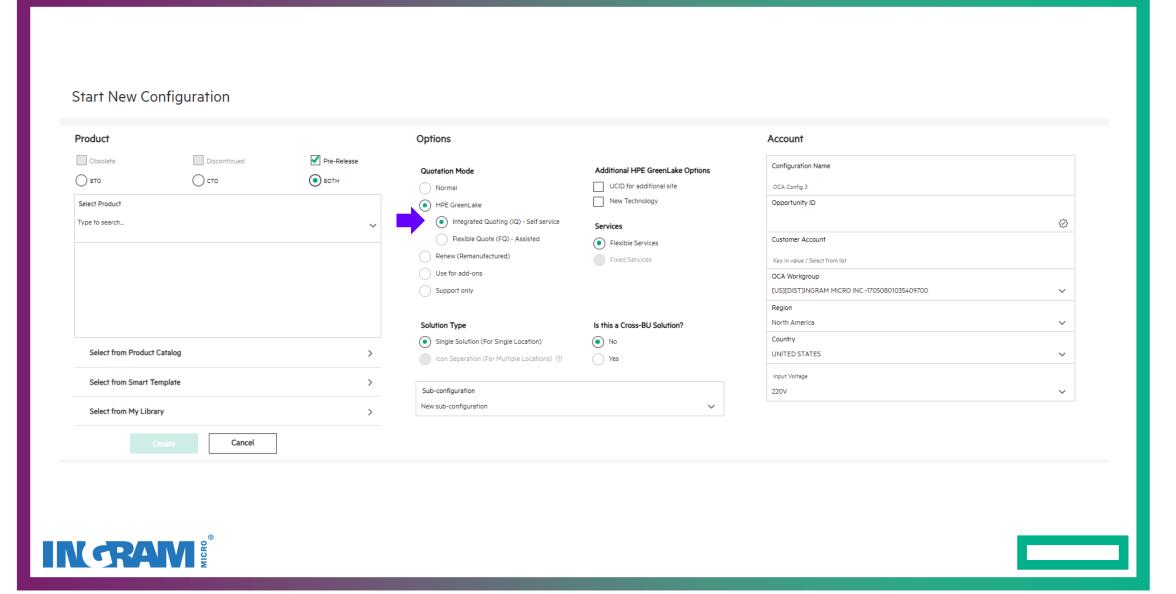
Configuring a GreenLake IQ Solution in HPE's One Config Advanced Configuration Tool

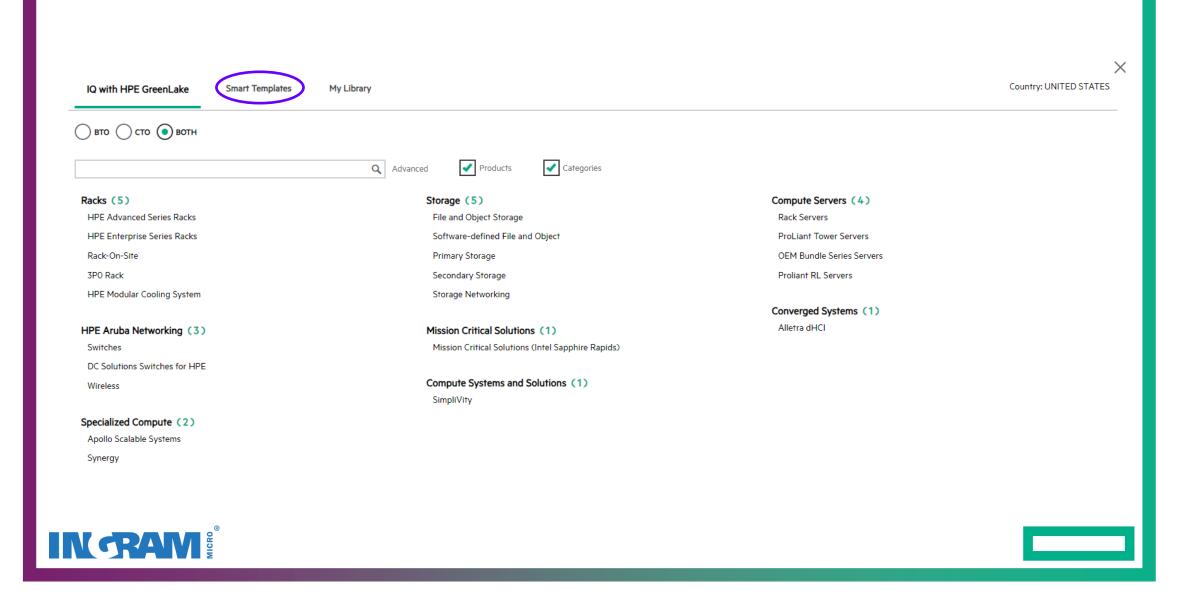




Beginning Your GLIQ Configuration



Product Catalog



Qualification Matrix for IQ with HPE GreenLake

Integrated Quote (IQ) with HPE GreenLake

If available both in IQ and FQ, it must be guoted in IQ

Price Bands Multisite Single Country Invoice

PCBE Or Block Storage HPE Standard Terms (3, 4, 5 years) Technology and Services per Portfolio coverage catalogue

IQ with HPE GreenLake Portfolio coverage

View current coverage on the next slide

Key products <u>not supported</u> with GLIQ Today

Flexible Quote (FQ) / Custom

Not eligible for IQ for HPE GL (NGQ)							
HPE GL Cust originally quoted w/ Flex Quote	Multisite with Central Invoice ²	3 rd Party SW	HPE Managed Services	Colo	A&PS Packaged Consultancy Services and Custom	Non-Std Terms	

¹ Multisite with LI (Local Invoicing): HPE GreenLake deal covering several countries. Customer is invoiced locally in each country (one invoice and payment per country)

- GL4File on Alletra MP
- MSA storage
- XP Storage
- Superdome / SD Flex
- DL320 Gen11 GPU model
- MSL/Tape drives

- SN4700B switch
- Standalone Software/ ad-hoc containers
- Cray servers
- Standalone Switches





² Multisite with CI (Central Invoicing): HPE GreenLake deal covering several countries. Customer is invoiced centrally from the negotiating/billing country, covering the services delivered in all countries (one invoice and one payment in a central location)

GLIQ In Scope Product

Integrated Quoting with HPE GreenLake – Portfolio Coverage Catalogue

HPE GreenLake Smart Template Categories

- Core Compute: Composable Compute, Storage Optimized Compute, General Purpose Compute
- Data Storage: Backup and Recovery (HPE StoreOnce), Block Storage, Mission Critical Storage
- HPE GreenLake for Database
- Hybrid Cloud: Private Cloud Business Edition
- Hyperconverged: Private Cloud Business Edition + HPE SimpliVity
- · Private Cloud: Private Cloud Business Edition
- Virtualization: Private Cloud Business Edition

Base, 4110, 4120, 4140 4U LFF Gen11)

HPE StoreOnce (3660, 5260, 5660)

HPE StoreFabric M-Series (SN2000M)

HPE Storage – DHCI for Brownfield

Networking

- HPE B-series Fibre Channel Switch (SN6600B, SN6700B, SN3600B)
- HPE FlexFabric 5710 Switches
- HPE Aruba Switch Series
 - OS-CX (8325DC, 6300DC)
- CX: CX10K (R8P13A, R8P14A), 8360 (24 Base SFP+, J710C, JL711C, 48 Base-t, JL706C, JL708C) and 8320 (JL479A Base SFP, JL581A Bast-T)
- ComWare: 5940 (JH390A SFP+, JH391A BASE-t), 5945 (JQ074A 48 port sfp28, JQ077A 32x100 GbE). Mixed media modular versions: 2 slot version JQ075A, 4 slot version JQ076A
- 5140El Switch

HPE Services

- HPE Alletra (5000, 6000 and 9000 4 Way NVMe Storage
 HPE GreenLake Experience:
 - · Lite (1 site, 2 technologies)
 - Entry (<= 2 sites, <= 2 technologies)
 - · Standard (Unlimited sites & technologies)
 - . HPE Defective Media Retention (DMR)
 - · HPE Comprehensive Defective Material Retention (CDMR)
 - · HPE Education/Training Services

Compute

- HPE ProLiant Gen 10:
 - DL 100 Servers (DL160, ML 350)
 - DL300 Servers (DL325, DL360, DL380)
 - DL500 Servers (DL560, DL580)
 - HPE Synergy 480 & 660 Gen10 Compute Module
- **HPE ProLiant Gen 10 Plus**
- DL300 Servers (DL32, v2, DL325, DL345, DL360, DL365, DL380, DL385 v2, DL385)
- ML 300 Servers (ML350)
- HPE Synergy 480 Compute Module
- HPE ProLiant Gen 11
 - ML 30, ML350
 - DL20, DL30, DL320, DL325, DL360, DL380, DL385
 - RL300
- HPE Synergy 480 Gen11 Compute Module
- HPE ProLiant OEM Servers:
- Gen 10 (DL360, DL380, ML350, SY480)
- Gen 10 Plus (DL325, DL385)
- Gen 11 (DL320, DL325, DL360, DL380, DL385
- HPE Apollo Gen10 Systems (2000, 4000)

HPE Software

- HPE SimpliVity (380)
- HPE GreenLake for Compute Ops Management (COM)
 'E GreenLake for Data Ops Management (DOM)
- Zerto
- · Additional Software (link)



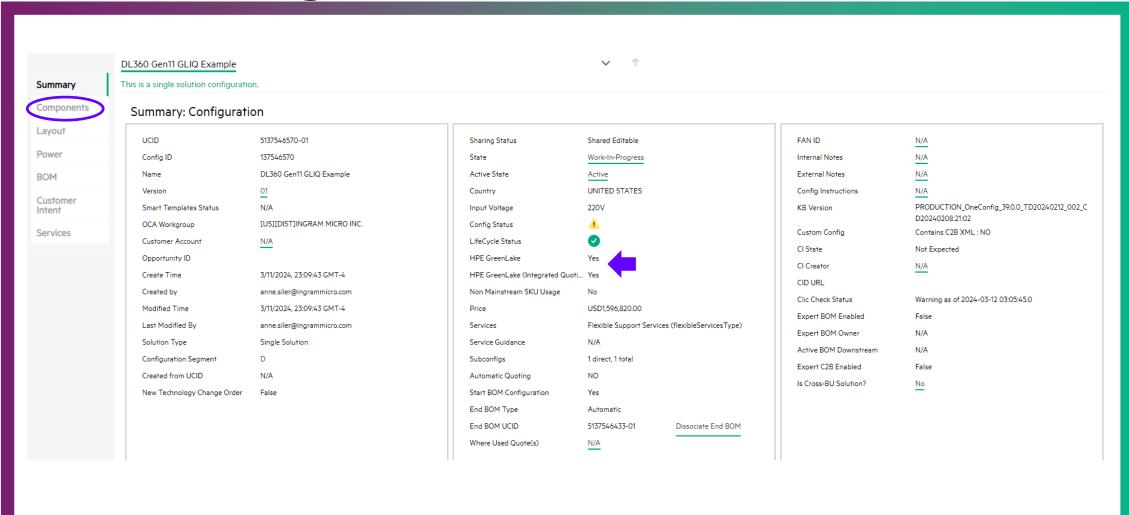
HPE Next Gen Primera

HPE Storage

HPE StoreEasy



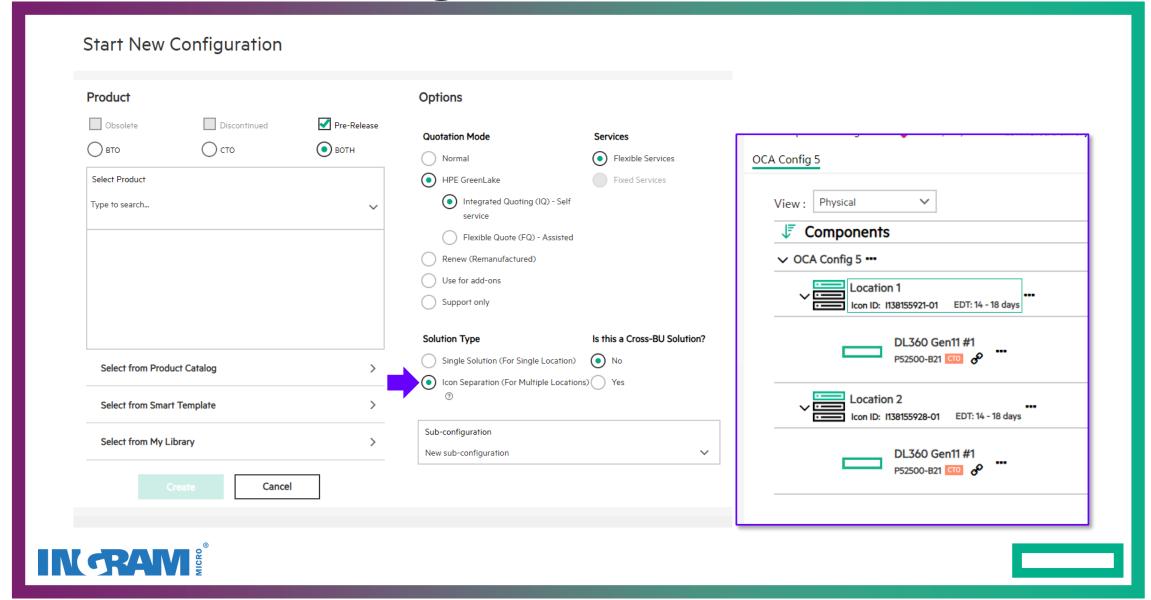
GLIQ Configuration Confirmation



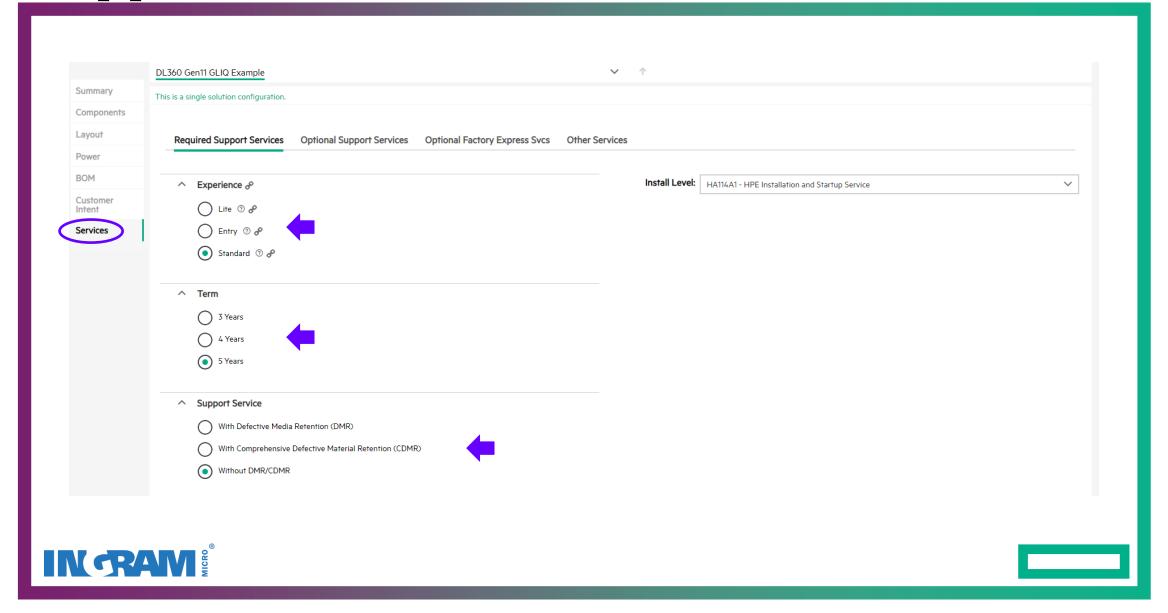




Multi-Site Configuration



Support Selection



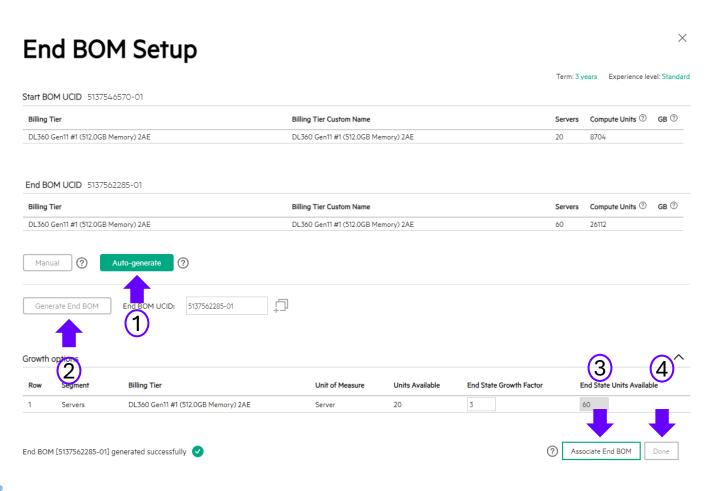
GLIQ Support Line-up

	Lite	Entry	Standard
Assigned Account Team	Service Advisor	Service Advisor Consumption Services Specialist (CSS)	Account Support Manager (ASM) Technical Account Manager (TAM) Assigned Customer Engineer (ACE) Consumption Services Specialist (CSS)
GL Central Onboarding	Digital self-onboarding materials	Digital self-onboarding materials	Virtual instructor lead session
Capacity Utilization	Digital self-service	Utilization reports are made available semi- annually	Monthly
Capacity Planning	Semi-annual review	Quarterly review	Monthly
Service Planning and Review	Annually	Semi-Annual	Quarterly
Server Firmware & Softtware Analysis and Planning	-	-	Quarterly
Storage Firmware & Software Analysis and Planning	-	-	Semi-Annually
Service Limitations	Single Site Up to Two Technologies ->Up to 150TB Storage including PCBE/dHCI ->1 to 6 servers or 3000-6000 compute units (ProLiant- including PCBE/dHCI & SimpliVity) ->Excludes Complex Technologies, including Primera, Synergy, Superdome, Nutanix, etc.	Up to two Sites Up to two Technologies	Unlimited Sites



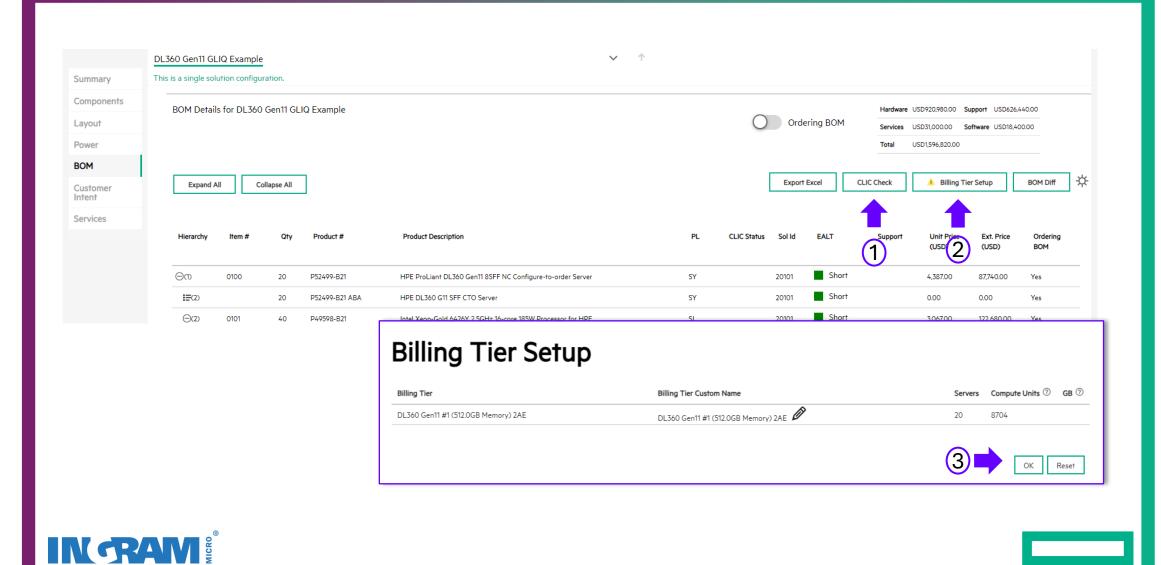


Billing Tiers



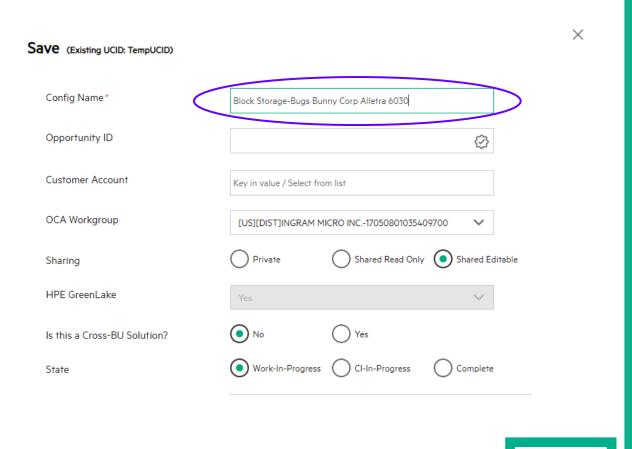


Saving Your GLIQ Configuration



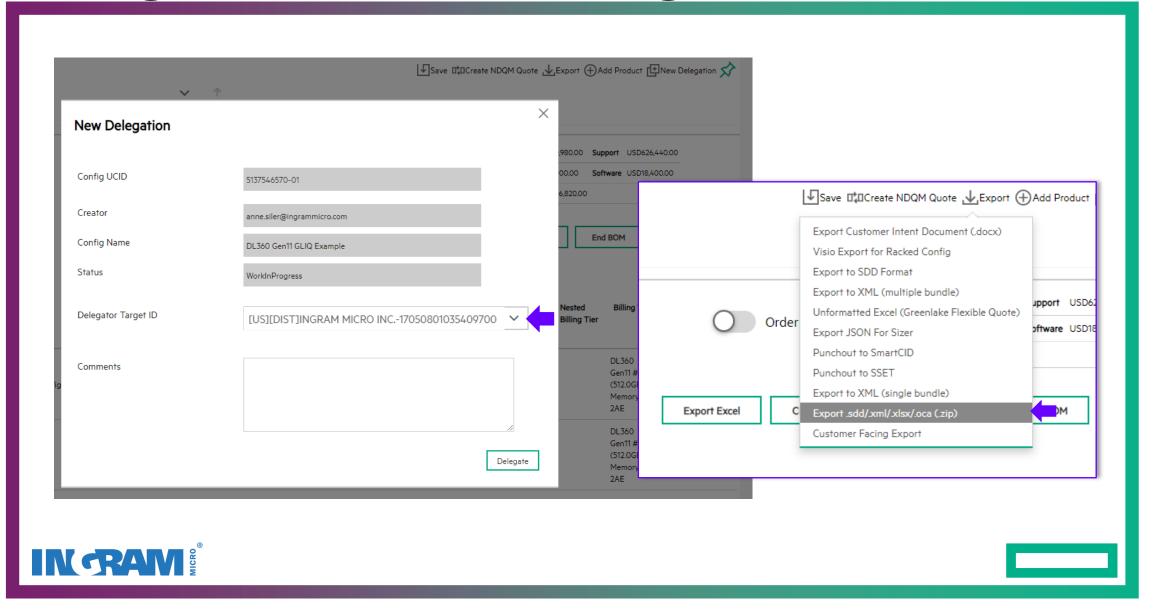
New Logo Must Do

To receive the Focus Solution 12% benefit for Private Cloud Business Edition (dHCI) and Block Storage (Alletra 5000, 6000, 9000, & GL4Block on MP), HPE is requiring the OCA configuration name to be saved with "Private Cloud Business Edition" or "Block Storage" as the name of the configuration.

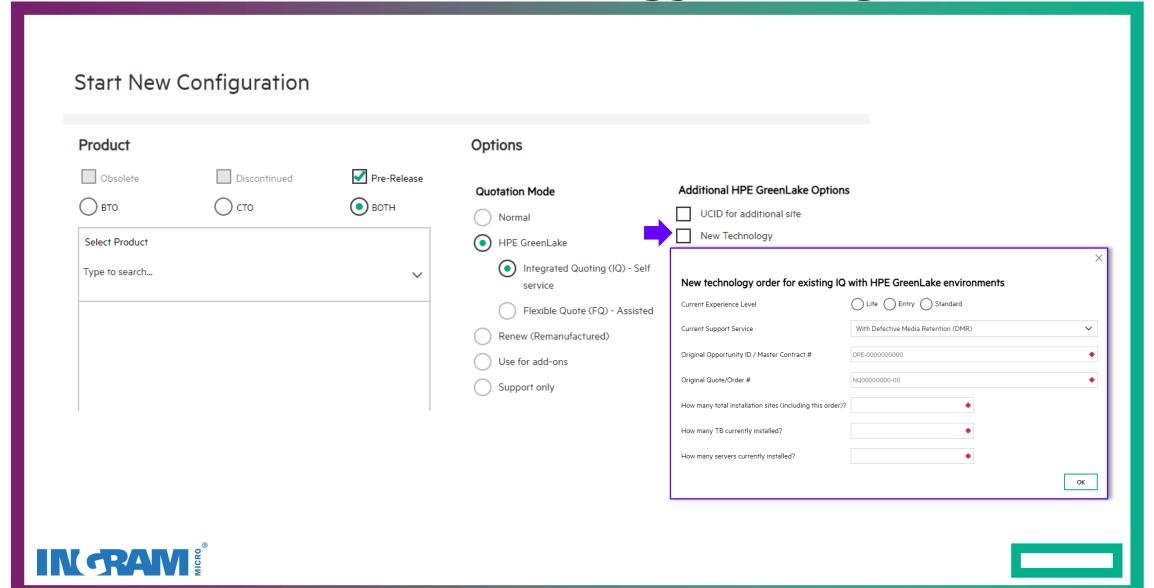




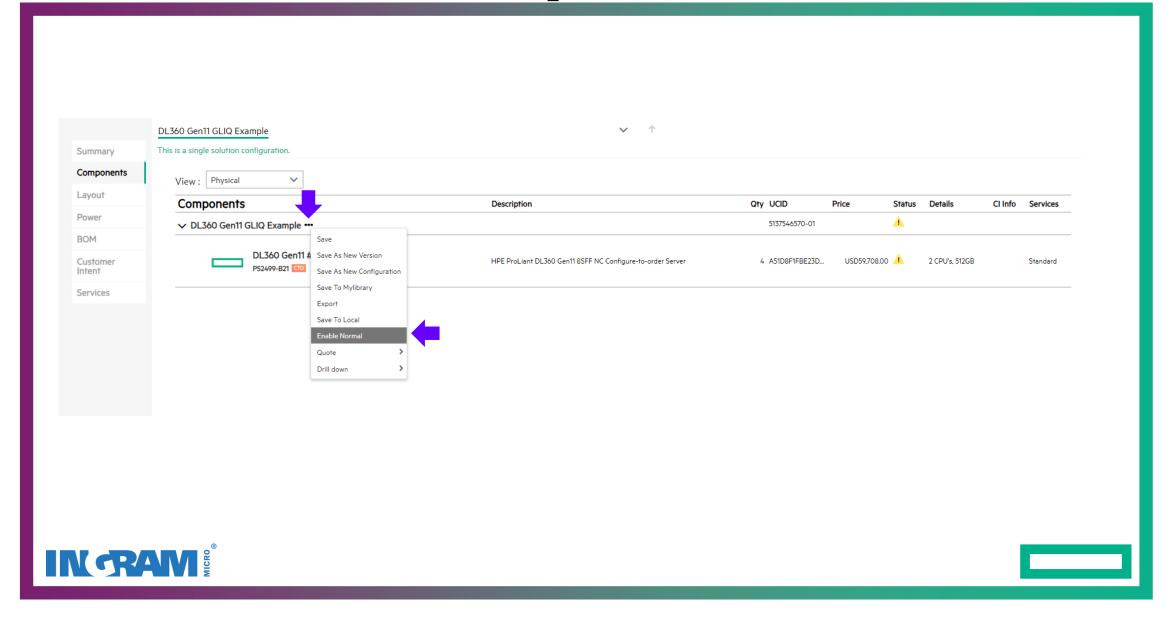
Delegation of OCA Configurations



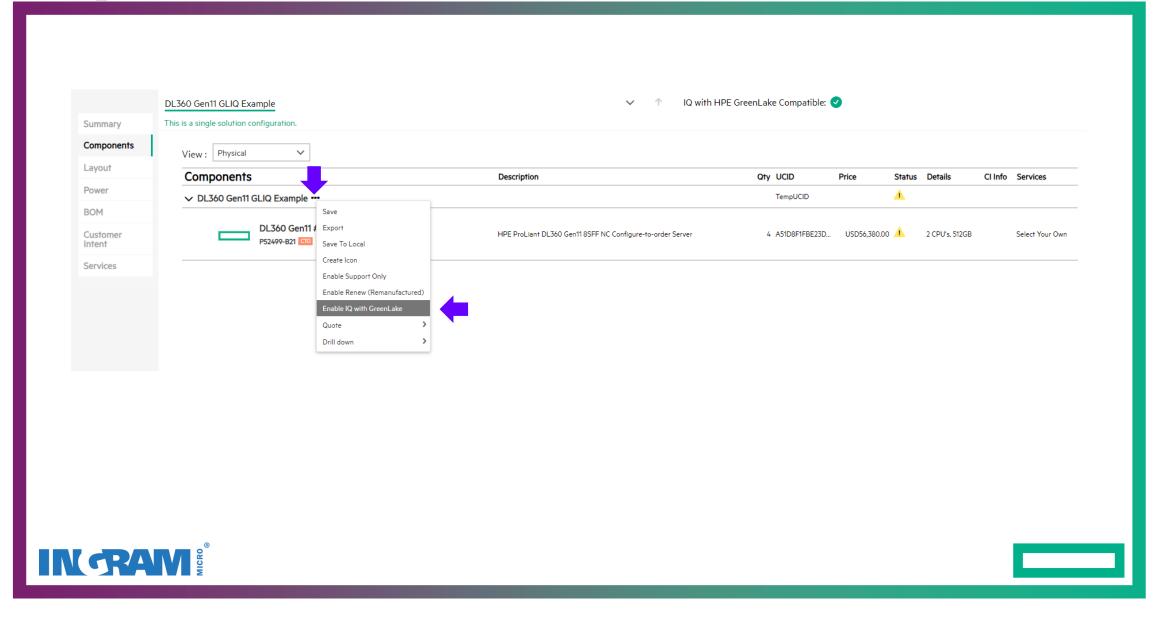
GreenLake IQ Technology Change Order



GreenLake IQ to CapEx



CapEx to GreenLake IQ



Ingram Micro GreenLake Team

HPEGreenLake@ingrammicro.com

The start makes all the difference...
get us involved early and often. We are here to support your GreenLake
opportunities every step of the way.



