



EMPOWERING PARTNERS



A Comprehensive Guide to Leveraging D&H Solutions with Windows 11 Pro Devices and Copilot Cross-Sell

D&H

Table of Contents



Why Sell the Full Microsoft Solution with Windows 11 Pro Devices and Microsoft Copilot	3
The Benefits of Microsoft 365 and Copilot in Business.....	4
How Can Your Clients Benefit From Windows 11 Pro Devices and Copilot?	5
Cost-Effectiveness and Scalability	6
How D&H’s DPS and CSP Teams Can Help Partners	8
Become a Microsoft Cloud Solution Provider (CSP).....	9
Become a Member of Our D&H Cloud Marketplace.....	10
Become a Device Partner.....	11
D&H’s AIM Solution Model	12
XaaS (Everything-as-a-Service)	13

Why Sell the Full Microsoft Solution with Windows 11 Pro Devices and Microsoft Copilot



For MSPs and Reseller partners, selling Microsoft Windows 11 Pro devices, Microsoft 365, and Copilot together presents a powerful proposition to end-user clients. This integrated solution enhances productivity, ensures robust security and compliance, offers cost-effective scalability, and significantly boosts profit margins. By adopting this comprehensive approach, you can stay ahead of the curve, leveraging cutting-edge technology to drive their success while partners benefit from increased profitability.

In an ever-evolving technological landscape, businesses need robust and cohesive solutions to stay competitive and enhance operational efficiency. For our D&H partners, offering a combined package of Microsoft Windows 11 Pro devices, M365, and Copilot presents a compelling proposition to end-user clients. This combination not only addresses modern workplace requirements but also delivers a suite of integrated tools designed to boost productivity and collaboration.

Enhanced Productivity & Collaboration



One of the primary reasons for selling Windows 11 Pro devices alongside M365 and Copilot is the synergistic enhancement of productivity and collaboration.

Unified User Experience



Windows 11 Pro is designed to provide a seamless user experience with an intuitive interface and enhanced performance. When paired with M365, users gain access to a suite of productivity apps, which are optimized to work flawlessly on Windows 11 Pro devices and alongside Copilot.

Seamless Integration



The integration between Windows 11 Pro and M365 ensures that users can easily switch between devices and access their files and applications from anywhere, thanks to cloud capabilities. Copilot's AI-powered features provide context-aware assistance across M365 applications, enhancing the overall efficiency and usability of the tools.

Advanced Security Features



Windows 11 Pro comes equipped with advanced security features such as BitLocker, Windows Hello, and built-in malware protection, providing a secure foundation for business operations. When combined with M365's robust security and compliance tools, including Microsoft Defender, Information Protection, and Conditional Access, businesses can ensure their data is protected across all devices and applications.

Regulatory Compliance



M365 and Copilot offer features that help businesses comply with industry standards and regulations. Tools like Compliance Manager and Data Loss Prevention (DLP) ensure that sensitive information is handled appropriately, reducing the risk of data breaches and non-compliance penalties.

The Benefits of Microsoft 365 and Copilot in Business

M365 Copilot is an AI-powered productivity tool designed to enhance your work experience by providing real-time intelligence and assistance.



The Key Benefits of Copilot for Your Clients' Business



Enhanced Productivity and Efficiency

Copilot integrates seamlessly with M365 apps like Word, Excel, PowerPoint, Outlook, and Teams, helping you complete tasks more efficiently. It provides context-aware assistance, allowing you to draft content, summarize information, and get answers to questions quickly. This means you can focus on more strategic tasks while Copilot handles the repetitive ones.

Improved Collaboration

With Copilot, collaboration becomes more streamlined. It helps you catch up on missed meetings, track discussions in real-time, and create first drafts of documents and emails. This ensures that your team stays connected and productive, even when working remotely.



Cost-Effective Solution

For just \$1 a day, you can have a Copilot Assistant that enhances your productivity and creativity. This affordable option allows businesses of all sizes to leverage the power of AI without breaking the bank. The subscription-based model also provides predictable costs, making it easier to manage your IT budget.

Security and Compliance

Copilot inherits the security, compliance, and privacy policies set up in M365. Your data never leaves its secure partition and is never used for training purposes. This ensures that your business data is protected while you benefit from AI-powered capabilities.



Scalability and Flexibility

Copilot offers scalable solutions that can grow with your business. Whether you're a small business or a large enterprise, Copilot's integrated tools and services can be customized and expanded to meet your evolving needs. This ensures long-term value and adaptability.

By incorporating Copilot into your M365 suite, you can transform the way you work, boost productivity, and enhance business efficiency, all while maintaining a secure and compliant environment.

How Can Your Clients Benefit From Windows 11 Pro Devices and Copilot?



Real-World Examples

Accenture and Avanade: These companies have launched a Copilot business transformation practice, supported by Microsoft. They co-invested in new capabilities, solutions, and training to help organizations securely and responsibly reinvent their business functions with generative and agentic AI and Copilot technologies.

Bank of Queensland Group: This group is using M365 Copilot, with 70% of users saving between two-and-a-half to five hours per week. This significant time saving allows employees to focus on more strategic tasks, enhancing overall productivity.

Canadian Tire Corporation: They moved their data from on-premises systems to Microsoft Azure and built digital assistants using Azure OpenAI Service. More than 3,000 corporate employees now save 30 to 60 minutes a day using its ChatCTC digital assistant.

Clifford Chance: This leading law firm adopted M365 Copilot to streamline tasks, automate processes, and enhance collaboration. Lawyers use it to draft and manage emails and ensure compliance, allowing them to focus on complex legal work and improve productivity.

Eaton: Eaton adopted M365 Copilot to automate the creation of 1,000 standard operating procedures, streamlining customer service operations and improving data access across teams. This automation cut the creation time from one hour to just 10 minutes.

Localiza&Co: A leader in the mobility industry in Latin America, Localiza&Co implemented M365 Copilot to automate processes and improve efficiency. They reduced 8.3 working hours per employee per month, significantly boosting productivity.

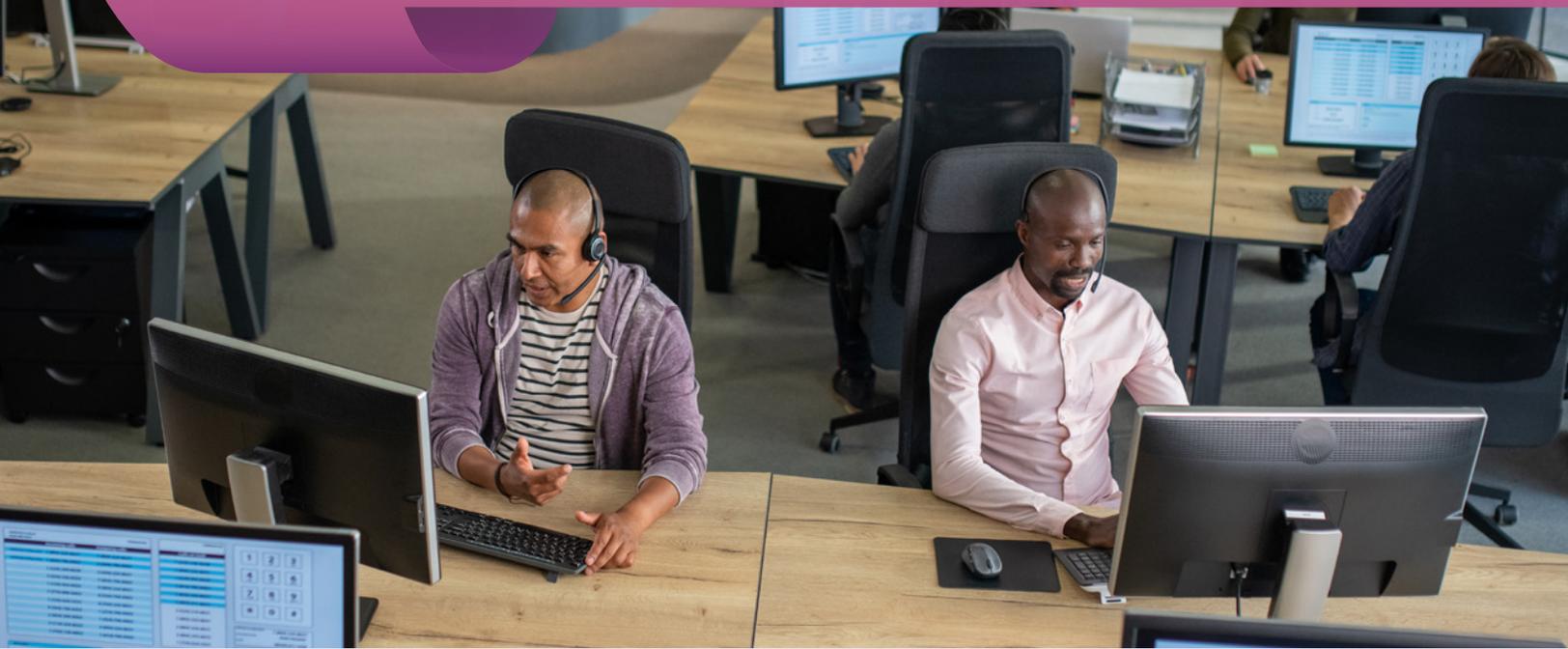
Medigold Health: This company uses Azure OpenAI Service to significantly reduce the time clinicians spend writing reports during consultations and administrative tasks. This allows clinicians to spend more time on patient care.

PIMCO: PIMCO built ChatGWM with Azure AI Studio, a comprehensive platform that allows teams to ask questions, receive responses, and verify answers all in one place. This tool enables teams to spend more time engaging clients and having deeper conversations.

SACE: An Italian finance and insurance firm, SACE is using M365 Copilot and Viva to boost productivity and unlock employee potential while enhancing overall well-being.

[Learn More about Copilot at D&H Now!](#)

Cost-Effectiveness and Scalability



For many businesses, cost-effectiveness and scalability are key considerations when investing in new technology.

Bundled Savings

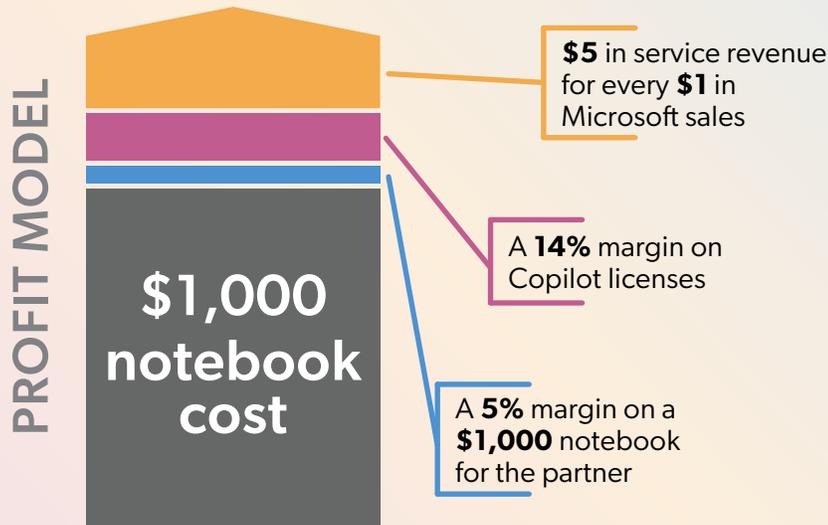
By offering a bundled solution of Windows 11 Pro devices, M365, and Copilot, D&H partners can provide significant cost savings to their clients. Bundled pricing often results in lower overall costs compared to purchasing each component separately, making it an attractive option for businesses looking to maximize their IT budgets.

Scalable Solutions

The combination of Windows 11 Pro, M365, and Copilot provides a scalable solution that can grow with the business. Whether a small business or a large enterprise, the integrated tools and services can be customized and expanded to meet evolving needs, ensuring long-term value and adaptability.

Increased Profit Margins for Partners

For D&H partners, selling this bundled solution also creates opportunities for increased profit margins. Here is how a partner can make extra margin on their device sales by adding Copilot:



By just selling Copilot, the **profit moves from \$50 to \$113**. When a partner adds their own white-labeled services, **the profit can increase to \$1,238**. This substantial increase illustrates the financial benefits of offering a comprehensive package to clients. By simply adding Copilot and your white label services you are **increasing your device sales margin from 5% to 34%**.

Windows Refresh is the Foundation for AI Services

\$1

Microsoft Revenue

8X+

\$8.4

MS Services-led Partner Economic value

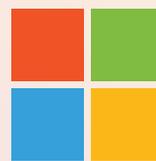


Windows PCs

Millions of PCs due for refresh – End of Support



Deployment, Security, Management



Microsoft 365



AI Services

Data estate, security, workflow, tools

33% of customers purchase partner-led services for modern work solutions with new PCs.

How D&H's DPS and CSP Teams Can Help Partners

D&H's Device Partner Solutions (DPS) and Cloud Solution Provider (CSP) teams are dedicated to supporting partners in delivering comprehensive solutions to our partners. By leveraging the expertise and resources of these teams, partners can enhance their offerings and drive greater value for their customers.

Speak to our D&H DPS Team For:

White Glove Assessments

Offering detailed evaluations to ensure devices meet the specific needs of clients.

Technical Device Assessments

Providing in-depth technical analysis to optimize device performance and compatibility.

Autopilot

Assisting with the deployment and management of devices using Windows Autopilot.

Reseller Sales Rep Windows 11 Training

Educating sales representatives on the features and benefits of Windows 11 to enhance their sales capabilities.

[Contact the D&H DPS Team](#)

Speak to our CSP Team For:

Azure Migrations

Supporting partners in migrating their clients' workloads to Microsoft Azure.

Program Training

Offering training programs to help partners understand and leverage CSP opportunities.

White Label Salespeople

Providing sales resources that partners can brand as their own to drive cloud sales.

Trainings on How to Drive Attach

Educating partners on strategies to attach cloud services to their existing offerings.

[Contact the CSP Team](#)

Cross-Team Collaboration

D&H's DPS and CSP teams work closely together to provide integrated solutions that address both device and cloud needs. This collaboration ensures that partners can offer comprehensive packages that include both hardware and cloud services, maximizing value for their clients.

By leveraging the expertise and resources of D&H's DPS and CSP teams, partners can enhance their offerings, drive greater customer satisfaction, and achieve long-term success in the market.

Become a Microsoft Cloud Solution Provider (CSP)



Microsoft's Cloud Solutions Provider program helps you become more involved in your customers' businesses! Go beyond reselling licenses and create stronger connections with your partners to experience exponential growth.



Benefits of Becoming a Microsoft CSP



Engage in Deeper Conversations

Meeting regularly with your clients means you develop a better understanding of their business and needs



Increase Profit Margins

Offering increased support and billing services, whether on your own or through an indirect provider, opens up new revenue streams



Add Value for Your Clients

You can offer customers industry-specific solutions bundled with Microsoft products that are custom built for their needs



Offer Managed Services

You're well positioned to meet customer demand for managed services, adding an opportunity for recurring revenue for your business

[Visit our Microsoft Mini Site to Learn More!](#)

[Become a Microsoft CSP!](#)

Become a Member of Our D&H Cloud Marketplace



Partner Inspired Features and Functionality

The D&H Cloud Marketplace allows partners to create custom product offerings and operationalize multi-vendor cloud services. It offers an easy purchasing experience, real-time provisioning, simple subscription management and consolidated invoicing to optimize cash flow and reduce operational costs.



D&H Cloud Marketplace Difference

When you become a member of our D&H Cloud Marketplace and connect your Microsoft CSP account, you unlock a new world of opportunities



Create Deeper Engagement



Increase Profitability



Add Value



Add Managed Services

Become a Member of our D&H Cloud Marketplace Now!

Contact a Member of our Modern Solutions Team!

Become a Device Partner

Become a Lenovo Partner today by registering for the [Lenovo Partner Hub](#).

Once you are registered, you will need to do sell \$5,000 in Lenovo solutions to become an Authorized partner, earning you a BPID in order to earn rebates



Lenovo Partner Tiers

Authorized	Silver	Gold	Platinum
\$5,000 to \$249,999 in sales	\$250,000 to \$999,999 in sales	\$1 million to \$9.99 million in sales	\$10 million or more in sales

[Contact a Lenovo Specialist to Learn More!](#)

[Visit our Lenovo Mini Site!](#)

Contact an HP specialist to learn more about becoming an HPI partner and other deal registration opportunities.

[Become an HP Partner](#)

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Become a Dell Partner today where you can earn additional benefits after completing your training requirements!

Register today at www.dell.com/partner



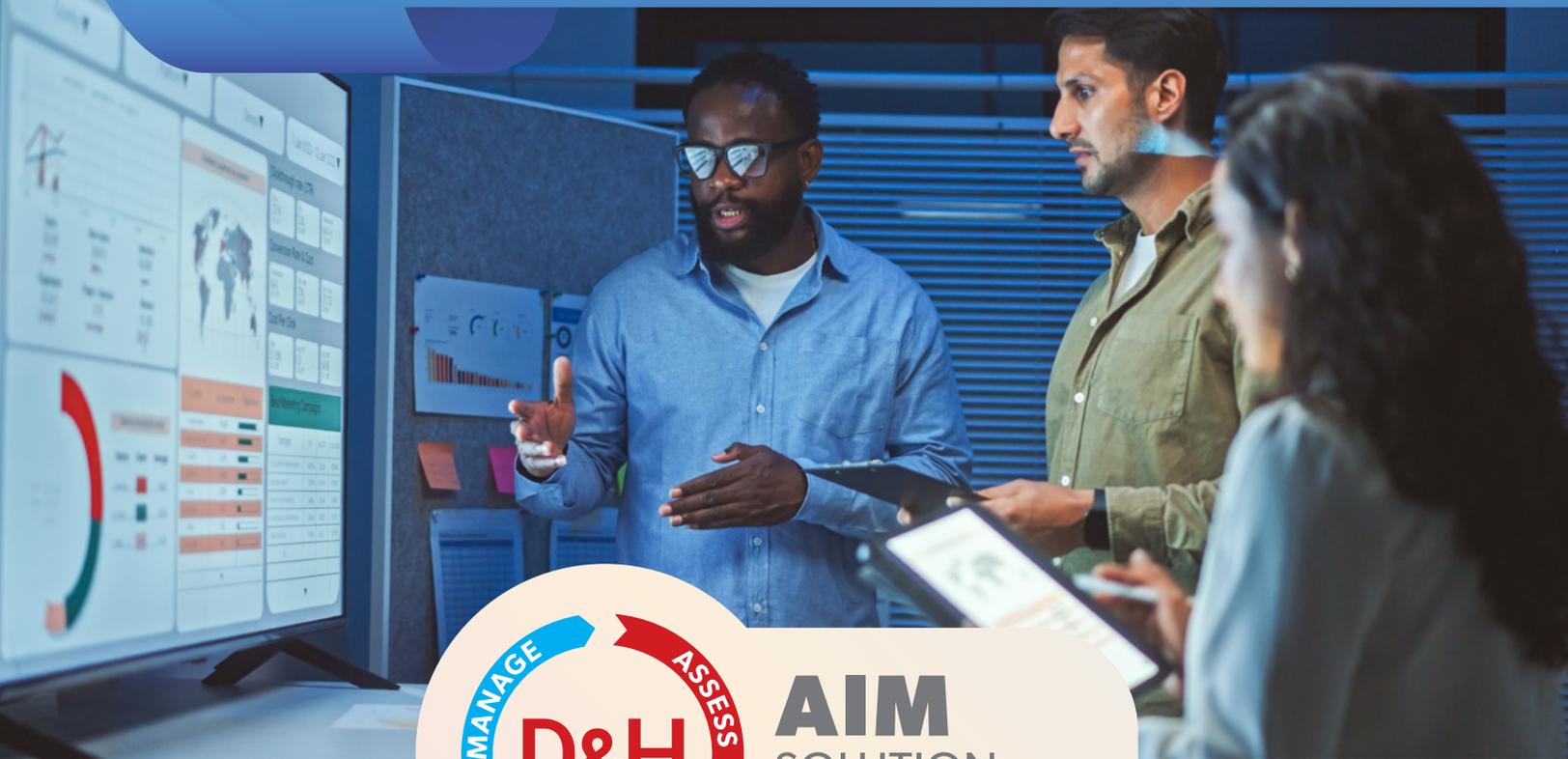
Dell Partner Program Tiers

Gold	Platinum	Titanium	Titanium Black
\$500,000 in revenue and \$60,000 in services	\$15 million in revenue and \$1.5 million in services	\$25 million in revenue and \$4 million in services	Earn this exclusive status as a Titanium partner

[Contact a Dell Specialist!](#)

[Visit our Dell Mini Site!](#)

D&H's AIM Solution Model



D&H's proprietary AIM Solution Architecture Model provides value to you and your clients through a three-step process: Assess, Implement, and Manage. This model helps create solutions using a consultative approach, wrapping professional and managed services around hardware and providing the solution within a consumption model that's right for your client.

ASSESS

Understanding your clients' problems is the first step. The AIM model helps determine the best course of action through consultation, surveys, analysis, and testing. By leveraging industry experts, you can better support your clients' needs.

IMPLEMENT

Once the need is identified, the next step is to find the perfect solution and help your clients implement it. By identifying software and professional services, you can add value for your clients and help them resolve complex issues, ultimately growing your profit margins.

MANAGE

Finally, support your clients' business through Managed Services. By leveraging the As-a-Service model, you enable your clients to consume what they need, leading to higher profit margins and stronger recurring revenue streams for your business.

XaaS (Everything-as-a-Service)



The XaaS model helps businesses with limited resources stay competitive with scalability and predictability. It allows you to bundle hardware, software, and services utilizing the AIM Solution Architecture to provide quotes to your clients within minutes.

Unlock the Benefits of XaaS Solutions at D&H!

D&H Partner Benefits

- Up-front payments: Improved cash flow
- Subscription-based: Capture refresh opportunities
- Attached services: Increased margin
- Standardized fleets: Lower support costs
- Bundled solution: Competitive differentiation
- XaaS model = Helps transition customers from CAPEX to OPEX

Client Benefits

- Monthly payment = Predictable cost
- Planned Procurement = Budget forecasting
- Scalable Model = Workforce growth flexibility
- Subscription Based = Latest technology
- End-to-end Lifecycle Support = Lower IT cost
- XaaS model = Transition from CAPEX to OPEX
- OPEX = Tax benefits

By leveraging D&H's XaaS and AIM model, you can offer your clients a better user experience, access to the latest technology, and end-to-end lifecycle support, ensuring long-term value and adaptability.

 **Windows 11**

Windows 11
Device Refresh

GO BIG AI

Go Big AI

XaaS
Solutions

D&H XaaS Solutions

 **Microsoft**

Microsoft Devices

Reach out to our Microsoft Device team today at MicrosoftSpecialist@dandh.com.

Contact our Microsoft CPS Team at ModernApplications@dandh.com.