



AMS 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 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 July 31, 2017.

Learn more

HPE Accelerate your Refresh

Customers can accelerate plans to modernize and scale IT infrastructure with 0% financing on HPE servers, storage and networking 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 July 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

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

Pricing Tool

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

Promotional program

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 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 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](#)

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