



# 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
- Flexibility to change subscriptions on-demand by personalizing a process or choosing a new vendor
- Choose to scale up or down to a fit a changing business climate
- Expand only as needed, allowing clients to invest in strategy rather than infrastructure or maintenance

[www.dandh.com](http://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

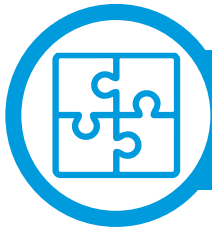
## We are your partner in the cloud!

# 1.800.877.1200

Cloud Technical Advisor  
[CloudTech@dandh.com](mailto:CloudTech@dandh.com)

Cloud Solutions Team  
[CloudSolutions@dandh.com](mailto:CloudSolutions@dandh.com)

Cloud Solutions Resource Page  
[www.dandh.com/CloudSolutions](http://www.dandh.com/CloudSolutions)



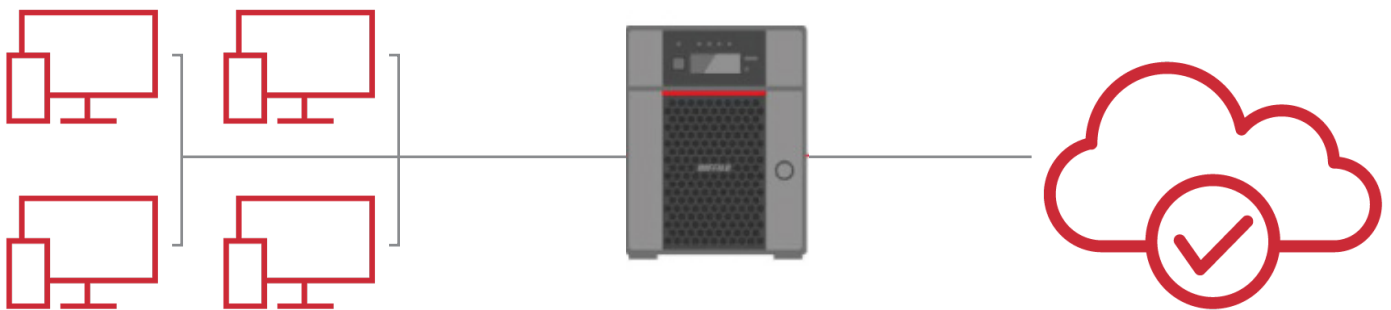
## Customized XaaS Solutions: Storage

Expand your business with support offerings that accommodate wide range of customer configurations to help on-premise clients innovate, adopt, and begin their transition to the cloud within a hybrid environment.

**BUFFALO**

 **Dropbox**

Buffalo hardware + Dropbox software and data management services bundled into a cost-effective secure solution.



With a hybrid cloud backup strategy implemented for added protection and cost savings, your clients can routinely backup their data locally on a Buffalo network attached storage device at no cost and, at the end of the day, sync that data to a Dropbox Business cloud storage account that features bi-directional sync in a centralized, collaborative platform.

### Included in this featured XaaS Solution bundle:

- Dropbox Business
- Buffalo Network Attached Storage (NAS) Hardware with Drives Included
- Buffalo NAS 3-year manufacturer warranty
- End of life hard drive and unit destruction with certificate of destruction and disposal included

**Starting at \$105.65/month**

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