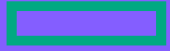


## **Disclaimer and Acknowledgements**

These materials have been developed by Atrium to be used for training purposes only and is subject to change. The materials are drawn from information provide by HPE and other parties and includes trademarks and information protected by copyright, all rights are acknowledged.





**Hewlett Packard  
Enterprise**

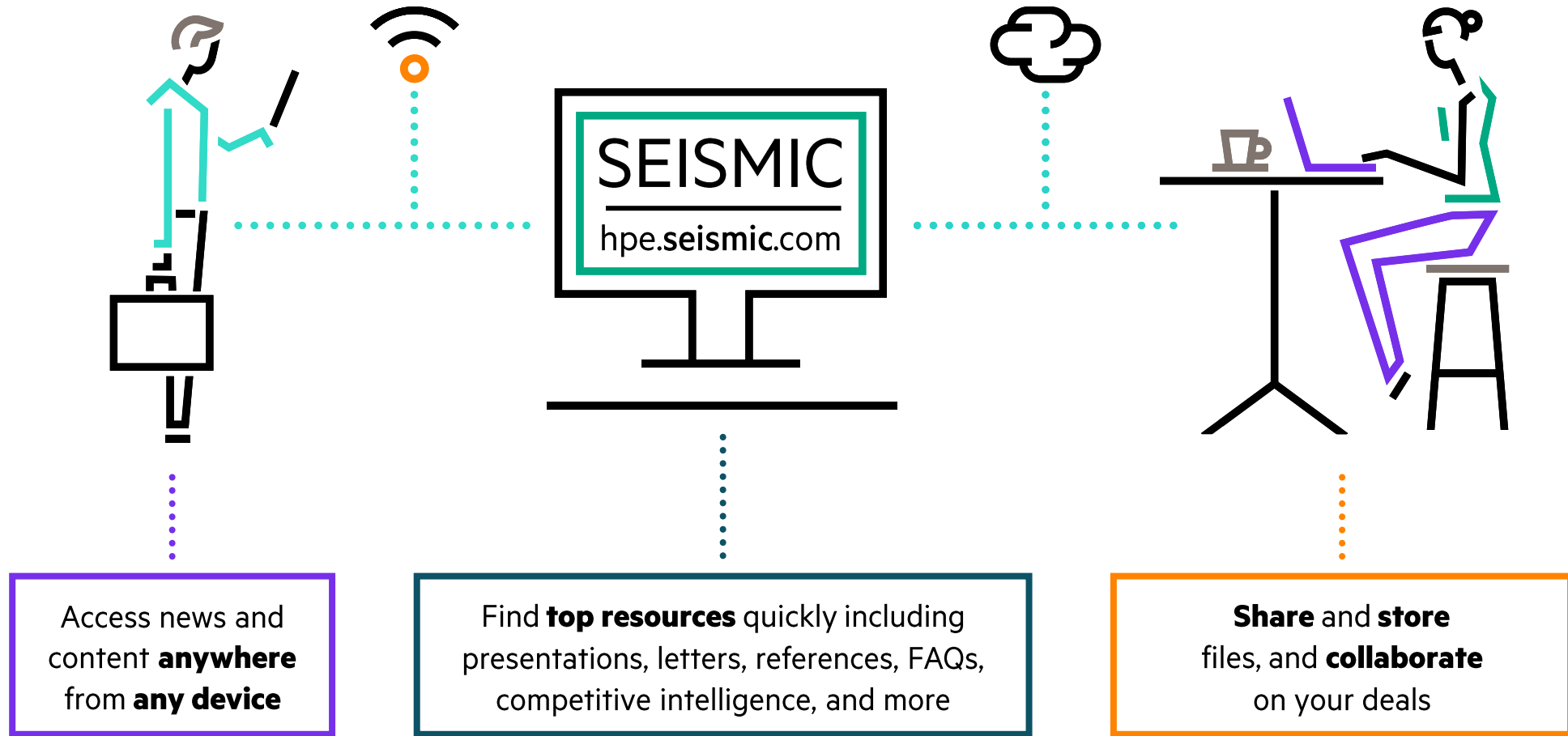
# **Get More Tour Sales Tools training**



# HPE Seismic



# Seismic delivers HPE news and sales resources—all in one place



# Log in to Seismic with your HPE Partner Ready credentials

Logging into Seismic for the **FIRST TIME**



## First-time user

Go to the Partner Ready Portal to associate your account with Seismic



Log in to <https://prp-dxp.it.hpe.com/>



From the menu, select **Tools > Market & sell > Seismic**

Logging into Seismic as a **RETURN USER**



## Returning user

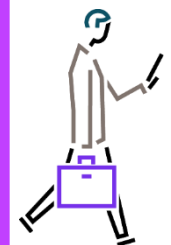
with established Seismic credentials



- Click a Seismic link, or
- Go to [hpe.seismic.com](https://hpe.seismic.com)

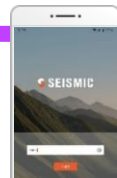


Automatically directed to **Seismic**



## Mobile user

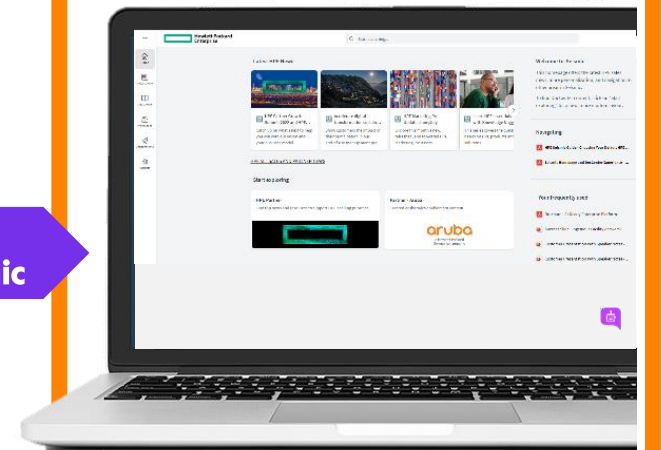
with established Seismic credentials



- Download the Seismic app
- Enter HPE as the account



Automatically directed to **Seismic**



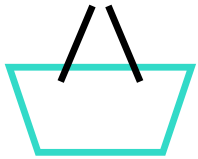
If you need help, email the [HPE Partner Response Center](#).

**HPE iQuote**



# iQuote: Reseller Benefits

## Market-driven



- Access to a solutions wizard to pick the right solution for your customer
- Competitive pricing selector available

## Delivered to your customer quickly



- No long lead times
- Heat of the market SKUs that are ready to ship from distribution inventory

1

Log in to:

**iQuote**



2

Look out for the  
**Flex Offers Logo**



3

Add the min number of  
qualifying products and  
**GET YOUR DISCOUNT!**

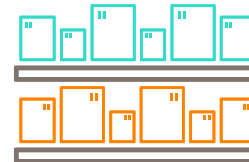


## Competitive pricing



- Best transactional HPE pricing with incremental discounts for resellers
- Exclusive special deals (only offered through Flex Offers)
- The more you attach, the higher the savings

## Easy to configure & order



- Flex Offers are only offered through iQuote for ease of use
- Check your reseller savings and the distributor stock availability in one place
- Easy to transfer quotes between HPE, the distributor, and the reseller

# HPE Flex Offers

**HPE Flex Offers**, are a new systems enhancement that enables resellers, using iQuote, to create flexible BTO configurations and get the best pricing when attach rules are met.

## Base SKUs

### MicroServer

Entry

Performance

Solution

### ML30

Entry

Performance

Solution

•

•

•

### DL380

Entry

Performance

Solution

## SMB Preferred Options

### HDD

300 GB

600 GB

1 TB RW

1 TB LP

1 TB SC

1.2 TB

2 TB

4 TB

### SSD

240 GB

480 GB

### Controller

P408i-p

P408i-a

P440/2G

E208i-a

### Memory

8GB 1Rx8

16GB 1RX4

32GB 2Rx4

16GB 2Rx8

32GB 2Rx4

16GB 2Rx8

## HPE Flex Offers "a la Carte" Offers

Any Base SKU



### Required

Any SMB Preferred Option



Everyday Low Price

Price < = SBE / TPL



# HPE Engage & Grow



# HPE Engage & Grow

The **HPE Engage & Grow** program is designed to recognize and reward channel sales performance and loyalty, and to encourage learning of HPE products, programs, and solutions.

## Registered Company & Users signed up



# HPE Engage & Grow

And for the **best sales performers** we have ...

## Top Achievers Club



**Your chance to win trips of a lifetime!**

