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Hewlett Packard
Enterprise

FY25 Business Partner Essentials

Start **HPE Training** 

Agenda



Introduction

Getting started with HPE

HPE sales resources and tools

Pricing and configuration tools

HPE Services

HPE Financial Services

HPE Engage & Grow

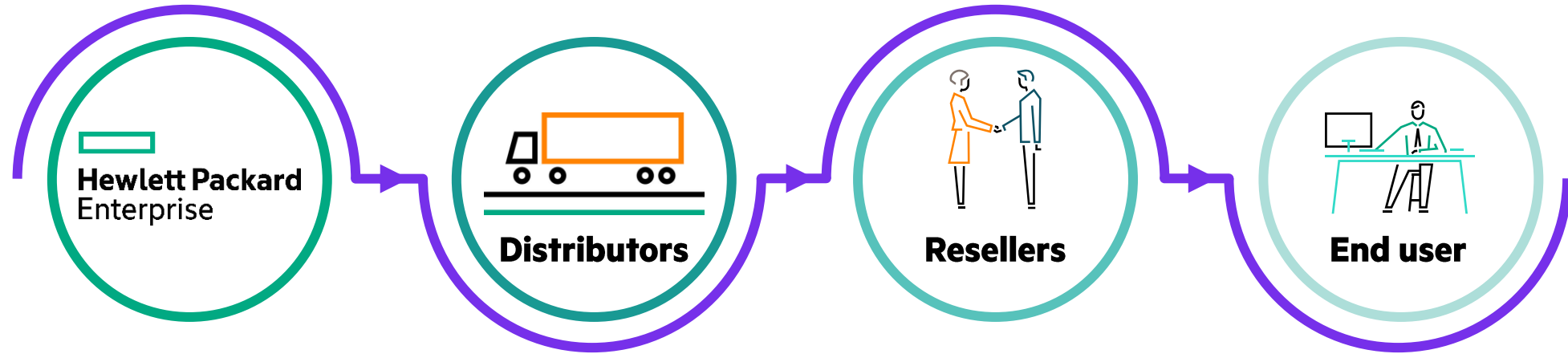
Business Partner status

Summary and close



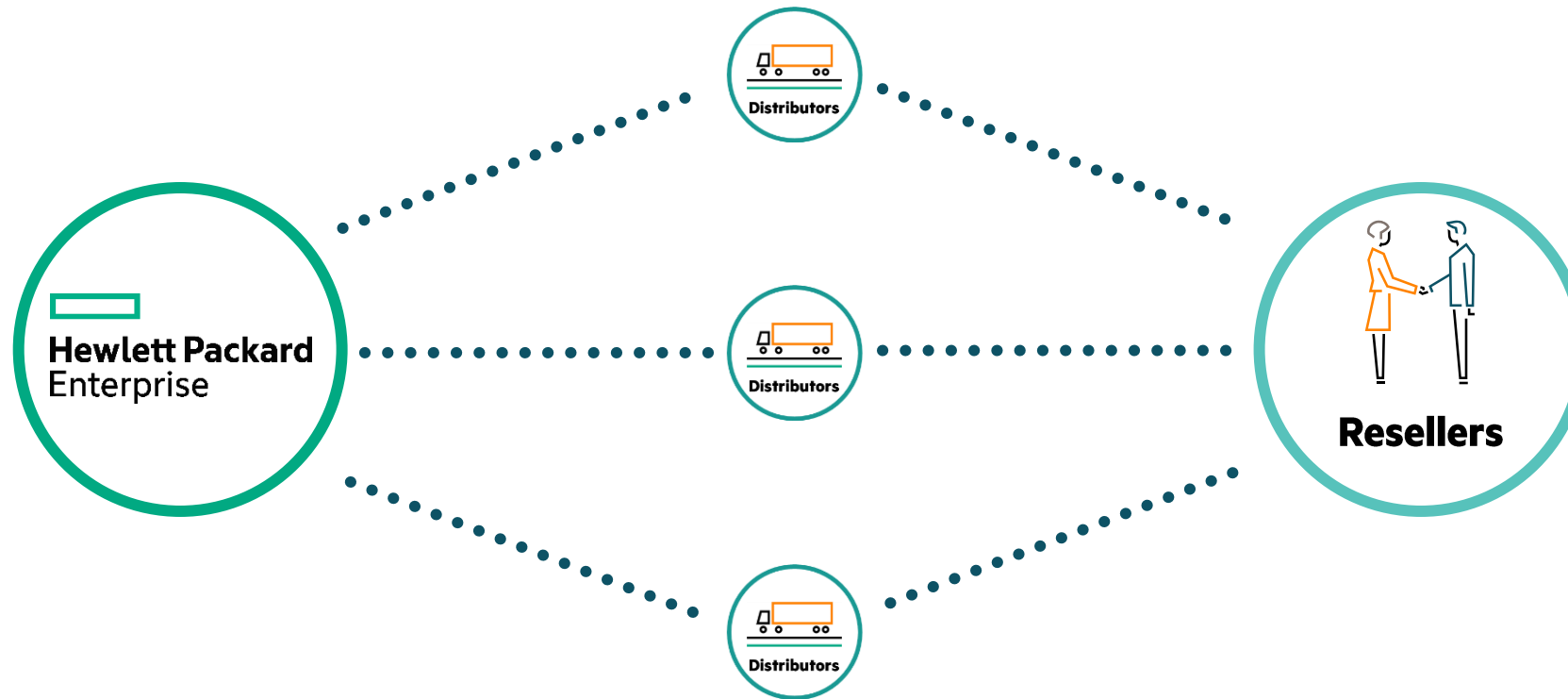
Indirect business model – one team, one channel

We believe in the value of expanding our reach into the market through **Authorized Distributors** and an extensive network of authorized **Value-Added Resellers**.



HPE is committed to the channel

Indirect business model – one team, one channel



“Disti On Behalf Program”

- Distributors provide support and guidance to you, as well as quote requests.
- Resellers can freely choose the **distributor they wish to work** with.
- “Disti On Behalf Program” also **allows resellers to work with one or multiple distributors**, who can submit quotes on their behalf.
- This program is available in most countries.





Landing page and distributor look-up tool

Welcome admin

Log Out

HPE Business Partner Essentials

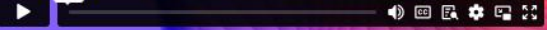





Welcome to the HPE Team

As a new HPE Partner Ready Partner


01:11





HPE SMB Academy

Selling HPE Smart Choice Solutions



Learn more

Materials

Download handout

Useful Links

Please note these usually require login/registration

Category	Link
Getting Started	HPE Partner Ready Portal
	Distributor look-up tool
	HPE Partner Journey Pack APAC (EN)
	HPE Partner Journey Pack India (EN)
	HPE Partner Journey Pack Central Europe (EN)
	HPE Partner Journey Pack LASER SOUTH (EN)
	HPE Partner Journey Pack North America (EN)
	HPE Partner Journey Pack North Europe (EN)
	HPE Partner Journey Pack UK & Ireland (EN)
	HPE Partner Journey Pack Middle East (EN)
Sales & Incentives	HPE iQuote Universal
	HPE Smart Choice
	HPE Quoting
	HPE Engage & Grow
Resources & Communities	HPE Seismic
	HPE Tech Pro
	HPE Sales Pro
	HPE Marketing Pro
	Product & Solutions Now (PSNow)
	HPE Demonstration Portal

Edit

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7

HPE Partner Ready Program



“At Hewlett Packard Enterprise, our partners are at the heart of our strategy and are the key to our continued success in the global market. Our vision remains centered on serving as our partners’ first choice to maximize on industry mega trends across networking, hybrid cloud, and AI, powered by world-class compute technology.”

Antonio Neri – HPE President & CEO



HPE Partner Ready Program

- The HPE Partner Ready Program helps you **accelerate** your digital transformation as the **edge-to-cloud & as-a-service company**.
- You will be part of the **most respected & profitable** program in the industry, with **higher pay-outs** than key competitors.

Opportunity and innovation

Partnership and community

Differentiation and expertise

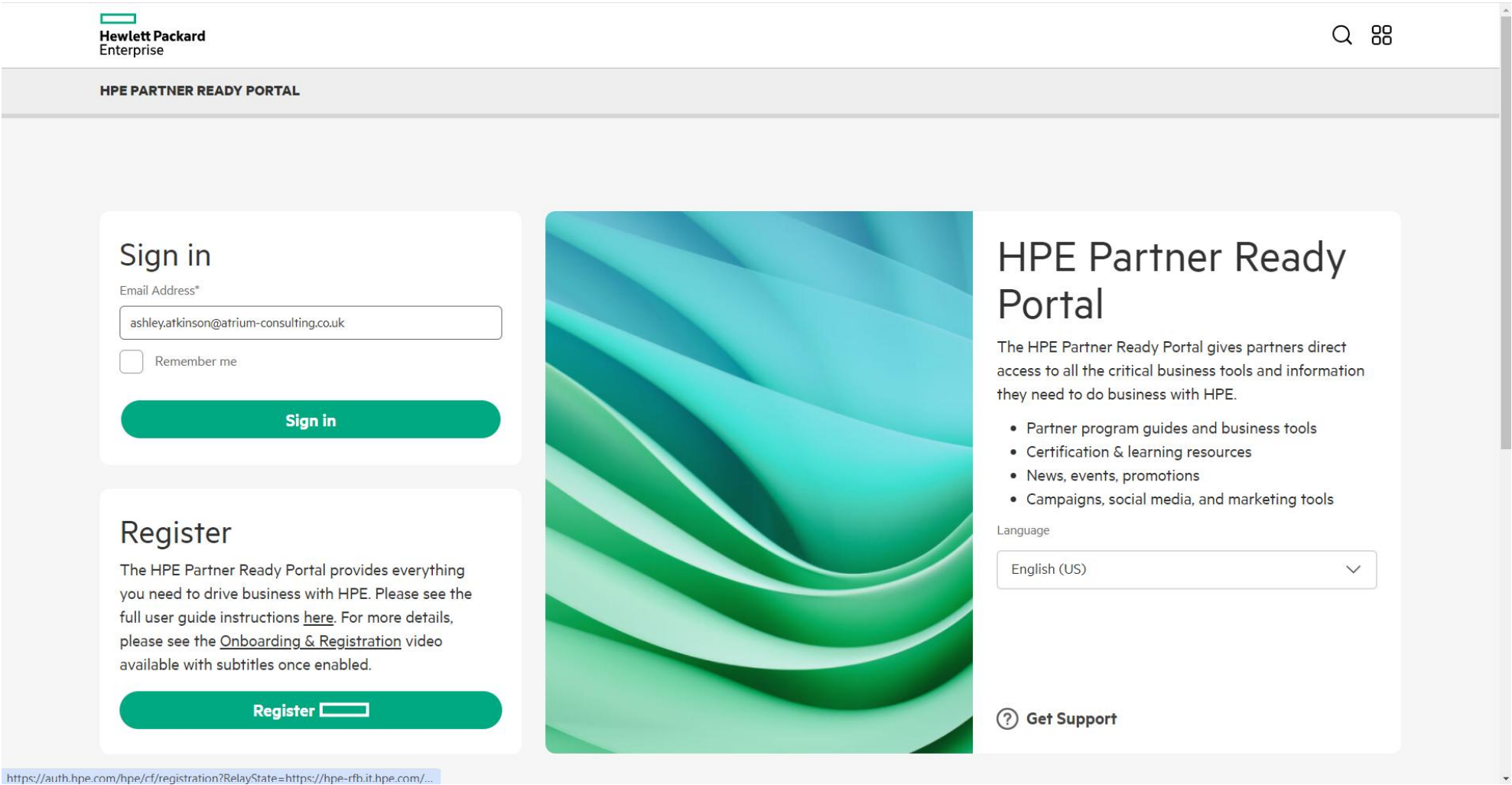


Demonstration: HPE Partner Ready Portal

1. Registration
2. Home page tour



HPE Partner Ready Portal



Create an HPE Account

Access all of HPE with these credentials.

Email*

Password* 

First Name*

Last Name*

Organization Information

Organization Name

Street Address

Street Address 2

City

State / Province Postal Code



Page 10 of 10

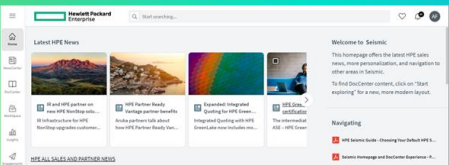




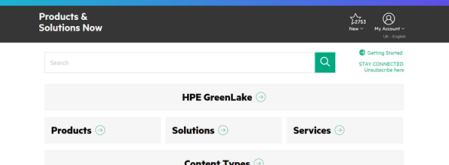
HPE sales resources and tools

HPE sales resources and tools

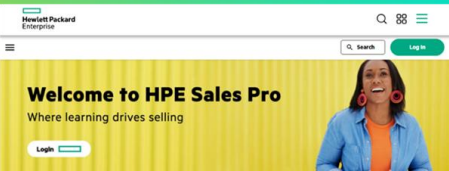
HPE Seismic



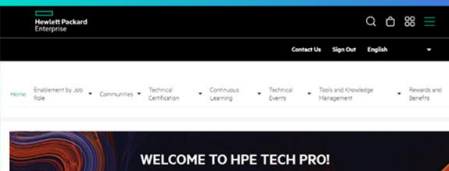
Product & Solution Now



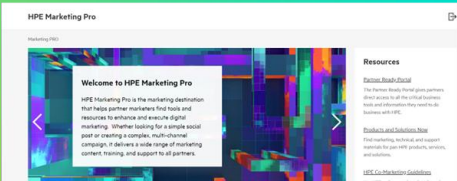
HPE Sales Pro



HPE Tech Pro



HPE Marketing Pro



HPE product and services information

Conveniently organised for the relevant function

Accessed through HPE Partner Ready Portal

Demonstration:

1. Seismic
2. Products and Solutions Now (PSNow)



Product & Solutions Now (PSNow)

Products & Solutions Now

3937
New

My Account
UK - English

Search

Getting Started

STAY CONNECTED
Unsubscribe here

HPE GreenLake

Products

Solutions

Services

Content Types

Campaigns

Competitive

Data Sheets

Digital Marketing Program

Events

Living Content Guides

Multimedia

Presentations

Solution Briefs

Success Stories

TekTalks

User Guides & Manuals

Webinars

Newsfeed

Tools & Resources

Hewlett Packard
Enterprise

Legal Disclaimer: Products sold prior to the November 1, 2015 separation of Hewlett-Packard Company into Hewlett Packard Enterprise Company and HP Inc. may have older product names and model numbers that differ from current models.

Support

FAQ
version: 1.64.138



Product & Solutions Now (PSNow)

Products & Solutions Now

Search

7267

New

My Account

UK - English

Home / Products / Compute

HPE GreenLake

Networking

Compute

Software

Storage

Enterprise Solutions

Options

Find Compute (10)

<


1

2


>

8


24




ProLiant Servers




Mission Critical x86 Servers




Moonshot Systems




Integrity Servers with HP-UX




Apollo Systems



Server Cloud Solutions



Cray Systems



NonStop Systems

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18

Hewlett Packard Enterprise

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AA

Home

DocCenter

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WorkSpace


Insights

Engagements

Tuesday 23 Jul 2024


Good afternoon, Ashley.

Top sales resources



HPE Customer Success Stories


Leverage these up-to-date customer success stories in...



HPE AI Strategy - Briefcase


AI is a top strategic imperative for HPE. To help accelerate A...

Latest HPE News




HPE Discover 2024 announcements | June...

Announcement highlights and resources for you to share wi...




New: HPE GreenLake Contract Refresh Guide...

Learn about this new asset and how to use it with your



The value of HPE GreenLake for Comput...

New messaging backed by Forrester study proves value



Register for an upcoming HPE ch

Attend and promote th events to grow your sa

Your frequently used

HPE Smart Choice Purchase Program - Briefcase

Customer Presentation - HPE Tech Care Service

Play Book - HPE SMB and Mid-Market - EMEA Edit...

HPE Small-to-Medium Business (SMB) - Briefcase

Play Book - HPE SMB and Mid-Market Play Book - ...

Reference Guide - NA HPE Smart Choice Purchas...

FAQ - HPE Smart Choice Purchase Program - (Fre...

HPE Sustainability & IT Efficiency - Briefcase

At a Glance - HPE Tech Care Service - The Value of...

Program Presentation - HPE Tech Care Service- B...

Configuration Guide - HPE Small and Medium Bu...

Play Book - HPE SMB and Mid-Market Play Book - ...

Regular content

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Hewlett Packard Enterprise

HPE Partner X Search

33

AA

Home

DocCenter

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WorkSpace

Insights

Engagements

HPE Partner

Sales Briefcase

HPE Small-to-Medium Business (SMB) - Briefcase

☆☆☆☆

Add Review

SMB Programs & Promotions

Sort: NameColumns

Type	Name	Latest Update
	HPE Smart Choice Purchase Program - Briefcase	19 hours ago
	Play Book - HPE SMB and Mid-Market Play Book - APAC Edition	May 8, 2024
	Play Book - HPE SMB and Mid-Market Play Book - EMEA Edition	May 8, 2024
	Play Book - HPE SMB and Mid-Market Play Book - North America Edition	May 8, 2024
	Product Presentation - HPE Flex Offers – July 2024	Jun 27, 2024

SMB Workload Solutions

Remote Worker

Sort: NameColumns

Type	Name	Latest Update
------	------	---------------

Content Details

Description

This briefcase provides resources, offers, and promotions to support your small and medium business (SMB) sales.

Rating

☆☆☆☆

HPE Owner

kwestwood@hpe.com

Document Type

Sales Briefcase

Details

Disclosure Level

Internal and Partner

Language

English (US)

Version created

24 Apr 2024

Version

22.0

Content Id

D000000000098100

Content Properties

Reviews



Welcome to HPE Sales Pro

Where learning drives selling.

Sales Certifications


[View all
Sales Certifications](#)

 **HPE Sales Certified**
- Solution
Foundations [2024]
Express Path

 **HPE Sales Certified**
- Hybrid by Design
[2024]

 **HPE Sales Certified**
- Aruba Networking
Solutions

Top Recommended Training

**Hewlett Packard**
Enterprise

HPE GreenLake




Products and Solutions

Services

Learn

Support

Contact



Contact UsSign OutEnglish

Home

Enablement by Job Role

Certification and Learning


Continuous Learning

Communities

Events and Labs

Tools and Knowledge Management

Profile, Achievements and Benefits



HPE Tech Pro

Your gateway to all things technical


My Alerts

Auto-Subscribed to Continuous Learning Badges

Based on your recent learning activity, you have been auto-subscribed to the following continuous learning badges:
HPE ProLiant

If you would like to unsubscribe from this auto-subscription, you can do so by visiting My Subscribed Learning Paths & Badges and clicking "Unsubscribe from courtesy auto-subscribe."


[Review my badges →](#)

**Hewlett Packard**
Enterprise

[View Profile](#)

GINA ROMO


Membership Level 1



Quick Links

HPE and NVIDIA partnership
Upcoming TekTalks

What's new on HPE Tech Pro





HPE Marketing Pro

<

HPE demo program

Accelerate your sales cycle – generate new opportunities

Partner Demo

(Not For Resale)

Try & Buy

Customer Innovation
Centers

HPE Demonstration
Portal



Equip your demo center at attractive discounts

HPE demo program

Accelerate your sales cycle – generate new opportunities

Partner Demo

(Not For Resale)

Try & Buy

**Customer Innovation
Centers**

**HPE Demonstration
Portal**



HPE owned


**Hewlett Packard
Enterprise**

On premise loan of demo equipment for end customer test



HPE demo program

Accelerate your sales cycle – generate new opportunities

Partner Demo

(Not For Resale)

Try & Buy

**Customer Innovation
Centers**

**HPE Demonstration
Portal**

HPE owned



**Hewlett Packard
Enterprise**

Accelerate your edge-to-cloud initiatives and experience what's next for your enterprise in a tailored virtual or in-person engagement

HPE demo program

Accelerate your sales cycle – generate new opportunities

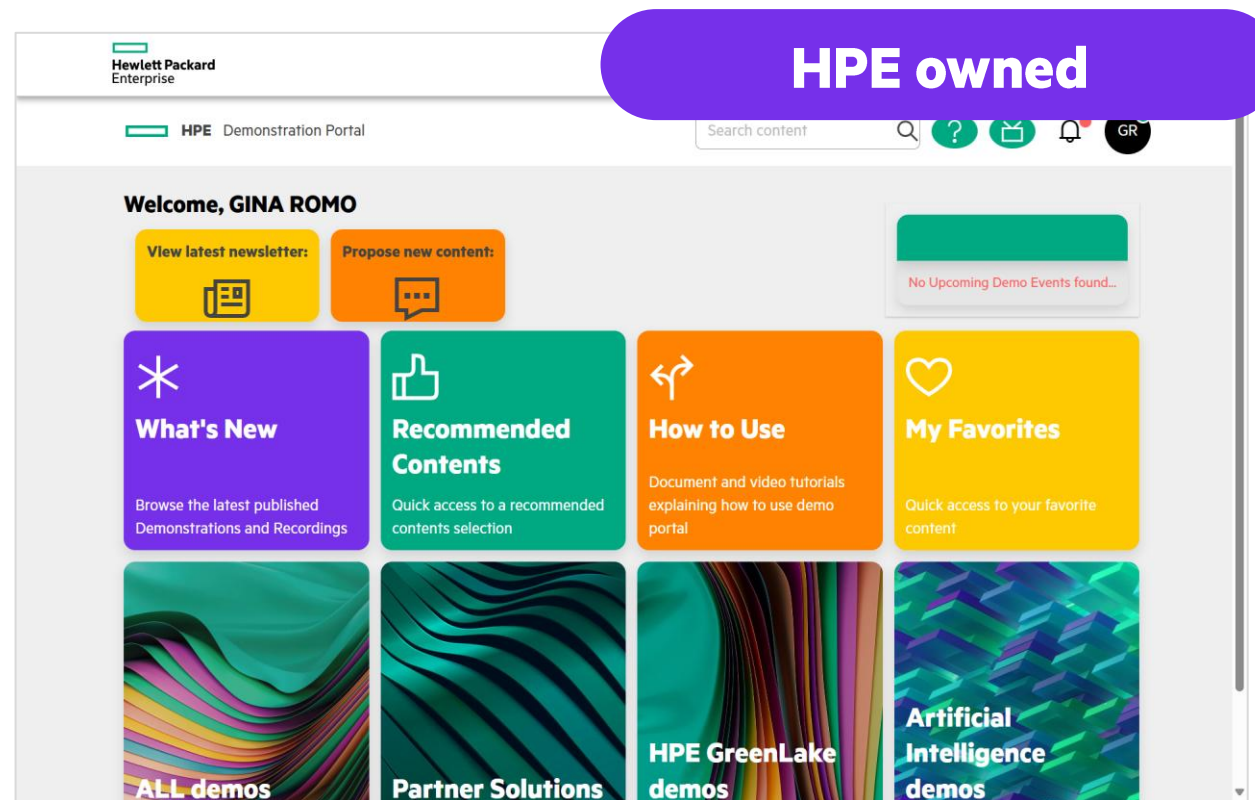
Partner Demo

(Not For Resale)

Try & Buy

**Customer Innovation
Centers**

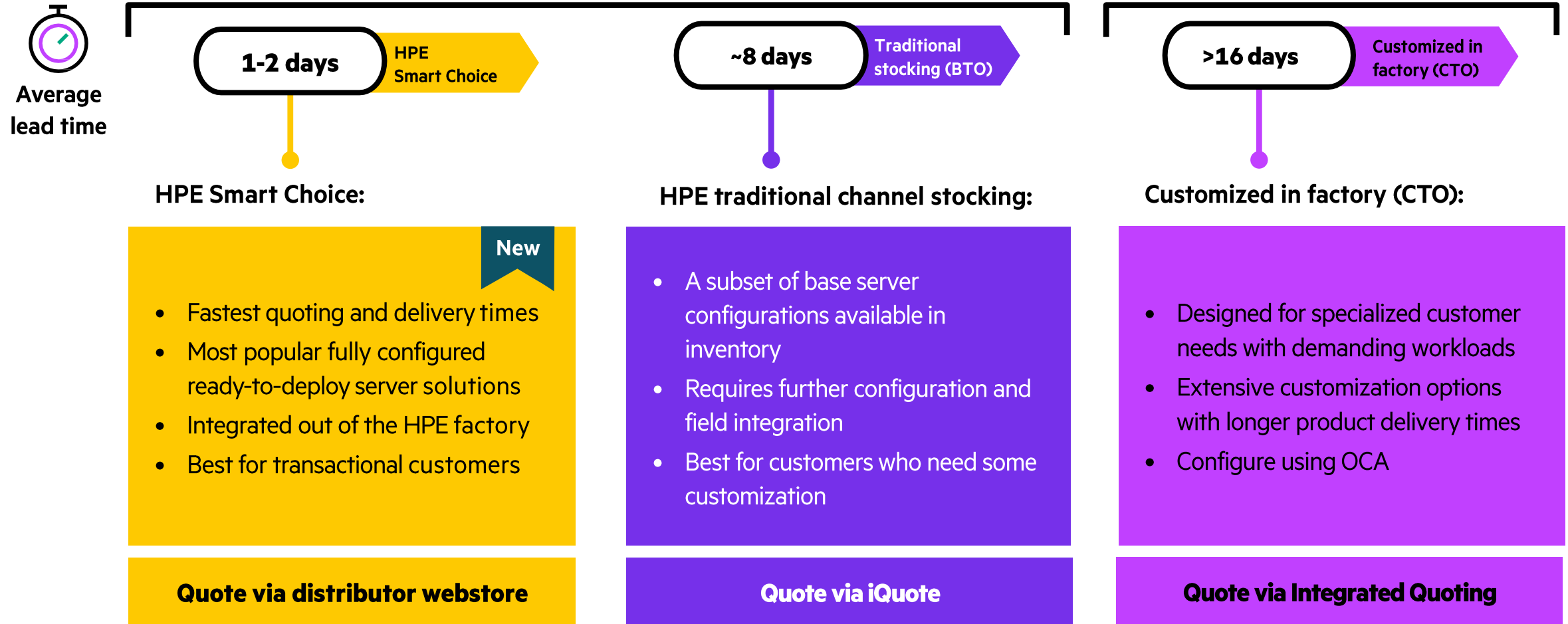
**HPE Demonstration
Portal**



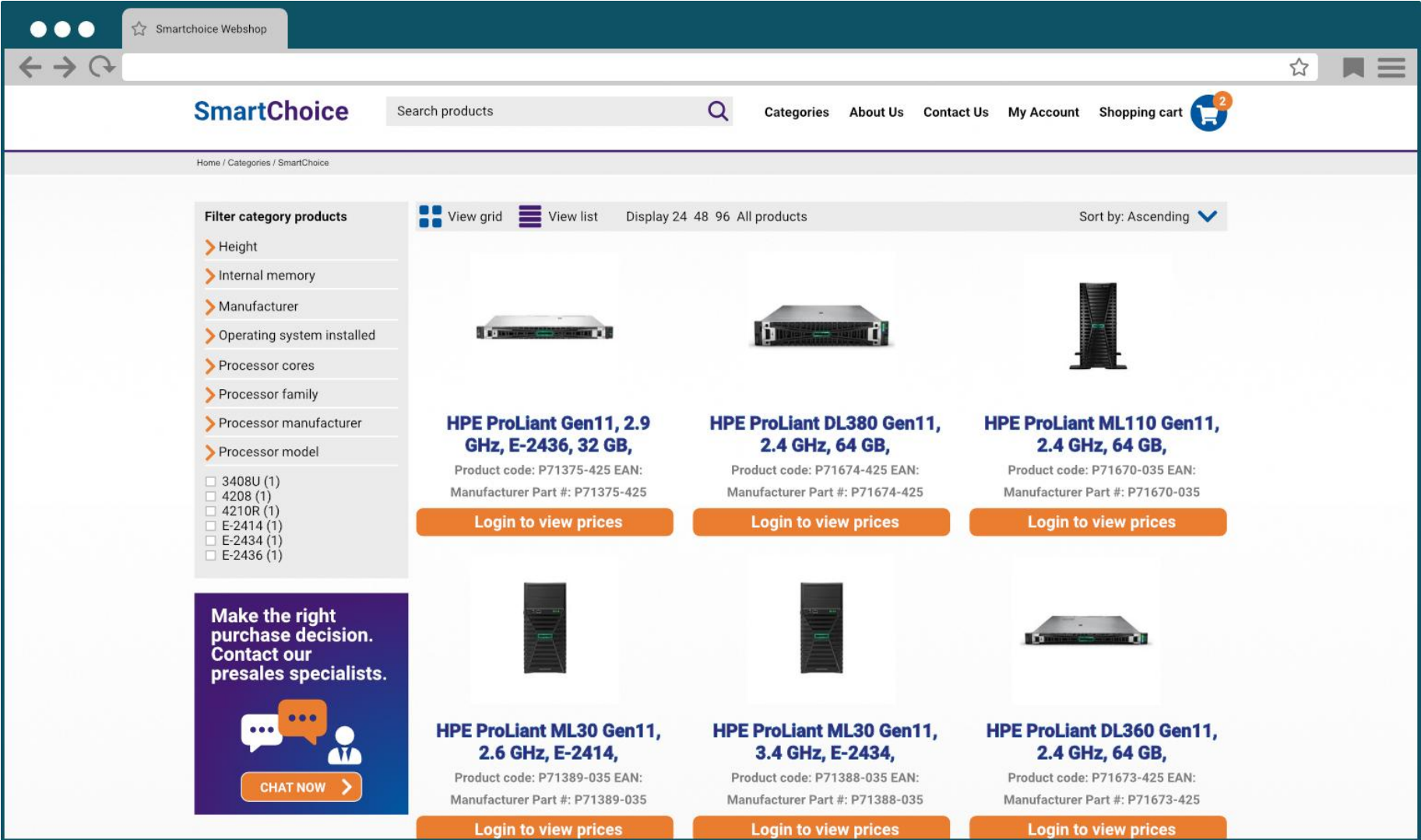
**Hewlett Packard
Enterprise**

Online self-service demos of HPE solutions
available at **hpe.com/demos/hpedemos**

Purchasing program overview and quoting



HPE Smart Choice distributor web shop



Demonstration:

- a. HPE Smart Choice
- b. HPE iQuote Universal
- c. HPE Integrated Quoting and Deal Registration



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Hewlett Packard Enterprise

Q

HPE Partner X

Search

GR

HPE Partner

Sales Briefcase

HPE Smart Choice Purchase Program - Briefcase

★★★★★

Add Review

Briefcase: HPE Smart Choice Purchase Program

This briefcase contains key resources on the HPE Smart Choice Purchase Program. The program allows you to quote fully configured, quick-to-ship HPE offerings in mere minutes, allowing you to sell more, faster.

- Generate a quote in minutes.
- Get the best price the first time.
- Order popular configs in a single SKU.
- Get fast, predictable shipping information.

Check the disclosure level in the Seismic Content Properties pane and the document label to share appropriately with **Internal**, **Partners**, or the **Public**.

Links to external sites may open in a new browser window.

Key Resources

Japan

APAC

EMEA

India

LATAM

North America

Key Resources

Sort:

Columns

<input type="checkbox"/> Type	Name	Latest Update
<input type="checkbox"/>	FAQ - HPE Smart Choice Purchase Program	Jan 31, 2025
<input type="checkbox"/>	Play Book - HPE Smart Choice Service Overview	Jan 31, 2025

Related Briefcases

HPE Core Compute - Briefcase

HPE Core Compute Programs and Campaigns - B...

HPE Small-to-Medium Business (SMB) - Briefcase

Index Lists

Briefcases List

Email Support

Partner Response Center


HPE Channel Partners, connect with your Pa...

Sales Response Center Platform...

HPE Internal Sales, contact the Sales Respon...

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HPE Smart Choice



Hewlett Packard

Enterprise

iQuote

English GINA ROMO - Basic User - Universal (GB) - 1

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Solutions

Configure

Learn More

Engineered specifically with you in mind. Every solution is fully validated, affordable, and easy to deploy.

Servers



Smart Choice

HPE Flex Offers

Choose from a family of versatile, resilient, software-defined servers suited to diverse workloads.

Storage

Smart Choice

HPE Flex Offers

Unleash the power of your data with intelligent, workload-optimized storage.



Networking

Rack & Power

APC Micro Data Centers

Attention HPE Resellers

Get more value with HPE Smart Choice purchase program

Quick quoting

Get more iQuote features!

[Learn More](#)

Try iQuote integrated at these



Browsing

All Products Servers *Look for this icon  to identify HPE Flex Offers qualifying SKUs*

Promotions

☒ Smart Choice (45)

☐ HPE Flex Offers (57)

Form Factor

☐ Rack (31)

☐ Tower (9)

☐ Ultra micro tower (3)

☐ Rack Enabled (2)

CPU Sockets

☐ 1 (22)

☐ 2 (23)

CPU Cores

☐ 2 - 8 (15)

☐ 10 - 12 (12)

☐ 14 - 18 (15)

☐ 20 - 64 (3)

Drive Bays

☐ 2 - 8 (44)

☐ 12 - 24 (1)

HDD Form Factor

☐ LFF (7)

☐ NHP (4)

☐ SFF (1)

☐ SFF (1)

☐ SFF BC (7)

☐ SFF U.3 (25)

In Stock


☒ All (45)

☐ In Stock (31)

☐ In Stock or On Order (31)

DL20 Gen11

3 Match



Price: £1,763.00 to £1,906.00

Memory: 32GB


Form Factor: Rack (1U)

CPUs: 1

Drive Bays: 2 to 4

DL145 Gen11

2 Match



Price: £2,932.00 to £3,472.00

Memory: 32GB to 64GB


Form Factor: Rack Enabled (2U)

CPUs: 1

Drive Bays: 2

DL320 Gen11

4 Match



Price: £3,339.00 to £11,024.00

Memory: 64GB to 128GB


Form Factor: Rack (1U)

CPUs: 1

Drive Bays: 8

DL325 Gen11

2 Match



Price: £3,881.00 to £5,104.00

Memory: 64GB


Form Factor: Rack (1U)

CPUs: 1

Drive Bays: 8

DL345 Gen11

2 Match



Price: £4,720.00 to £4,830.00

Memory: 64GB

Form Factor: Rack (2U)

CPUs: 1

Drive Bays: 8

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33

iQuote


Your HPE channel-integrated Configure/Price/Quote tool

English 

iQuote Universal

iQuote Universal is a free service available worldwide for channel partners, customers and IT consultants. Browse popular HPE Server, Storage and Networking products and create fast, accurate configurations that you can export to request a quote from your Distributor or Reseller.

LOG IN

- iQuote Resources
-  iQuote Fundamentals
 -  Get More Tours Foundation training

To get started, select your country then register.

Country

Please select

Algeria

Angola


Argentina

Australia

Austria


REGISTER

Not available in your country?


 Request it!



HPE iQuote Universal



iQuote

English GINA ROMO - Basic User - Universal (GB) - 1

Account SettingsSwitch AccountLog Out

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Back to ship!
HPE Smart Choice
and media

Introducing HPE ProLiant DL145!

Edge-optimized and a flexible footprint perfect for remote locations.

Now available on
HPE Smart Choice!

Favourite Quotes (0)



Solutions

Configure

Learn More

Engineered specifically with you in mind. Every solution is fully validated, affordable, and easy to deploy.


Servers

Choose from a

Storage

Attention
HPE
Resellers

Get more value
with HPE Smart
Choice
purchase
program





Page 10 of 10

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Page 10 of 10

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Introducing HPE ProLiant DL145!

Edge-optimized and a flexible footprint perfect for remote locations.



Now available on
HPE Smart Choice!

Security and performance.
Everywhere.


HPE ProLiant DL145 Gen11

Configuring

All Products Servers DL20 Gen11 P65396-421

 P65396-421 £3,568.00* or £96.47 / mo* 2 In Stock 

HPE ProLiant DL20 Gen11 Intel Xeon E-2436 6-Core (2.90GHz 18MB) 16GB (1 x 16GB) DDR5 4800B-E UDIMM 4 x Hot-Plug 2.5in Small Form Factor Intel VROC RAID No Optical 800W 3 Year Next Business Day Warranty

Specification >

Top Recommended All Options Search All Options Clear

 **Services**

 Solid State Drive





 Memory




 Power Supply


 Licence


Services


Training Credit Selector Help Me Choose


U4554E	HPE ProLiant DL/ML Install Service	£385.00*	In Stock	<input type="text"/>	
HV9V8E	HPE Digital Learner SMB Edition 1 Year Subscription	£910.00*	In Stock	<input type="text"/>	
H42NCE	HPE 3 Year Tech Care Basic DL20 Gen11 HW Service	£603.00*	In Stock	<input type="text"/>	
H42PHE	HPE 5 Year Tech Care Basic DL20 Gen11 HW Service	£1,075.00*	In Stock	<input type="text"/>	


Quote 6201154-1(draft)   

 **SAVE**

Total £8,575.00 *  Monthly Payment Calculator





Or £241.67 / mo *  HPE Power Advisor

1 System, 8 Options  x2

DL20 Gen11 Servers £8,575.00* 

1

+

System unit	P65396-421	£3,568.00 *
		
Memory	P84336-B21	<div><div>1</div><div>+</div></div> £496.00 *
Solid State Drive	P40407-B21	<div><div>4</div><div>-</div></div> £576.00 *
Power Supply	B05408-B21	<div><div>1</div><div>+</div></div> £316.00 *
Microsoft OS	P40171-A21	<div><div>1</div><div>-</div></div> £816.00 *
HW Support	H42PHE	<div><div>1</div><div>-</div></div> £1,075.00 *
<div> Specification MEM : 32 GB CPU : 2.90 GHz</div>		
<div><div> Validation  x2</div><div>1 pre-installed parts removed from validation</div></div>		

Page 10 of 10

X

Services & support

[illegible]

—

View tool

1

View tool

Showing 1 to 2 of 2 items

Quoting/Deal Registration

Hewlett Packard Enterprise

Search by: Lead, Opportunity, Registration, Quote, Customer, MDF or JBP

Q

Ashley Atkinson

Home

Leads

Opportunity Management

Development Funds

Reports

New Opportunity

Opportunities

Recently Viewed

2 items

Q Search lists...

RECENT LIST VIEWS

1

All Opportunities

2

Created Last 7 Days Opportunities

✓

Recently Viewed (Pinned list)

ALL OTHER LISTS

My Open Opportunities

My Won Opportunities

Past Close Date Opportunities

Recently Viewed Opportunities

SaaS Renewals - All Opportunities

Q Search this list...

⚙

↺

Forecast Category	Owner Full Na...	Sales Stage	Total o...	Close Date	Deal Registrati...
Omitted	Robert Campbell	Error	GBP 30,00...	28/12/2016	
Omitted	Andrea Fulop	Error	GBP 68,23...	31/10/2017	

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Quoting/Deal Registration

Hewlett Packard Enterprise

Search by: Lead, Opportunity, Registration, Quote, Customer, MDF or JBP

Ashley Atkinson

New Opportunity

Select customer

Enter Opportunity details

Add Product and continue with Deal Registration

Choose from recently selected customers in the table below, or use the search fields to find the customer for this opportunity.

* Company Name

Country

City

Zip/postal code

Site Duns/Tax ID

Search

Clear filters

Recently selected customers

Choose one of the recently selected customers below or use the search fields above.

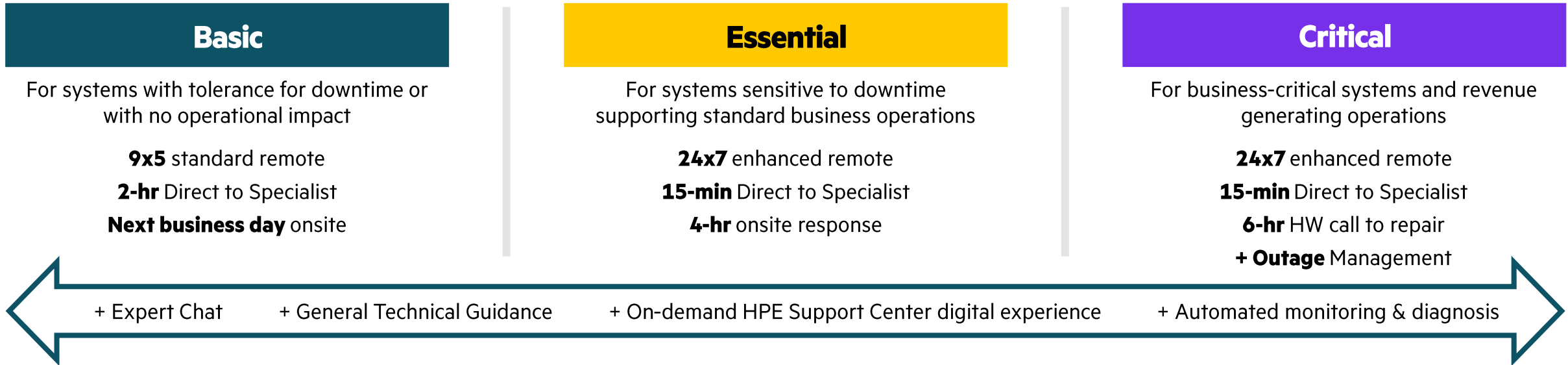
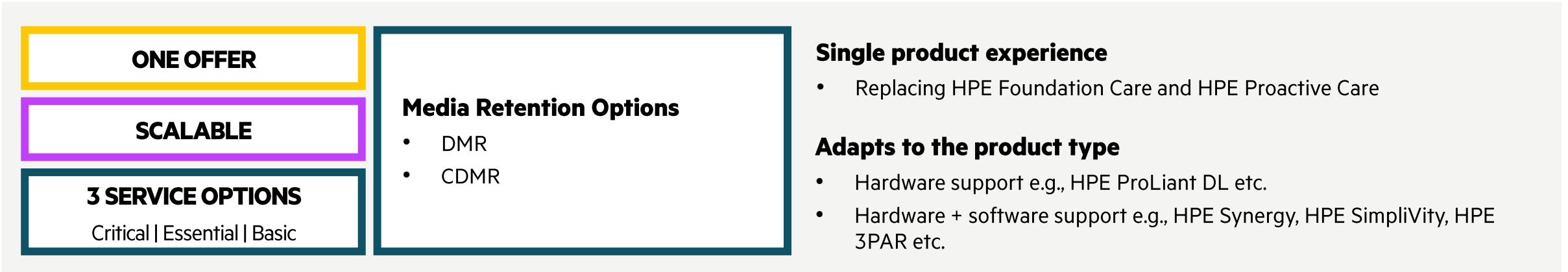
Select customer	PARTY ID	Company ...	ALTERNA...	Local Lang...	Street add...	State/prov...	City	Zip/postal ...	Country	Site DUNS
1										
2										
3										
4										
5										
6										
7										
8	OPE-0008426502	training Only for Arrow	ATRIUM CONSULTING LTD		GBP 63,337.08 (EUR 71,589,...		29/05/2018	Error		
9	OPE-0008581578	London training	ATRIUM CONSULTING LIMIT...		GBP 136,855.83 (EUR 155,9...		09/05/2018	Error		
10	OPE-0008614593	Andres Training	ATRIUM CONSULTING LTD		GBP 52,957.18 (EUR 60,331...		28/06/2018	Error		

Cancel



What is HPE Tech Care

Simplified Service Enhanced Experience



Benefits of HPE Services attach

What's in for the customer

All HPE products are supplied with warranty. If your customers are relying on a basic warranty to support their business, it can introduce risk. Product warranty has limitations, and these include:

- Access standard warranty only from HPE Support Center (Customer no longer can log calls via phone)
- No service level commitment to bring hardware up and running
- Most warranty entitlements mean customers must install replacement parts themselves
- Customers who have paid for support services take priority over warranty customers
- Software warranty is limited to media replacement only

[Link to Services Sales Play Cards](#)

What's in for the Channel Partners

Selling, even delivering services from HPE Services has significant benefits for you:

- **Improve customer relationships:** Account ownership provides greater insights into customer behavior, leads to incremental sales opportunities, and positions you as the trusted advisor
- **Grow your business:** Improve your topline without large investments and retire sales quota faster by growing transaction value with every service you attach
- **Improve margin:** Leverage Partner Ready for Services rebates and enhance your bottom-line
- **Predict income streams:** Services sale helps provide an annuity revenue stream over the technology lifecycle



HPE Financial Services overview

HPE provides security and compliance services that holistically address your customers' security needs with management, visibility, and control tools, as well as asset upcycling services that recover value from their end-of-use technology in a secure and sustainable way.

Asset Management Services

- HPE Asset Upcycling Services
- HPE Accelerated Migration Services
- HPE Certified Pre-Owned Services
- Onsite Decommissioning for HPE Asset Upcycling Services

Financial Services

- HPE Subscription Services
- HPE Extended Deployment Services
- HPEFS IT Lifecycle Program
- HPE Payment Deferral Program

Learn more about HPE sustainability

- Sustainable IT solutions
- HPE Sustainability & IT Efficiency at Seismic Briefcase
- Continuous Learning sustainability badge at HPE Tech Pro
- Sustainability Channel narrative at HPE Sales Pro



HPE Financial Services

HPE Financial Services combines technology insights, financial expertise, and a deep-rooted focus on sustainability to create smarter IT lifecycles for customers and partners of all sizes.

Benefits of offering HPE Financial Services to your customers:

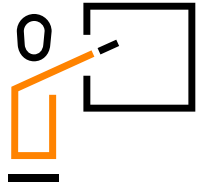
- **Acquire new customers** and retain existing customers by leading with our sustainable IT value proposition.
- **Increase revenue and margins** by leveraging our asset lifecycle management and financing solutions, which can include margin enhancements.
- **Enhance profitability and growth** by increasing asset value and provide as-a-service solutions leveraging our pay-per-use financial options.
- **Explore new opportunities for expansion while adhering to sustainable practices** by tapping into HPE Asset Upcycling Services or HPE Accelerated Migration and our sustainability capabilities.
- **Reduce risk** and retire IT in a secure and sustainable way. Avoid future asset valuation risk and customer payment credit risk by transferring them to HPEFS.
- **Access to digital sales tools**, such as the HPE Financial Services partner portal, Digital Marketing content, and HPE Technomics.



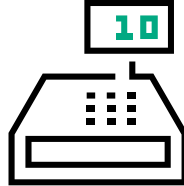
HPE Engage & Grow overview

The **HPE Engage & Grow** program is designed to recognize and reward channel sales performance and loyalty, and to encourage learning of HPE products, programs, and solutions.

Registered company and users signed up



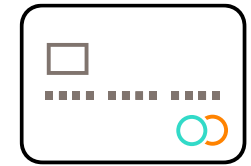
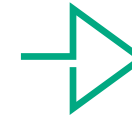
1 Learn



2 Sell



3 Redeem



Earn Cash!



HPE Engage & Grow

And for the **best sales performers** we have ...

Top Achievers Club



Your chance to win trips of a lifetime!

Demonstration of HPE Engage & Grow

1. Registration
2. Enablement and training
3. Incentives & automated incentives
4. HPE Tools
5. LinkedIn page



HPE Engage & Grow

Hewlett Packard Enterprise

HPE GreenLake

Products and Solutions

Services

Learn

Support

Contact

Sign In

Begin your journey to an unforgettable adventure with

HPE Top Achievers Club

Complete sell-out missions and earn miles to win a seat to our incentive trip!

Start clocking miles now

HPE ENGAGE & GROW

Enablement

My profile

Support

Incentives

HPE Tools

CONTACT PROGRAM

Hi [redacted], here's your account info at a glance! You've 1 item(s) to do today.

Hewlett Packard Enterprise

ENGAGE&GROW

Your Company Admin: Michael, Bright

Company Points

Points earned at company level

My Points

Points allocated to members from incentives and enablement

My Claims

Number of claims submitted under special incentives



HPE Engage & Grow

Find Out More

HPE ENGAGE & GROW

Enablement

My profile

Support

Incentives

HPE Tools

CONTACT PROGRAM

Hi [redacted], here's your account info at a glance! You've 1 item(s) to do today.

Hewlett Packard Enterprise

ENGAGE&GROW

Ashley Atkinson

Hewlett Packard Enterprise

Program Framework

Company Points

Points earned at company level

Potential Earned

Pending Allocation

Successfully Allocated

0

0

0

My Points

Points allocated to members from incentives and enablement

Awarded

Transferred

Expired

0

0

0

My Claims

Number of claims submitted under special incentives

Pending

Approved

Declined

0

0

0

My Activities

Claims History

Find out more about incentives

NEWS

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10. *Journal of the American Medical Association*, 2000; 283: 2689-2693.

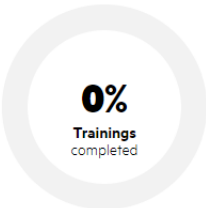
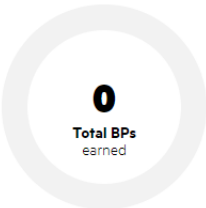
Page 10 of 10

HPE Engage & Grow

TRAIN YOUR SALES MUSCLES

Boost your knowledge and improve your sales performance with our up-to-date trainings. After watching each video, take the accompanying quiz and get instantly rewarded with Bonus Points in your account .

Please note: Training bonus points are only applicable to Platinum, Gold, Silver, Business and Proximity partners only. There are limited attempts to pass the test.



Training progress	
Total training(s) completed	0
Total training(s) left to complete	52

Keyword search

Latest


Clear all filters

Checked all filters

Category

AMD

AvailableCompletedExpired



How to choose the right HPE ProLiant Gen11 servers with AMD EPYC™ processors for your business

AMD

Bonus Points : 0

Start Training

Expires on 31 Oct 2024



HPE Engage & Grow

REWARDS:

Find out more

HPE ENGAGE & GROW

Enablement

My profile

Support

Incentives

HPE Tools

CONTACT PROGRAM

Hi [redacted], here's your account info at a glance

do today.

Hewlett Packard Enterprise

ENGAGE&GROW

Ashley Atkinson

Hewlett Packard Enterprise

Program Framework

Your Company

Comp

Points earned at company level

Potential Earned

Pending Allocation

Successfully Allocated

0

0

0

Special Incentives

Automated Incentives

Eligible Product

Submit Claim

My Points

Points allocated to members from incentives and enablement

Awarded

Transferred

Expired

0

0

0

My Activities

My Claims

Number of claims submitted under special incentives

Pending

Approved

Declined

0

0

0

Claims History

Find out more about incentives →

NEWS



HPE Engage & Grow

Click [here](#) to read more about Special and Automated Incentives
For Automated Incentives, only BTO products bought from HPE Authorized Distributor Stock are eligible

SPECIAL INCENTIVES

AUTOMATED INCENTIVES

EXPORT ELIGIBLE PRODUCT LIST

SUBMIT CLAIM

Sort by: A-Z

Last updated: 19/Jun/2024

Keyword search

Clear all filters

Category

Compute

Server and Server Options

Services

Storage

Compute

Brand

Server and Server Options

AMD

0% of budget has been used

AMD

Get as much as 100 Bonus Points for selling each participating SKU of HPE ProLiant Server Platforms powered by AMD EPYC processors

Learn More

Compute

HPE Compute ProLiant Gen11 Trainings

0% of budget has been used

Hewlett Packard Enterprise

New Trainings added! Earn up to 60 Bonus Points when you complete all 6 HPE Compute ProLiant Gen11 Trainings

Learn More

Compute

HPE Compute ProLiant Gen11 Trainings

0% of budget has been used

Hewlett Packard Enterprise

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HPE Engage & Grow

Start clocking miles now

HPE ENGAGE & GROW

Enablement

My profile

Support

Incentives

HPE Tools

CONTACT PROGRAM

Hi [redacted], here's your account info at a glance! You've 1 it

Hewlett Packard Enterprise

ENGAGE&GROW

Ashley Atkinson

Hewlett Packard Enterprise

Program Framework

Your Company Admin: Micha

Company Points

Points earned at company le

Potential Earned

Pending Allocation

Successfully Allocated

HPE Partner Ready Portal

HPE Seismic

HPE PSNow

HPE iQuote

Linkedin

Facebook

My Activities

My Claims

Number of claims submitted under special incentives

Pending

Approved

Declined

0


0


0

Find out more about incentives →


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HPE Engage & Grow







Home




My Network




Jobs




Messaging




Notifications

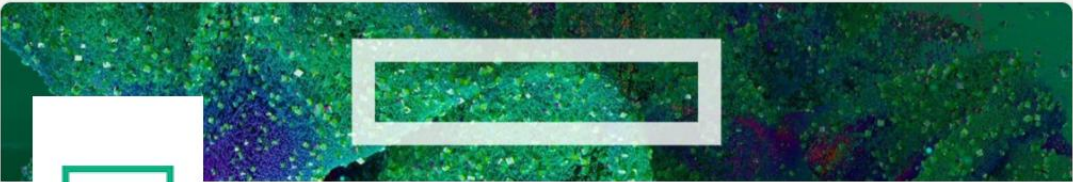





For Business



Try Premium for free






HPE Engage & Grow

HPE program recognizing and rewarding Channel Sales Reps' performance and promote learnings of products, tools and more

IT Services and IT Consulting · Houston, Texas · 62K followers



Gina & 3 other connections follow this page

✓ Following

Visit website

Home

About


Posts

About


HPE program to recognize and reward HPE Channel Sales Representatives performance and promote continuous learning of products, programs, tools, SMB/MM solutions, HPE events, and industry expertise.

Show all details →

See who's hiring on LinkedIn.




Affiliated pages



Hewlett Packard Enterprise

IT Services and IT Consulting


Parent



Pinky & 6 other connections follow this page

+ Follow


People also follow



The Institution of Fire Engineers

Fire Protection

39,440 followers



Nigel & 25 other

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Maintain your partner status



Minimum revenue threshold

Recommended training

Business Partner welcome events and on-going enablement offerings:

SMB Academy (hpesmbacademy.atrium.training)

Top Recommended Training from HPE Sales Pro (log in to HPE Sales Pro then access this [link](#))



Check partner status

The screenshot shows the HPE Partner Ready Portal interface. The top navigation bar includes a close button (X), the title "HPE Partner Ready Portal", and icons for search, refresh, help, and a user profile with a notification badge (9). The left sidebar contains the following menu items: Home, Products, Services, & Solutions, HPE Partner Ready Vantage, **HPE Partner Ready** (highlighted with a green arrow), Tools, Certification & Enablement, Sales & Marketing, and News & Events. The main content area is divided into two columns. The left column lists: HPE Partner Ready, Membership (highlighted with a green arrow), Solution Provider (highlighted with a green arrow), HPE Partner Ready for Aruba, Networking, and eCommerce. The right column contains a "Membership" section with a description: "Track your membership status, download insignias and certificates, and make the most of the benefits available to you." Below this is a list of links: Partner Status (highlighted with a green arrow), Competencies, Essential Documents, and Offerings & Services. To the right of the main content is a "HPE Brand Architecture" section with a sub-header and a paragraph: "HPE is consolidating 29 existing portfolio brands to 6 - anchored on HPE and HPE GreenLake." At the bottom right, there is a "Quick links" section with a gear icon and a button labeled "Access tools" with a green arrow pointing to it.

Summary

Getting started with HPE
HPE sales resources and tools
Pricing and configuration tools
HPE Services
HPE Financial Services
HPE Engage & Grow
Business Partner status



One last thing...

Welcome event homepage

<https://hpebpessentials.atrium.training/>

Opportunity and innovation

Partnership and community

Differentiation and expertise

Replays

<https://hpebpessentials.atrium.training/hpe-bp-welcome-events-schedule-en/>

Partner Ready Portal

<https://partner.hpe.com/login>

Welcome to the HPE Partner Ready family