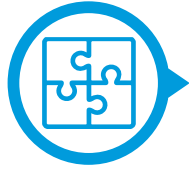




Help Small and Midsize Businesses Stay Secure and Current



Earn your customers' continued trust and loyalty by equipping them with the right tools to stay secure and current, saving them time and money, setting them up for success now and in years to come.

On January 14th, 2020, support for Windows 7 ended, thus also ending regular security updates. It's critical to ensure your customers provide their employees experiences that are as productive and as secure as possible. While many of your customers may have already deployed Windows 10, we understand that there are still some who have not completed the upgrade process.

Solidify your role as a trusted advisor by working with your customers to ensure they get the security they need while they make their way to Windows 10.



Leverage these Microsoft tools to help your SMB customers stay ahead of the curve.

Microsoft 365 Business (M365)

M365 includes Windows 10, Office 365, and the latest security features—on a modern device can ensure your customers' sensitive information remains protected wherever they are keeping them productive and secure.

Windows 7 Extended Security Updates (ESU)

Microsoft is extending the availability of paid Windows 7 Extended Security Updates (ESU) to businesses of all sizes (previously, Windows 7 ESU was only available to Windows 7 Professional and Windows 7 Enterprise customers in Volume Licensing).

- Now through January 2023, businesses of any size can purchase ESU through the cloud solution provider (CSP) program.
- This means that Partners can give their Windows 7 customers the security they need while making their way towards upgrading to Windows 10.
- The Windows 7 ESUs will be sold on a per-device basis with the price increasing each year.

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Have customers interested in taking advantage of Windows 7 paid Extended Security Updates?









Contact our Cloud Solutions Team.

1.800.877.1200

Cloud Technical Advisor
CloudTech@dandh.com

Cloud Solutions Team
CloudSolutions@dandh.com

Cloud Solutions Resource Page
www.dandh.com/CloudSolutions

	<p>M365</p>	<p>ESU Extended Security Updates</p>	
<p>Upgrade: Existing Windows 7 PC</p> <p>Upgrade operating system of existing Windows 7 or Windows 8.1 PCs to Windows 10.</p>	<p>Microsoft 365 Business \$20 USD per user/mo.</p> <p>Included in M365:</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  <p>Windows 10 Pro</p> </div> <div style="text-align: center;">  <p>Office</p> </div> <div style="text-align: center;">  <p>Security & Management</p> </div> </div> <p>Windows 10 Pro + Office 365 + Security/Management</p> <p>Get modern by upgrading to Windows 10 Pro and Office 365 to remain current with automatic security updates and deliver user-friendly experiences across all apps and devices.</p>	<p>Extend: Existing Windows 7 PC</p> <p>Pay for Windows 7 Extended Security Updates (ESU) on a per-device basis, through January 2023</p> <p>Cloud Solution Provider (CSP) program</p> <p>ESUs now available for purchase on a per-device basis via CSP, starting December 1st, 2019 and on for up to three years after the January 14th, 2020 end of support date, with pricing that will increase each year.</p> <p>While many are well on their way to deploying Windows 10, not everyone has completed their upgrade process. The availability of ESUs to Businesses of all sizes provides Partners with some additional time to work with their Customers to get the security they need while they make their way to Windows 10.</p> <p>Previously, Windows 7 ESUs were only available to Windows 7 Professional and Windows 7 Enterprise customers in Volume Licensing which through a Microsoft Enterprise Agreement (EA), requiring a minimum of 500+ Users/seat count. Whereas now with CSP ESUs will be available to businesses of any size.</p>	<p>Refresh: New Windows 10 PC</p> <p>Purchase new faster, lighter, and thinner Modern Windows 10 Pro PC</p>
<p>Windows 10 Pro \$199.99 (licensed for 1 PC)</p> <p>Upgrade existing operating system to Windows 10 to remain current with automatic security updates and deliver user-friendly experiences across all apps and devices.</p> <p>Overlooked Cost Factors of Older PCs</p> <ul style="list-style-type: none"> Security Attacks: Built before the security threats of today. System Performance: Lost employee productivity and downtime outdated specs, short battery life and repairs. 	<p>Microsoft 365 Business \$20 USD per user/mo.</p> <p>Included in M365:</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  <p>Windows 10 Pro</p> </div> <div style="text-align: center;">  <p>Office</p> </div> <div style="text-align: center;">  <p>Security & Management</p> </div> </div> <p>Windows 10 Pro + Office 365 + Security/Management</p> <p>Get modern by upgrading to Windows 10 Pro and Office 365 to remain current with automatic security updates and deliver user-friendly experiences across all apps and devices.</p>	<p>Cloud Solution Provider (CSP) program</p> <p>ESUs now available for purchase on a per-device basis via CSP, starting December 1st, 2019 and on for up to three years after the January 14th, 2020 end of support date, with pricing that will increase each year.</p> <p>While many are well on their way to deploying Windows 10, not everyone has completed their upgrade process. The availability of ESUs to Businesses of all sizes provides Partners with some additional time to work with their Customers to get the security they need while they make their way to Windows 10.</p> <p>Previously, Windows 7 ESUs were only available to Windows 7 Professional and Windows 7 Enterprise customers in Volume Licensing which through a Microsoft Enterprise Agreement (EA), requiring a minimum of 500+ Users/seat count. Whereas now with CSP ESUs will be available to businesses of any size.</p>	<p>CAPEX Upfront Purchase</p> <p>OPEX Subscription</p> <p>New Windows 10 PCs</p> <ul style="list-style-type: none"> Empowers Users to stay focused, connected, and get more done with the right tools. Offers built-in protection for business information, customer data, and employee digital identities. Integrates easily with existing infrastructure and features user-friendly and flexible management—with minimal IT involvement. <p>Enhance the latest and greatest Windows 10 Devices by equipping new Windows 10 Devices with Microsoft Productivity & Collaboration software, Microsoft PC Accessories, and Support Services.</p> <p>Leverage XaaS to build customized Device as a Service (DaaS) solution offerings.</p>
<p>D&H Recommends Windows 10 Pro. Even if an upgrade can take place on existing Windows device, Microsoft recommends using Windows 10 on a new PC to take advantage of the latest features and security improvements.</p>			