

Programmes

Servers

Storage

Aruba Networking

HPE Engage

Partner tools

Promotion summary

Learn more
hpe.com/uk/en/home.html



Top Value offers

November 2018



Programmes

Servers

Storage

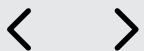
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Top Value

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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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 optimised for back up & recovery

Volume Offer - HPE DL385 optimised for virtualisation

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



Tackle the Cloud with HPE Entry Servers & Microsoft ROK

The HPE Gen10 Entry Tower Servers delivers an affordable compact entry level server specifically designed for small offices, home offices, or small business environments looking to future proofing with the added security of managing data on premises.

Get up to £300 cashback when attaching Microsoft ROK.
Offer ends on 31 January 2019



CLAIM NOW

HPE ROK

Claim up to £1,200 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 £250 cashback if a qualifying CAL pack is also purchased.

Offer ends on 31 January 2019



CLAIM NOW

HPE Engage

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

Attach HPE Packaged Services and earn up to £25

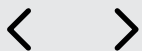
TopValue

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

Learn more
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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 January 2019



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 to claim an additional £300.

Offer ends 31 January 2019

CLAIM NOW

HPE VSA 1 TB licence 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 validity : ongoing

CLAIM NOW

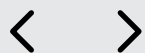
HPE Engage

Make up to £35 positioning the industry leading Entry Storage platform in HPE fifth generation MSA
Earn £20 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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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

Buy 3 Access points Get 2 Free

- 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 Licence 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 Licence with 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](#)

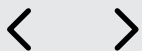
HPE Engage

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

TopValue

Save up to 57% and expand your Mobile First network with HPE Aruba switches.

Learn more
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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. The original feature to claim points against the Points Matrix for the sale of HPE SKUs is also included. Along with these features, the new portal offers many new benefits.

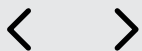
HPE Engage Mastercard - Users can order a pre-loaded credit card once they earn their bonus points. The card functions like a normal credit card and can be used anywhere that accepts major credit cards for purchases.

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 many more beautiful places!

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



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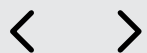
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General

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					
HPE Tower Server Cashback Offer	Get up to £300 cashback when attaching Microsoft ROK.	N/A	Claim now	31 January 2019	Up to 50
HPE ROK	Claim up to £1250 cashback when buying qualifying Windows Server Products	N/A	Claim now	31 January 2019	Up to 50
Storage					
Flash Optimised MSA Fifth Generation	Claim up to £300 Cashback on the flash optimised 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 January 2019	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 January 2019	Up to 50
VSA 1 TB licence offer	Free VSA 1 TB licence. 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	N/A
Networking					
1 Year Cloud Management for only £24	End user customers can purchase a 1 year Aruba Central Cloud Management license with 2 Services tokens for ONLY £24.00* (*RRP).	N/A	Contact your Aruba Distributor	30 November 2018	5 points per AP
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	30 November 2018	15 points for AP and Switch
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	30 November 2018	4 points per licence (Mgt + token)