

D&H



Modern Solutions

Complete Multi-Vendor Solutions with Flexible Financing

With the demand for multi-cloud and hybrid cloud architecture soaring, reports predict almost two-thirds (65.9%) of spending on application software will be directed toward cloud technologies in 2025, up from 57.7% in 2022, based on research conducted by Gartner Research.

D&H Makes IT Easy - Your Single Point of Contact for Modern Solutions

Modern Applications



Combat margin challenges in the channel through Software-as-a-Service and perpetual licensing solutions

Modern Infrastructure



Consumption-based pay, hybrid-cloud, and XaaS bundling hardware + cloud + service

Modern Collaboration



Hybrid office, work-from-anywhere, and software now driving hardware decisions

Modern Security



Increased security threats, Security moving to as-a-service, and MSP's shifting to MSSP's

www.dandh.com/ModernSolutions | modernsolutions@dandh.com

www.dandh.com/ModernSolutions

888.352.1246

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Modern Solution Delivery Models

D&H will build custom solutions for your clients based upon the way they want to consume and use technology. Support your clients' specific needs with solutions available through a variety of delivery models.



On Premises

Deliver hardware and software solutions for your customers in a one-time, non-recurring purchase to use in their own offices, meeting rooms, and data centers.



Cloud

Use the D&H Cloud Marketplace to design a total cloud solution in a subscription or pay-as-you-grow consumption model hosted by leading technology providers.



Hybrid

Many customers demand a hybrid solution, combining the benefits of cloud and on-premise technology to meet their business needs. D&H can make it happen.



Professional Services

Provide end-to-end lifecycle services including integration, custom project, and install services to help your customers maximize their technology investment.



Managed Services

D&H offers a robust portfolio of software to help MSPs optimize their business, and a suite of predesigned services to supplement or outsource service delivery.



Everything-As-A-Service

XaaS bundles hardware, software and lifecycle services into a monthly subscription. Our XaaS Configuration Tool makes it easy for your sales teams to design and price custom proposals.

Modern Applications



Our team is here to support the rapid adoption of subscription-based solutions. Build Software-as-a-Service (SaaS) solutions for your clients while also generating recurring revenue streams for your business.

FEATURED APPLICATIONS VENDOR



Microsoft was built to provide your clients with the tools they need to work, learn, and collaborate. With the applications they know and love including Outlook, Word, Excel, Teams, SharePoint, OneDrive, and more, your clients can keep projects moving forward regardless of where they work.

Full D&H Vendor Modern Applications Linecard

airSlate

AvePoint

Axcient

BitTitan

COREL

Google

opsgility

skykick



Modern Infrastructure



Design, implement, and manage these complex solutions with leading tech from our line of Infrastructure vendors including HPE and Microsoft Azure. Leverage our team of specialists to build Infrastructure-as-a-Service solutions and support your clients' modern data center needs.

FEATURED INFRASTRUCTURE VENDORS

Microsoft Azure

Security is a given in the cloud industry, but Azure's proactive approach to security, compliance, and privacy offers your clients the peace-of-mind they need.



Hewlett Packard Enterprise

Offer HPE's hyperconverged infrastructure (HCI), modernized data centers designed with hybrid work and increasing workloads in mind.



Equipped with the latest AMD EPYC™ and Intel® Xeon® processors, Lenovo's line of servers are built to be efficient and secure.

Full D&H Vendor Modern Infrastructure Linecard

CAMEYO

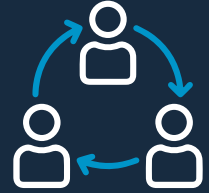

cisco
Distributor

CloudCheckr





Modern Collaboration



The hybrid workforce is here to stay, and your clients need to offer a way for disconnected employees to seamlessly collaborate. Whether your clients need devices, peripherals, or software, our team of collaboration experts can help you build the perfect solution to fit their needs.

FEATURED COLLABORATION VENDOR



Help your education clients unlock the power of cloud technology with Microsoft Education devices and software. With Microsoft education solutions, you can help your clients deliver equitable education at scale, while simultaneously bringing flexibility, efficiency, cost savings, and improved security to their students, teachers, and staff.

Full D&H Vendor Modern Collaboration Linecard





Modern Security



Although many businesses are enjoying the benefits of hybrid work, they have also noticed an increase in cyber-attacks. The complexity of protecting IT infrastructure, devices, and data has now shifted responsibility to the MSP. Our team of security experts are helping to design Security-as-a-Service solutions built to protect your clients' data whether it's on-premises, in hardware, or in the cloud.

FEATURED SECURITY VENDORS



Alleviate the burden of supporting end-of-life firewalls by setting your clients up to always have the most current security technology.



Digital Security
Progress. Protected.

ESET has delivered award-winning security software for detection, speed, and usability for over 30 years.



Sophos offers a prevention-first approach that reduces breaches, adapts defenses in response to an attack, and improves detection and response.

Full D&H Vendor Modern Collaboration Linecard





AIM SOLUTION ARCHITECTURE

Now that you have a better understanding of our Modern Solutions Category offerings, now is the perfect time to bring it all together with our AIM Solutions Architecture.

With our (3) step process – **Assess, Implement, and Manage** – you can build solutions with a consultative approach and bring more value to your clients with every solution you design.

ASSESS

Pre-sale service to validate solution, inspect environment, gather data, and discuss business goals to ensure successful outcome.

- Consult
- Survey
- Analysis
- Testing

IMPLEMENT

Service to employ and activate the solution, train users, and ensure solution utilization and consumption.

- Configuration & White Glove
- Installations & Deployments
- Network & Server Migrations
- Virtual/Cloud Migrations
- Tenant End Point Migrations

MANAGE

Post-sale service to provide monitoring and remediation, preventative maintenance and ongoing user support for the solution.

- Device Support Services
 - Extended Warranty
 - Device as a Service
- Managed Support Services
 - User Support
 - Security Support
 - Infrastructure Support

MODERN SOLUTIONS



Modern Applications
SaaS, Cloud



Modern Infrastructure
Hybrid, White Glove



Modern Collaboration
ProAV, Unified Comm



Modern Security
Wifi, Firewall, EDRP