Support Sales Team

Tim Boltz
SLED Sales Director
703.871.8579

Martin Gavin
Quilt Program Manager
703.889.9759

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
Ethan Palmer
Sr. Pre-Sales Engineer
VCP6-DCV | VCP6-NV
703.230.7542

End User Computing
Nick Wager
Pre-Sales Engineer
VCP6.5-DCV
703.581.6615
Specialized in delivering End User Computing (EUC) Test Drives

SDDC / Cloud Automation
Alex Sullivan
Technical Specialist
703.889.9776
Specialized in delivering vSphere Optimization Assessments (VOA)

VMware Cloud on AWS
John Sneed
Technical Specialist
703.921.4192
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

With possible savings of over 50% off of MSRP, the Quilt provides unmatched pricing for all your VMware needs!
The Quilt Product Discount Matrix – May 1, 2019
Discount Matrix applies to New Sales and Renewals

<table>
<thead>
<tr>
<th>Product Category</th>
<th>Initial Discount</th>
<th>Threshold Met</th>
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<tbody>
<tr>
<td><strong>Software Licenses:</strong></td>
<td></td>
<td></td>
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<tr>
<td>Vmware</td>
<td>19%</td>
<td>$30M =+1%=20%</td>
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<tr>
<td><strong>Support (SnS):</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1 Year Subscription</td>
<td>3%</td>
<td></td>
</tr>
<tr>
<td>2 Year Subscription</td>
<td>4%</td>
<td></td>
</tr>
<tr>
<td>3 Year Subscription</td>
<td>12%</td>
<td></td>
</tr>
<tr>
<td>4 Year Subscription</td>
<td>13%</td>
<td></td>
</tr>
<tr>
<td>5 Year Subscription</td>
<td>15%</td>
<td></td>
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<tr>
<td><strong>Managed Services:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>End User Computing</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>AirWatch</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>VeloCloud</td>
<td>5%</td>
<td></td>
</tr>
<tr>
<td>Cloud Subscription Services</td>
<td>7%</td>
<td>$30M =+1%=8%</td>
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<tr>
<td><strong>Training:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Level 1 (0-150cr)</td>
<td>3%</td>
<td></td>
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<tr>
<td>Level 2 (151-600cr)</td>
<td>12%</td>
<td></td>
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<tr>
<td>Level 3 (601-1200cr)</td>
<td>17%</td>
<td></td>
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<tr>
<td>Level 4 (1201+cr)</td>
<td>22%</td>
<td></td>
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<tr>
<td><strong>Professional Services:</strong></td>
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<tr>
<td>Level 1 (0-150cr)</td>
<td>3%</td>
<td></td>
</tr>
<tr>
<td>Level 2 (151-600cr)</td>
<td>12%</td>
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<td>22%</td>
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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) HubTech
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
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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919-248-1117

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