



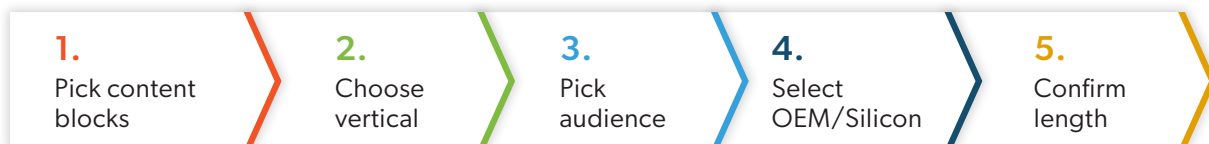
BUILD YOUR OWN TRAINING MENU



Your clients face unique challenges that Microsoft can support! To help you better support their needs, we have built this extensive list of training courses to help you where you need it most.

Pick from our menu of sessions to make a relevant training that helps you grow your Microsoft business alongside D&H!

BUILD FLOW



CORE CONTENT BLOCKS (Stackable Time Units)

QUICK HITS (3-15 Minutes)

- Copilot+ PC Pitch
- Copilot vs Copilot+ PCs
- Windows 10 End of Support
- Why Intune + Autopilot
- Autopilot Expectations
- Security Framing
- What is OEM & who buys it?
- Windows Server licensing

STANDARD BLOCKS (15-30 Minutes)

- Windows 11 Pro Ecosystem
- Modern Management Strategy
- Autopilot: D&H's Proven Approach
- Deployment at Scale
- Autopilot: Know Before You Start
- Copilot+ PC Demo
- Your Microsoft Resources at D&H
- Fulfillment of Windows Server licensing

DEEP WORKSHOPS (30-60+ Minutes)

- EDU Licensing Features (A1/A3/A5)
- OVS-ES vs EES vs CSP
- CSP Marketplace Walkthrough
- CSP Licensing Deep Dive Modern Applications
- Copilot Role-Based Training
- Security Deep Dive (Pluton)
- CP+ Envisioning Workshop
- SMB Accelerate CP+ Workshop

TAILOR THE SESSION

VERTICAL

- SLED
- SMB
- MM
- Field
- Healthcare
- Manufacturing
- Education

AUDIENCE

- Executive/Leadership
- IT/Technical
- Sales
- End Users

OEM/SILICON

- Acer
- Dell
- HPI
- Lenovo
- Surface
- AMD
- Intel
- Qualcomm

ADD ON FOCUS AREAS (5-20 Minutes)

- Identity/Entra (CSP/Modern Apps)
- Copilot Data Protection
- Frontline/Shared Devices
- Autopatch/Updates
- Success Metrics

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WHAT QUESTIONS DO YOUR PARTNERS HAVE?

Not sure where to start? Consider the following questions and the sessions these questions align to!

QUICK HITS (3-15 Minutes)

IF YOUR CUSTOMER SAYS...	PICK THIS BLOCK
What's different about these AI PCs?	Copilot+ PC Pitch (3–5 min)
Don't we already have Copilot?	Copilot vs Copilot+ PCs (5–10 min)
We're still on Windows 10.	Windows 10 EOS (5–10 min)
Why do we need to refresh?	Windows 11 Pro Ecosystem (20–30 min)
We image devices today.	Why Intune + Autopilot Matters (5–10 min)
Our process works fine.	Autopilot: What to Know Before You Start (5 min)
Is this secure?	Security Framing (10–15 min)
Can you show me?	Copilot+ PC Live Demo (10–15 min)
I need Windows Server	Windows Server licensing

STANDARD BLOCKS (15-30 Minutes)

IF YOUR CUSTOMER SAYS...	PICK THIS BLOCK
What do we actually gain with Windows 11?	Windows 11 Pro Ecosystem
How do we manage all of this?	Modern Management Strategy
What happens after we order?	Autopilot – The D&H Way
We deploy a lot of devices.	Deployment at Scale
We tried Autopilot before and it didn't go well.	Autopilot: What to Know Before You Start
I need help with Microsoft licensing.	Your Microsoft Resources @ D & H

DEEP WORKSHOPS (30-60 Minutes)

IF YOUR CUSTOMER SAYS...	SCHEDULE THIS
Education licensing	EDU Licensing (A1 / A3 / A5)
Agreement options	OVS-ES vs EES vs CSP
Buying & managing licenses	CSP Marketplace Walkthrough
Advanced Copilot usage	Copilot Role-Based Training
Security architecture	Security Deep Dive (Secured-core / Pluton)

ADD ON FOCUS AREAS (5-20 Minutes)

IF YOUR CUSTOMER SAYS...	ADD THIS FOCUS AREA
Will Copilot see sensitive data?	Protecting Data in a Copilot World
Updates always break things.	Windows Updates Without the Pain
We have shared or frontline devices.	Frontline & Shared Devices
How do we track success or report on this?	Measuring Success & Reporting



LUNCH & LEARNS

Select from a few of these Lunch & Learn sessions to close Microsoft deals faster!

15-MINUTE EXECUTIVE INTRO

- Copilot and PC Pitch
- Windows 10 EOS Reality Check
- Security Framing

30-MINUTE STANDARD SESSION

- Copilot vs Copilot+ PCs
- Windows 10 Pro Ecosystem

60-MINUTE DEEP SESSION

- Windows 11 Pro Ecosystem
- Modern Management Strategy
- Copilot+ PC Demo

60-MINUTE ENVISIONING SCREEN

- | | |
|---------------------------------|-----------------------------|
| • CP+ Value | • CP+ ROI |
| • Security Deep Dive | • Scenario Mapping Workshop |
| • Copilot+ PC App Showcase/Demo | |

