

A new set of dedicated Service Bundles

Factory Integration Services for Channel Partners

HPE offers a wide portfolio of Factory Integration Services which complement our Server, Storage and Networking Solutions enabling you to deliver pre-integrated, pre-tested datacentre, branch office and OEM solutions tailored to your customers' needs.

Looking to add more value to the solutions that you deliver to your customers?

Factory Integration Services can help

Customer specific customisation can be added in our factory at server, enclosure and/or rack level. The bundles detailed below make it easier for you and your customers, whilst saving you money.

The process is straightforward. All you need to do is supply HPE with the customisation requirements of each customer and we set up an option code for the bundles you plan to order. You then order in the normal way. The main difference is that you receive the customer's solution pre-integrated and pre-tested straight from our factory, ready for you to complete the installation on-site.

Partner Server Bundle

When ordered with a new server, this bundle allows for System Customisation (Raid, BIOS, iLO etc), Custom SW Image Load (Hypervisor or image of choice), an email to you or your customer prior to shipment detailing server info (MAC address, S/N, UUID etc), and Standard Asset Tagging.

Partner Enclosure Bundle

When ordered with a new enclosure this bundle allows for System Customisation (Raid, BIOS, iLO etc), Custom SW Image Load (Hypervisor or image of choice) and an email to you or your customer prior to shipment detailing server info (MAC address, S/N, UUID).

Partner Rack Bundle

When ordered with a new rack this bundle allows for custom placement, of servers/ storage and networking products within the rack, KVM/power cabling and labeling per HPE best practice, Signal Cable Interconnect with basic functional testing and an email to you or your customer prior to shipment with customer choice of rack info (e.g. Rack U-locations, Enclosure Slot, Rack S/N etc.)

Three new bundles* that enable you to deliver more value to your customers:

- Partner Server Bundle (ZU748A)
- Partner Enclosure Bundle (ZU749A)
- Partner Rack Bundle (ZU750A)



How Factory Integration helps you grow your business.

Reduce your costs

By taking advantage of what we can deliver straight from our factory, you can refocus your valuable technical resources on higher value-add tasks, helping you to grow your business without significant increase to technical headcount. Reduce or even eliminate the need to stock various HPE (or non-HPE) components. Reduce the number of suppliers you need to work with to deliver the customer specified solution. Take time out of your cash conversion cycle—more complete solutions from our factory mean a reduction in the time it takes to put the solution into full production on the customer's site.

Win new customers

By taking advantage of Factory Integration Services, you can grow your position as a complete integrated solution supplier, or move from box supplier / part integrator to full solution supplier. Use HPE Factory Integration capability to reposition yourself in the marketplace.

Expand your installed base business

Deliver more value-add to your existing customers. Help them move towards solution buying rather than product purchasing.

Learn more at hpe.com/eu/fis



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