

# APJ 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**

### **HPE Accelerate your Aruba Refresh**

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 July 31, 2017.

**Learn more**

### **HPE Accelerate your Refresh – Servers and Storage**

Customers can accelerate plans to modernize and scale IT infrastructure with 0% financing on HPE ProLiant servers 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**

## **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 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](#)

### **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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