



Cloud Go-To-Market Strategy

Empowering partners to capture the cloud market opportunity

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

Your clients demand the latest and greatest in software, technology, and services to meet their individual preferences. Is your business equipped to meet their needs? Moving beyond software and data delivery, “Anything-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. 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.

Benefits of XaaS:

For 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

For 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 fit a changing business climate
- Expand only as needed, allowing clients to invest in strategy rather than infrastructure or maintenance

We are your partner in the cloud!

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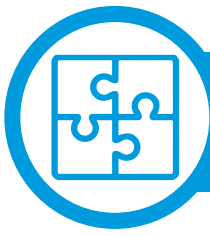
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Customized XaaS Solutions: Collaboration

Meeting spaces are essential to the collaboration and success of individuals and teams in the modern workforce. Expand your business with support offerings by bringing real-time communication from a phone system and conferencing solutions together with messaging and chat, plus integrate with everyday business applications.

Leverage XaaS to deploy the ultimate meeting space solutions that integrate various real-time communication, collaboration, and productivity tools to deliver a more effective and seamless user experience.



With Logitech hardware powered by Microsoft, you can transform collaboration with simple, affordable, and beautifully designed products for businesses and rooms of all sizes.

These collaboration solutions contain everything you need and are available in small, medium, and large room configurations, including a Logitech ConferenceCam, pre-configured mini PC system, display, mount, cabling, and controller.

Included in this featured XaaS Collaboration Solution featured Huddle Room:

- Logitech MeetUp All-in-One ConferenceCam
- Logitech Tap Touch Controller
- Logitech Strong USB 10m
- Microsoft Teams
- Intel NUC Mini PC with Windows 10 IOT Enterprise
- LG Commercial Flat Panel Display
- Chief Wall Mount
- On-Site Installation
- 36 Month Term
- DaaS Support*

Starting at \$251.66/month

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

Contact us to customize your solution designed offerings today!

