



Cloud Go-To-Market Strategy

Empowering partners to capture the cloud market opportunity

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

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.

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 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!

1.800.877.1200

Cloud Technical Advisor
CloudTech@dandh.com

Cloud Solutions Team
CloudSolutions@dandh.com

Cloud Solutions Resource Page
www.dandh.com/CloudSolutions

www.dandh.com
800.877.1200

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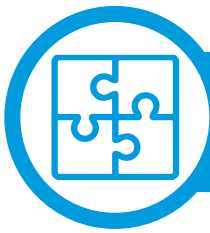
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Customized XaaS Solutions: Unified Communication (UC)

Collaboration is essential to the success of the modern workforce. Expand your business with unified communication support offerings to deliver a more effective and seamless user experience alleviating frustration over never-ending support and maintenance costs.



Poly phones powered by your choice of Microsoft Office 365 and/or Intermedia, and enhanced with service & support, you can design and deploy the ultimate unified communication solutions that integrate various real-time communication, collaboration, and productivity tools.



Starter Bundle:

- Poly VVX 311 Phone
- Intermedia Cloud PBX & Collaboration Platform
- Call2Teams
- DaaS Technical Support*

Starting at \$48.50/month



Modern Bundle:

- Poly VVX 311 Phone
- Microsoft Productivity Suite Office 365 E5 (includes Cloud PBX)
- DaaS Technical Support*

Starting at \$48.50/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!

