

HPE Compute

HPE Smart Choice



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What is HPE Smart Choice?

This new program features popular fully configured servers that can be quoted in minutes – no more chasing the best price. No more using multiple systems to compare prices. No need to register deals or enter opportunities into Salesforce. And because the products are fully configured, they are ready to ship in days, not weeks. Onsite integration is a snap with ready-to-deploy models. This end-to-end simplification saves you time and money at every step and allows you to process deals faster and recognize revenue sooner. And with this expedited quote-to-ship sales cycle, you'll be well positioned to grow your transactional business.

What is the key benefit of HPE Smart Choice?

HPE Smart Choice enables you to:

- ✓ Generate a quote in minutes.
- ✓ Get the best price the first time.
- ✓ Sell more, faster.
- ✓ Order popular configs in a single SKU.
- ✓ Get fast, predictable shipping.
- ✓ Give sellers more time to sell.

Why was this offer developed?

Distribution and channel partners face growing competition and pressure to deliver high-demand compute products and solutions quickly, reliably and at a competitive price. Supply chain challenges post-pandemic have impacted partner and customer trust in HPE's ability to deliver products when committed, and complex pricing systems make it challenging for partners to provide quick, competitive quotes to drive deal velocity, sales efficiency, and fast revenue recognition. HPE Smart Choice has been developed in order to alleviate these challenges and improve both the partner and customer experience, whilst simultaneously beating the competition through speed to market and providing heat of the market, high demand configurations.

When is this program going live?

HPE Smart Choice is currently available in North America, Central, LASER South, NWE, and UKIMEA with more countries to go live soon. Please visit the HPE Smart Choice [seismic briefcase](#) for the latest updates.

Is there an easy way to identify an HPE Smart Choice Sku?

HPE Smart Choice SKUs can be identified quickly by the extension on the part code.

North America: Pxxxxx-005

EMEA: Pxxxxx-425

UKI: Pxxxxx-035 & Pxxxxx-425

India: Pxxxxx-D65

LATAM: Pxxxxx-xx5

Brazil: Pxxxxx-205

Mexico: Pxxxxx-DM5

How frequently will the offering change?

HPE plans to assess the SKUs quarterly and identify if new SKUs need to be added by popular demand.



Frequently asked questions

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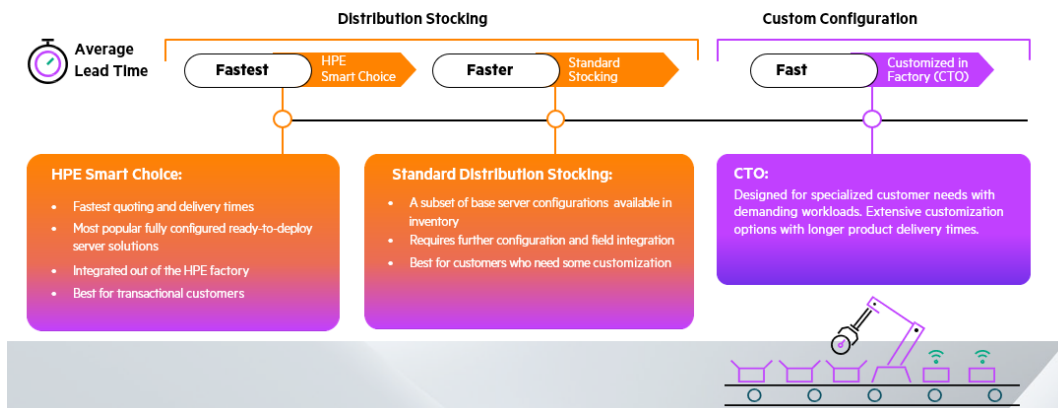
How does the lead time of the HPE Smart Choice compare with CTO or BTO offerings?

HPE Smart Choice is designed to drive simple, efficient and fast quoting, ordering and shipment of popular configurations. Within the HPE Supply Chain, HPE Smart Choice SKUs are prioritized to ensure fast delivery, and to ensure we can maintain good inventory levels.

HPE ProLiant Server Delivery Lead Time

Leverage in-stock servers + options inventory!

Distribution sourced to meet customer demand and take advantage of fast delivery times:



How does the pricing of HPE Smart Choice compare to existing promotional offerings?

Please visit the HPE Smart Choice presentation for your GEO in the [seismic briefcase](#) for more information

Can I use this offer with Deal Registration?

HPE Smart Choice cannot be used in conjunction with the Deal Registration program.

What are my next steps to take advantage of the HPE Smart Choice?

- Visit your preferred distributor's webstore, find the Smart Choice SKUs and get a quote in minutes. Use iQuote (where applicable) to add even more options.
- Seal the deal and earn HPE Engage & Grow points

For more information and additional resources, please visit the [Seismic Briefcase](#)