COMPANY OVERVIEW

Carahsoft Technology Corp. is The Trusted Government IT Solutions Provider®. Founded in 2004 and based in Reston, Virginia, the company works with a robust and growing ecosystem of thousands of reseller partners, system integrators, IT solutions providers and a deep portfolio of contract vehicles, Carahsoft proactively markets, sells, and distributes emerging and leading IT solutions to government markets in the U.S. and Canada, as well as education, healthcare, critical infrastructure, not-for-profit and commercial markets.



STRATEGIC PARTNERSHIPS

We have established strategic, long-term relationships with the industry's leading manufacturers including Adobe, SolarWinds, Google Cloud, Amazon Web Services, Microsoft, VMware, Salesforce, Zoom, DocuSign, Micro Focus Government Solutions, Dell Technologies, Snowflake, Palo Alto Networks, ServiceNow, Veritas, Broadcom, and SAP, among hundreds of other established and emerging technology providers.

TOP-PERFORMING GOVERNMENT CONTRACT HOLDER

Carahsoft has secured numerous contracts that enable Carahsoft and our partners to serve public sector customers throughout the United States and Canada. We are a top-performing contractor for the GSA Schedule, SEWP V and ITES-SW2 contracts. We hold several agency-specific contracts and Department of Defense Enterprise Software Initiative agreements and provide our EDU and SLG customers with access to technology via The Quilt contract, the NASPO Value Point and OMNIA Partners cooperating purchasing agreements, and numerous state and reseller contracts.

© 2023 Carahsoft Technology Corp. Proprietary & Confidential

COMPANY OVERVIEW

PARTNER ENABLEMENT

Our partner ecosystem encompasses more than 4,000+ government contractors, resellers, and integrators who we support and enable with an entire suite of value-added opportunities that run the gamut from training/certification and pre-sales support to lead generation and business development.

PROVEN EXECUTION

By providing an unparalleled volume of proactive, government-focused sales and marketing, including 4,400+ educational events and campaigns annually, we drive demand for our partners. As a result, we now serve as the largest government partner for the majority of our vendors, who have also entrusted other major aspects of their businesses to Carahsoft including partner enablement, commercial sales, renewals and upsell, and help desk services.

GROWTH AND STABILITY

A stable, conservative, and profitable company, Carahsoft has demonstrated impressive growth year after year, with $12.9 billion in bookings in 2022, and more than $65 billion in aggregate over our 18 years in business. Our team of dedicated, highly trained marketing, sales, contracting, and business operations experts now exceeds 3,000.

AWARDS AND RECOGNITION

In recognition of our accomplishments, Carahsoft has received hundreds of awards for service excellence, business performance, and leadership from our customers, partners, and industry. Carahsoft has received Distributor/Partner of the Year awards from numerous partners including Veritas, VMware, Adobe, Palo Alto Networks, Red Hat, DocuSign, Tableau, Splunk, Okta, and Gigamon, as well as industry recognition including:

- BGOV200
- CollegeGrad.com Top Entry Level Employers
- The Channel Co. CRN Solution Provider 500
- The Channel Co. CRN Women of the Channel
- Ernst & Young Entrepreneur Of The Year®
- The Federal 100
- Forbes
- Inc. 5000
- Washington Business Journal — Largest Government Contracts
- Washington Business Journal — Top Private Companies
- Washington Technology — Top 100 Contractors
- EMI 2022 WASHI00
- leidos — Leidos Distributor of the Year
- ies institute for excellence in sales — Premier Sales Employer
- Government Innovation Awards — Washington Technology

CARAHSOFT'S VERTICAL TECHNOLOGY PORTFOLIO

As the Master Government Aggregator® for our vendor and reseller partners, we deliver solutions for 5G, AI and Machine Learning, Customer Experience and Engagement, Cybersecurity, DevSecOps, Education, FedRAMP Technologies, Geospatial, Healthcare Technology, Law Enforcement Technology, Mobility, MultiCloud, Open Source, Training Technology, Zero Trust and more.

- Cybersecurity
- MultiCloud
- FedRAMP
- Open Source
- DevSecOps
- AI & Machine Learning
- Customer Experience & Engagement
- 5G
- IoT
- Geospatial
- Law Enforcement Technology
- Mobility
- Healthcare Technology
- Training Technology
- Zero Trust
- Education Technology

© 2023 Carahsoft Technology Corp. Proprietary & Confidential