



Empowering Partners to Capture the Cloud Market Opportunity



Cloud Expertise & Support

Utilize professional support and go-to-market resources to more effectively identify and execute on opportunities

- Technical Advisor
- Regionally Mapped Support
- Business Development Advocates



Success Path to Cloud

Leverage managed services to profitably launch, optimize and maximize your cloud practice.

- Technical and Business Ready Resources
- Marketing & Vendor Management



Digital Commerce Platform

Profitably purchase, provision, invoice and manage Cloud and XaaS business through a single platform.

- PSA Integration
- Consolidated and Flexible Billing
- White Labeled: Customize Branding & Logo



XaaS Enablement

Build and customize comprehensive multi-vendor offerings by bundling hardware, software, and your managed services.

- Procurement
- Deployment
- Support Services
- Lifecycle Management

See backside for more details.

D&H Cloud Partners



We are your partner in the cloud!

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Cloud Expertise & Support

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EAST REGION
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CENTRAL REGION
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Success Path to Cloud

In-depth training and guidance to support and help partners build a thriving and profitable cloud practice.



Contact CloudPlanningCA@dandh.com to work with our Strategic Planning Team today!



DaaS

Build customer relationships and recurring revenue with D&H Cloud Solutions and Device-as-a-Service – bundle and finance hardware as a monthly service – all backed by 100% North American-based technical support, including white-label 24x7 service options.

Hardware

Help customers upgrade to modern Windows devices by using DaaS to transition them from CAPEX to OPEX model.

Services

End-to-end lifecycle management and support from procurement to disposition.

Financing

Hardware and services in one monthly price billed to the customer.

Partner

Enhance value and differentiate offerings, while up-front paid partner profits accelerate cash flow and profitability.

Contact DaaS@dandh.com or visit www.dandh.ca/DaaS to learn more.