



# AMS 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**

### **HPE's ProLiant, Synergy and Apollo 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.

**Offer available now through  
October 31, 2017.**

**Learn more**

### **0% financing promotion for HPE 3PAR Storage**

Upgrade to the latest HPE 3PAR StoreServ solutions, while preserving your cash and extending your budget. 0% implicit finance rate for a 36 month term. Minimum and maximum qualifying transaction limits may apply.

**Offer available now through  
October 31, 2017.**

**Learn more**

### **Special offers for the HPE SimpliVity 380**

Maximize the opportunity to capitalize on the rapid growth of HPE hyper-converged solutions. Accelerate your customers' ability to acquire the HPE SimpliVity 380 by utilizing a 90 day payment deferral or 0% financing offer.

**Offer available now through  
October 31, 2017.**

**Learn more about the 0% offer**

**Learn more about the 90 day deferral offer**

## **HPE Engage and Grow**

Boost your earnings with an exciting sales incentive program that lets you earn 0.5% on qualifying lease and Subscription transactions.

**Offer available now through  
October 31, 2017.**

**Learn more**

## **HPE Engage and Grow for Pre-owned Technology Transactions (US Only)**

Here is another exciting sales incentive from HPE Financial Services to help boost your earnings. Earn program points for closing qualified Certified Pre-Owned equipment sales and rentals. Points accrue at 1% of the hardware value for eligible Pre-Owned orders.

**Offer available now through October 31, 2017.**

**Learn more**

## **HPE Smart Choice—Low rate financing when replacing non-HPE storage**

Help your customer take advantage of this 0% or low rate financing offer for storage to help drive change and move their business forward.

**Offer available now through October 31, 2017.**

**Learn more**

## **Deferral offers**

Take advantage of our deferral programs for your HPE solution.

**Learn more**

## **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**

## Promotional program

### 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

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](#)

#### 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](#)

#### 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](#)

#### 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 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.

[Learn more](#)

#### HPE Investment Solutions for Hyper Converged 380

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 4% margin

##### Better cash flow

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

#### How to engage HPE Financial Services

##### HPE Financial Services website

##### HPEFS AMS programs & promotions

##### LinkedIn

##### Twitter



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