

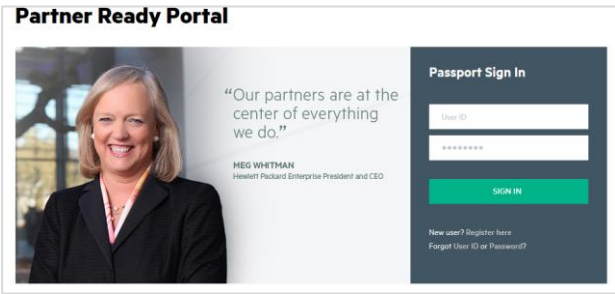
Partner – Key IQ highlights for Nimble

Partner Portal	<ul style="list-style-type: none"> Partners will be requested to use the HPE Deal Registration and/quoting process to register deals and obtain pricing as of Nov 01.
Deal Registration Process	<ul style="list-style-type: none"> Deal Registration is mandatory on Nimble deals. A dedicated Nimble Deal Registration program provides 15% Nimble bonus + Preferential Pricing on all Nimble quotes after deal reg approval.
Quoting & Pricing	<ul style="list-style-type: none"> New Nimble Upgrade/Add-on quote process from Nov 01.

1. Portal Access

Partners will have the ability to access their tools via the **Partner Ready Portal**.

Partner Ready Portal



- Partners will be able to register deals & obtain quotes including Nimble and other HPE products/services (e.g. *Servers + Storage, Servers + Networking, etc.*) via the HPE Partner Ready Portal
- Portal Page links:
 - [Deal Registration](#)
 - [One Config Advanced \(OCA\)](#)
 - [Integrated Quoting tool](#)
- No change to current process

2. Deal Registration

Deal Registration process for Nimble in essence is the same as other Storage deals. Primary differences are:

Separate Deal Reg Program for Nimble

HPE Storage PLs												HPE Nimble PLs				
1Y	LI	LJ	LL	LN	3C	3V	43	4A	4F	3Z	1T	S4	H5	H6	H7	N3
<ul style="list-style-type: none"> Product Group: Storage Deals containing these PLs are classified as Storage & will be eligible for the existing Storage programs: <ul style="list-style-type: none"> NBO Bonus - Storage Preferential Pricing - Storage Deal Registration process is optional on Storage deals (no change to existing process) 												<ul style="list-style-type: none"> Product Group: Nimble Deals containing these PLs are classified as Nimble & will be eligible for the new Nimble programs: <ul style="list-style-type: none"> Bonus - Nimble providing 15% upfront Nimble bonus Preferential Pricing – Nimble providing price protection on Nimble quotes for 6 months (extendable) Deal Registration process is mandatory on Nimble deals. Only deals registered and approved will be eligible for Nimble bonus and/or Preferential pricing. 				

- Public tenders are excluded from Preferential pricing
- Platinum, Gold and Silver partners are eligible for both bonus & Preferential pricing.
- Business Partners are eligible for Preferential pricing (not for upfront bonus)

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- Platinum, Gold and Silver partners are eligible for both Nimble bonus & Preferential pricing.
- Business Partners are eligible for Preferential pricing (not for upfront bonus)

Deal Registration process

DEAL REGISTRATION SUBMISSION

Partners access via **Deal Registration** or **Integrated Quoting tool** on **Partner Ready Portal**.

Deal registration for Nimble starts with Opportunity creation, by using the **'Opportunities'** tab.

Partners need to create Opportunity, add PL/Values, apply **Nimble program** & submit Deal Registration.

Distributors have access only to the **'Opportunities'** tab to create a deal on behalf of the Resellers (DSB).

HPE transferred opportunities are only visible on the **'Opportunities'** tab.

No change to existing process

Opportunities

CREATE NEW To create a quote or apply for deal registration benefits, open an existing opportunity or create a new one by clicking here.

Opportunities Recent Opportunities Last 7 Days

ACTION	OPPORTUNITY NAME	RECORD TYPE	CUSTOMER ACCOUNT	TOTAL OPPORTUNITY VALUE	CLOSE DATE	SALES STAGE
	MRIOS Test	Partner Deal	38 Companies	USD 544	10/03/15	03 - Qualify the Opportunity
	my second quote	Standard	ALBANY DEV'LS	USD 9,756	09/30/15	04A - Develop Solution

OPPORTUNITY
 DEAL REGISTRATIONS
 QUOTES

Apply Programmes


SELECT	PROGRAMS
<input type="checkbox"/>	Preferential Pricing- Nimble
<input type="checkbox"/>	Bonus- Nimble

DEAL REGISTRATION APPROVAL

No change to existing Deal Reg process

3. Quoting & Pricing

There will be 2 quoting processes for the Nimble portfolio:

Quoting processes	
<p>NEW NIMBLE QUOTES</p> <p>Access via Integrated Quoting on Partner Ready Portal.</p> <p>Once you have received the Deal Registration response you can now create your quote</p> <p>Locate your Nimble deal and confirm that the Deal registration response has been received.</p> <p>Click Create Quote and continue with quote</p>	<p>Customers without a Nimble product portfolio are considered a New Nimble quote – No change to existing HPE Integrated Quoting process</p> 
<p>UPGRADE / ADD-ON NIMBLE QUOTES</p> <p>Once you have received the Deal Registration response you can now request the Upgrade quote:</p> <ol style="list-style-type: none"> 1. Click Get Support 2. Select Configuration & Quoting > Quoting Support 3. Press Submit a support case 4. Select Scenario: Nimble Upgrade Enter Opportunity ID in the subject In the body of the request enter the Target Price & Justification and press Submit 5. Complete & Attach the Nimble Upgrade Request template (xls file) and press Continue <ul style="list-style-type: none"> ➤ Nimble Upgrade Request Template.xls file is located on the Integrated Quoting portal page <p>HPE will then process your request & email the quote back to you.</p>	<p>Existing customers with a Nimble product portfolio are considered a Upgrade Nimble quote – The process with HPE will be different from Nov 1</p> <p>Partners are required to complete a Get Support request form with details of the request and HPE will process your request & email the quote back to you.</p> <p>Please review this short video describing these steps:</p> <div style="border: 2px solid #00a651; padding: 10px; text-align: center; margin-top: 20px;">  <p>DEMO VIDEO</p> <p>Click here to view the 2 minute video on how to do this</p> </div>

4. Scenarios/FAQs

Deal Registration scenarios/FAQ	
Transition of existing Nimble deals...	
Existing Nimble deal, Deal Reg Approved* & Partner has quote (*Approved within Nimble system prior to Nov 1 & still valid)	No action required from partner – Deals registered on Nimble systems prior to Nov 1 will continue to be honored per standard terms for orders submitted prior to November 30, 2017
Existing Nimble deal, Deal Reg Approved* but Partner doesn't have quote Period: Nov 01 → Nov 30 (*Approved within Nimble system prior to Nov 1 & still valid)	Partner should contact HPE Sales to confirm transition steps: <ul style="list-style-type: none"> • HPE transfers Opportunity ownership to Partner • Partner re-submits Deal Reg on transferred/new opportunity • In case deal was previously approved, HPE will validate & re-approve deal within HPE systems. • Once Deal Reg response received, Partner can then request quote within HPE Integrated Quoting tool.
Existing Nimble deal, Deal Reg Approved* but Partner needs new quote Period: Nov 01 → Nov 30 (*Approved within Nimble system prior to Nov 1 & still valid)	Partner should contact HPE Sales to confirm transition steps: <ul style="list-style-type: none"> • HPE transfers Opportunity ownership to Partner • Partner re-submits Deal Reg on transferred/new opportunity • In case deal was previously approved, HPE will validate & re-approve deal within HPE systems. • Once Deal Reg response received, Partner can then request quote within HPE Integrated Quoting tool.
Existing Nimble deal, Deal Reg pending Period: Nov 01 → Nov 30	Partner should contact HPE Sales to confirm transition steps: <ul style="list-style-type: none"> • HPE transfers Opportunity ownership to Partner • Partner re-submits Deal Reg on transferred/new opportunity → standard HPE Deal Reg process • Once Deal Reg response received, Partner can then request quote within HPE Integrated Quoting tool.
New Nimble deals...	
Partner submits new Nimble Deal within HPE systems	New Nimble deals will follow standard HPE Deal Reg process: <ul style="list-style-type: none"> • Partner creates Opportunity & applies for Deal Reg • Standard HPE approval process • Once Deal Reg response received, Partner can then request quote within HPE Integrated Quoting tool.
Partner A already submitted a Nimble deal & deal reg was approved. Partner B now submits Nimble deal for same customer	HPE will reject deal for Partner B as customer was already protected with Partner A. Partner B can request quote but would get standard distribution price (NDP/TPL).
Partner re-submits Nimble deal previously approved but now expired	This would be treated as a new Nimble deal and would follow standard HPE Deal Reg process.
Partner A has deal protection for storage (3Par, MSA...) for customer. Partner B submits a Nimble deal for same customer. Will he be protected?	Nimble deal reg is treated as a separate program to 3Par (& other storage PLs). Nimble protection can be approved to a different partner to the same customer. Deal Registration approval is reviewed by the end user sales rep for both Storage & Nimble programs. HPE Sales will decide if request should be approved or not.

How long is the Nimble price protection?	Protection will be given, if approved, for 6 months (extendable) <ul style="list-style-type: none"> • Protection is given at customer site level (multi sites can be added) • Protection will cover Nimble PL's only (other storage PLs will not be protected)
What is the minimum deal size threshold for Nimble?	This will follow the same threshold levels as NBO deals today. System will not accept any deal registration if deal size value is below minimum deal size value required.
This is a public tender deal. Will it be eligible for Nimble Deal Reg?	Public Tenders are excluded from Preferential Pricing but will, if eligible, be approved for upfront bonus.
Are Business Partners eligible?	Business Partners are eligible for Preferential Pricing, not for upfront bonus. Platinum, Gold Storage & Silver Data Centre partners are eligible for both upfront bonus + Preferential Pricing.
How does preferential pricing work?	Preferential pricing is the differentiated price a reseller gets once the deal registration has been approved. Preferential pricing protection works at customer site level and is given for a specific BU.
I forgot to register for Deal Registration on my Nimble deal. What do I do now?	We advise our partners to create the quote after the deal Registration is approved so that the correct information flows from one system to another. Price quotes created before deal registration was approved are not protected. You will need to create a new opportunity & apply for deal registration.
Where can I found more information on Nimble Deal Registration?	More information such as T&Cs, Deal Reg Program overview, training inc videos, can be found on the <u>Deal Registration Portal Page</u>

Quoting scenarios/FAQ

Transition of existing Nimble deals...	
Existing Nimble deal, Deal Reg Approved* & Partner has quote (*Approved within Nimble system prior to Nov 1 & still valid)	No action required from partner – Existing new business quotes issued by Nimble prior to November 1, 2017 will remain valid for orders placed through November 30, 2017.
Existing Nimble deal, Deal Reg Approved* but Partner doesn't have quote Period: Nov 01 → Nov 30 (*Approved within Nimble system prior to Nov 1 & still valid)	Partner should contact HPE Sales to confirm transition steps: <ul style="list-style-type: none"> • HPE transfers Opportunity ownership to Partner • Partner re-submits Deal Reg on transferred/new opportunity • In case deal was previously approved, HPE will validate Deal Reg & re-approve deal within HPE systems. • Once Deal Reg response received, Partner can then request quote within HPE Integrated Quoting tool via Create Quote.

<p>Existing Nimble deal, Deal Reg Approved* but Partner needs new quote Period: Nov 01 → Nov 30 (*Approved within Nimble system prior to Nov 1 & still valid)</p>	<p>Partner should contact HPE Sales to confirm transition steps:</p> <ul style="list-style-type: none"> • HPE transfers Opportunity ownership to Partner • Partner re-submits Deal Reg on transferred/new opportunity • In case deal was previously approved, HPE will validate & re-approve deal within HPE systems. • Once Deal Reg response received, Partner can then request quote within HPE Integrated Quoting tool via Create Quote.
<p>New Nimble deals...</p>	
<p>Partner has a new Nimble Deal <u>not</u> previously submitted & needs a quote</p>	<p>New Nimble deals will follow standard HPE process:</p> <ul style="list-style-type: none"> • Partner creates Opportunity & applies for Deal Reg • Once Deal Reg response received, Partner can then request quote within HPE Integrated Quoting tool via Create Quote.
<p>Partner has a new Nimble Deal not previously submitted & needs an Upgrade/Add-on quote</p>	<p>New Nimble deals will follow standard HPE process:</p> <ul style="list-style-type: none"> • Partner creates Opportunity & applies for Deal Reg • Once Deal Reg response received, Partner should complete a Get Support request form with details of the request and HPE will process the request & email the quote back to you. <p>Please refer to page 3 on how to do this</p>
<p>Where do I configure my Nimble deals?</p>	<p>All new configurations containing Nimble products must be configured in <u>One Config Advanced (OCA)</u>.</p> <p>Upgrades/Add-on: Partners will not use OCA for configuring Upgrades/Add-ons. Use the Nimble Upgrade Request Template.xls and raise a case. HPE will then configure & quote the quote.</p>
<p>Where can I find the Nimble Upgrade Request Template.xls file?</p>	<p>The Nimble Upgrade Request Template.xls file is located on the <u>Integrated Quoting tool portal page</u></p>
<p>Where will I see my Upgrade/Add-on quote within the Portal?</p>	<p>Upgrade/Add-on quotes will not be visible within the Integrated Quoting tool i.e. not visible on the Opportunity created. Once HPE has processed your request you will receive the quote via email. You will also receive notification from your Distributor when the quote is ready.</p>
<p>Partner received Upgrade / Add-on quote but feel HPE should review price supplied</p>	<p>HPE has provided an industry winning price. Should you feel that the price needs to be reviewed by HPE then please follow the existing OPG update process. Please ensure the target price & strong business justification is submitted supporting your request.</p>