

2H25 Compute Incentives for Channel Partners

Explore the various **Compute Programs** available to you and take advantage of the incentives that HPE can offer!

The power to accelerate through HPE’s extensive products & solutions:

HPE Engage & Grow
1PT = 1USD or 1CAD

New Customer Engagement

500

- points for creating new account opportunities for Compute products by:
- Facilitating appointment between customer and HPE Channel Teams.
 - New Customer receiving a Compute solution quote from Partner.
 - Eligibility based on sale history and quote value apply (see T&C’s for detail)

CloudPhysics Assessment

400

points for every **CloudPhysics** Customer Assessment

Compute Ops Manage License Onboarding

75

points when customer Onboards **Compute Ops Manager** license.

Onboarding defined as Server connected to Compute Ops Management and actively being managed.

HPE ProLiant Acceleration



150

per unit
Configured Solutions CTO

Only for **DL380a** and **DL145** - Earn up to **11,250** pts.

50

per unit
HPE Tech Care HPE Support Gen 11/12

Earn up to **400** pts.

250

per unit
Speed to Grow HPE Smart Choice
Fully configured server stocked in inventory - Earn up to **18,750** pts.

HPE Private Cloud AI (PCAI)

HPE PCAI SPIF
PCAI Capex Solution SPIF

Small 3,000 pts. per unit SKU: S4P50A	Medium 6,000 pts. per unit SKU: S4P51A	Large 10,000 pts. per unit SKU: S4P52A
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+PCAI aaS rewards paid as kicker in Greenlake New Booked or Change Order SPIFs.
Caps apply see T&C’s for details.

Booked New Order & Change Orders

5,000 to 30,000

points when you book an initial HPE GreenLake Flex Solutions deal, kickers for 2nd, 3rd & 4th booked order. Use HPE IQ to quote opportunity and get **500** points.

1,000 to 5,000

points when you book a CHANGE ORDER on an existing HPE Greenlake Flex Solutions deal.

Utilize Business Advisory Tool (BAT) Analysis and get 250 points.

Customer Rebates Trade UP

Trade-Up - Incentives for End Customers replacing old equipment:

New HPE Server replacing:	Rebate	
a) Qualified HPE Server	\$300 Per Server (Up to 40)	
b) Qualified Competitor Server	\$1,000 Per Server (Up to 40)	

Trade-Up Program (Rebate are capped based on product sold)

Information is summary of promotions, see HPE Engage & Grow T&C’s for details.

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