

# NWN Carousel and Cisco Solutions Deliver the Future of Hybrid Work, Today

Cisco-powered solutions key enabler for NWN Carousel's integrated Unified Communications, Contact Center, Security, Networking and Visual Collaboration offering.

As one of Cisco's Largest and Fastest Growing North America's Partners, NWN Carousel is enabling more than 7000 leading organizations to fully experience the benefits of workspace transformation without friction.

## THRIVE WITH INTEGRATED CLOUD COMMUNICATIONS SERVICES & INFRASTRUCTURE

The COVID-19 pandemic served as an unplanned forcing function that put many of our joint customers in a challenging situation: a rapid change from office spaces to cloud-connected, distributed work environments. Surviving this shift meant adopting multiple applications to connect a suddenly remote workforce. But thriving in this work-from-anywhere world requires taking a proactive approach to our joint-customer's hybrid work transformation.

## NWN CAROUSEL'S MISSION: ENABLE EVERY ORGANIZATION TO THRIVE AMIDST WORKSPACE CLOUD TRANSFORMATION

- **Empower the Remote Worker.** Provide integrated cloud solutions for maximum productivity, regardless of where your employees choose to work from.
- **Transform the Work Experience.** Deliver support, network connectivity and devices that enable employees to have a consistent work experience, whether they are remote or in the office.
- **Deliver World-Class Customer Experiences.** Blend customer advisory services, customer support, and customer experiences for a holistic, productive relationship. organizations connect and understand.
- **Maximize and Manage Technology Investments.** Simplify operations and gain deeper insights with AI and collaborative tools to help organizations connect and understand their needs, investments and opportunities.
- **Connect Anywhere, Any Way.** Create a dynamic office, ready for remote or hybrid needs, with custom voice, data and/or video communication systems to keep you connected to your employees, partners and clients.
- **Device-as-a-Service.** Deliver a suite of inventory and storage solutions, including full equipment inspection, testing, and repair and refurbishing services to supply the diverse hardware needed for a hybrid working world.

## EXCELLERATING INTO THE WORKFORCE OF THE FUTURE WITH TWO MARKET LEADERS: CISCO & NWN CAROUSEL

As the leading integrated Cloud Communications Service Provider (CCSP), NWN Carousel enables organizations to fully experience the benefits of workspace transformation without friction. We offer flexible, secure and innovative networking and security solutions through our Gold partnership with Cisco.

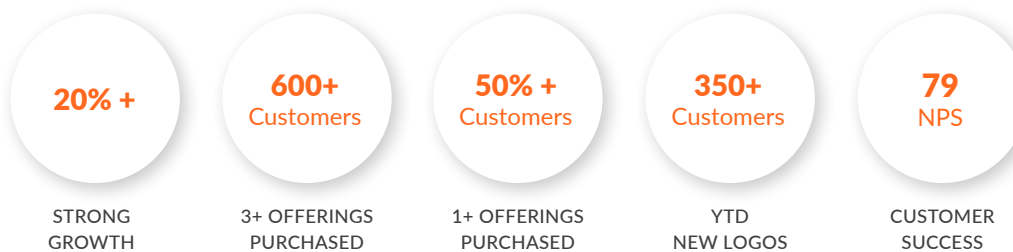
### About Us

- Founded in 2000
- National Footprint
- Projected \$1B Run-rate Revenue in FY21
- 7,000+ Customers
- 1,600 IT Experts
- 950+ 10-year Relationship Customers
- 20+ Locations
- 1,300 Employees

### Expertise

- Intelligent offices and conference rooms
- Managed Devices and secure endpoints
- Unified communications and Contact Center
- Connectivity, networking and Security
- Managed services and SaaS Management

### 2020-21 Highlights



## EXCELLERATING OUR CUSTOMER'S JOURNEY TO THE CLOUD

NWN Carousel's six core bundled offerings enable a holistic mix of on-the-ground and enterprise-class cloud solutions for secure integration. Our partnership with Cisco provides the solutions, and services, necessary to transform organizations to a modern work-from-everywhere world..

- **Remote Worker bundles**
  - Public Sector bundles: 47% NWN Carousel's Cisco Revenue within Public Sector
  - Dedicated National Public Sector team with decades of SLED experience
  - Significant Investments in the Public Sector marketplace make us the Top Choice to Win with Cisco
  - Public Sector Consultants / Lobbyists relationships in multiple states
  - National and State Contract vehicles
  - Federal Funding Lifecycle Program – Gets IT a seat at the table with “C” levels
- **Public Safety bundles**

## The Experience Management Platform integrates NWN Carousel's Powerful Cloud Communications Services



### DEVICES

Improves employee uptime and ensures competitive readiness with workforce device deployment, support and security



### UNIFIED COMMUNICATIONS

Ensures enterprise-grade collaboration and communication between employees, customers and partners with integrated tools and applications



### CONTACT CENTER

Simplifies customer service across channels with integrated administration and analytics that improve customer experiences



### SECURITY

Protects communications across your architecture and ensures peace-of-mind and compliance with security best practices and regulations



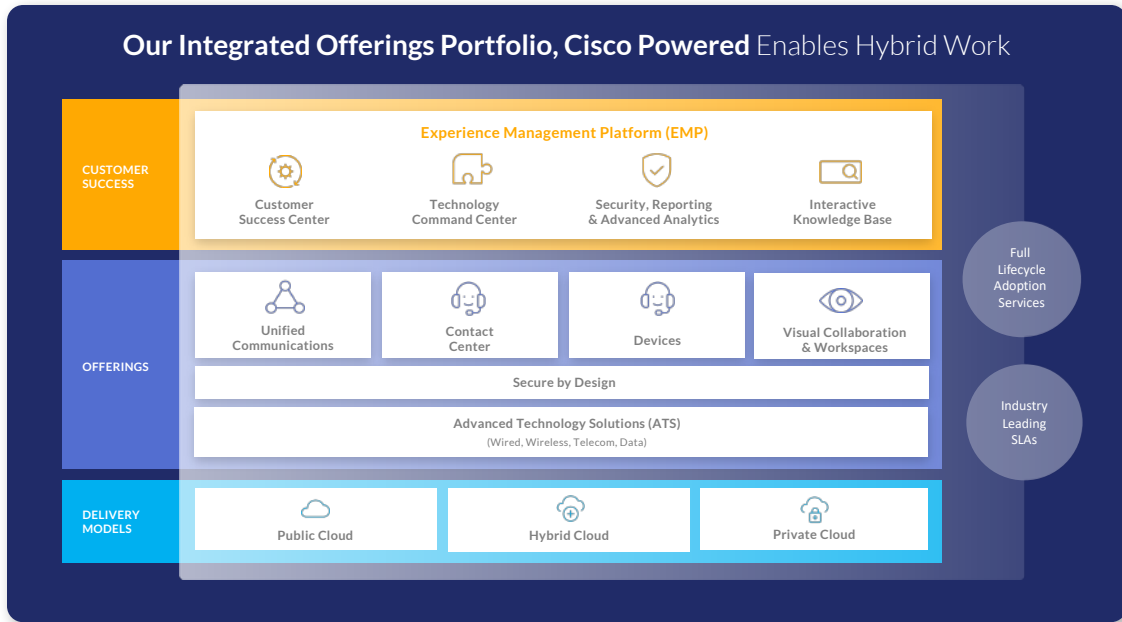
### ADVANCED TECHNOLOGY SOLUTIONS

Powers work-from-everywhere and global customers with always-on connectivity



### VISUAL COLLABORATION

Next-generation collaboration spaces and enhanced digital signage for improved conferencing capabilities and information distribution



### AWARDS & CERTIFICATIONS

- Elite number of Cisco partners nationwide to receive the Customer Experience Certification
- Select Distinction of Achieving the Advanced Specialization Level Certification
- 2020 Partner of the Year for Innovation and Unified Communications

### PARTNER SPECIALIZATIONS

- |  |  |  |
|--|--|--|
| • Networking Specialization                          | • Advanced Customer Experience Specialization      | Enterprise Specialization                                  |
| • Collaboration Specialization                       | • Advanced Data Center Architecture Specialization | • Advanced Enterprise Networks Architecture Specialization |
| • Security Specialization                            | • Advanced Unified Contact Center                  | • Advanced Security Architecture Specialization            |
| • Advanced Collaboration Architecture Specialization |  |  |

NWN and Carousel Industries are now fully integrated and their single entity represents a top 25 partner in Cisco's channel ecosystem. NWN Carousel's dedication and investment in their Cisco practice is evident with their 6 distinct outcome offerings built around Cisco's portfolio. We are excited for the limitless potential of the NWN Carousel and Cisco partnership."

Carl DeMarco, Senior Director, US Partner Sales Organization