



CAPITALIZING ON THE FUTURE.

TODAY.

Why Westcon Federal?

With a deep and intimate understanding of the complex federal market, the Westcon Federal team offers the specialized support partners require to build government business. For more than 25 years, Westcon has developed loyal, longstanding relationships with our valued partners by providing the services, solutions and responsiveness that accelerate their growth. Focused entirely on driving federal customers' success, we do not compete with reseller partners. Our adherence to a pure model of distribution is one of many ways in which Westcon earns and sustains this loyalty.

Our Value Proposition

When federal resellers partner with us, they leverage support from a seasoned team dedicated exclusively to serve government integrators and solution providers. We help partners navigate complexities and achieve increased profitability in the marketplace by giving them direct access to **Federal Solutions Specialists, Comprehensive Contract Support, Secure Supply Chain Services, Federal Market Intelligence, and Enablement Tools & Resources.**

Federal resellers rely on Westcon Federal for the expertise, connections and vast resources we bring in delivering complete unified communications, collaboration, network infrastructure, network security, data center and cloud solutions to this intricate market. Our teams create unique programs and provide exceptional financial and technical support to accelerate the business of our partners.

“ We all know the federal marketplace is a unique animal with challenges unlike any other vertical market. The Westcon Federal team is focused on tailoring support to fit our partners’ needs. With more than 25 years of Beltway experience and expertise, our team works with partners to respond with agility and speed to changing market conditions enabling our partners to achieve the fastest time to revenue. ”

– **Gahn Lane**, Vice President, Service Providers and Public Sector, Westcon North America

OUR KEY

DIFFERENTIATORS

What sets us apart from all others? Along with the reputation as the trusted provider of government/federal technology solutions, the knowledge to enable our partners to make strategic decisions empowering their businesses and the experience and depth to help our partners capture more revenue opportunities, we remain indispensable by providing our partners with access to:

- ✓ Specialized vendor portfolio, services, training and secure supply chain capabilities
- ✓ Consulting services and training based on the latest market intelligence
- ✓ Government contract vehicles and programs to leverage sales
- ✓ Second-to-none lead and demand generation programs
- ✓ Flexible credit programs
- ✓ Market-specific business development and enablement tools
- ✓ High-level pre- and post-sales technical support
- ✓ Demonstration labs and training facilities

“ Serving the federal market isn’t only about Washington D.C. and the 50 states. The federal market spans the world and Westcon’s global reach of more than 100 countries enables us to meet our partners’ needs no matter where or whenever. Our partners rely on our secure supply chain to not only make sure the products their customers need are compliant and meet regulations, but that they are delivered safely and securely no matter where or what the circumstances. ”

– **Stu Schwartzreich**, Director, Westcon Federal

Five Pillars Support Our Federal Business Framework:



Federal Solutions Specialists

Our dedicated team makes Westcon Federal the trusted government/federal IT solutions provider. We combine technology expertise with a thorough understanding of the procurement process to help federal government agencies select and implement the best solutions at the best possible value. Our seasoned business development managers and product managers support market-leading manufacturers of UC, collaboration, network infrastructure, network security, data center and cloud solutions.



Federal Market Intelligence

Westcon Federal can provide opportunities and contacts, combined with federal market intelligence to make our partners more profitable and competitive. Deliverables include extensive federal agency IT profiles, information on new and existing federal contract vehicles, complete federal agency contact management capabilities, and thought leadership.



Comprehensive Contract Support

Westcon Federal has extensive experience providing comprehensive, consultative government contract support. We offer the programs, contracts, tools and infrastructure channel partners need to meet and exceed their federal business objectives, including the Westcon Group GSA Schedule and Avaya GSA Program. Our GSA programs and strategies save valuable time, allowing government agencies to immediately purchase needed solutions without delays surrounding the typical bidding process.



Enablement Tools & Resources

By employing strategic principles from industry experts and second-to-none lead and demand generation programs, Westcon Federal offers a wealth of tools and resources that empower our partners. These include online and on-site trainings, a dedicated federal web portal, and more “at-bats” for revenue opportunities in the federal market.



Secure Supply Chain Services

Our logistics services are the strongest link in the government/federal supply chain, giving partners a clear competitive edge. We offer ISO-certified warehouse staging, asset tagging, UID tagging, secure delivery handling and blind shipment capabilities, as well as the capability to manage critical shipments for national security and national emergencies. In addition, Westcon Federal ensures delivery of TAA-compliant products when requested. With our Secure Supply Chain Services, partners can instill confidence at the federal buyer level, knowing every product from Westcon is original, new and fully compliant. We pledge all purchases are safe, secure and streamlined for success.

Westcon Public Sector: Serving Technology Partners Who Serve the Government

Westcon Public Sector connects partners to seamlessly and profitably deliver defined technology solutions within federal, state and local government markets. Channel partners rely on us to navigate market complexities and prudently grow their government business.

Encompassing our Westcon Federal; Westcon State, Local Government & Education and Westcon Healthcare

specialty business practices, Westcon Public Sector provides essential value-added services and support from market experts dedicated to expanding your capabilities, opportunities and prospects. We exist to help strengthen your channel business locally and globally, offering specialized solutions, knowledge, logistics and resources you won't find anywhere else.

CONTACT OUR TEAM

TO CAPITALIZE ON THE FUTURE. TODAY.



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