



The Education Opportunity with D&H

Education focused services and resources to help your business succeed



BID ASSISTANCE

- Aggressive Bid Pricing
- Support Teams and Specialists on Leading Brands: HP, Lenovo, Dell, APC, Microsoft, Acer, Samsung, Intel, and Ubiquiti
- Licensing Desk Support
- Increased Inventory Support And Forecasting
- Flexible Finance Options And Credit Resources

COMPETITIVE SALES TOOLS & RESOURCES

- We offer Demo Kits at no charge for topics like STEM/STEAM and Esports
- Solutions Lab Technical Trainings
- STEM/STEAM Product Solutions
- Partner Services Customizable Marketing Assets
- Education Solution Training and Demos

D&H CUSTOM EDUCATION SERVICES

- Student Device Deployment & Management Services
 - Chromebooks / Google Console
 - Windows STF / Microsoft Intune
 - Android Apps
- Pre-Wiring for Storage & Charging Carts
- Extended Warranty Program with 3% spare pool
- Installation & Configuration Services
 - Networks (Wired & Wireless)
 - Interactive Displays
 - ProA/V
- Asset Tagging & Laser Etching
- Site Surveys

www.dandh.com/education

800.877.1200

Atlanta, GA
 Chicago, IL
 Fresno, CA
 Harrisburg, PA
 Ontario, Canada
 Vancouver, Canada



www.linkedin.com/company/dandhdistributing



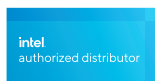
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Life Is On



Visit our one-stop Education Center at www.dandh.com/education

More ways to WIN with D&H!

Leverage D&H Vendor Partnerships to deliver additional discounts for competitive pricing. Work with your D&H Rep to ensure your organization receives all applicable discounts and special pricing available at D&H.

Vendor	Education Public K-12	Education Private	Higher Education
AOC	3%	3%	3%
APC (<i>*SKU specific deals up to \$15k</i>)	5% *	5% *	5% *
Arlo Technologies (<i>*Varies based on SKU and opportunity</i>)	% *	% *	% *
Asus Computer Intl.	2%	2%	2%
AVER Information	3%	3%	3%
Buffalo Technology, Inc. (<i>*Specific Products only</i>)	2% *	2% *	2% *
Corsair	2%	2%	2%
Creative Labs	5%	5%	5%
CRU	3%	3%	3%
Cyber Acoustics	3%	3%	3%
Cyber Power	3%	3%	3%
Epson America (<i>*Must be done on a bid basis.</i>)	4% *	5% *	4% *
Fujitsu (<i>*updates quarterly.</i>)	1.75% *	1.75% *	1.75% *
Hauppauge Computer Works, Inc.	5%	5%	5%
HP (<i>*Discount varies and contingent on opportunity</i>)	% *	% *	% *
INTELLINET	5%	5%	5%
IO Gear	5%	5%	5%
Kanguru Solutions	3%	3%	3%
Koss	2%	2%	2%
Lexmark	5%	5%	0%
Lenovo (<i>*special pricing based on opportunities</i>)	*	*	*

Vendor	Education Public K-12	Education Private	Higher Education
LG (<i>*LCD products only</i>)	3%*	3%*	3%*
Linksys (Belkin)	2%	2%	2%
Logitech, Inc.	3%	3%	3%
Macally (<i>*Case by Case</i>)	*	*	*
Manhattan	5%	5%	5%
Microsoft Accessories (<i>*Apply via Bid Pricing</i>)	%*	%*	%*
Microsoft Open Licensing (<i>*% off commercial pricing/specific products</i>)	75% *	75% *	75% *
Netgear, Inc. (<i>*Business Class Products Only</i>)	3% *	3% *	3% *
Pelican Products, Inc	2%	2%	2%
QNAP (<i>*No Minimum. % varies on SKU and opportunity</i>)	% *	% *	% *
Samsung (<i>*% varies based on product type.</i>)	2% - 3% *	2% - 3% *	2% - 3% *
Sennheiser Electronic Corp.	5%	5%	5%
Siig	4%	4%	4%
Sophos (<i>*Through academic version SKUs</i>)	30% *	60% *	60% *
Thermaltake (<i>*Case by case basis; \$5K Minimum</i>)	% *	% *	% *
TRENDnet	3%	3%	3%
TrippLite (<i>*SKU specific</i>)	% *	% *	% *
Verbatim	3%	3%	3%
Wacom Technology Services	3%	3%	3%
Zyxel Communications (<i>*some sku exclusions apply</i>)	9%	9%	9%