

# VIWO

partner profile



## GROW YOUR SALES IN THE CLOUD

With VIWO the sky's the limit

**Exceptional support** that exceeds customer expectations and builds loyalty

**First Google Apps for Work** software license sold in 2007

**Google SMB Special Contribution award winner** for business transformation with Google Apps

## A Match Made in the Cloud

CDW and VIWO team up for low cost and lucrative Google sales and support

### CDW HAS THE CUSTOMERS

#### A North American leader in technology solutions

- Supporting 250,000 organizations in business, government, education, and healthcare
- Generating \$10.8 billion in net sales in 2013
- Meeting a growing demand for Google products like Google Apps for Work

### VIWO HAS THE KNOW-HOW

#### An international leader in Google Apps for Work migrations

- Google's largest and highest rated small business partner
- Completed over 5000 cloud implementations
- Meets CDW's stringent requirements for customer service and technology support

### SO THEY TEAMED UP

#### To deliver robust Google Apps sales and service

##### Seamless VIWO support

- CDW refers customers requiring Google Apps for Work migration and other services

##### Complete services

- VIWO handles the entire process - cost quotation, statement of work, implementation, etc.

##### High customer satisfaction and loyalty

- Easy to use, steady license renewals, no cancellations

### A WIN WIN FOR CDW AND ITS CUSTOMERS

- Customers get the **high quality service from VIWO** that they've come to expect from CDW
- **CDW avoids in-house investments** in cost and staffing required for Google Apps migration and other advanced support
- Google is emerging as a **highly sustainable, profitable, and growing sales channel** for CDW

"Customer demand for Google Apps is growing and that's where VIWO comes in. They make the migration process extremely simple - handling everything from cost estimates to final deployment - so we don't have to deploy new and expensive support practices."

Jotham Darrin, Business Development Specialist, CDW

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