D&H

Microsoft   **Windows 11**

DEVICE REFRESH
PARTNER PLAYBOOK

acer   AMD   ASUS   DELL Technologies

hp   intel   Lenovo   msi

TABLE OF CONTENTS

INTRODUCTION

Windows 10 is reaching End-of-Support in October of 2025. Although that may seem like a long runway, now is the perfect time to discuss refreshing your clients' device fleet. If they're still operating on outdated devices, they could be sacrificing a whole lot more than a few minor OS improvements.

OPERATING ON OUTDATED DEVICES

Slower performance

Poor battery performance

Higher security risk

Disjointed Collaboration

Cannot use latest Microsoft solutions

Poor imagery/ display

To help you start this conversation with your clients, D&H has assembled this exclusive toolkit for our partners, filled with information and resources so you can be your clients' **device refresh expert**!

CONTACT A DEVICE SALES SPECIALIST TO GET STARTED!

Microsoft Specialist
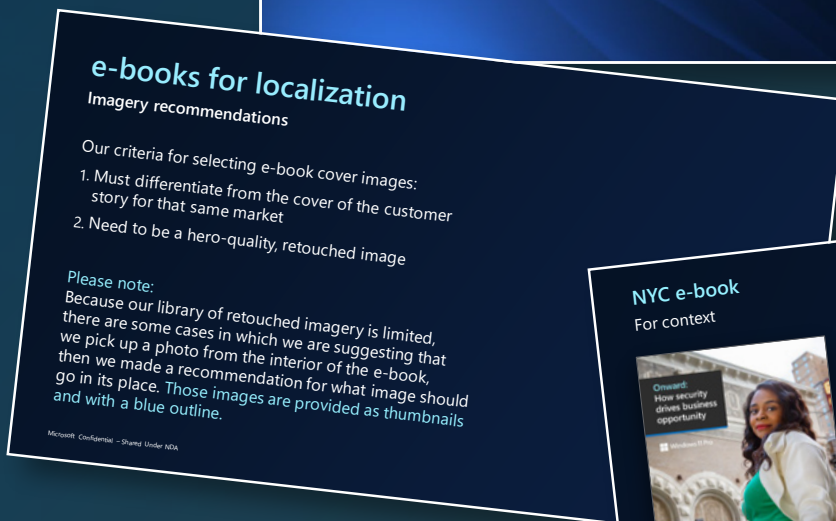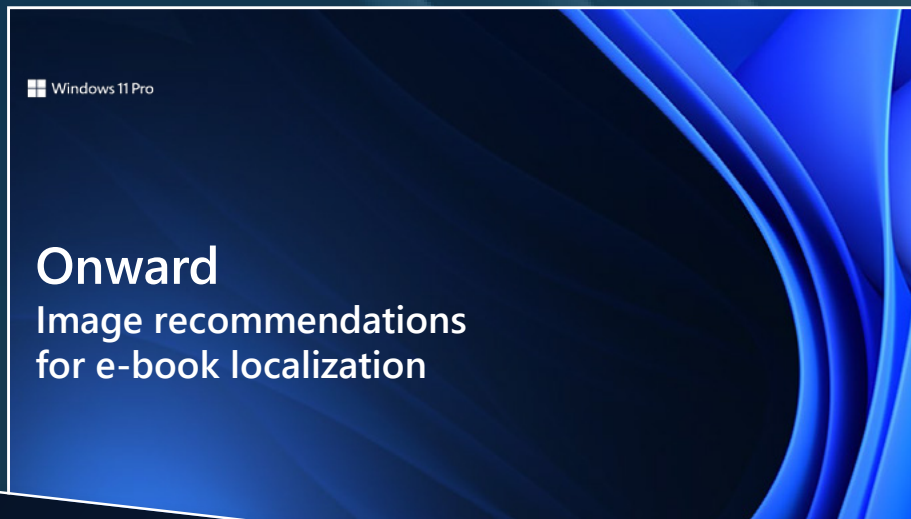MicrosoftSpecialist@dandh.com

HP Specialist
HPI@dandh.com

Lenovo Specialist
LenovoSpecialist@dandh.com

AMD Specialist
AskAMD@dandh.com

Microsoft   **Windows 11**

DOWNLOAD YOUR
WINDOWS 11 PRO BRANDING GUIDE

Windows 11 Pro

Onward
Image recommendations
for e-book localization

e-books for localization
Imagery recommendations

Our criteria for selecting e-book cover images:
1. Must differentiate from the cover of the customer story for that same market
2. Need to be a hero-quality, retouched image

Please note:
Because our library of retouched imagery is limited, there are some cases in which we are suggesting that we pick up a photo from the interior of the e-book, then we made a recommendation for what image should go in its place. Those images are provided as thumbnails and with a blue outline.

Microsoft Confidential – Shared Under NDA

NYC e-book
For context

Onward:
How security drives business opportunity

Microsoft   **Contact a D&H Microsoft Specialist Now!**
MicrosoftSpecialist@dandh.com

DOWNLOAD YOUR 2024 SMB DEVICE REFRESH GUIDEBOOK

Gartner recommends companies move to Windows 11

Q: Is it time to move to Windows 11?
A: Yes

In December 2022, Gartner published a study authored by Stephen Kleynhans that said I&O managers should roll out the latest version of Windows 11 (Windows 11 22H2) instead of Windows 10 as part of their annual Windows feature update processes.

The reasons for this are listed in the full report.

https://aka.ms/MoveToWindows11

"The release of the Windows 11 Update 2022 H2 signals that it's time for enterprises to include Windows 11 in their annual update processes."
Gartner

Windows Pro device is the gateway to MORE

$1 Microsoft Revenue

7X

Windows PC + Autopilot Intune + Microsoft 365 + Azure cross-sell

MS Services-led Partner Economic value $7.63

Co-marketing alignment

Targeted marketing incentives

Windows 11 Security features

Every component of the Windows 11-technology-stack, from Chip to Cloud, is designed to ensure ultimate security

New
- Applications safeguards—Smart App Control
- Enhanced phishing protection
- Configuration lock for Secured-core PCs
- Presence sensing
- Secured kernel (HVCI enabled by default)

Existing and improved
- Security by default
- Remote deployment and compliance
- BitLocker and BitLocker-to-Go
- Windows Hello for Business
- Multifactor authentication
- Windows Information Protection
- Windows Defender System Guard
- Windows Defender Antivirus

Why you should choose HP

How end-to-end capabilities, protection, and possibilities tip the scales

hp with **Windows 11** | **AMD**

Browse Now 🔍

The business world is in constant change. People are working from anywhere. Innovations are accelerating. And it's hard for IT, especially in smaller companies, to keep pace. It helps to have a resource who can bring all the pieces together.

That's exactly what HP can do for you.

Everything working seamlessly together

An IT infrastructure built around a comprehensive, unified HP ecosystem is more efficient and cost-effective. It also makes everything easier to manage. With HP, you don't need a massive IT team to capitalize on having a single source for building, protecting, and managing a fleet that can support your workforce's ongoing needs.

A wide range of powerful PCs with the right devices to support all your distributed workforce needs

Advanced cameras, audio, and conferencing solutions so even remote workers feel fully connected

Advanced device management with predictive analytics and insights to maximize performance[1,2]

Built-in zero-trust endpoint security protection that starts at the hardware level[3]

Leading integrated technology and software like AMD Ryzen™ PRO processors and Windows 11 Pro

hp **Contact a D&H HP Specialist Now!**
HPI@dandh.com

What your people need in a flexible work world

How HP helps you meet everyone's differing needs

hp with **Windows 11**
HP recommends Windows 11 Pro for business

Intel vPRO Built for Business
Unrivaled business PC solution

Browse Now 🔍

Alyssa from HR is starting one of her in-office days. Robert, a videographer, is editing in his home office and will head to the field for more footage in the afternoon. Oscar, a business development executive, is joining an online meeting from an airport boarding area.

If you're in IT today, these could very well be your people. And most in IT—especially those who must wear many hats for their company—are struggling to meet the diverse needs of such workers.

What each type of worker needs...

Create a place to excel
From private offices to flex desks, on-site spaces must make it easy for any worker to set up.

Bring collaboration into perfect focus
Equip workers for Microsoft Teams meetings with notebooks with AI noise reduction that deliver crystal-clear sound-even when a screaming toddler or a leaf blower is nearby.
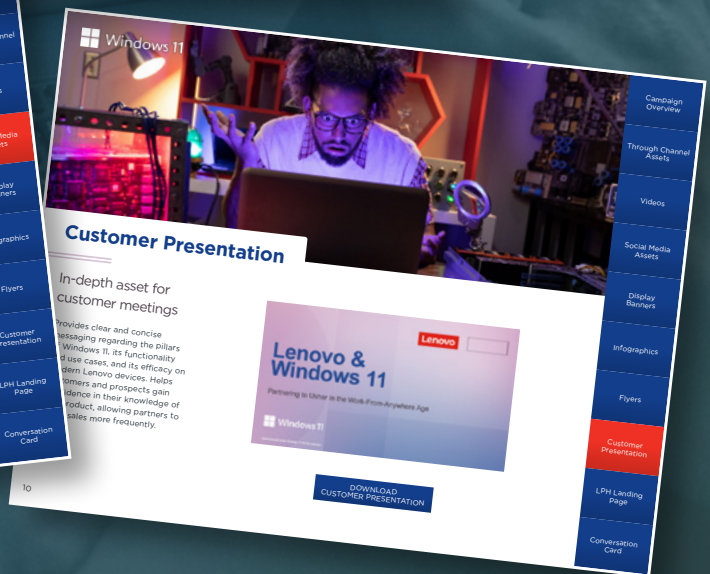
Turn any place into a workspace
Ensure on-th-go workers have a lightweight notebook with adaptable configurations like a touchscreen, two top-edge microphones, and extra-long battery life.

DOWNLOAD YOUR LENOVO THAT'S AN 11 CAMPAIGN PLAYBOOK!

That's an 11
Campaign Playbook

Windows 11

Social Media Assets

Lead generation LinkedIn posts

Includes post formats, image assets, and product details to help craft individual social media outreach.

DOWNLOAD SOCIAL PACKAGE

Customer Presentation

In-depth asset for customer meetings

Provides clear and concise messaging regarding the pillars of Windows 11, its functionality and use cases, and its efficacy on modern Lenovo devices. Helps customers and prospects gain confidence in their knowledge of the product, allowing partners to make sales more frequently.

Lenovo & Windows 11

Partnering to Usher in the Work-From-Anywhere Age

DOWNLOAD CUSTOMER PRESENTATION

Contact a D&H Lenovo Specialist Now!
LenovoSpecialist@dandh.com

Empower Your Team to Do More

With modern Lenovo devices powered by Windows 11 Pro for business

It's time to get behind commercial solutions that improve productivity, offer easy management for IT, and help you retain employees. With reliable performance, rock solid security, and cutting-edge new features, Windows 11 Pro for business is designed for hybrid work for deployment across all teams—whether hybrid, remote, or on-premises.

intel. vPRO
An Evo Design
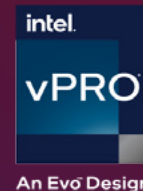
Work from Anywhere Security, Right Out of the Box

Windows 11 is Zero Trust ready with default security settings including hardware-based isolation, encryption, and malware prevention. Lenovo ThinkShield offers additional protection—from chip to cloud on laptops and 2-in-1s, like **ThinkPad X1 Yoga Gen 7**, engineered to work from anywhere.

Productivity, Versatility, and Collaboration

Windows 11 on modern Lenovo devices—like **ThinkBook 13s Gen 4** which features all-day battery power—improves productivity and collaboration. Intel® Unison™ enables seamless content sharing across operating systems by connecting laptops and iPhone or Android devices.

Simplicity & Low Total Cost of Ownership

Windows Autopilot and Microsoft Intune enable zero-touch deployment of remote work devices like **ThinkBook 15 Gen 4**. Remote help offers secure, real-time support through the cloud.

Lenovo Recommends Windows 11 Pro for Business

Ready to learn more?
Contact your Lenovo Business Partner today to talk about making your work from anywhere team unstoppable.

Windows 11

Only available on eligible Intel® Evo™ designs with Intel® Unison™ software on Windows-based PCs and only pairs with Android- or iOS-based phones; all devices must run a supported OS version. See intel.com/performance-evo for details, including set-up requirements. Results may vary. © Intel Corporation

DOWNLOAD YOUR AMD RYZEN™ PRO MANAGEABILITY INFOGRAPHIC!

Contact a D&H AMD Specialist Now!
AskAMD@dandh.com
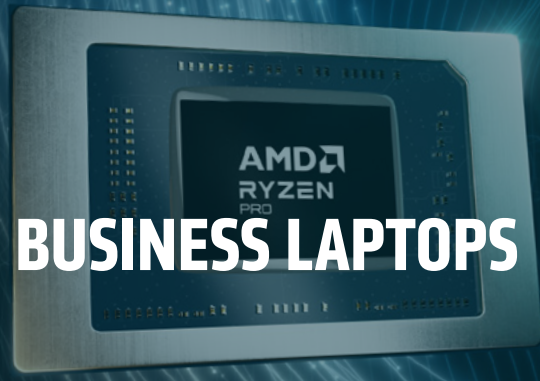
AMD RYZEN PRO

THE FUTURE OF WINDOWS BUSINESS LAPTOPS
STARTS WITH AMD RYZEN™ AI

GENERATIVE AI APPLICATIONS AND USAGE ARE ON THE RISE

New AI copilots are unlocking transformative benefits for developers, business processes, and information synthesis through conversational search.

EXAMPLES

Microsoft Co-Pilot   Grammarly

Chat GPT   Jasper

Bard AI   Articleforge

and many more...

BENEFITS

REINVENTING PRODUCTIVITY of Laptop Users

REMOVE THE DRUDGERY From our Daily Tasks and Jobs

LAPTOPS WILL HELP US THINK, PLAN, AND ACT In the New Era of Work

REDISCOVER THE JOY OF CREATION By Freeing Business Users

AMD RYZEN™ AI AIMS TO DELIVER SUCH AI EXPERIENCES ON THE LAPTOP WITH INCREDIBLE BATTERY LIFE, SPEED, AND QUIET OPERATION

GENERATIVE AI TRAINING AND INFERENCE - TODAY AND IN THE FUTURE

TODAY

Running Inference in the Cloud

Very High Costs that Can Be Unsustainable for Scaling

FUTURE
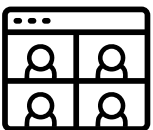
Speed

Privacy

Security

Personalization

and

Low Latency

Processing On the PC Will Play a Big Role in The Hybrid AI World

HYBRID AI IS CRITICAL FOR GENERATIVE AI TO SCALE – AND PC WOULD PLAY A BIG ROLE

RYZEN™ AI IN THE HYBRID AI ERA REVOLUTIONIZES THE PC EXPERIENCE
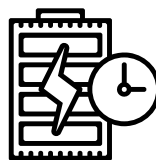
ADVANCED COLLABORATION

ALL NEW AI DRIVEN COLLABORATION ADVANTAGES

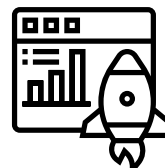### ACCELERATED MULTITASKING

UNBURDEN CPU AND GPU AND UNLOCK ITS POTENTIAL

IMPROVED EFFICIENCY

OPTIMIZED FOR BATTERY LIFE WITH ALL NEW AI EXPERIENCES

INCREASED PRODUCTIVITY

ACCESS TO NEXT-GEN ACCELERATED WORKLOADS

ENHANCED SECURITY

LOCAL PROCESSING OF DATA MEANS FEWER ATTACK VECTORS

RYZEN™ AI AT A GLANCE

✓ **World's first integrated AI engine in an x86 processor**[1]

✓ **Optimized to run AI workloads for incredible system efficiency**

✓ **Up to 4 concurrent AI streams for real-time multi-tasking**

✓ **Processes up to 10 Trillion AI Operations Per Second (TOPS)**

✓ **Allows business PC users to experience on-device AI everyday**

INTEGRATED INTO THE CPU FOR OPTIMAL EFFICIENCY
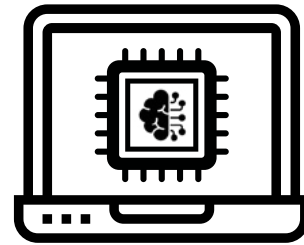
CPU + GPU + RYZEN™ AI

JOURNEY STARTS HERE WITH ADVANCED VIDEO COLLABORATION

WINDOWS STUDIO EFFECTS USES AMD RYZEN™ AI USING THE INTEGRATED CAMERA

Eye Contact Correction

Standard/Portrait Blur

Auto Framing

WORKS ON ALL VIDEO CONFERENCING APPLICATIONS

"If you're doing a Zoom call for work and you want to use eye contact, you're looking at well less than half the power enabled by AMD Ryzen™ AI"

- **PCWorld**

LEADERSHIP MULTITASKING WITH RYZEN™ AI

With 8 high-performance cores and AMD Ryzen™ AI, AMD Ryzen™ PRO 7040 series processors accelerate performance using MS Office apps while running Teams conference with all Windows Studio AI effects turned on.

UP TO
83% FASTER[2]

(AMD Ryzen™ 7 PRO 7840U compared to Qualcomm SQ3 processor)

Teams Video Conference with Windows Studio AI Experiences

+

MS Office Apps

EQUIP YOURSELF WITH AMD RYZEN™ AI POWERED PCs AS YOU DELVE INTO THE WORLD OF FORTHCOMING WINDOWS AI APPLICATIONS.

VISIT AMD.COM/PARTNER Your source for tools, training, news, reviews, and much more!
To find out more about AMD Ryzen™ PRO Processors, please visit www.AMD.com/pro

AMD RYZEN™ PRO

AMD RYZEN™ PRO 7040U SERIES PROCESSORS
PROCESSOR UPSELL GUIDE (AMD RYZEN™ 5 PRO 7540U TO RYZEN™ 7 PRO 7840U)

POWERING THE BEST AMD BUSINESS PCs IN THE WORLD

Both AMD Ryzen™ 5 PRO 7540U and Ryzen™ 7 PRO 7840U processors are considered the world's most advanced processors with unparalleled power efficiency for premium business laptops offering leadership performance, unmatched battery life and efficiency.

"Zen 4"
World's Fastest and Most Advanced Business Processor
See endnote: PHXP-37, GD-203

4nm
Incredible power efficiency for business laptop processor

AMD RDNA™ 3
World's most powerful integrated graphics
See endnote: PHXP-37

DESIGNED FOR UNCOMPROMISING INNOVATION, SPEED, AND POWER
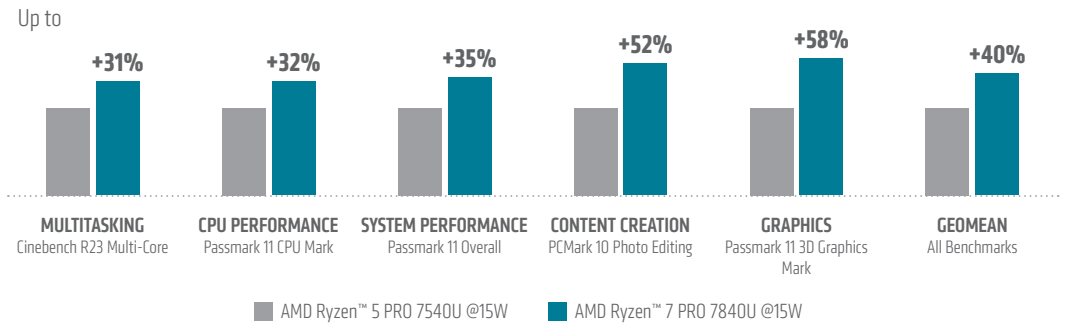
UPGRADE FROM RYZEN™ 5 TO RYZEN™ 7 FOR ABSOLUTE POWERHOUSE PERFORMANCE

UPGRADE TO RYZEN™ 7 FOR FASTER PERFORMANCE IN PREMIUM BUSINESS LAPTOPS

Both with superior "Zen 4" architecture
Upgrade from 6 to 8 high performance cores
Upgrade from up to 4.9GHz to up to 5.1GHz
Upgrade from 22MB to 24MB total cache

See endnote: GD-150

PROCESSOR AND SYSTEM PERFORMANCE

Up to

	+31%	+32%	+35%	+52%	+58%	+40%
	MULTITASKING Cinebench R23 Multi-Core	CPU PERFORMANCE Passmark 11 CPU Mark	SYSTEM PERFORMANCE Passmark 11 Overall	CONTENT CREATION PCMark 10 Photo Editing	GRAPHICS Passmark 11 3D Graphics Mark	GEOMEAN All Benchmarks

■ AMD Ryzen™ 5 PRO 7540U @15W   ■ AMD Ryzen™ 7 PRO 7840U @15W

See endnote: PHXP-67

UPGRADE FROM RYZEN™ 5 TO RYZEN™ 7 FOR LEADING BATTERY LIFE AND POWER EFFICIENCY

Up to

22%
BETTER BATTERY LIFE FOR MICROSOFT TEAMS CONFERENCING

When comparing the AMD Ryzen™ 5 PRO 7540U and the AMD Ryzen™ 7 PRO 7840U processor
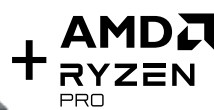
+ AMD RYZEN PRO

See endnote: PHXP-68

BOTH DESIGNED FOR POWER EFFICIENCY
When running typical office productivity applications users can expect to consume:

Up to
36% LESS POWER

When comparing the AMD Ryzen™ 5 PRO 7540U and the AMD Ryzen™ 7 PRO 7840U processor

See endnote: PHXP-69

AMD RYZEN PRO

INTRODUCING AMD RYZEN™ AI

WORLD'S FIRST INTEGRATED AI ENGINE IN AN X86 PROCESSOR

✓ **Optimized AI workloads** for incredible system efficiency
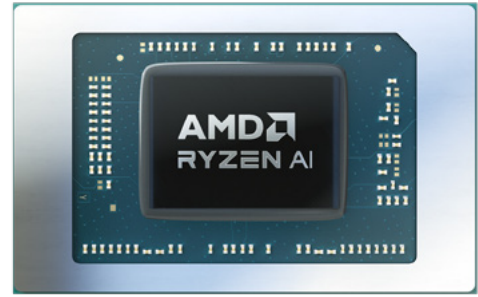
✓ Up to **4 concurrent AI streams** for real-time multi-tasking

✓ Processes up to **10 trillion AI Operations Per Second**

✓ Experience **on-device AI** every day on business laptops

See endnote: PHX-3, PHXP-57

BOTH RYZEN™ 5 AND RYZEN™ 7 DELIVER INCREDIBLY MODERN SECURITY FEATURES

AMD PRO TECHNOLOGIES

A complete set of features that are essential to modern business. SMBs, enterprise businesses, IT admins, and general office workers can take advantage of cutting-edge security features, robust manageability tools, and enterprise-grade stability and reliability as part of AMD PRO technologies.

AMD PRO SECURITY:
Provides innovative layers of defense at the silicon, OS, and platform levels to give IT teams comprehensive security features for the entire system
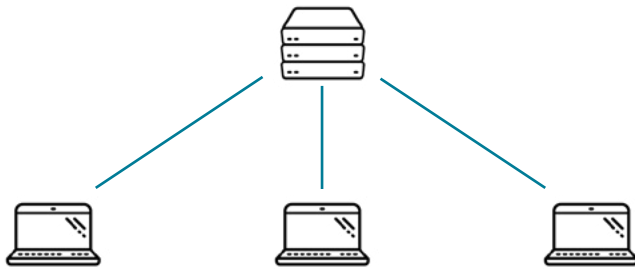
- OEM SECURITY FEATURES
- WINDOWS® 11 SECURITY
  Secured-Core PC
  Hardware Enforced Stack Protection
- AMD MEMORY GUARD
  Microsoft Pluton Security
- AMD SECURE PROCESSOR
  FIPS 140-3 Level 1 and Level 2* Certification
- AMD "ZEN 3" ARCHITECTURE
  AMD Shadow Stack
- YOUR DATA

See endnote: GD-206, GD-72

* FIPS 140-3 implementation under test

AMD SECURE PROCESSOR:
Dedicated security processor that validates code before it is executed to help ensure data and application integrity

AMD PRO BUSINESS READY:
Provides a robust manageability feature set that simplifies deployment, imaging, and management of an ever-growing and changing fleet.

18 MONTHS
planned software stability

24 MONTHS
planned availability

ENTERPRISE GRADE
quality assurance stability

AMD RYZEN™ PRO 7040 SERIES PROCESSORS (7540U VS 7840U)

AMD RYZEN™ PRO	PERFORMANCE CORES	PROCESS	INTEGRATED AI ENGINE	TOTAL CACHE SIZE	TDP	AMD PRO TECHNOLOGIES
AMD Ryzen™ 7 PRO 7840U	8P	4nm	✓	24 MB	15 - 28 W	✓
AMD Ryzen™ 5 PRO 7540U	6P	4nm		22 MB	15 - 28 W	✓

VISIT AMD.COM/PARTNER Your source for tools, training, news, reviews, and much more!

1. Testing as of 6/13/23, by BOXX Technologies, commissioned by AMD, utilizing an HP EliteBook 845 G10 with Ryzen PRO 7840U processor @15W, Integrated Radeon Graphics, 16GB RAM, 1TB NVMe SSD, Windows 11 Pro, versus a similarly configured Dell Latitude 5440 with an Intel Core i7- 1365U processor @15W, Intel Integrated graphics, 512GB NVMe SSD, Windows 11 Pro. Using an average composite geomean of the scores measured in the following benchmark tests: CPU - Geekbench v5 Single Core, Cinebench R23 n-thread and Passmark 11 CPU Mark; GPU - 3DMark Fire Strike Extreme Graphics, 3DMark Fire Strike Ultra Graphics, 3DMark Night Raid Graphics; Productivity - PCMark 10 Express, PCMark 10 Extended, PCMark 10 Productivity Test Group; Content Creation - SPECviewperf 3dsmax-06, Procyon Video Editing, and PCMark 10 Photo Editing. PC manufacturers may vary configurations yielding different results. Results may vary. PCMark® is a registered trademark of Futuremark Corporation. **PHXP-37**
2. Based on a smaller node size of the AMD processor for an x86 platform, as of August 2022. GD-203. RYZEN 7000 SERIES PRO mobile: Based on a smaller node size of the AMD processor for a business-class x86 platform, as of April 2023. **GD-203**
3. Boost Clock Frequency is the maximum frequency achievable on the CPU running a bursty workload. Boost clock achievability, frequency, and sustainability will vary based on several factors, including but not limited to: thermal conditions and variation in applications and workloads. **GD-150**
4. Testing as of 11/27/23 by BOXX Technologies, commissioned by AMD, utilizing an HP EliteBook 845 G10 with Ryzen 5 PRO 7540U processor, Integrated Radeon Graphics, 32GB RAM, 256GB NVMe SSD, Windows 11 Pro and an HP EliteBook 845 G10 with Ryzen 7 PRO 7840U processor, Integrated Radeon Graphics, 32GB RAM, 32GB NVMe SSD, Windows 11 Pro Using the following tests: Cinebench R23 nT, Passmark 11 CPU Mark, Passmark 11 Overall, PCMark 10 Photo Editing, Passmark 11 3D Graphics Mark, and a GEOMEAN score of all the benchmarks above. The composite geometric mean score is an average which indicates the typical value of the benchmark results. PC manufacturers may vary configurations yielding different results. Results may vary. **PHXP-67**
5. Based on internal testing by AMD as of 11/27/23. Battery life results evaluated by operation of a nine-participant Microsoft Teams video conference on battery. System configuration for AMD systems run from power level 100% > 5% @150nits brightness and power mode set to "power efficiency." System configuration for Ryzen™ 5 7540U: HP EliteBook 845 G10, AMD Radeon Graphics, 32GB RAM, 256GB NVMe SSD, Windows 11 Pro and 51Wh battery. System configuration for Ryzen™ 7 7840U: HP EliteBook 845 G10, AMD Radeon Graphics, 32GB RAM, 512GB NVMe SSD, Windows 11 Pro and 51Wh battery. Battery life will vary based on a variety of factors. **PHXP-68**
6. Testing as of 11/27/23 by AMD internal performance lab. System configuration for AMD Ryzen PRO 7840U: HP EliteBook 845 G10, 32GB RAM, 512GB NVMe SSD, Integrated Radeon graphics, Windows 11 Pro running in Power Efficiency mode, system configuration for AMD Ryzen 5 PRO 7540U: HP EliteBook 845 G10, 32GB RAM, 512GB NVMe SSD, Integrated Radeon graphics, Windows 11 Pro running in Power Efficiency mode using the following tests: Microsoft Teams + Procyon wall power consumed (watts). Each Microsoft Teams call consists of 9 participants (3X3) while running the UL Procyon Overall benchmark. Laptop manufactures may vary configurations yielding different results. **PHXP-69**
7. As of August 2022, select Ryzen™ 7040 processors for mobile with dedicated AI hardware are the only x86 PC processors with dedicated AI hardware. **PHX-3**
8. Based on testing by AMD Engineering as of 10/24/23, on a test system configured with an AMD Ryzen(tm) 7 7840U processor with Ryzen(tm) AI enabled, Radeon(tm) 780M Graphics, 16GB RAM, and Windows 11 Pro to measure response time impact on individual AI applications when running AMD internal AI models of Depth Estimation, Eye Gaze Correction, Super Resolution, Scene Detection sequentially and at the same time. PC manufacturers may vary configurations, yielding different results. Performance may vary based on use of latest drivers. **PHXP-57**
9. Ryzen™ AI is defined as the combination of a dedicated AI engine, AMD Radeon™ graphics engine, and Ryzen processor cores that enable AI capabilities. OEM and ISV enablement is required, and certain AI features may not yet be optimized for Ryzen AI processors. Ryzen AI is compatible with all AMD Ryzen 7040 series processors except the Ryzen 5 7540U and Ryzen 3 7440U. Please check with your system manufacturer for feature availability prior to purchase. **GD-220a**
10. Full system memory encryption with AMD Memory Guard is included in AMD Ryzen PRO, AMD Ryzen Threadripper PRO, and AMD Athlon PRO processors. Requires OEM enablement. Check with the system manufacturer prior to purchase. **GD-206**
11. Microsoft Pluton is a technology owned by Microsoft and licensed to AMD. Microsoft Pluton is a registered trademark of Microsoft Corporation in the United States and/or other countries. Learn more at https://www.microsoft.com/security/blog/2020/11/17/meet-the-microsoft-pluton-processor-the-security-chip-designed-for-the-future-of-windows-pcs/. Microsoft Pluton security processor requires OEM enablement. Check with the OEM before purchase. AMD has not verified the third-party claim. **GD-202**
12. The AMD Secure Processor is a dedicated on-chip security processor integrated within each system-on-a-chip (SoC) and ASIC (Application Specific Integrated Circuit) designed by AMD. It enables secure boot with root of trust anchored in hardware, initializes the SoC through a secure boot flow, and establishes an isolated Trusted Execution Environment. **GD-72**

Microsoft — Windows 11

Create a better out-of-the-box experience for your customers with Windows Autopilot

Simplify the way devices get deployed, reset, and repurposed, with an experience that is zero touch for your clients and adds margin to your Windows 11 Pro and Enterprise device sales.

Why Windows Autopilot?

- Perceptions about the time-intensive nature of Windows device deployment may inhibit some customers from moving to new Windows 11 Pro and Enterprise devices. Modernizing deployment with Windows Autopilot helps address that concern.

- With Windows Autopilot, a partner can optimize user features, settings, and apps for the customer without ever touching the device.

- Windows Autopilot also simplifies ongoing device management, including reset, recovering, re-purposing, and end-of-life disposal.

Why should resellers embrace Windows Autopilot?

- Grow Windows 11 Pro device sales through faster device refresh.

- Build profitable, scalable device deployment and management offerings.

- Cross-sell/up-sell Microsoft cloud services, e.g., EMS and Microsoft 365.

- Generate higher customer satisfaction, retention, and lifetime value.

Windows 11 Pro is also still available! Get started with Windows Autopilot at D&H today for whichever OS meets the needs of your business. Contact ProServices@dandh.com for more information.

Get started with Windows Autopilot at D&H today!
Contact ProServices@dandh.com for more information.

How does Windows Autopilot work with D&H?

When you add Windows Autopilot services to your Windows 11 Pro and Enterprise device purchases, we unbox the device, capture the required data, and link it to the appropriate end user tenant and profile via Microsoft Partner Center before it ever ships! When your clients unbox the device and connect to the Internet, Windows Autopilot takes care of the rest by transferring their personalized settings, apps, and data to them in just minutes.

Even better, D&H does not require a device unit minimum to add on Windows Autopilot services!

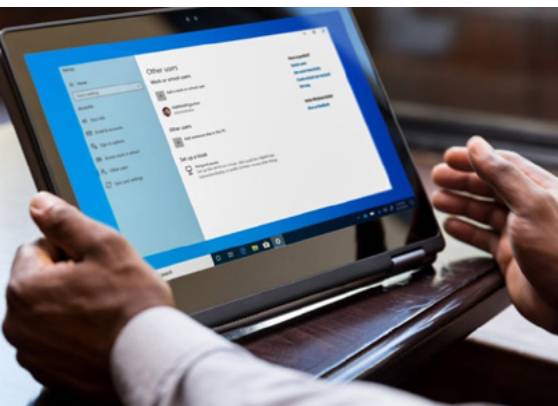## Windows Autopilot Services at D&H

Basic Data Capture
Data capture and Link various Windows 11 Pro devices to the appropriate end user tenant & profile via Partner Center with appropriate access.

D&H SKU: MSAPAZUREJOIN
Cost per Device: $4.00

D&H SKU: MSAPAZUREJOINLC
Cost per Device: $3.00*

*Discounted service when purchased with corresponding MS licensing - Data capture and Link various Windows 10 devices to the appropriate end user tenant & profile via Partner Center w/appropriate access

Premium Provision
Data capture, Link + application downloads on various Windows 11 Pro devices to the appropriate end user tenant & profile via Partner Center with appropriate access.

D&H SKU: MSAPPROVISION
Cost per Device: $12.00

D&H SKU: MSAPPROVISIONLC
Cost per Device: $10.00**

**Discounted service when purchased with corresponding MS licensing - Data capture, Link + application downloads on various Windows 10 devices to the appropriate end user tenant & profile via Partner Center w/appropriate access

Advance Data Capture
Data capture of Hardware Hash ID's on various Windows 11 Pro devices into .CSV file for Reseller or end user self-load via Partner Center.

D&H SKU: MSAPHASHCAP
Cost per Device: $15.00

D&H SKU: MSAPHASHCAPLC
Cost per Device: $13.00***

***Discounted service when purchased with corresponding MS licensing - Data capture of Hardware Hash ID's on various Windows 10 devices into .CSV file for Reseller or end user self-load via Partner Center

Contact ProServices@dandh.com for more information on Windows Autopilot services at D&H!

AIM
SOLUTION
ARCHITECTURE

D&H has developed our proprietary AIM Solution Architecture model to add value to every solution you offer your clients! By leveraging our (3) step process – **Assess, Implement, and Manage** – you'll be empowered to craft solutions using a consultative approach. Wrap D&H professional and managed services around hardware to offer a consumption-based solution that enables your clients to grow along with you.

ASSESS

Understanding your clients' problem is a great first step, but finding the perfect solution for that issue can be a challenge. This is where our team of experts will help you lean in and determine the best course of action through consultation, surveys, analysis, and testing.

IMPLEMENT

Once you've identified the need, now is the time to find the perfect solution and help your clients implement that solution. By identifying software and professional services, you can add value for your clients and help them resolve complex issues.

MANAGE

And finally, you should plan to support their business through Managed Services. By leveraging the As-a-Service model, you are enabling your clients to consume what they need, leading to higher profit margins and stronger recurring streams of revenue for your business.

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