



# Why Work for CDW?

## Employer Showcase Webinar Series

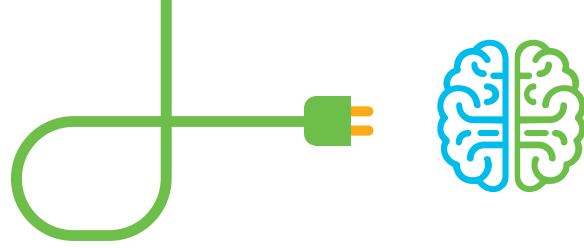
Speakers: Aurora Clark, Julie Morgan, & Wendy Pantano

Hostesses: Kara Sullivan & Jesal Gandhi | Cisco Networking Academy

22 May 2019

# Welcome to the Why Work for CDW? webinar

- Use the Q and A panel to ask questions.
- Use the Chat panel to communicate with attendees and panelists.
- A link to a recording of the session will be sent to all registered attendees.
- Please take the feedback survey at the end of the webinar.



Cisco Networking Academy Talent Bridge program connects Cisco and Partner employers with world-class Networking Academy students and alumni talent for the digital economy workforce of the future.





**CDW**

# **Cisco Networking Academy Employee Spotlight**

Julie Morgan- Senior Recruiter, Team Lead

Wendy Pantano- Senior Recruiter

Aurora Clark- Senior Recruiter



- ❑ CDW is a leading multi-brand technology solutions provider to business, government, education and healthcare organizations in the United States, Canada and the United Kingdom.
- ❑ Our broad array of offerings range from discrete hardware and software products to integrated IT solutions such as mobility, security, data center optimization, cloud computing, virtualization and collaboration.
- ❑ CDW's professional services team helps customers assess their business objectives and identify opportunities for improvements; walks them through the design process by recommending relevant technologies and services; and oversees the full deployment of the solution.

## Quick Facts

- **Executive Office:** Lincolnshire, IL
- **Number of Coworkers:** 9,400
- **Founded:** 1984
- **Number of US Locations:** 26
- **Annual Net Sales (2018):** \$16.2 Billion
- **Fortune 500 Rank (2019):** 191
- **Number of Customers:** 250,000
- **Ticker Symbol:** CDW (NASDAQ)



## Services Locations

Appleton	Los Angeles
Atlanta	Madison
Austin	Miami
Boston	Milwaukee
Charlotte	Minneapolis
Chicago	Nashville
Cincinnati	New York City
Cleveland	Philadelphia
Dallas	Raleigh
Detroit	San Diego
Eatontown	San Francisco
Evansville	Seattle
Grand Rapids	Tampa
Houston	Washington, D.C.
Indianapolis	Wausau

**We Win. Together.**



**We Put Our Customers First.**



## 717

Cisco Certified Sales Experts

## 322

Cisco Certified Network/Design Associates

## 215

Cisco Certified Network/Design/Voice Professionals

## 63

Cisco Certified Internetwork Expert & CCDW

## Cisco FY18 Partners Awards

### Global Award:

- Architectural Excellence Partner of the Year: Security

### Geography Awards:

- Architectural Excellence Partner of the Year: Collaboration (Americas)
- Software Partner of the Year (Americas)
- Cisco Meraki Partner of the Year (Americas)
- Enterprise Partner of the Year (Europe, Middle East, Africa and Russia)

### Theater/Area Awards:

- Commercial Partner of the Year (Canada)
- Commercial Partner of the Year (United Kingdom & Ireland)
- Enterprise Partner of the Year (United Kingdom & Ireland)
- UKI Partner of the Year (United Kingdom & Ireland)
- Public Sector Partner of the Year: Digital Transformation (U.S. Public Sector)
- Commercial Territory Partner of the Year (U.S. South)
- Architectural Excellence Partner of the Year: Security (U.S. West)
- Cisco Meraki Elevate Partner of the Year (U.S. West)
- Architectural Excellence Partner of the Year: Security (U.S. Central)



# Integrated Technology Solutions



## DATA CENTER

Including server, storage, virtualization, converged and hyperconverged infrastructure, power and cooling and network offerings.

## CYBERSECURITY

To identify and fortify vulnerabilities, maintain regulatory compliance and properly secure sensitive information in as social, mobile and cloud environment.

## DIGITAL WORKSPACE

Including cloud- based collaboration, engagement centers, web and video conferencing, productivity, social and content sharing, messaging, and portals.

## CLOUD

Including public, private and hybrid infrastructure as a Service (IaaS) offerings across compute, storage, colocation, networking and hosted VDI and Software as a Service (SaaS) offerings across office productivity, security, collaboration and backup.

1

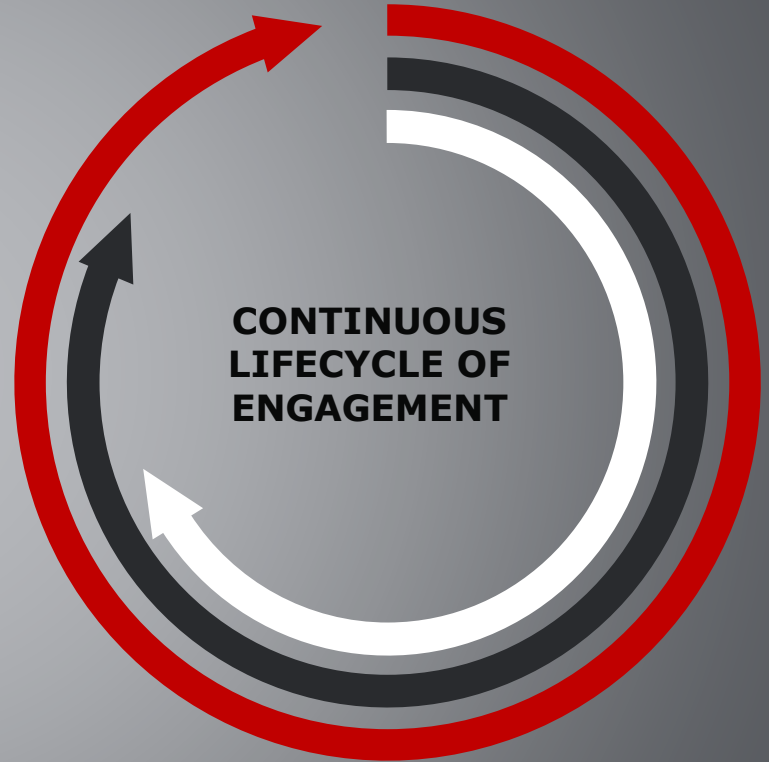
**ASSESS, DEFINE & DESIGN**

2

**PLAN, BUILD & INTEGRATE**

3

**MANAGE, SUPPORT & ADOPT**

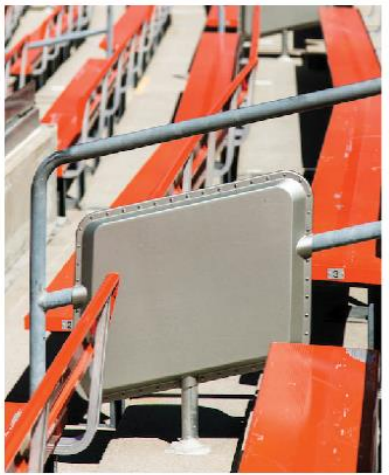


# INTEGRATED SERVICES PORTFOLIO

	ON PREMISE	ON JOURNEY	ON CLOUD
DESIGN	<b>SOLUTIONS DESIGN</b> Advisory, Assessment, Planning and Design Hybrid Infrastructure, Network, Digital Workspace, Security	<b>TRANSFORMATION DESIGN</b> Advisory, Assessment, Planning and Design Platform Migrations, Applications Upgrades & Digital Transformation	<b>PLATFORMS DESIGN</b> Cloud Planning, Design of Public Cloud Platforms & Applications
ORCHESTRATE	<b>SOLUTIONS BUILD</b> Configuration Services, Systems Consulting, Build & Integration, Programmability	<b>UPGRADES &amp; MIGRATIONS</b> Platform and Application Upgrades, Cloud Services Migrations, Digital Transformation Build	<b>CLOUD SERVICES BUILD</b> Platform Build, Services Integration, App/Cloud Consulting & Engineering
MANAGE	<b>OPERATIONS &amp; SUPPORT</b> Technology Support, Managed Infrastructure, Maintenance, Support & Operations Adoption of new platforms	<b>MANAGED MIGRATIONS</b> Fully Managed Migration and Upgrade Services, Operation of Hybrid environments Change Management & Adoption	<b>CLOUD SERVICES &amp; RESOURCE</b> Cloud Services and Connectivity, Cloud Platform Management, Resourcing-as-a-Service Cloud Platform Adoption

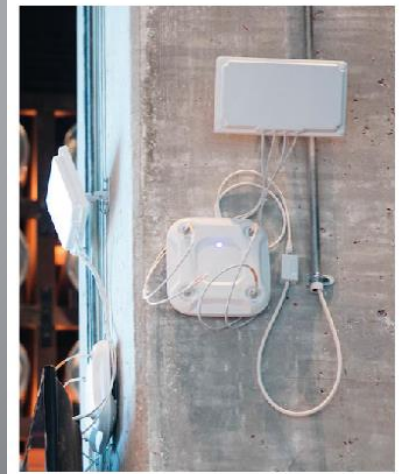
Security, Program Management and ITSM Excellence

- Installed **960 Cisco Systems Aironet 3700 series** 802.11ac Aps
- Built a new LAN, separate from the team's existing corporate network. This ensured fans have plenty of bandwidth & protecting internal applications & data.
- Browns purchased two **Cisco 6880-X 10 Gigabit Ethernet switches** to ensure redundancy.
  - The two switches are both active, which increases throughput, says Bill Jenkins, CDW's principal consulting engineer. "We bond them together, so we're getting **20-gigabit speeds** at the core."
- The team installed **Cisco Catalyst 3850 switches** in 42 wiring closets throughout the stadium, and ran fiber-optic cabling to each switch and CAT 6 copper wiring for each of the stadium's new APs, Jenkins says.
- Next came a **Cisco ASR 1001-X** router to connect to an internet service provider and a **Cisco ASA 5586-X** firewall for security.



“ It was important that we offer high-quality Wi-Fi access throughout FirstEnergy Stadium. ”

**DEE AND JIMMY HASLAM,**  
Browns Owners





# **Passionate. Creative Technologist. CDW Associate Consulting Engineer.**

**Our Associate Consulting Engineer program is the ideal way to kick start your IT consulting career. This 18-month training program will put your engineering aptitude to the test and improve your skills every day until you become an engineering superstar.**



## Passion

An industry-leading opportunity for people with a passion for technology, an aptitude for problem solving and a drive for customer loyalty.

## Mentorship

Build both your technical expertise and your consulting aptitude through a variety of experiences including real-world workshops, project experiences and expert mentorship.

## Shadowing

Work alongside senior engineers who will coach you to become a fully engaged and successful consulting engineer.

## Consulting

Builds consulting skills and technical skills designed to jumpstart your IT consulting career with our Integrated Technology Solutions practice.

## Certifications

Professional technical certifications are gained including CCNA, CCNP, UCCE, CompTIA, MCSA, all specific to each technical track

## Success

Learn CDW's Customer Success Project Methodology, a best-practice approach to ensuring a consistent quality customer experience.

# Three Phases = Six Months Each

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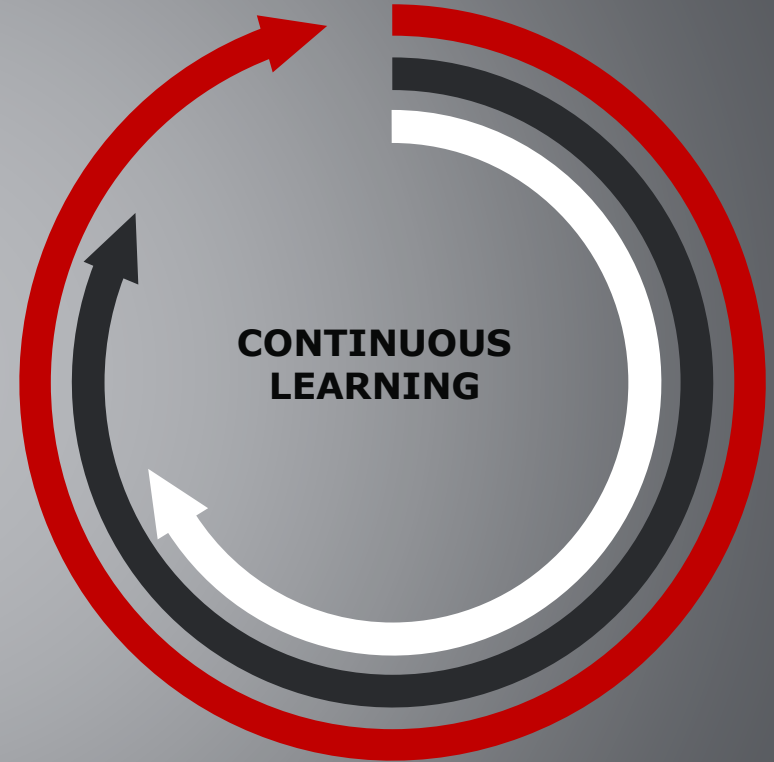
**FOUNDATION**

2

**DEPTH**

3

**FULL ENGAGEMENT**



# Phase One - Foundation



During this phase, you will attain foundational skills in your technology, in our customer success project methodology, and in consulting best practices.

In addition to obtaining critical industry certifications, you will shadow numerous projects and engineers to get a glimpse into your new world.

Phase	Enterprise Networking	Data Center	Collaboration	Unified Contact Center Enterprise	Network Security	Information Security	Cloud Services Azure/IaaS
<b>1</b>	CCNA Route/Switch  CCNP Switch	CCNA Route/Switch  CCNP Switch	CCNA Route/Switch	CCNA Route/Switch	CCNA Route/Switch  Security+	N/A	MCSA 2016 Server  Network +



# Phase Two - Depth



Taking the foundational knowledge acquired in Phase I, you'll begin specializing your technical expertise and apply that knowledge on real customer projects with support and guidance from our senior engineers.

Phase	Enterprise Networking	Data Center	Collaboration	Unified Contact Center	Network Security	Information Security	Cloud Services Azure/IaaS
2	CCNP – Route  CCNP – Trouble Shoot	CCNA – Data Center  CCNP DC - DCUCI	CCNA - Collaboration	UCCED	CCNP – Switch  CCNP – Route  Palo Alto	N/A	Azure 103 Linux+

# Phase Three – Full Engagement



Technology changes frequently and no two customers have the same environment. In this phase, you will be exposed to more complex or trending technologies and additional customer projects.

Additionally, you will build your troubleshooting skills to deal with any situation that may arise.

Upon completion of the program, you'll be ready to join the Services Solutions team in an engineering role and work independently on regional and national projects.

Phase	Enterprise Networking	Data Center	Collaboration	Unified Contact Center	Network Security	Information Security	Cloud Services Azure/IaaS
3	CCDA	N/A	One professional level Collaboration exam	UCCE - IS	N/A	N/A	N/A

# Requirements for the ACE Program

## Qualifications

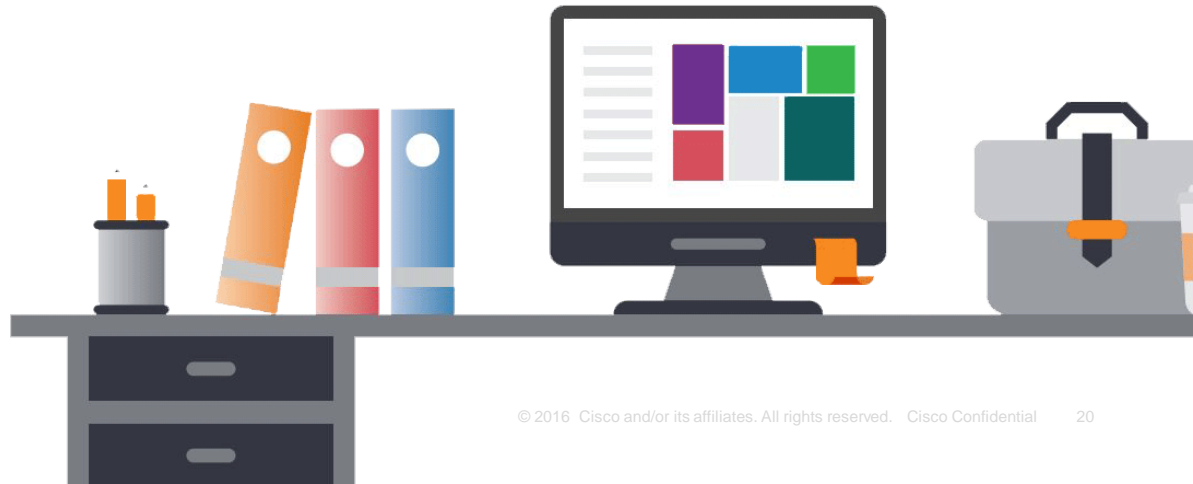
- Authorized to work for CDW in the United States; immigration sponsorship (H-1B, TN, etc.) is not currently available for this position.
- Valid U.S. driver's license
- BA/BS including concentration in; Telecommunications, Computer Science, Engineering, or related discipline or one of the following:
  - Associate degree in Telecommunications, Computer Science, Engineering, or related technology focused concentration plus 1 year of relevant practical experience or;
  - **3+ years relevant practical experience in switch, routers, firewalls, or wireless, or;**
  - **1 year relevant practical experience plus one or more applicable technology related certifications (certifications to be in active standing)**
- Ability to travel up to 50% (can vary by location)
- Ability to work select weekends and/or after hours when business needs arise

CCNA R/S  
Network +  
CCNP  
Collaboration  
Security +  
CEH

Help desk  
Tech support  
Junior network  
engineer  
Network  
specialist

Python  
programming  
Windows server  
Pen testing  
Home labs

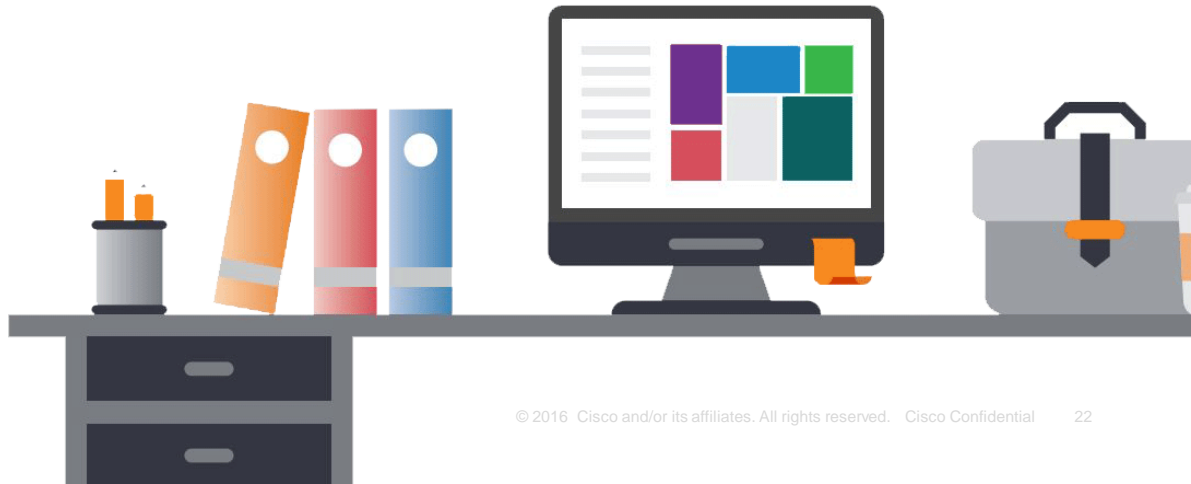
Find Job Opportunities by using our  
Cisco Networking Academy  
Talent Bridge Matching Engine



# Easy Steps to Get Started

- 1 Log into netacad.com and click on the link to Talent Bridge Matching Engine  
<https://www.netacad.com/groupprogram/career-resources>
- 2 Register to begin searching for career opportunities you qualify for
- 3 Review your matched, open jobs
- 4 Apply for opportunities that interest you most
- 5 Let us know if you are hired!

# Q & A



# Employer Showcase Webinar Series

Session 2:

Consider a Networking Job with  
Straight Up Technologies

Wednesday, June 19<sup>nd</sup>  
@ 9 am PST



<http://bit.ly/employershowcase>

During each session, you will have a chance to get to know our featured employers who are actively seeking to hire Cisco Networking Academy students who have finished their studies, are either certification-ready or already certified, and are prepared to join the workforce.

# Cisco Networking Academy LinkedIn University Page

Use LinkedIn to network with peers and be discovered by employers searching for qualified NetAcads.

3 Simple Steps to Connect

## Take Networking to the Next Level, Join us on LinkedIn



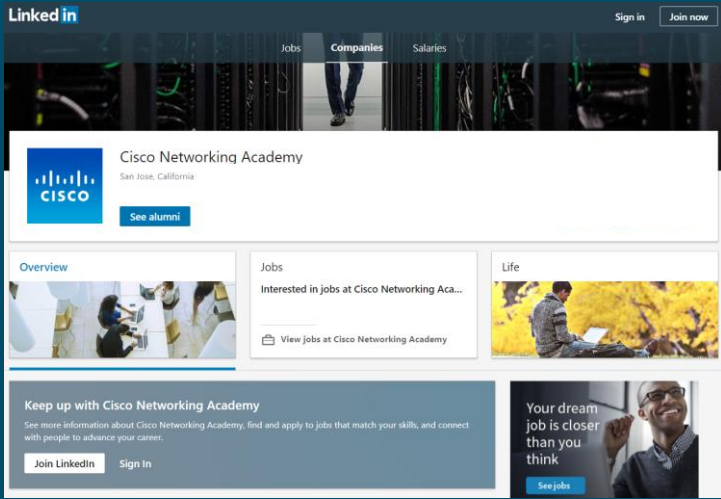
**Step 1:** Setup your Profile on LinkedIn.com (or Login)



**Step 2:** Click to edit your Education section on your Profile – and select *Cisco Networking Academy* from the drop down menu



**Step 3:** Save your changes to stay connected to job opportunities, event details, and career advice.





## Talent Bridge Matching Engine



A free online resource for NetAcad students that automates your ability to identify and apply for relevant job opportunities

Your Academy course work and profile will match you to employer criteria, accelerating your ability to find local job opportunities, including internships, and jobs at Cisco

Make sure your profile is up to date with technical skills, certifications, language proficiencies, and location to help employers find you

<http://bit.ly/MatchingEngine>

