



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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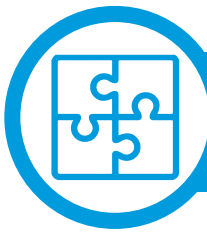
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Equip customers with the latest and greatest Lenovo Windows 10 devices and Microsoft Productivity and Collaboration software, enhanced with service & support solution designed specifically for your clients' needs.



Notebooks

Included in these featured Lenovo XaaS Solution Notebook and Desktop bundles:



Desktops

<ul style="list-style-type: none"> • Lenovo ThinkPad E595 Notebook • Lenovo Thunderbolt Docking Station • Office 365 Business Premium • DaaS Support* <p>Starting at \$47.00/month</p>	 Mainstream	<ul style="list-style-type: none"> • Lenovo ThinkCentre M720 Desktop • Lenovo ThinkVision 22" • Office 365 Business Premium • DaaS Support* <p>Starting at \$39.30/month</p>
<ul style="list-style-type: none"> • Lenovo ThinkPad T480 Notebook • Lenovo Thunderbolt Docking Station • Office 365 E3 • DaaS Support* <p>Starting at \$63.60/month</p>	 SMB	<ul style="list-style-type: none"> • Lenovo EliteDesk 800 Desktop • Lenovo ThinkVision 24" • Office 365 E3 • DaaS Support* <p>Starting at \$45.00/month</p>
<ul style="list-style-type: none"> • Lenovo ThinkPad X1 Carbon Notebook • Lenovo Thunderbolt Docking Station • Microsoft 365 Business • DaaS Support* <p>Starting at \$95.50/month</p>	 Power User	<ul style="list-style-type: none"> • Lenovo Z2 Workstation • Lenovo ThinkVision 27" • Microsoft 365 Business • DaaS Support* <p>Starting at \$50.00/month</p>

* 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!

