CARAHSOFT'S DELL TEAM
PARTNER ONBOARDING KIT

CARAHSOFT TECHNOLOGY CORP.
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WWW.CARAHSOFT.COM/DELL

Dear Partner,

Thank you for choosing Carahsoft. We value you as a reseller and look forward to pursuing our partnership. Please explore this packet to gain insight on how to best leverage your new partnership with Carahsoft.

Carahsoft provides numerous value adds including:
- Dedicated Sales Team
- Lead generation
- Proactive Sales and Marketing Campaigns
- Partner Program Compliance

We look forward to working with you,
The Carahsoft Dell Technologies Team

Steps to become a Dell authorized reseller

1. Click on the link to visit the Dell EMC partner portal - www.dellemc.com/partner
2. Choose "United States" as Country
3. Click "Become a partner"
4. Here you will find different partnership guides. Scroll down and click "Apply Now"
5. Choose "United States" for Select your country to get started, and "Solution Provider(Reseller)" as Type of relationship you would like to have with Dell EMC
6. For Sponsoring Distributor, choose "Carahsoft (Federal)" as Federal distributor best suited for your business needs
7. Hit "Continue"
8. Please complete and submit the steps in the application.
9. You should receive a confirmation email from Dell EMC.

Carahsoft Credit application

- To receive an updated credit application, please reach out to Credit@Carahsoft.com.
  - Our credit team will be able to follow up with you regarding additional documents and credit status. Until our credit team confirms credit status, [reseller name] will be on pre-pay terms.

How to request quote

When requesting a quote, please send the following to DellQuotes@Carahsoft.com:
- Bill of Materials
- Ship to Address
- End User (Agency name &POC)

*When entering in the appropriate POC, please include the phone number along with a valid email address

When requesting a quote for State, Local, and commercial opportunities please send the aforementioned to DellSLED@carahsoft.com.

Resale Certifications

In order to submit Purchase Orders that are to be tax-deferred, resale certifications must be on file.
Please send resale certifications to tax@carahsoft.com prior to submitting aPurchase Order.

Please complete this partner questionnaire to help us learn more about your business.

Requesting a Deal Registration

Now that Dell has launched the new Dell FPRM tool, Carahsoft is able to manage all of your registrations on your behalf. When you have identified an opportunity, please submit to your account represenative here at Carahsoft with the below required information:

1. Proposed Product
2. Name of sales representative you are working with on the Dell Technologies Team
3. How you are driving this opportunity
4. Is this going through an FSI (Federal Systems Integrator) and if so, which one?
   a. If yes: Is this for their internal use or for FSI resell to the Federal Government?
5. End user info including: full name, address, email, phone number
6. What contract vehicle will this opportunity be released under and/or what contract vehicle are you driving it towards?
7. Is this a funded opportunity? State wish list for the new majority member staff
   a. If no: when is funding expected?
8. Estimated deal value
9. Expected close date

Once approved, Carahsoft will introduce you to the Dell Account Team to strategize next steps.
**Please note, partners cannot submit for Dell registration after a bid is released on a contract vehicle or bidboard site*

vmware®	DELL Technologies	Adobe	Red Hat
splunk>	paloalto NETWORKS	FedRAMP	VERITAS
McAfee	FORESCOUT	FIREEYE	Gigamon®
RSA	salesforce	SAP	MICRO FOCUS Government Solutions
NUTANIX	+tableau	CLOUDERA	BROADCOM® / ca technologies / Symantec
NVIDIA.	Google Cloud	f5	servicenow
aws	Innovative & Intelligence Solutions	Emerging/VC/In-Q-Tel Vendors	Complementary Vendor & Platform Marketplaces

Cybersecurity	DevOps & Kubernetes	Multi-Cloud	SaaS	AI/ML & Big Data	Open Source	Citizen Experience
Supply Chain	Geospatial	Mobility	Education Tech	Healthcare Tech	Law Enforcement & Public Safety Tech	IoT & UAS

Public Sector Procurement Vehicles & Contracts

Carahsoft serves as the master government aggregator and distributor for Dell. Through this partnership, we provide public sector organizations with easy access to Dell's extensive portfolio of solutions.

Carahsoft offers expertise in government procurement processes and practices, and holds numerous contracts that enable Dell to sell to:

• State Agencies
• Cities, Counties, and Local Government
• School Districts (K-12, and charter/private schools)
• Higher Education Institutions (universities, community and private colleges,and technical/vocational schools)
• Federal Government Agencies/Organizations

Dell's solutions are available through the contracts and purchasing agreements highlighted below.

Federal Procurement Vehicles

Continuous Diagnostics and Mitigation (CDM), more information available upon request.

ITES-SW
Contract Number:W52P1J-15-D-008
Term: Through March2020

GSA Schedule70
Contract Number: GS-35F-0119Y
Term: Through December19,2021

SEWP V
Group A Small:NNG15SC03B
Group D Other Than Small:NNG15SC27B
Term: Through April 30, 2020 (with 5 optionyears)

Cooperative Purchasing Contracts for State/Local Government and Education

Cooperative purchasing contracts are available for use across state, local, and educational entities.

National Cooperative Purchasing Alliance (NCPA)
Contract Number: 01-55 Term:
Through April 30, 2020 (with 2 option years)

National Intergovernmental Purchasing Alliance (National IPA)
Contract Number: R150402
Term: Through May 31, 2018 (with 2 option years)

State and Local Government Contracts & Education Procurement Vehicles

Carahsoft holds state-, city-, county-, and technology-specific contracts that accelerate procurement for government agencies and educational institutions. In addition, through GSA's Cooperative Purchasing Program, state,local, and tribal governments can purchase through specific GSA Schedule contracts.

Carahsoft also partners with a resellers who focus on statesand regions throughout the country. Through these teaming arrangements, Carahsoft and Dell have access to these vehicles as well.

GSA Cooperative Purchasing Program
Contract Number: GS-35F-0119Y
Term: Through December 19, 2021

California Multiple Award Schedules (CMAS)
Contract Number: 3-12-70-2247E
Term: Through March 31, 2022

Indiana State Contract
Contract Number: 0000000000000000000021430
Term: Through July 31, 2020

Maryland Education Enterprise Consortium
Contract Number: UMD-972016
Term: Through October 3, 2020

New Mexico State Contract
Contract Number: 80-000-18-00002
Term: Through August 1, 2021

Ohio State Term Schedule
Contract Number: 534354
Term: Through December 19, 2021

Texas DIR-TSO-3926
Contract Number: DIR-TSO-3926
Term: ThroughJune 28, 2022 (with 3 option years)

NJSBA
Contract Number: E-8801-ACESPCPS
Term: Through October 20,2020

Pennsylvania Department of General Services
Contract Number: 4400004253
Term: Through December 19, 2021

Virginia: Fairfax County IT Hardware, Software, and Services
Contract Number: 4400006323
Term: Through October 4, 2020 (with 5 option years)

Virginia Association of State College & University Purchasing Professionals (VASCUPP)
Contract Number: UVA1482501
Term: Through December 19, 2021

Washington: City of Seattle
Contract Number: 0000003265
Term: Through December 19,2021

NCPA: State Cooperative Purchasing Program
Contract Number: NCPA01-86
Term: Through November 30,2021

National IPA
Contract Number: R150402
Term: Through May 30,2020

FOR MORE INFORMATION

ORDERING INFORMATION
Federal Taxpayer ID: 52-2189693
DUNS Number: 088365767
Shipping Point: FOB Destination
Terms: Net 30 on approved credit
contracts@carahsoft.com
888-66-CARAH (888-662-2724)

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