



CORPORATE FACT SHEET

COMPANY OVERVIEW:

CDW is a leading provider of technology solutions for business, government and education. CDW is a principal source of technology products and services including top name brands such as Acer, Adobe, APC, Apple, Cisco, EMC, Fujitsu, HP, IBM, Lenovo, Microsoft, Panasonic, Quantum, Samsung, Sony, Symantec, ViewSonic and Xerox. CDW's direct model offers customers one-on-one relationships with knowledgeable account managers and access to approximately 820 on-staff engineers and advanced technology specialists who customize solutions for customers' complex technology needs. CDW also provides same-day product shipping and post-sales technical support.

CDW was founded in 1984 and as of June 30, 2007, employed approximately 5,880 coworkers. In 2006, the company generated sales of \$6.8 billion. For more information, visit CDW.com.

TAGLINE:

The Right Technology. Right Away®

OPERATIONAL FACTS:

- CDW's 513,000-square-foot distribution facility located in North Las Vegas, Nev., predominantly serves customers located in the Western United States and features a product configuration center of approximately 25,000 square feet.
- A Just-In-Time inventory model with a 450,000-square-foot state-of-the-art distribution center located in Vernon Hills, Ill., allows CDW to provide the latest technology with faster, more accurate delivery.
- More than 2,200 systems are custom configured to customer specifications each day.
- CDW ships 100,000 brand name hardware and software products daily, with an accuracy rate of 99 percent.

VALUE-ADDED OFFERINGS:

- Each CDW customer receives personalized attention from a highly trained, dedicated account manager who works in conjunction with an account team to help customers get the technology that is truly right for their needs.
- Customized equipment configuration services such as the installation of accessories and expansion products, loading of software, and custom imaging benefit customers by reducing the cost and time necessary to deploy new products into their existing technology environments.
- CDW@work Extranets allow customers to have instant access to their account information anytime and anywhere. Customers can view special contract pricing online, access and convert quotes, track inventory and view past orders back to 2002, customize purchasing and product standards, optimize time through realtime order status and an easy return process, and view CDW account team members.

TECHNICAL SUPPORT:

- CDW provides free live technical support services from factory-trained technicians via telephone 24 hours a day, 7 days a week.
- Pre-packaged and custom onsite services help customers lower their costs for product maintenance and support.
- CDW is an authorized service center for leading computing systems such as Apple, HP, Toshiba and IBM.

FINANCIAL INFORMATION:

Net Sales	Average Daily Sales
Q2 FY07 \$2.033 billion	Q2 FY07 \$31.763 million

Fiscal Year ending December 2006

Net sales \$6.8 billion up 7.8% percent year-over-year

Average Daily Sales \$26.714 million up 8.3% percent year-over-year

MANAGEMENT:

- Chief Financial Officer: Barbara A. Klein
- Chairman and CEO: John A. Edwardson
- Executive Vice President: Harry J. Harczak, Jr.
- Executive Vice President: James R. Shanks

ALLIANCES:

CDW is a principal source of technology including top name brands such as Acer, Adobe, APC, Apple, Cisco, EMC, Fujitsu, HP, IBM, Lenovo, Microsoft, Panasonic, Quantum, Samsung, Sony, Symantec, ViewSonic and Xerox. CDW distributes contracts to end users for customized and standardized on-site services supplied directly by the providers such as HP Services and Unisys and for training programs provided by firms such as KnowledgeNet and Productivity Point International.

SUBSIDIARIES:

- **CDW Government, Inc.:** A wholly-owned subsidiary of CDW Corporation, CDW-G addresses the unique needs of the government and education markets.
- **CDW Canada, Inc.:** A wholly-owned subsidiary of CDW Corporation, CDW Canada serves commercial and public sector customers across Canada.
- **Berbee Information Networks Corp.:** Acquired by CDW in 2006, Berbee provides world-class IT solutions in advanced technologies primarily across the Cisco, IBM and Microsoft platforms.

RANKINGS/ AWARDS:

- **America's Most Admired Companies**, No. 2 in Specialty Retailers Industry – FORTUNE magazine (February 2007)
- **100 Best Corporate Citizens 2007**, No. 64 – CRO magazine (January/February 2007 issue)
- **100 Best Companies to Work For in America** (1999-2007), No. 82 in 2007 – FORTUNE magazine (January 2007)
- **CIO Insight's Vendor Value Study**, No. 1 – CIO Insight (December 2006)
- **Top 50 Military Friendly Employers**, No. 39 – GI Jobs (November 2006)
- **InformationWeek 500**, No. 83 – InformationWeek (September 2006)
- **Top 100 Retail Web Sites**, No. 8 – Internet Retailer (June 2006)

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