

EMEA Q1 FY18 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 Gen10 Server Deferred Payment Program

Modernize your datacenter with generation 10 HPE servers and accelerate your digital transformation. This promotion gives you time to prepare for deployment before payments begin, helping you better align costs to benefits.

Offer available now through January 31, 2018.

[Learn more](#)

0% financing promotion for HPE Flash Storage

Upgrade to the latest HPE Flash Storage solutions, while preserving your cash and extending your budget. 0% implicit finance rate for either a 36 month or a 48 month term. Minimum and maximum qualifying transaction limits may apply.

Offer pending approval.

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 offer.

Offer available now through January 31, 2018.

[Learn more about the 90 day deferral offer](#)

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 Transition Services

Ease your customer's transition from old to new IT. Trade in their old IT with the potential to get cash back.

[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 choice of IT investment models that focus on IT economics aligned to your desired business outcomes..

[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 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 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. Available currently in the UK only.

[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](#)

HPE Pre-Owned Growth Program

HPE Financial Services offers a broad portfolio of pre-owned technology for purchase or rental that customers can use to maintain a legacy infrastructure, create a testing environment or augment a back-up site. Adding HPE Certified Pre-Owned technology to the customer's IT solution is an easy way for partners to add revenue to their business and receive a quarterly payment of 2% on eligible pre-owned transactions.

[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 or more

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](#)

[HPEFS EMEA programs & promotions](#)

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