



The K-12 Opportunity with D&H

K-12 focused services and resources to help your business succeed



BID ASSISTANCE

- Streamlined Bid Process
- Aggressive Bid Pricing
- Support Teams and Specialists on Leading Brands: Microsoft, Acer, Logitech, Cyberpower, Lexmark, Netgear, Triplite
- Licensing Desk Support
- Increased Inventory Support And Forecasting
- Flexible Finance Options And Credit Resources

COMPETITIVE SALES TOOLS & RESOURCES

- K-12 Sales Battlecards
- Google Expeditions VR Classroom Kits
- Solutions Lab Technical Trainings
- Stem & Steam Product Solutions
- Partner Services Customizable Marketing Assets
- K12 Solution Training and Demos

D&H CUSTOM K-12 SERVICES

- Student Device Deployment & Management Services
 - Chromebooks / Google Console
 - Windows STF / Microsoft Intune
 - Android Apps
- Pre-Wiring for Storage & Charging Carts
- Installation & Configuration Services
 - Networks (Wired & Wireless)
 - Interactive Displays
 - ProA/V
- Asset Tagging & Laser Etching
- Site Surveys
- K12 Technology Protection Solutions



Visit our one-stop K-12 Resource Center at www.dandh.com/K12

www.dandh.com/k12
800.877.1200

Atlanta, GA
Chicago, IL
Fresno, CA
Harrisburg, PA
Ontario, Canada
Vancouver, Canada



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More ways to WIN with D&H!

Leverage D&H Vendor Partnerships to deliver additional discounts for competitive pricing.

Work with your D&H Rep to ensure your organization receives all accesses applicable discounts and special pricing available at D&H.

Vendor	Education Public K-12	Education Private	Higher Education
AOC	3%	3%	3%
APC <i>(*SKU specific deals up to \$15k)</i>	5% *	5% *	5% *
Arlo Technologies <i>(*Varies based on SKU and opportunity)</i>	% *	% *	% *
Asus Computer Intl.	2%	2%	2%
Aten Technology, Inc.	10%	10%	10%
AVER Information	3%	3%	3%
Blue Microphone	5%	5%	5%
Buffalo Technology, Inc. <i>(*Specific Products only)</i>	2% *	2% *	2% *
Casio <i>(*Projectors Only, % varies by model)</i>	% *	% *	% *
Corsair	2%	2%	2%
Creative Labs	5%	5%	5%
CRU	3%	3%	3%
Cyber Acoustics	3%	3%	3%
Cyber Power	3%	3%	3%
DoubleSight Displays, LLC	2%	2%	2%
Epson America <i>(*Must be done on a bid basis.)</i>	4% *	5% *	4% *
Hauppauge Computer Works, Inc.	5%	5%	5%
HP <i>(*Discount varies and contingent on opportunity)</i>	% *	% *	% *
INTELLINET	5%	5%	5%
IO Gear	5%	5%	5%
Kanguru Solutions	3%	3%	3%
Kensington Technology	5%	5%	5%
Koss	2%	2%	2%
Lexmark	5%	5%	0%
LG <i>(*LCD products only)</i>	3% *	3% *	3% *

Vendor	Education Public K-12	Education Private	Higher Education
Linksys (Belkin)	2%	2%	2%
Logitech, Inc.	3%	3%	3%
Macally	10%	7%	10%
Manhattan	5%	5%	5%
MAX Interactive Inc.	2%	2%	2%
Microduino, Inc.	2%	2%	2%
Microsoft Accessories <i>(*Apply via Bid Pricing)</i>	% *	% *	% *
Microsoft Open Licensing <i>(*% off commercial pricing/specific products)</i>	75% *	75% *	n/a
Motorola (MTRLC LCC)	3%	3%	3%
Netgear, Inc. <i>(*Business Class Products Only)</i>	3% *	3% *	3% *
Pelican Products, Inc	2%	2%	2%
PNY, Electronics Inc. <i>(*Specific Quadro SKUs only)</i>	3% *	3% *	3% *
Poly	10%	10%	10%
QNAP <i>(*No Minimum. % varies on SKU and opportunity)</i>	% *	% *	% *
Ricoh Corporation <i>(*Ricoh Rewards Members only)</i>	% *	% *	% *
Samsung <i>(*% varies based on product type.)</i>	2% - 3% *	2% - 3% *	2% - 3% *
Sennheiser Electronic Corp.	5%	5%	5%
Sophos <i>(*Through academic version SKUs)</i>	30% *	60% *	60% *
Thermaltake <i>(*Case by case basis; \$5K Minimum)</i>	% *	% *	% *
TRENDnet	3%	3%	3%
TrippLite <i>(*SKU specific)</i>	% *	% *	% *
Verbatim	3%	3%	3%
Wacom Technology Services	3%	3%	3%
Zoom Telephonics	3%	3%	3%
Zyxel Communications	9%	9%	9%