

Windows Server

A STEP BY STEP GUIDE /

SELL WITH CONFIDENCE

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Welcome

SYNNEX Canada is here to equip you with the information and resources you need to support your customers, close deals, and grow your business. In this guide, you will find key information that will help you pitch Windows Server to prospective buyers.

For more resources and training visit: synnexsynergy.ca/training/windows-server/

Step 1

Understanding Windows Server

Windows Server is the operating system that bridges on-premises environments with Azure, adding additional layers of security while helping you modernize your applications and infrastructure.

With Windows Server, your customers will be able to:

- ▶ Extend their datacenter to Azure and gain hybrid capabilities
- ▶ Enhance security with advanced multilayered protection
- ▶ Create innovative cloud-native apps and modernize traditional apps
- ▶ Achieve greater efficiency and scale with Hyper-converged Infrastructure (HCI)
- ▶ Gain more visibility, insight and control with Windows Admin Centre

Step 2

Knowing Your Customer

The following questions will give you a thorough understanding of your customers' needs, pain points, and goals, enabling you to position Windows Server as the best solution.

- Q. How old is your existing server infrastructure, and what version of operating system are you using?
- Q. What level of scalability do your existing systems provide? Is it enough to meet your future growth?
- Q. What applications are you currently running or plan to run in your server environment?
- Q. What type of storage solution are you using? What types of data do you store?
- Q. We hear a lot about how digital transformation (DT) takes business to the next level and is essential for staying competitive. How are you positioning your organization for the DT wave?
- Q. What are your plans for technology adoption?
- Q. As remote working becomes the new normal across business, how are you supporting your employees and users in this scenario?
- Q. Can your current server infrastructure handle situations like downtime or failure due to human error or natural disaster?
- Q. How rapidly is your business data growing? Is your existing infrastructure prepared to meet your future data requirements?

Step 3

Articulate the Benefits

Windows Server prepares businesses for the future, with powerful features that allow customers to bridge the control and performance of on-premises servers with the flexibility and cost-effectiveness of the cloud.

Here are five of the top benefits to share with your customers:

More flexible and cost-efficient infrastructure

Go further with your IT budget by consolidating existing physical servers and running multiple VMs to gain agility for a fraction of the cost of adding new hardware.

High availability for business apps and data

Enable high availability and system continuity while minimizing risk with backups in multiple locations (on-premises and cloud).

Better performance and scalability

Consolidate hardware and software to enable high-performance, cost-effective, and easily scalable virtualization.

Focus on remote working

Provide a full desktop experience and remote apps so employees can work seamlessly from places that are convenient and safe.

Enhanced security capabilities

Detect and respond to emerging threats, prevent attacks, reduce the risk of breaches, and protect your business.

Step 4

Find the Right Edition

Refer to the chart below to find the right edition of Windows Server that will meet your customers' needs: Essentials, Standard, or Datacenter.

	ESSENTIALS	STANDARDS	DATACENTRE
IDEAL FOR	Small businesses with up to 25 users and 50 devices	Physical or minimally virtualized environments	Highly virtualized datacenters and cloud environments
LICENSING MODEL	CPU-based (1 license per 2 CPUs)	Core-based	Core-based
CAL REQUIRED	No CAL required	Windows Server CAL	Windows Server CAL
VIRTUALIZATION	Virtualization for other operating systems	Two Windows Server 2019 Standard VMs, plus one Hyper-V host per license	Unlimited Windows Server 2019 Datacenter VMs, plus one Hyper-V host per license*
REMOTE DESKTOP SERVICE	-	RDS CALs and Windows Server CALs	RDS CALs and Windows Server CALs
SECURITY	-	-	Shielded VMs for Windows and Linux
SOFTWARE DEFINED DATACENTRE ENVIRONMENT	-	-	Includes modern infrastructure for software-defined compute, storage, and networking

*Note: Recommend Windows Server Datacenter if your customer needs 10+ VMs

Program Eligible VPL's / SKU's

Sku no.	Manufacture Part no.	Description
COEM Windows Server 2019:		
6242358	MSO-P73-07788	Windows Svr Std 2019 64Bit English 1pk DSP OEI DVD 16 Core
6242359	MSO-P73-07789	Windows Svr Std 2019 64Bit French 1pk DSP OEI DVD 16 Core
6242360	MSO-P73-07807	Windows Svr Std 2019 64Bit English 1pk DSP OEI DVD 24 Core
6242361	MSO-P73-07808	Windows Svr Std 2019 64Bit French 1pk DSP OEI DVD 24 Core
6242347	MSO-P71-09023	Windows Svr Datacntr 2019 64Bit English 1pk DSP OEI DVD 16 Core
6242348	MSO-P71-09024	Windows Svr Datacntr 2019 64Bit French 1pk DSP OEI DVD 16 Core
6242349	MSO-P71-09042	Windows Svr Datacntr 2019 64Bit English 1pk DSP OEI DVD 24 Core
6242350	MSO-P71-09043	Windows Svr Datacntr 2019 64Bit French 1pk DSP OEI DVD 24 Core
COEM Windows Server 2019 CAL:		
6242926	R18-05810	Windows Server CAL 2019 English 1pk DSP OEI 1 Clt Device CAL
6242927	R18-05811	Windows Server CAL 2019 French 1pk DSP OEI 1 Clt Device CAL
6242928	R18-05829	Windows Server CAL 2019 English 1pk DSP OEI 5 Clt Device CAL
6242929	R18-05830	Windows Server CAL 2019 French 1pk DSP OEI 5 Clt Device CAL
6242930	R18-05848	Windows Server CAL 2019 English 1pk DSP OEI 1 Clt User CAL
6242931	R18-05849	Windows Server CAL 2019 French 1pk DSP OEI 1 Clt User CAL
6242932	R18-05867	Windows Server CAL 2019 English 1pk DSP OEI 5 Clt User CAL
6242933	R18-05868	Windows Server CAL 2019 French 1pk DSP OEI 5 Clt User CAL
Lenovo ROK Server		
6314489	7S050015WW	Windows Server 2019 Standard ROK (16 core) - MultiLang
6314490	7S05001AWW	Windows Server 2019 Datacenter ROK (16 core) - MultiLang
Lenovo ROK CAL:		
6314497	7S050025WW	Microsoft Windows Server 2019 Client Access License (1 User)
6314499	7S050027WW	Microsoft Windows Server 2019 Client Access License (5 User)
6314501	7S050029WW	Microsoft Windows Server 2019 Client Access License (10 User)
6314503	7S05002BWW	Microsoft Windows Server 2019 Client Access License (50 User)
6314496	7S050024WW	Microsoft Windows Server 2019 Client Access License (1 Device)
6314498	7S050026WW	Microsoft Windows Server 2019 Client Access License (5 Device)
6314500	7S050028WW	Microsoft Windows Server 2019 Client Access License (10 Device)
6314502	7S05002AWW	Microsoft Windows Server 2019 Client Access License (50 Device)
HPE ROK Server:		
6356178	HPE-P11061-B21	MS WS19 (16-CORE) DC ROK EN SW
6384580	HPE-P11061-071	MS WS19 (16-CORE) DC ROK ES SW
6346162	HPE-P11061-051	MS WS19 (16-CORE) DC ROK FR SW
6350508	HPE-P11058-B21	MS WS19 (16-CORE) STD ROK EN SW
6384579	HPE-P11058-071	MS WS19 (16-CORE) STD ROK ES SW
6384578	HPE-P11058-051	MS WS19 (16-CORE) STD ROK FR SW
HPE ROK CAL		
6357268	HPE-P11076-DN1	MS WS19 1DEV CAL EN/FR/ES/XC LTU
6357267	HPE-P11075-DN1	MS WS19 1USR CAL EN/FR/ES/XC LTU
6357271	HPE-P11082-B21	MS WS19 50DEV CAL EN/FR/IT/DE/ES/JA LTU
6357270	HPE-P11081-B21	MS WS19 50USR CAL EN/FR/IT/DE/ES/JA LTU
6384594	HPE-P11078-DN1	MS WS19 5DEV CAL EN/FR/ES/XC LTU
6360332	HPE-P11077-DN1	MS WS19 5USR CAL EN/FR/ES/XC LTU



CONNECT WITH US

We are here to support you throughout your sales journey.

If you have additional questions about Windows Server, visit:



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