



NA Q2 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 Fast Start Promotions

0% financing promotion for HPE Servers (Blades Plus)

Accelerate your customers' plans to modernize and grow their IT infrastructure. Consider the best fit infrastructure needed to support their business today. Take advantage of this 0% promotion for 42 months to upgrade customers to the latest Gen10 servers.

**Offer available now through
April 30, 2018.**

Learn more

0% financing promotion for HPE Flash Storage (Storage to Flash)

Upgrade customers to the latest HPE Flash Storage solutions, while preserving cash and extending their budget. 0% implicit finance rate for a 39 month term. Minimum and maximum qualifying transaction limits may apply.

**Offer available now through
April 30, 2018.**

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

HPE Accelerated Migration

Free up cash to fund new IT deployment by shifting existing owned assets to a flexible usage payment model. Receive the value hidden in their existing IT equipment and invest it in new technology innovation.

Learn more

90 Day Deferral

Take time to stage and install new HPE IT infrastructure before monthly payments begin.

Learn more

Additional Promotions

Special offer 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
April 30, 2018.**

Learn more about the 0% offer

Learn more about the 90 day deferral offer

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
April 30, 2018.**

Learn more

Engage & Grow Incentives

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, 2018.**

Learn more

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

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, 2018.

[Learn more](#)

HPEFS Programs

HPE Subscription

Simplify the way SMB customers 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

Avoid the costs and resources required to maintain aging IT. We offer a practical way for customers to keep infrastructure updated. Consider a Technology Refresh program that allows them to make monthly payments and routinely refresh their infrastructure every 2-4 years while satisfying the needs of both IT and Finance.

[Learn more](#)

Adaptable Use Models

This IT investment solution offers 3 models to allow customers to configure a payment plan with options to adjust based on pre-planned needs or contingency plans.

[Learn more](#)

Model - Extended Deployment

Acquire forecasted compute and storage capacity in advance of the actual need. Align payments with deployment for added flexibility and budget efficiency.

[Learn more](#)

Model - Flex Down

Manage a forecast error in your customers' server deployment. Adjust their deployment and payments down by up to 10% at 12 months. Reduce their risk of over-provisioning and preserve budget to use elsewhere.

[Learn more](#)

Model - Mitigate Risk

Deploy IT infrastructure for a new project with the flexibility to adjust based on results and changes to plans. Customers have the option to return up to 100% of acquired IT at pre-determined checkpoints.

[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



Sign up for updates

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