



Adding value for Channel Partners

HPE Financial Services

We want to be an essential element of your go-to-market plan. The value and expertise that we bring can help accelerate your business and enhance your value to customers.



Ease

Turn opportunities into sales—helping you close more business and get paid faster

IT Investment expertise and knowledge to help you sell more effectively

- We can help you change the conversation with customers to include how an investment strategy can help them increase mobility and move to the cloud, and how they can gain speed, flexibility and agility, while optimizing their resources.
- Highly experienced in HPE solutions, we can help inform customer IT investment strategies to achieve better business outcomes.
- We can provide tailored consumption models for qualified partners and customers who need “pay as you use” alternatives.



Trust

Transparent processes, enhanced customer relationships

Partner Pledge

Customer Pledge

Strengthen your customer relationships and increase repeat revenue

- 76% of our customers do repeat business with us.
- We work with you proactively to help identify and enable follow-on revenue opportunities utilizing credit line evaluations and customer service reviews.
- Our investment demonstrates our commitment to improve the customer and partner experience, investing in process improvements, new tools and solutions to increase convenience and value.

We are committed to transparency and being easy to do business with

- We aim to avoid unpleasant end-of-term surprise charges for customers such as interim rent, automatic extensions, or wear and tear charges.
- Our terms and conditions are transparent, and we proactively manage our customer relationships.
- Our customer and partner pledges capture our commitment to serve.



Differentiation

Streamlined experience that brings together the people and solutions of HPE

Enabling your success—People, portals and tools to help you be more effective

- We collaborate and go-to-market with HPE as one team.
- We are an integral part of the HPE Partner Ready program, along with the portal and tools for each program enabling us to serve you more efficiently and effectively.
- Our solutions are well integrated with HPE solutions, simplifying and accelerating your sales in all account segments.

A green approach to doing business—expertise in asset recovery services

- With a lifecycle approach, we can help customers acquire, manage, re-market or recycle IT, managing costs and regulatory risks.
- Helping customers transition from the old to the new, we can help facilitate your next sale.
 - We can cleanse data in adherence with applicable data privacy regulations.
 - We can also refurbish, re-market and recycle in compliance with applicable environmental regulations.

Learn more at hpe.com/hpefinancialservices



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