

APJ Q4 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

0% or low rate offer for Aruba Mobile First

Customers can accelerate plans to modernize and scale their mobile network infrastructure with 0% or low rate financing on HPE Aruba networking hardware. Help customers acquire new systems, preserve cash and meet budgets. Offer available now through October 31, 2017.

[Learn more](#)

0% Financing promotion for selected Servers and Storage

Customers can accelerate plans to modernize and scale IT infrastructure with 0% financing on HPE ProLiant servers, ToR Flex Fabric switches and MSA storage hardware. Help customers acquire new systems, preserve cash and meet budgets – all while avoiding increased maintenance and operating costs from aging IT. Offer available now through October 31, 2017.

[Learn more](#)

HPE's ProLiant and Synergy Gen9 to Gen10 Server Upgrade Program

Modernize your datacenter now with generation 9 HPE servers and be sure of a smooth transition to generation 10 HPE servers when you are ready. The path forward is made easier with predictable, affordable monthly payments, that won't rise when you upgrade.

[Learn more](#)

HPEFS Programs

HPE Subscription

Simplify the way you acquire, consume, and pay for IT. 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](#)

IT Investment solutions for the next generation of HPE Compute

Gain faster, more flexible access to HPE's ProLiant, Synergy and Apollo Gen10 servers through a series of IT investment models that focus on IT economics aligned to your desired business outcomes.

[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](#)

Promotional program

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](#)

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

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](#)

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 an additional 4% of margin

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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