Don’t Wait to Consolidate!
The Cloud Licensing Monster grows every day!
Don't Wait to Consolidate!

The Cloud Licensing Monster grows every day!
The 2021 EDUCAUSE Horizon Report states that Cloud Vendor Management is a top focus point for Higher Education Technology.

Top Challenges to College Adoption of Cloud Technologies

- Budget constraints – 75% (*Carahsoft Advantage*)
  - Faculty reluctance – 56%
- Training the community – 49% (*Carahsoft Advantage*)
  - IT infrastructure – 42%
- Evaluating outcomes – 35% (*Carahsoft Advantage*)
Challenges to Cloud Licensing Renewals

Challenging Renewal Business Realities

• Difficult to Track all Customer and Transaction Data
• Cumbersome Opportunities
• Requires License Research, Custom Quote Configurations
• Complex Process to Alert Upcoming Customers and Ensure Timely Renewal
• Complicated License Management
Challenges to Cloud Licensing Renewals, Cont’d.

Carahsoft RENEWAL Business Solutions

- Managing, Tracking, Reporting, and Upselling Renewals is one of our Greatest Strengths...
  - Database Built to Support Renewals Selling
  - Decades of Experience Selling and Managing Renewals to Public Sector Customers, Channel Partners, and Commercial Customers
  - Talented Renewal Sales Reps and Coaches to Leverage Best Practices (License Consolidations, Customer Portal Management, Agency-Wide Renewal Purchases, Co-Termination of Support)
  - Automated Systems for Quote Generation and Order Delivery
  - Alignment with Marketing Team to Notify Customers of Approaching Support Due Dates and Complimentary Solutions and Services
CONSOLIDATING & MANAGING CLOUD VENDORS & LICENSING

The major pain point for most of our member institutions is trying to centralize and manage cloud licensing at their institution. With so many people starting up their own services on campus, there is no control on price or who they buy from and whether the vendor is compliant to campus standards and practices.
The largest higher education and governmental Cloud Distributor in the U.S.

The new E&I Carahsoft Contract just added over 200 major cloud software products & services to our portfolio.

The process of consolidating cloud licensing is complex, BUT Carahsoft has the support specialists for most all major cloud products to help our members move through the process of cloud licensing and vendor management with ease.
Why Carahsoft?
carahsoft

The largest higher education and governmental Cloud Distributor in the U.S.

- Best-in-class pricing
- Largest product and services catalog
- Best cloud vendor management
- Best-in-class Support and Services Team
- Best in consolidation of all your SaaS, IaaS, PaaS and DaaS
- Integration with the E&I Marketplace and punch-outs available for all major e-procurement systems
The largest higher education and governmental Cloud Distributor in the U.S.

The new E&I Carahsoft Contract just added over 200 major cloud software products & services to our portfolio.

Carahsoft isn’t simply a single contract for a single type of product. Carahsoft is the wholesale source of nearly every major cloud product available today in SaaS, IaaS, PaaS and DaaS PLUS integration services.
Carahsoft Dedicated Program Management

- Assistance with the established license distribution procedures
- Product expertise/knowledge
- Configuration assistance
- Support for downloads
- Support for customers migrating from existing license contracts
- On demand historical download reports
- Addressing any contract questions
- Assistance with product version, updates, and upgrade questions
- Dedicated email alias
- Dedicated telephone hotline
- Dedicated Technical Support team

- Distribution of unlimited license keys
- Contract/instance management
- Simplify ELA renewal
- Assist/manage True-up
- First line of customer support/escalation
- Portal 101 training
The largest higher education and governmental SaaS Distributor in the U.S.
The new E&I Contract with Carahsoft just added over 200 major SaaS products & services to our portfolio.
Robust Solutions Portfolio: [https://www.carahsoft.com/vendors](https://www.carahsoft.com/vendors)

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- **Cyber Security**
- **Citizen Engagement**
- **Big Data**
- **Virtualization**
- **Cloud Computing**
- **Mobility**
- **Machine Learning & AI**
- **Intel Solutions**
- **Geospatial**
- **Open Source**
- **Education**
- **Healthcare**
- **Law Enforcement**
- **IoT & Drones**
Massive cloud product and services catalog available to our members

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Massive cloud product and services catalog available to our members
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- Basic Technology
- Bastille
- Bayshore Networks
- Bentley Systems
- BeyondTrust
- BlackBerry
- BlackBerry AIO
- Blanco
- Blue Cedar
- BlueData
- BluVector
- Blymcy
- BMC
- Boeing Twister
- Bond
- Boomio
- Box
- Bravium
- Breezy
- BrightPattern
- Brightcove
- Broadcom
- Bromium
- Bugcrowd
- Flexera
- FM:Systems
- Forcepoint
- ForeScout Technologies Inc
- ForgeRock
- Fortinet
- Forum Systems
- Forward Networks
- FTP Today
- FusionReactor
- General Datatech (GDT)
- Genesys
- GeoNorth Information Systems
- GeoSolutions
- Gigamon
- Gimbal
- GitLab
- Globalsearch
- Goldfinger Holdings
- Google
- GovFlex
- NVIDIA
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- OPSWAT
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- Orion
- ORack Technologies
- OSIsoft
- Ottawa
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- TVU Networks
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**Recent Recognition: An Award-Winning Company**

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<td>Distribution Partner of the Year</td>
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<td><strong>Best Collaboration Partner of the Year</strong></td>
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Free Value-Added Services for E&I Members
Proactive Renewal Nurturing - Licensing

• Facilitate End Users with On-time Renewal Rate

• 80% of Renewal Quotes Include Logical Upgrade Path Suggestions
  ▪ Supports increased adoption
  ▪ Leverages previous investments

• Helps Customers to Avoid Reinstatement Costs
Streamlined License Quoting/Purchasing Process

- Carahsoft can build out custom price lists for E&I Member new purchases
- Future Tech sends quote to E&I Member reflecting ELA discounted pricing
- All new perpetual licenses purchases coterm to end date of ELA (3 year)
  - EX: Pricing prorated down on a VMware quarterly basis to reflect remaining SnS in program
- After purchase, Carahsoft fulfills order through agreement
- Carahsoft moves license keys to appropriate folder in portal

- Carahsoft sends custom license key delivery email to end users, with licensing and folder location information
  - CC Central IT/Future Tech for visibility

Good afternoon,

Thank you for your order under the Johns Hopkins agreement, facilitated by your integration partner, Future Tech.

Your order has been fulfilled via electronic delivery of the following license keys into the "Johns Hopkins Department XXX" folder under the Johns Hopkins account on the my.vmware.com portal, EA XXXXXXX:

License key(s) for Academic VMware vSphere 7 Enterprise for 1 processor (ST7-BNT-A):

XXXXX-XXXXX-XXXXX-XXXXX-XXXXX-XXXXX-XXXXX-XXXXX-XXXXX

6 CPU(s)

End date = [ELA Expiration Date]

Please let me know if you have any questions.

Thank you,

LAUREN (LOMBARDI) MAUR
Senior Process Manager

Carahsoft
Carahsoft Technology Corp.
11493 Sunset Hills Rd | Suite 100 | Reston, VA 20190
T: 703.230.7431 | F: 888.66.CARAH | P: 703.873.8905
lauren.lombardi@carahsoft.com | www.carahsoft.com
Streamlined License Quoting/Purchasing Process, Cont’d.

- ELA books at Vendor
- Carahsoft to schedule 101 discussion with E&I Member to begin Portal clean up efforts
  - Discuss specific portal goals
  - Assist in cleaning up folder structure
  - Ensure each end user has access only to their licenses, while Central IT retains visibility into entire portal and all licensing
- Carahsoft to move new license keys into appropriate folders and send delivery email to end users
- Carahsoft to reach out to end users to introduce our PM team as POCs for Technology needs
Portal Users and Permissions

- Grants E&I Member end users access to only their individual folders by department
  - Each end user will only have access to their assigned license keys, and will not be able to view any other keys
- Assigns end user permissions based on E&I Member IT policy
  - Manage roles
  - View support requests
  - View orders & support contracts
  - View license keys & user permissions
  - Manage folders & user permissions
  - Divide & combine license keys
  - Upgrade & downgrade license keys
  - File technical support requests
  - Download products
- Customized individually per end user
Complimentary Assessments delivered by Carahsoft

• **Optimization Assessment (VOA)**
  • Full Customer Delivery, Install & Support by Carahsoft – for Free!

• **Hybrid Cloud Assessment**
  • A free cloud assessment designed to help you make better cost decision as you look to migrate workloads to private or public clouds.
  • Available On Demand: contact MARTIN.GAVIN@CARAHSOFT.COM to schedule

• **Virtual Network Assessment**
  • A free NSX network assessment to help customers visualize datacenter traffic flow instantly with a more comprehensive analysis over 1-3 days.

• **(Hyper Converged Infrastructure) Assessment**
  • A free Hyper Converged Infrastructure assessment designed to provide hardware recommendations based on how many hosts, drives and the drive type necessary to deliver consistent performance and reliability, while also planning for growth.
  • Available On Demand: contact MARTIN.GAVIN@CARAHSOFT.COM to schedule

• **End-User-Computing (EUC) TestDrive**
  • A free 5-day demo of the entire EUC portfolio – Horizon, AirWatch, and Workspace ONE
Contract Information and Member Resources
Carahsoft Contract EI00063~2021MA Highlights

## Contract Details

### Getting Started:
Complete the Letter of Participation at www.eandi.org/lop-rfi/carahsoft-technology-corporation-lop/rdc/carahsoft-technology-corporation/

Use our EZ Button at www.eandi.org/ez to sign up for multiple E&I contracts at the same time. You must be registered and logged in to E&I’s website to access the EZ Button.

### Effective Dates:
4/01/2021 – 3/30/2026 | 1 five-year renewal remaining

### Prices/Discounts:
Visit www.eandi.org/contracts/carahsoft for pricing and discount details

### Payment Terms:
Net 30 unless mandated by member’s state requirements.

### Minimum Order:
None

### Credit Cards Accepted:
American Express, Discover, Mastercard, Visa

### Place Orders With:
Martin Gavin, Senior Program Manager at Carahsoft Technology Corp. P: 703-673-3518
E: E&Isales@Carahsoft.com or martin.gavin@carahsoft.com

### Shipping Terms:
Electronic and physical.

### Delivery Terms:
If physical shipment is required, F.O.B. destination, full freight allowed (supplier pays freight).

### Installation Terms:
Supplier provides trained and certified pre-sales systems engineers for free technical advisement.

### Warranty:
Software provider’s policies and procedures will be identified within the End User Licensing Agreement terms.

### Claims:
Software provider’s policies and procedures will be identified within the End User Licensing Agreement terms.

### Return Policy:
Software provider’s policies and procedures will be identified within the End User Licensing Agreement terms.

### Request Literature:
Michael Mast, Business Development Manager, Technology P: 4804144401 | E: mmast@eandi.org

### Federal ID Number:
52-2189693

### RFP Number:
Competitive Solicitation RFP #683525

### Contract Number:
EI00063~2021MA

All E&I contract-related information and documentation is provided exclusively for the use of E&I members and shall not be distributed and/or shared outside of E&I’s membership. Doing so is detrimental to the Cooperative and its members, as it impacts E&I’s ability to negotiate and maintain competitive agreements.

For more information, visit our microsite:
https://www.eandi.org/contracts/carahsoft-technology-corp/
Established & Experienced Carahsoft Technology Team

E&Isales@Carahsoft.com

Tim Boltz
Sales Director – EDU Vertical
Carahsoft
703-230-7402
Tim.Boltz@Carahsoft.com

Martin Gavin
Senior Program Manager
Carahsoft
703-673-3518
Martin.Gavin@Carahsoft.com
Carahsoft’s Sales Support Team

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<thead>
<tr>
<th>Company</th>
<th>Name</th>
<th>Title</th>
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<td>Acquia</td>
<td>Stephanie Dorough</td>
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<td>Catie Saylor</td>
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<td>Derrick Brown</td>
<td>703-581-6636</td>
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<td>Centrify</td>
<td>Ruben Gonzalez</td>
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<td>Chronicle</td>
<td>Elyse Conroy</td>
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<td>Matthew Johnston</td>
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<td>Druva</td>
<td>David Chergosky</td>
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<td>Dallon Cochran</td>
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<td>Collin Dewberry</td>
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<td>RSA</td>
<td>Eric Goyochea</td>
<td>703-889-9853</td>
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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

E&ISales@carahsoft.com | https://www.carahsoft.com/buy/education-contracts/ei-cloud-and-managed-solutions
Carahsoft’s Dedicated 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
Established & Experienced Technology Team is Here to Help

E&I:

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