

D&H



ADVANCED  
**SOLUTIONS+**

PARTNER PLAYBOOK

# Advanced Solutions+

Complete Multi-Vendor Solutions with Flexible Financing

**Staying competitive in a rapidly changing market means adopting solutions that are not only innovative but also tailored to your specific needs.**

At D&H, we provide MSPs and VARs from SMB to Enterprise with the tools, services, and expertise necessary to thrive in the modern technology landscape. Whether you're exploring cutting-edge AI tools, enhancing your cloud offerings, or securing your client environments, D&H is here to make it simple. We combine industry-leading technologies across applications, infrastructure, collaboration, and security with comprehensive support, helping you scale your business efficiently while maximizing profitability.

## D&H Makes IT Easy — Your Single Point of Contact for Advanced Solutions+



### Applications

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



### Infrastructure

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



### Collaboration

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



### Security

Increased security threats, Security moving to as-a-service, and MSPs shifting to MSSPs



# Advanced Solutions+ 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.



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# A cloud-first network changes everything.

Deliver dynamic, business-boosting experiences and move your organization forward faster with Meraki.



## Improve Performance

A cloud platform is always on, always learning, and always ready for what's next.



## Gain Efficiency

Experience data-defined automation, self-maintaining networks, and global reach.



## Seamlessly Connect

It's easy to succeed with an API-driven platform and ecosystem of powerful apps.

[LEARN MORE ►](#)

## Debunking Five Myths About the Cloud — Everything you always wanted to know about the cloud (but were afraid to ask).

Managing costs is a Herculean task for many IT decision-makers, and it's the biggest concern for 30% of cloud adopters. Read this article to learn the biggest myths about the Cloud and how Cisco Meraki helps you harness it to maximize your organization's efficiency.

[READ NOW ►](#)





# Lenovo

## Infrastructure Solutions

Our Lenovo Server team is here to support partners, have them reach out to us today for help with deal registration, solution build questions, and business development strategy calls. We are here to support all server, storage, software and services needs.



**Server Solutions**

[LEARN MORE ▶](#)



**Product and Warranty Services**

[LEARN MORE ▶](#)



**Software Licensing**

[LEARN MORE ▶](#)



**Storage Solution**

[LEARN MORE ▶](#)



### Register partners for the new **SCORE360** Program for Lenovo Infrastructure Solutions

This program provides Lenovo Authorized or Silver-tiered partners exclusive enablement resources and the chance to earn cash back on the server, storage, and service solutions their clients are purchasing.

[SCORE360 PROGRAM FOR LENOVO INFRASTRUCTURE SOLUTIONS ▶](#)

[CONTACT THE LENOVO SERVER TEAM ▶](#)

[LENOVO TEAM CONTACT SHEET ▶](#)

# Introduction to Azure

Microsoft Azure is a flexible cloud computing platform offering resources like compute power, storage, and networking to support organizations of all sizes.

Common use cases include data storage, secure backups, and hosting virtual machines for both Windows and Linux. In practical terms, some of the simplest Azure deployments are things that every organization should prioritize!

## Areas of Azure



Infrastructure-as-a-Service



Cloud Storage



Secure Environments

## Benefits of Azure



Scalability to meet demand without hardware upgrades



Cost-efficient pay-as-you-go pricing models



Advanced security features and seamless integrations

## Kick off your Azure practice in three simple steps

1

### Sign up for the D&H Cloud Marketplace.

Sign up, review the terms, and complete your Cloud Marketplace application.

[REGISTER FOR OUR CLOUD MARKETPLACE ▶](#)

2

### Enroll in Microsoft's AI Cloud Program.

Use guides and registrations to set up as an Indirect Reseller.

[GUIDE TO ENROLLING IN THE CSP PROGRAM ▶](#)

[REGISTER FOR THE CLOUD SOLUTION PROVIDER PROGRAM ▶](#)

3

### Link Your Microsoft Partner Number to the D&H Cloud Marketplace.

Activate reseller benefits by linking your partner ID with the D&H Cloud Dashboard.

[LOG IN TO THE D&H CLOUD MARKETPLACE ▶](#)

# Power Solutions



**CyberPower®**



## CyberPower designs and manufactures a high-quality line of award-winning power products.

Our proven and trusted power management solutions will meet the most critical requirements of small-to-medium businesses, corporate offices, security systems, A/V, fiber-to-the-premise, and government and education facilities. Power up your profits when you join our award-winning Channel Partner Alliance. As a partner, you will have access to exclusive discounts, bid pricing, and our rewards program. Let us help you find the power products you need or join the Channel Partner Alliance today!

**SECURITY –  
A/V FLYER**

**POWERPANEL  
CLOUD**

**POWER YOUR  
PROFITS**

# Network Training



## Advance your knowledge and skills in networking, no matter where you are in your career.

**Extreme**  
networks

Extreme Networks provides training courses and related certifications which provide the skills and competency required when working with our products and portfolio. Whether learning through video on-demand, or instructor-led courses, our mission is to help you achieve your goals and maximize your potential in this exciting industry.

**TRAINING GUIDE FOR  
PARTNERS & DISTRIBUTORS ▶**

**CONTACT EXTREME  
NETWORKS ▶**

# ESET PROTECT Platform



**ESET PROTECT Platform is a modern, balanced security ecosystem.**



It is based on the technological superiority of ESET LiveSense, ESET's multilayered technologies built on 30 years of human expertise and cybersecurity-focused machine learning, and ESET LiveGrid, our global, cloud-based reputation tool.

ESET PROTECT Platform integrates balanced breach prevention, detection and response capabilities, and is complemented by ESET managed & professional services as well as threat intelligence. It is simple, modular, adaptable, and continuously innovated – always with the benefit of ESET customers in mind.

[LEARN MORE ►](#)



# Partnership for the Ultimate Power Management Solution



**Eaton understands that power protection is only one aspect of IT environments.**



That is why we build strategic alliances with some of the biggest names in the global IT industry. Eaton's Brightlayer digital platform addresses complex power management challenges through connectivity, design, data science, and cybersecurity. As a Solution Partner and provider of products designated as Cisco Compatible, Eaton provides power management technologies that allow customers to protect data and equipment from power disruptions.

[EATON ALLIANCE PARTNERS ▶](#)

## Networking and Surveillance Solutions



**TRENDnet is a global provider of award-winning networking and surveillance solutions for small and medium-large sized businesses.**



Our vision is to build innovative, easy-to-use, and reliable Networks People Trust™. TRENDnet's diverse end-to-end networking product portfolio includes multi-gigabit, PoE, switches, Industrial, IP cameras, NVRs, fiber, Powerline, wireless, KVM, USB, and more. HIVE is our easy network cloud management platform that provides a centralized cloud-based, remote network management solution for select TRENDnet network devices. Check out your free 1 year trial with any purchase of a managed switch.

## Networking and Maintenance Services



**Axiom Upgrades is a leading OEM alternative provider of data center and enterprise IT systems, offering cost-effective solutions for hardware upgrades and maintenance services.**



Specializing in memory, storage, networking components, and copper and fiber cables, Axiom delivers high-performance products that serve as reliable alternatives to OEM offerings.

[AXIOM NETWORKING SOLUTIONS ▶](#)

Axiom also provides post-warranty support services for data centers, including hardware maintenance, professional IT services, and advanced optical networking solutions that are 5G-ready and AI-compatible. Committed to industry-leading compatibility and performance, Axiom enables businesses across various industries to achieve substantial cost savings.

[AXIOM MAINTENANCE SERVICES ▶](#)