



D&H

ADVANCED SOLUTIONS⁺

Servers & Storage

We empower partners to capitalize on growing data center demand by building scalable, high-performance infrastructure for modern workloads.

Anchored by leading manufacturers and complemented by flexible server platforms and a robust storage ecosystem, D&H enables partners to design, configure, and deliver complete data center solutions, all while accelerating growth through broad inventory access, technical expertise, and integrated support.

CORE VENDORS

DELL
Technologies

HPE

Lenovo

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Solutions & Offerings

Dell PowerEdge servers supporting AI, cloud, virtualization, and edge workloads

Scalable infrastructure designed for environments from SMB to enterprise

Integrated management tools (OpenManage, iDRAC) for simplified deployment and operations

Programs & Enablement

Deal registration, training, and marketing support to accelerate growth

Vendor-backed incentives and profitability programs

Enablement to position complete infrastructure solutions across customer segments

Support & Resources

Dedicated Dell sales and technical expertise with North American support

Deal registration and quoting assistance

CTO Tracking



HPE@DANDH.COM



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Solutions & Offerings

HPE compute and storage solutions for modern infrastructure

Smart Choice, BTO (Build-to-Order), and CTO (Configure-to-Order) options

HPE Aruba networking and GreenLake consumption solutions

Care Pack and lifecycle services to support deployments

Programs & Enablement

D&H-exclusive EPIC program focused on revenue optimization

Hybrid infrastructure focus aligned to modern data center solutions

SuccessPath training and technical certification support

Program optimization guidance to improve partner profitability

Support & Resources

Dedicated HPE sales and technical expertise with North American support

High-touch, white-glove partner support model

Deal registration and quoting assistance



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Solutions & Offerings

Lenovo ThinkSystem servers supporting enterprise, hybrid cloud, and AI workloads

End-to-end infrastructure portfolio including servers, storage, and software-defined solutions

Flexible configurations designed for performance, scalability, and security

Programs & Enablement

Lenovo ISG solutions aligned to modern infrastructure and data center growth

Sales and technical enablement to support server and storage opportunities

Guidance to help position complete, outcome-driven infrastructure solutions

Support & Resources

Dedicated support for solution design, configuration, and positioning

Access to D&H expertise to help build complete infrastructure solutions

Built-to-Spec Infrastructure Solutions

Not every opportunity starts with a pre-configured server platform. D&H helps partners design and deliver custom infrastructure solutions tailored to AI, HPC, edge computing, virtualization, storage, and specialized workloads. Through our infrastructure specialists and solution architects, partners can source components, configure systems, and develop complete data center solutions that meet unique customer requirements while accelerating time to deployment.

Build & Configure

Custom server and workstation configurations

AI-ready infrastructure solutions

High-performance computing (HPC) solutions

Edge and specialized workload deployments

Design consultation and solution validation

Architecture Components

NVIDIA accelerated computing and GPU technologies

AI-ready infrastructure solutions

Enterprise storage and memory solutions

Infrastructure components from leading ecosystem vendors

Flexible architectures optimized for performance, scalability, and efficiency

Infrastructure Ecosystem Partners



D&H Services

Go beyond hardware and design, deploy, and support complete data center solutions while building new revenue streams. Leveraging our expertise to accelerate implementation, reduce risk, and extend your capabilities without adding internal resources. The result is faster time to value, higher-margin opportunities, and long-term customer retention through ongoing support.

Professional Services

Infrastructure Assessments and Consulting
(environment discovery, solution design)

Infrastructure Modernization Planning
(compute, storage, networking evaluation)

Configuration and White-Glove Services
(pre-configured server/storage builds)

Installation and Deployment Services
(onsite or staged infrastructure rollout)

Server and Infrastructure Migrations
(data center moves, workload transitions)

Virtualization and Cloud Migrations
(hybrid or cloud-integrated infrastructure)

Testing, Validation, and Solution Optimization

Managed Services

Managed infrastructure support
(servers, storage, data center environments)

Ongoing monitoring and support services

User and help desk support services

Device as a Service (DaaS) / consumption-based infrastructure

Extended warranty and lifecycle services

Security and infrastructure support services