



Cloud Go-To-Market Strategy

Empowering partners to capture the cloud market opportunity

Understanding “Everything-as-a-Service” (XaaS)

Moving beyond software and data delivery, “Everything-as-a-Service” has become a mindset for consumers as much as it is a strategy for businesses. From cellular phone plans to meal delivery services, streaming subscriptions to cloud backup, the **XaaS model** is everywhere.

Is your business equipped to meet your clients’ demand for the latest and greatest in software, technology, and services— solution designed to their individual preferences.

Now, through the D&H Cloud Marketplace, your business can offer comprehensive and customizable XaaS solutions focused on specific SMB needs by bundling together hardware, software, and services charging a single, monthly payment over a designated term.

With careful planning and the right strategy, launching a XaaS model empowers Managed Service Providers (MSPs) and Value-Added Resellers (VARs) to better serve the SMB space and ensure growth through a recurring revenue stream.

XaaS benefits your business:

Add your own services & support to create customized XaaS solutions within our automated platform

- Establish partnerships by bundling hardware, software, & services into a subscription-based offering
- Flexible financing expands client purchasing power, minimizing constraints of long-term commitments
- Eliminate your risk by receiving revenue up-front in order to protect liquidity and your balance sheet

XaaS benefits your clients:

- Cloud-based data is secure & accessible 24/7x365 allowing a mobile workforce to be more efficient
- Expand only as needed, allowing clients to invest in strategy rather than infrastructure or maintenance

www.dandh.com
800.877.1200

Atlanta, GA
Chicago, IL
Fresno, CA
Harrisburg, PA



[linkedin.com/
company/d&h-distributing](https://www.linkedin.com/company/d&h-distributing)



@dandh



[fb.com/DandHDistributing](https://www.facebook.com/DandHDistributing)



search “D&H Distributing”
and subscribe

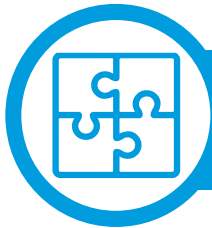
We are your partner in the cloud!

1.800.877.1200

Cloud Technical Advisor
CloudTech@dandh.com

Cloud Solutions Team
CloudSolutions@dandh.com

Cloud Solutions Resource Page
www.dandh.com/CloudSolutions



Customized XaaS Solutions: Lenovo Devices



Equip customers with the latest and greatest Lenovo Windows 11 devices and Microsoft Productivity and Collaboration software, enhanced with service & support solution designed specifically for your clients' needs.

These Lenovo Devices include Microsoft 365 and Premier Level Support, all within a 36 month term.

Lenovo ThinkBook 14 G4
21DH00E3US
Monthly fee of \$46.66

Lenovo ThinkPad L14 G3
21C1007SUS
Monthly fee of \$56.36

Lenovo ThinkPad T14 AMD G3
21CF0051US
Monthly fee of \$70.99

Lenovo ThinkBook 15 G4
21DJ00H2US
Monthly fee of \$48.75

Lenovo ThinkPad L15 G3
21C30095US
Monthly fee of \$62.21

Lenovo ThinkPad X1 Carbon G10
21CB00C4US
Monthly fee of \$82.69

Lenovo ThinkPad E15 AMD G4
21ED0080US
Monthly fee of \$53.14

Lenovo ThinkPad T14 G3
21BR00FHUS
Monthly fee of \$69.53

Lenovo Thinkpad X1 Yoga G7
21CD007FUS
Monthly fee of \$91.47



* Device-as-a-Service (DaaS) technical support including but not limited to 24/7x365 by phone and Next business Day On-Site.

Jeff Staebell

Lenovo XaaS Senior Sales Specialist | Employee Co-Owner since 2021
716.228.6247 | JStaebell@dandh.com

**Contact us to customize your solution
designed offerings today!**



Cloud Technical Advisor
CloudTech@dandh.com

Cloud Solutions Team
CloudSolutions@dandh.com

Cloud Solutions Resource Page
www.dandh.com/CloudSolutions