

Programmes

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HPE Engage

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Promotion summary

Learn more
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Top Value offers

September 2018



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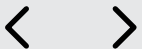
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Top Value

Instant and competitive pricing, readily available for distribution. What does Top Value mean to you?

- Tailored selection of HPE products and services
- Pre-approved discounts without the need to submit a SmartQuote
- Instantly available for distribution
- Simple way to access the best pricing for the customer

Buy and try

Customers register the configuration to be evaluated, purchase the products and test for up to 90 calendar days after the registration date without risk. If the product does not meet their expectations, customers can simply log a claim for return. HPE then collects the products free of charge and refunds the full purchase price.

[CLICK HERE](#)

Trade-In

Customers can recover value on existing equipment (Trade-In-value) when buying a qualifying HPE product. Please refer to the Trade-In webpage to start the programme.

[CLICK HERE](#)

Hewlett Packard Enterprise

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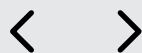
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HPE Gen10 TopValue Offers - Now on Rack Servers!

Achieve greater discount by attaching server options and services to HPE Generation 10 servers.

Offer Highlights

Attach with HPE TopValue offers and lower the cost of the best selling products whilst delivering business outcomes to your customers.

Enticement Offer - HPE DL360 optimized for back up & recovery

Volume Offer - HPE DL385 optimized for virtualization

Find out the new best selling compute offers by clicking [here](#).



HPE Micro Business Cashback Offer - NOW EXTENDED

Ideal bundle for the small business to start their very first IT department or expand their current infrastructure.

Purchase a HPE ProLiant MicroServer, Windows Server License, 1920S Switch, OC20 Access Point and PointNext Service pack and claim £200 cashback.



Offer ends 31 October 2018



[CLAIM NOW](#)

HPE ROK

Claim up to £1380 cash back when buying a qualifying ProLiant Server with a qualifying HPE Windows Server Operating System.

Ensure you are licensed correctly and claim up to a further £280 cashback if a qualifying CAL pack is also purchased.

Offer ends 30 September 2018



[CLAIM NOW](#)

HPE Engage

Earn up to £80 whilst reducing your customers Virtualisation costs by 50% with the HPE Gen10 DL385 powered by AMD

TopValue

Save up to 50% on 3 Year 24x7 with DMR or CDMR for DL360, DL380, ML350
Save upto 50% on 3 Year 24x7 with DMR or CDMR for DL160 & DL180
Save up to 30% on 3 year Next Business Day: ML30, DL20, DL60

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Claim up to £500 cashback on MSA fifth generation SKUs

Improve productivity and claim up to £500 cashback when you purchase selected fifth generation MSA SKUs

Remember Warranty is not enough - Purchase 3 Year onsite 24x7 Foundation (U2MR2E, H1DC3E, H7JE5E H7KB9E H7JR2E) and claim an additional £250.

Offer ends 31 October 2018



CLAIM NOW

Claim up to £400 on selected Tape Products

Claim up to £400 cashback when you purchase one of our selected top selling tape products.

Up to £400 cashback available across selected top selling Autoloader, MSL Drive and Ultrium Drive product numbers.

Remember warranty is not enough – Purchase 3 Year 24x7 Foundation Care and claim an additional £300

Offer ends 31 October 2018

CLAIM NOW

HPE VSA 1 TB license offer

Special offer: Free VSA 1 TB license

Power up your Intel® Xeon® processor and save 80% of your storage costs by converting underutilised resources into enterprise-class shared storage.

Offer ends – ongoing

CLAIM NOW

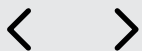
HPE Engage

Make up to £35 positioning the industry leading Entry Storage platform in HPE's 5th Generation MSA
Earn £15 on Foundation Care with DMR MSA1050/2050/2052

TopValue

Save up to 50% on 3-year 24x7 with DMR, MSA1050/2050/2052
Save up to 40% on 3-year Next Business Day: Autoloader, External Drives
Save up to 50% on 3-year Next Business Day with DMR, MSA1050/2050/2052

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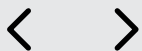
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Buy 3 Get 2 Free Access Points

Get The Best Of Both Worlds
Business-Class Wi-Fi At Economy-Class Pricing

Industry leading Aruba Instant access points provide the performance and reliability that IT organizations need today. Apps respond faster, devices stay connected, and users experience the freedom to roam.

Learn about Aruba Instant

Customer Offer

- End user customers get 2 Free Aruba Instant Access Points when purchasing 3 Instant Access Points.
- Maximum 50 units per end user customer - includes up to 20 free units.
- PLUS! Attach 1 Year Aruba Central Cloud Management License with 2 tokens for ONLY £24* (*RRP).

Included Products:

IAP-207	IAP-303	IAP-304	IAP-314
IAP-215	IAP-303H	IAP305	IAP-315



Contact your Aruba Distributor for full pricing.

Terms and conditions apply.

[LEARN MORE](#)

1 Year Cloud Management for only £24

Managing wired and wireless networks that businesses thrive on can be as simple as using email. Simple configuration, easy to see what goes on, and accessible from anywhere, any time.

With Aruba Central, everything from setting up the network to monitoring and maintaining it is effortless. Whether one site or a thousand. Business-class guest access, and analytics data are just some of the extras.

Learn about Aruba Central

Customer Offer

End user customers can purchase a 1 year Aruba Central Cloud Management license with two 2 Services tokens for ONLY £24.00* (*RRP).

Included Products:

JY925AAE - Aruba Central Device Management 1 Year
JY928AAE (x2) - Aruba Central Services Token 1 Year

[LEARN MORE](#)

OfficeConnect Jumpstart Kits – 1920S Switch and OC20 AP Bundles

Get an 1920S Switch and OC20 AP Bundle for the price of just the switch !

Contact your HPE OfficeConnect Distributor for details.

Terms and conditions apply.

[LEARN MORE](#)

HPE Engage

Up to £15 on selected Aruba and OfficeConnect Switches and Access Points

TopValue

FIRE SALE: Aruba 2920 Switch SKUs have been added back into Top Value whilst stock lasts!

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68% Discount Offers

Volume ToR Special **68%** TPL Discount on all 5700, 5800, 5820, 5900 and 5920 model switches.

HPE FlexFabric 5700 Switch Series - Managed Layer 2 switch with light Layer 3 features and 40GbE uplinks for high performance. Click [here](#) for more information.

HPE FlexFabric 5900AF/5920AF Switch Series - High Performance, Convergence ready ToR switch for deployment at the Data Centre Core Layer of small and medium-sized enterprises. Click [here](#) for more information.

HPE FlexFabric 5800/5820 Switch Series - unmatched combination of gigabit and 10GbE port density, high-availability architecture and full layer 2 and Layer 3 capabilities. Ideal for use in the network core for a building/department or as high-performance switch in the convergence layer. Click [here](#) for more information.



70% Discount Offers

Value ToR Special **70%** TPL Discount on all 5940 and 5950 switches and modules.

HPE FlexFabric 5940 Switch Series - Next-gen, VXLAN L2 and L3, EVPN, MLAG, MPLS/VPLS. The most complete software stack. The switch series include 100GbE uplinks and is ideally suited for the Core layer of small and medium-sized enterprises. Fixed and modular ports options available. Click [here](#) for more information.

HPE FlexFabric 5950 Switch Series - Next-gen, compatible with legacy 1G/10G/40G but ready for 25G/100G. 250% more bandwidth for 35% list price more. This switch will meet the needs of SMB customers requiring higher-performance server connectivity, convergence of Ethernet and storage traffic, capability to handle virtual environments and ultra-low latency all in a single device. Click [here](#) for more information.



57% Discount Offers

Special 57% Discount on all HPE FlexFabric optics, transceivers, Active Optical Cables (AOC), splitters and DACs.

HPE FlexFabric Optics offer the full set of 1G, 10G, 25G, 40G and 100G connectivity types, including DAC, AOC, splitters, short or long-reach transceivers and even 40G BIDI technology.

DCN: HPE FlexFabric ToR switches addresses a large percentage of all SMB DCN requirement with products that are fully licensed out of the box for all features. Attaching FF ToR switches to server and storage deals increases your share of wallet by 15%, strengthens your position with the customer and boxes out competition.

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HPE Engage is now live

HPE Engage has now replaced HPE Advance as the top HPE Partner incentive program. HPE Engage is designed to accelerate business growth and reward HPE Partners for BOTH their knowledge and sales of HPE products and services. As well as original features such as being able to claim points against the Points Matrix for the sale of HPE SKUs, the new portal has many new benefits:

HPE Engage Mastercard - Users can order a pre-loaded credit card once BonusPoints are earned. The card functions like a normal credit card and can be used anywhere that accepts major credit cards for purchases.

Top Achievers Club (TAC) - Earn badges by completing TAC activities and earn exciting new rewards for being the best performing sales rep! These rewards vary each quarter and can range from high quality electronic goods to trips with HPE to cities like Barcelona, New York, Tokyo, and more!

If you haven't already, follow the link to sign up to HPE Engage today! hpeengage.com.

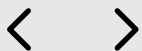
Any questions, please contact support@hpeengage.com.

* Please check with your internal Vendor Manager that you are eligible. Only open to HPE Business Partners

[Click here to go to the portal](#)

HPE ENGAGE

Powered by Engage & Grow



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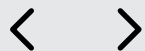
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General

HPE systems selling guide

Contains upsell offerings and links to other sales tools

→ [Learn more](#)

HPE active answers

Provides state-of-the-art applications that help you configure, size, performance analyse, and utilise HPE products and solutions

→ [Learn more](#)

QuickSpecs

HPE Marketing Document Library Central provides tech specs for HPE hardware and software

→ [Learn more](#)

Contact

HPE pre-sales support

✉ [Learn more](#)

Category Team support

✉ [Learn more](#)

Product information

HPE networking switch selector

Quickly and easily select the right switch for the job using the HPE networking switch selector tool

→ [Learn more](#)

Packaged Services look up tool

Attach the right HPE support for any HPE hardware

→ [Learn more](#)

Approved distributors

- Westcoast
- Ingram
- Tech Data
- Mayflex - HPE Aruba distributor

Airheads

Airheads is the largest professional community of wired and wireless, security and mobility experts. It's an interactive online community where you can collaborate with some of the sharpest minds in the networking industry.

→ [Learn more](#)

Promotion summary

Top Value offers

Name	Offer	Packaged Support Services	Claim Details	Valid Until	HPE Engage Bonus Points
Server					
Micro Business Bundle	Purchase a HPE ProLiant MicroServer, Windows Server License, 1920S Switch, OC20 Access Point and PointNext Service pack and claim £200 cashback.	N/A	Claim now	31 October	Up to 50
HPE ROK	Claim up to £1,380 cashback when buying qualifying Windows Server Products.	N/A	Claim now	30 September	Up to 50
Storage					
Flash Optimized MSA Fifth Generation	Claim up to £300 Cashback on the flash optimized MSA fifth generation MSA	Remember, warranty is not enough - Purchase 3-year onsite 24x7 Foundation (U2MR2E, H1DC3E, H7E5E, H7KB9E, H7JR2E) and claim up to an additional £250	Claim now	31 October	Up to 35
Selected Tape Products	Claim up to £400 cashback on selected Tape products	Purchase 3-year onsite 24x7 Foundation Care (U3AR1E, H1GB2E, H1FV9E, U3CS3E or U3BF5E) and claim an additional £300.	Claim now	31 October	Up to 50
VSA 1 TB license offer	Free VSA 1 TB license. Power up your Intel CPU and save 80% of your storage costs by converting underutilised resources into enterprise-class shared storage.	N/A	Claim now	N/A	Not on Advance
Networking					
1 Year Cloud Management for only £24	End user customers can purchase a 1 year Aruba Central Cloud Management license with two 2 Services tokens for ONLY £24.00* (*RRP).	N/A	Contact your Aruba Distributor	October 31 (while stocks last)	4 points per licence
Buy 3 Get 2 Free Access Points	End user customers get 2 Free Aruba Instant Access Points when purchasing 3 Instant Access Points.	N/A	Contact your Aruba Distributor	October 31 (while stocks last)	5 points per AP
OfficeConnect Jumpstart Kits – 1920S Switch and OC20 AP Bundles	Get an 1920S Switch and OC20 AP Bundle for the price of just the switch !	N/A	Contact your Aruba Distributor	TBA	15