

**SHI and CDW-G are now University preferred IT Value Added Resellers.**

As preferred IT resellers the Office of Strategic Procurement and HUIT Vendor Management recommends shopping SHI and CDW-G for IT products and services when not purchasing direct from an OEM.

**Why SHI?**

SHI was selected through a competitive sourcing event. Suppliers were evaluated on inventory stock, web capabilities, long term Harvard business relationship, and consistent satisfactory Harvard client experience. The agreement with SHI provides:

* Convenient and easy-to-use online ordering through HCOM integrated to a Harvard specific

SHI website: <https://www.shi.com>.

* Competitive pricing.
* An extensive Account/Support Team specific to Harvard, which has been in place since 2014.
* Highly ranked customer service and performance consistent across higher education clients.
* No-charge ground shipping (some oversized and heavy items may incur shipping charges).
* Presales support, OEM agnostic consulting, and enterprise professional services – email Barbara West at [BwestSLED@SHI.com](mailto:BwestSLED@SHI.com) to connect with these resources.

**When Can I Start Ordering from SHI**?

* Now. If you are already ordering from SHI please continue.

**SHI** **Customer Service Communication:**

* Email: [BwestSLED@SHI.com](mailto:BwestSLED@SHI.com)
* Escalation point – [Barbara\_West@shi.com](mailto:Barbara_West@shi.com)

**Why CDW-G?**

CDW-G was selected due to their strategic relationship with the E&I Cooperative, the nation’s largest higher education buying consortium of which Harvard is a standing member, and for having a business model segmentation specific to higher education. CDW-G was evaluated on their favorable terms and conditions, available inventory/logistics/custom configuration services/pricing, their eProcurement capabilities integrated with HCOM, their business relationships across the Harvard community inclusive of very favorable Harvard client experiences, and dedication to supplier diversity programs. The relationship with CDW-G provides:

* Convenient and easy-to-use online ordering through HCOM integrated to a Harvard specific CDW-G website: [www.cdwg.com\harvard](http://www.cdwg.com\harvard)
* E&I based competitive pricing across a full IT catalog of 1,400+ OEMs, as well as cloud (SaaS, IaaS, PaaS) offerings.
* No-charge ground shipping (expedites and custom logistics requests are available but may incur shipping charges).
* An extensive Account/Support Team specific to Harvard, which has been in place since 2014.
* Highly ranked customer service and performance consistent across higher education clients.
* Presales support, OEM agnostic consulting, and enterprise professional services – email Brian Fishter, CDW-G’s Boston-based Field Account Executive at [brifish@cdw.com](mailto:brifish@cdw.com) to engage with these resources.

**When Can I Start Ordering from CDW-G**?

* Now. If you are already ordering from CDW-G please continue.
* CDW-G is targeted to be available in HCOM as a punchout late December 2018 or January 2019.

**CDW-G Customer Service Communication:**

* Email the CDW-G Account Team at: [harvardit@cdwg.com](mailto:harvardit@cdwg.com)

HB Communications, Adtech Systems, and McCann Systems are now University preferred Audio Visual Integrators.

**Why HB Communications, Adtech Systems, and McCann Systems?**

Suppliers were selected based on the following criteria:

* Competitive pricing
* Exceptional Customer Service
* Compliance with Harvard’s business terms
* Dedicated Harvard Team
* Long term Harvard business relationships

**Supplier Contact information:**

**HB Communications**

Bob Berkowitz [bob.berkowitz@hbcommunications.com](mailto:bob.berkowitz@hbcommunications.com) Direct: (781) 869-4024

[Support@hbcommunications.com](mailto:Support@hbcommunications.com) Direct: (800) 852-8441

**HB Communications website** <http://hbcommunications.com>.

**Adtech Systems**

Gisela Rezende [grezende@adtechsystems.com](mailto:grezende@adtechsystems.com) and/or

John Pioccone [jpioccone@adtechsystems.com](mailto:jpioccone@adtechsystems.com) Direct: (800) 359-0077

**Adtech Systems website** <http://www.adtechsystems.com>.

**McCann Systems**

[Joseph Fusaro - CTS](mailto:jfusaro@mccannsystems.com), VP – Senior Sales Executive Direct: (617) 307-7371 Cell: (732) 589-4749

**McCann Systems website** <http://mccannsystems.com>.

* If you have any questions, feel free to contact the HUIT VMO at huitvm@harvard.edu**.**