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CDWG.com

April 26, 2007

Michael Austin  
West Virginia Department of Education  
Purchasing Division  
2019 Washington Street, East  
PO Box 50130  
Charleston, WV 25305-0130

**Subject: CDW•G offering for 21<sup>st</sup> Century Tools for 21<sup>st</sup> Century Schools**

Dear Mr. Austin:

The West Virginia Department of Education (WVDE) is committed to the belief that children come first. West Virginia's 21st Century initiative provides a powerful statewide vision to ensure that every child in West Virginia succeeds as a citizen, worker and leader in the 21st Century. As the country's leading direct solutions provider, CDW Government, Inc. (CDW•G) is pleased to present this response to the West Virginia Department of Education (WVDE) for your request for proposal for 21<sup>st</sup> Century Tools for 21<sup>st</sup> Century Schools. Our offer is the product of our outstanding relationships with our vendors, vast experience with large installations and the ability to include innovative service and training opportunities.

Awarding to CDW•G is an investment in the future. CDW has been selling to the education market for over 20 years and CDW•G was created in 1998 as a subsidiary to focus on the public and academic sectors. During this time the CDW family of companies has constantly improved to provide every customer the best service and products the industry has to offer.

Because of our large size and financial stability we are able to support WVDE in an implementation of this magnitude, but we can also provide the one to one customer support often associated with small business. CDW•G's practice of dedicated account management with their vast knowledge and professionalism is the leading reason our customers return to us year after year.

Should you have any questions concerning this response, please contact Chris Webb, Account Manager, at 203-851-7142 or email at [chris.webb@cdwg.com](mailto:chris.webb@cdwg.com) or Carey Lyman-Cordes, Proposal Manager, at 847-968-9437 or email at [carecor@cdw.com](mailto:carecor@cdw.com).

Thank you for your consideration and the opportunity to respond.

Sincerely,

Robert Kirby  
Senior Director of K-12 Sales  
CDW Government, Inc.



JOE MANCHIN III  
GOVERNOR

STATE OF WEST VIRGINIA  
**DEPARTMENT OF ADMINISTRATION**  
**PURCHASING DIVISION**  
2019 WASHINGTON STREET, EAST  
P.O. BOX 50130  
CHARLESTON, WEST VIRGINIA 25305-0130

ROBERT W. FERGUSON, JR.  
CABINET SECRETARY

DAVID TINCHER  
DIRECTOR

## MEMORANDUM

TO: Vendors

FROM: Michael Austin, Senior Buyer  
Purchasing Division

RE: EDDTFSS

DATE: April 26, 2007

The "Request for Proposal" to provide 21<sup>st</sup> Century Tools for 21<sup>st</sup> Century Schools will not be scanned on the Internet due to the volume. Vendors may view the "Request for Proposal" at the office of the WV State Purchasing Division, 2019 Washington Street, East, Charleston, WV 25311. You may call me for an appointment at (304) 558-2316, fax: (304)558-4115 or e-mail [maustin@wvadmin.gov](mailto:maustin@wvadmin.gov).

MA/wf

cc: File

A handwritten signature in cursive script, appearing to read "Michael Austin".