



EMEA Q3 FY17 Programs and Promotions Summary

Leverage HPE Financial Services promotions and programs to grow your sales and opportunities

HPE Financial Services can help customers find new ways to plan for, acquire, consume and adapt the technology systems needed for business transformation.

HPEFS Promotions

Pay as you grow

Customers can minimize front-end costs when acquiring new equipment and budget the flexibility to ramp-up deployment, installation, and training for your new technology.

Learn more

HPE Trade-in Services

Customers can trade-in their older technology, with the potential to recover value through cash back from resale.

Learn more

HPEFS Programs

HPE Subscription for Servers

Simplify the way you acquire, consume, and pay for server technology. Select a customized solution from pre-defined options that include best-in-class hardware, software, accessories, and worry-free services for a predictable monthly subscription fee for 24 or 36 months.

Learn more

HPE Pre-Provisioning Solution

Acquire IT with flexibility to pay as you deploy over 12 months. Extend deployment schedules, overcome budget restrictions and avoid complex internal procurement delays.

Learn more

HPE Pre-Provisioning Storage Solution

Acquire your forecasted storage capacity in advance of the actual need, allowing for the systematic installation and activation, all prior to payment. Accelerate your transformation and avoid roadblocks.

Learn more

HPE Technology Refresh

Accelerate plans to modernize your IT infrastructure. Avoid the costs and resources required to maintain aging IT. Consider a Technology Refresh program that allows you to make monthly payments and routinely refresh your infrastructure every 2-4 years while satisfying the needs of both IT and Finance.

Learn more

HPE Accelerated Migration

Free up cash to fund new IT solution deployment by shifting existing owned assets to a flexible usage payment model. Receive the value hidden in your existing IT equipment and invest it in new technology innovation.

Learn more

Promotional program

HPE Investment Solutions for HPE ProLiant EC200a Managed Hybrid Server (EasyConnect)

Acquire the HPE EC200a with the simplicity and convenience of a predictable, monthly, pay as you use fee. Tightly integrated compute, storage, and networking, together with Zynstra virtualization and cloud management software delivered on-site but paid for as a managed service. Available currently in the UK only.

[Learn more](#)

HPE Investment Solutions for Hyper Converged 380

IT Investment solutions for HPE HC380 provide customers options to make monthly payments based on a price per VM per month structure and to pay as they deploy and scale.

[Learn more](#)

HPE Flexible Asset Return for Servers

Harness unpredictability with an elevated degree of investment management for new technology deployments. Proactively adapt to changing demands for speed, ease of use and time commitment – with the option to return a percentage of unneeded servers within 12 months.

[Learn more](#)

HPE Pre-Owned Growth Program

HPE Financial Services offers a broad portfolio of pre-owned technology for purchase or rental that customers can use to maintain a legacy infrastructure, create a testing environment or augment a back-up site. Adding HPE Certified Pre-Owned technology to the customer's IT solution is an easy way for partners to add revenue to their business and receive a quarterly payment of 2% on eligible pre-owned transactions.

[Learn more](#)

Why sell HPEFS IT investment solutions?

Sell more

- 20% – 35% larger revenue opportunities
- Increased attach rates – non-HPE hardware, software and services
- Proactive credit approvals facilitate add-on and repeat sales

Earn more

- Partners have the ability to uplift rates and control how much they earn
- Additional incentive programs can add up to 4% margin or more

Improved cash flow

- We initiate funding within 48 hours of customer acceptance
- Immediate revenue recognition

How to engage HPE Financial Services

[HPE Financial Services website](#)

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