

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



Beginning Your GLIQ Configuration

Start New Configuration

Product

- Obsolete Discontinued Pre-Release
- BTO CTO BOTH

Select Product

Type to search... ▼

Select from Product Catalog >

Select from Smart Template >

Select from My Library >

Create

Cancel

Options

Quotation Mode

- Normal
- HPE GreenLake
- Integrated Quoting (IQ) - Self service
- Flexible Quote (FQ) - Assisted
- Renew (Remanufactured)
- Use for add-ons
- Support only

Solution Type

- Single Solution (For Single Location)
- Icon Separation (For Multiple Locations) ⓘ

Sub-configuration

New sub-configuration ▼

Additional HPE GreenLake Options

- UCID for additional site
- New Technology

Services

- Flexible Services
- Fixed Services

Is this a Cross-BU Solution?

- No
- Yes

Account

| | |
|--------------------|--|
| Configuration Name | OCA Config 3 |
| Opportunity ID | |
| Customer Account | Key in value / Select from list |
| OCA Workgroup | [US][DIST]INGRAM MICRO INC.-17050801035409700 ▼ |
| Region | North America ▼ |
| Country | UNITED STATES ▼ |
| Input Voltage | 220V ▼ |



Product Catalog

IQ with HPE GreenLake

Smart Templates

My Library

Country: UNITED STATES



BTO CTO BOTH



Advanced



Products



Categories

Racks (5)

- HPE Advanced Series Racks
- HPE Enterprise Series Racks
- Rack-On-Site
- 3PO Rack
- HPE Modular Cooling System

HPE Aruba Networking (3)

- Switches
- DC Solutions Switches for HPE
- Wireless

Specialized Compute (2)

- Apollo Scalable Systems
- Synergy

Storage (5)

- File and Object Storage
- Software-defined File and Object
- Primary Storage
- Secondary Storage
- Storage Networking

Mission Critical Solutions (1)

- Mission Critical Solutions (Intel Sapphire Rapids)

Compute Systems and Solutions (1)

- SimpliVity

Compute Servers (4)

- Rack Servers
- ProLiant Tower Servers
- OEM Bundle Series Servers
- ProLiant RL Servers

Converged Systems (1)

- Alletra dHCI



Qualification Matrix for IQ with HPE GreenLake

Integrated Quote (IQ) with HPE GreenLake

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

| | | | | |
|-------------|---|-----------------------|------------------------------------|--|
| Price Bands | Multisite Single Country Invoice ¹ | PCBE Or Block Storage | HPE Standard Terms (3, 4, 5 years) | Technology and Services per Portfolio coverage catalogue |
|-------------|---|-----------------------|------------------------------------|--|

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)

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)

IQ with HPE GreenLake Portfolio coverage

View current coverage on the next slide

Key products not supported with GLIQ Today

- 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



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

HPE Storage

- HPE Alletra (5000, 6000 and 9000 4 Way NVMe Storage Base, 4110, 4120, 4140 4U LFF Gen11)
- HPE Next Gen Primera
- HPE StoreOnce (3660, 5260, 5660)
- HPE StoreEasy
- 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 Base-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
 - 5140EI Switch

HPE Services

- 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)
- HPE GreenLake for Data Ops Management (DOM)
- Zerto
- Additional Software (link)






GLIQ Configuration Confirmation

DL360 Gen11 GLIQ Example ▼ ▲

This is a single solution configuration.

Summary: Configuration

| | | | | | |
|-----------------------------|-----------------------------|-----------------------------------|---|-----------------------|---|
| UCID | 5137546570-01 | Sharing Status | Shared Editable | FAN ID | N/A |
| Config ID | 137546570 | State | Work-In-Progress | Internal Notes | N/A |
| Name | DL360 Gen11 GLIQ Example | Active State | Active | External Notes | N/A |
| Version | 01 | Country | UNITED STATES | Config Instructions | N/A |
| Smart Templates Status | N/A | Input Voltage | 220V | KB Version | PRODUCTION_OneConfig_39.0.0_TD20240212_002_C D20240208:21:02 |
| OCA Workgroup | [US][DIST]INGRAM MICRO INC. | Config Status |  | Custom Config | Contains C2B XML : NO |
| Customer Account | N/A | LifeCycle Status |  | CI State | Not Expected |
| Opportunity ID | | HPE GreenLake | Yes  | CI Creator | N/A |
| Create Time | 3/11/2024, 23:09:43 GMT-4 | HPE GreenLake (Integrated Quot... | Yes | CID URL | |
| Created by | anne.siler@ingrammicro.com | Non Mainstream SKU Usage | No | Clc Check Status | Warning as of 2024-03-12 03:05:45.0 |
| Modified Time | 3/11/2024, 23:09:43 GMT-4 | Price | USD1,596,820.00 | Expert BOM Enabled | False |
| Last Modified By | anne.siler@ingrammicro.com | Services | Flexible Support Services (flexibleServicesType) | Expert BOM Owner | N/A |
| Solution Type | Single Solution | Service Guidance | N/A | Active BOM Downstream | N/A |
| Configuration Segment | D | Subconfigs | 1 direct, 1 total | Expert C2B Enabled | False |
| Created from UCID | N/A | Automatic Quoting | NO | Is Cross-BU Solution? | No |
| New Technology Change Order | False | Start BOM Configuration | Yes | | |
| | | End BOM Type | Automatic | | |
| | | End BOM UCID | 5137546433-01 | | |
| | | Where Used Quote(s) | N/A | | |

[Dissociate End BOM](#)



Multi-Site Configuration

Start New Configuration

Product

- Obsolete Discontinued Pre-Release
- BTO CTO BOTH

Select Product

Type to search... ▼

- Select from Product Catalog >
- Select from Smart Template >
- Select from My Library >

Create Cancel

Options

Quotation Mode

- Normal
- HPE GreenLake
- Integrated Quoting (IQ) - Self service
- Flexible Quote (FQ) - Assisted
- Renew (Remanufactured)
- Use for add-ons
- Support only

Solution Type

- Single Solution (For Single Location)
- Icon Separation (For Multiple Locations) ?

Services

- Flexible Services
- Fixed Services

Is this a Cross-BU Solution?

- No
- Yes

Sub-configuration

New sub-configuration ▼

OCA Config 5

View: Physical ▼

Components

▼ OCA Config 5 ⋮

▼ 📄 Location 1 ⋮

Icon ID: I138155921-01 EDT: 14 - 18 days

📄 DL360 Gen11 #1 ⋮

P52500-B21 CTO 🔗

▼ 📄 Location 2 ⋮

Icon ID: I138155928-01 EDT: 14 - 18 days

📄 DL360 Gen11 #1 ⋮

P52500-B21 CTO 🔗



Support Selection

DL360 Gen11 GLIQ Example

Summary: This is a single solution configuration.

Components

Layout

Power

BOM

Customer Intent

Services

Required Support Services | Optional Support Services | Optional Factory Express Svcs | Other Services

Experience

- Lite
- Entry
- Standard

Term

- 3 Years
- 4 Years
- 5 Years

Support Service

- With Defective Media Retention (DMR)
- With Comprehensive Defective Material Retention (CDMR)
- Without DMR/CDMR

Install Level: HA114A1 - HPE Installation and Startup Service



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 & Software 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

End BOM Setup



Term: 3 years Experience level: Standard

Start BOM UCID 5137546570-01

| Billing Tier | Billing Tier Custom Name | Servers | Compute Units ? | GB ? |
|-------------------------------------|-------------------------------------|---------|-----------------|------|
| DL360 Gen11 #1 (512.0GB Memory) 2AE | DL360 Gen11 #1 (512.0GB Memory) 2AE | 20 | 8704 | |

End BOM UCID 5137562285-01

| Billing Tier | Billing Tier Custom Name | Servers | Compute Units ? | GB ? |
|-------------------------------------|-------------------------------------|---------|-----------------|------|
| DL360 Gen11 #1 (512.0GB Memory) 2AE | DL360 Gen11 #1 (512.0GB Memory) 2AE | 60 | 26112 | |

End BOM UCID:

Growth options

| Row | Segment | Billing Tier | Unit of Measure | Units Available | End State Growth Factor | End State Units Available |
|-----|---------|-------------------------------------|-----------------|-----------------|--------------------------------|---------------------------------|
| 1 | Servers | DL360 Gen11 #1 (512.0GB Memory) 2AE | Server | 20 | <input type="text" value="3"/> | <input type="text" value="60"/> |

End BOM [5137562285-01] generated successfully



Saving Your GLIQ Configuration

DL360 Gen11 GLIQ Example

This is a single solution configuration.

BOM Details for DL360 Gen11 GLIQ Example

Ordering BOM

Hardware USD920,980.00 Support USD626,440.00
Services USD31,000.00 Software USD18,400.00
Total USD1,596,820.00

Expand All Collapse All Export Excel CLIC Check Billing Tier Setup BOM Diff

| Hierarchy | Item # | Qty | Product # | Product Description | PL | CLIC Status | Sol Id | EALT | Support | Unit Price (USD) | Ext. Price (USD) | Ordering BOM |
|-----------|--------|-----|----------------|---|----|-------------|--------|-------|---------|------------------|------------------|--------------|
| ⊖(1) | 0100 | 20 | P52499-B21 | HPE ProLiant DL360 Gen11 8SFF NC Configure-to-order Server | SY | | 20101 | Short | 1 | 4,387.00 | 87,740.00 | Yes |
| ≡(2) | | 20 | P52499-B21 ABA | HPE DL360 G11 SFF CTO Server | SY | | 20101 | Short | | 0.00 | 0.00 | Yes |
| ⊖(2) | 0101 | 40 | P49598-B21 | Intel Xeon-Gold 6426Y 2.5GHz 16-core 185W Processor for HPE | SI | | 20101 | Short | | 3,067.00 | 122,680.00 | Yes |

Billing Tier Setup

| Billing Tier | Billing Tier Custom Name | Servers | Compute Units | GB |
|-------------------------------------|-------------------------------------|---------|---------------|----|
| DL360 Gen11 #1 (512.0GB Memory) 2AE | DL360 Gen11 #1 (512.0GB Memory) 2AE | 20 | 8704 | |

3 → OK Reset



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.



Save (Existing UCID: TempUCID) ×

Config Name*

Block Storage-Bugs Bunny Corp Alletra 6030

Opportunity ID

Customer Account

Key in value / Select from list

OCA Workgroup

[US][DIST]INGRAM MICRO INC.-17050801035409700

Sharing



Private



Shared Read Only



Shared Editable

HPE GreenLake

Yes

Is this a Cross-BU Solution?



No



Yes

State



Work-In-Progress



CI-In-Progress



Complete



Delegation of OCA Configurations

New Delegation

Config UCID: 5137546570-01

Creator: anne.siler@ingrammicro.com

Config Name: DL360 Gen11 GLIQ Example

Status: WorkInProgress

Delegator Target ID: [US][DIST]INGRAM MICRO INC.-17050801035409700

Comments:

Delegate

Export .sdd/.xml/.xlsx/.oca (.zip)

Export Excel

Export Customer Intent Document (.docx)

Visio Export for Racked Config

Export to SDD Format

Export to XML (multiple bundle)

Unformatted Excel (Greenlake Flexible Quote)

Export JSON For Sizer

Punchout to SmartCID

Punchout to SSET

Export to XML (single bundle)

Customer Facing Export

GreenLake IQ Technology Change Order

Start New Configuration

Product

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- BTO CTO BOTH

Select Product

Type to search... ▼

Options

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Additional HPE GreenLake Options

- UCID for additional site
- New Technology



New technology order for existing IQ with HPE GreenLake environments

Current Experience Level Lite Entry Standard

Current Support Service ▼

Original Opportunity ID / Master Contract # ◆

Original Quote/Order # ◆

How many total installation sites (including this order)? ◆

How many TB currently installed? ◆

How many servers currently installed? ◆





GreenLake IQ to CapEx

DL360 Gen11 GLIQ Example

This is a single solution configuration.

View: Physical

| Components | Description | Qty | UCID | Price | Status | Details | CI Info | Services |
|--|--|-----|------------------|--------------|--------|----------------|---------|----------|
| DL360 Gen11 GLIQ Example | | | 5137546570-01 | | ⚠ | | | |
|  DL360 Gen11 # P52499-B21  | HPE ProLiant DL360 Gen11 8SFF NC Configure-to-order Server | 4 | A51D8F1FBE23D... | USD59,708.00 | ⚠ | 2 CPU's, 512GB | | Standard |

- Save
- Save As New Version
- Save As New Configuration
- Save To Mylibrary
- Export
- Save To Local
- Enable Normal
- Quote >
- Drill down >



CapEx to GreenLake IQ

DL360 Gen11 GLIQ Example IQ with HPE GreenLake Compatible:

This is a single solution configuration.

View: Physical

Components

| DL360 Gen11 GLIQ Example | Description | Qty | UCID | Price | Status | Details | CI Info | Services |
|--------------------------|--|-----|------------------|--------------|--------|----------------|---------|-----------------|
| DL360 Gen11 P52499-B21 | HPE ProLiant DL360 Gen11 8SFF NC Configure-to-order Server | 4 | A51D8F1FBE23D... | USD56,380.00 | | 2 CPU's, 512GB | | Select Your Own |

- Save
- Export
- Save To Local
- Create Icon
- Enable Support Only
- Enable Renew (Remanufactured)
- Enable IQ with GreenLake**
- Quote >
- Drill down >



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.

