Because

deals shouldn't be hard to register.

ACCESSING THE HPE DEAL REGISTRATION SITE

Log in to the **Partner Ready Portal (partner.hpe.com).**

1. On the left hand side of the screen click on the wrench and select "Tools."
2. Under "Tools Catalog" click "Pre-Sales & Configuration."
3. Locate "Deal Registration" and click "View Tool."
   a. Quick Tip: click on the "Pin" icon to pin it to your partner portal home page as a tile or quick link.

REGISTERING AN OPPORTUNITY

1. Under the "Opportunities Tab" Click "New Opportunity" in the top right of the page.
2. Search for your customer in the Customer Account search field.
   - If the correct account name or address doesn't show, click Expand Search.
     - At this point, if it's still not listed, click Add Customer at the bottom of the page and add the needed information.
3. Add the opportunity name, close date and your customer's contact information (fields with red astericks).
4. Click "Add Product" box before selecting "Create Opportunity."
5. Add the total opportunity value under "Customer Budget Amount" and add the product categories that need to be approved. (Common Product Groupings listed at bottom of page 2).
6. Under "Distributor" section select "Ingram Micro."
   - Disti will not be able to view the opportunity until it has been added.
7. Scroll to the bottom of the page and click Register Deals.

   Answer the questionaires and select "Submit for Approval."
   - If the opportunity is approved and exceeds a list price of $200K, Escalated Pricing may be requested. To request this pricing program, follow the additional steps in the following section.

REGISTERING FOR ESCALATED PRICING

1. Click on the Quotes tab at the top of the page and then click on Create Quote.
2. Upload config or parts:
   - CTO Configurations: Click on the green Upload drop-down menu to upload your configuration.
     Enter in the UCID number and hit Import. Example 5109830674-01
   - For BTO Configurations: Click on the green Add Product drop-down menu then select Quick Add.
     Now copy and paste the Part Numbers and Quantities needed and hit Submit.
3. Click the Save button outlined in green at the top right corner.
4. Click green Refresh Pricing button.
5. Click Escalate Pricing in the lower right-hand corner.
6. Now fill out the Escalated Pricing from and enter in the discount requested.
7. Click the green Submit button in lower right-hand corner.

COMMON PRODUCT GROUPS

- DL Server – Hybrid Cloud Compute>Rack (Open)
- ML Server – Hybrid Cloud Compute>Tower (Open)
- Blade Server – Hybrid Cloud Compute>Blades (Open)
- Synergy Server – Hybrid Cloud Compute>Synergy (Select)
- Alletra – Hybrid Cloud Storage>Alletra (Select)
- MSA – Hybrid Cloud Storage>Platform Storage (Open)
- StoreEasy, StoreOnce & StoreEver – Hybrid Cloud Storage>Core Storage (Open)
- dHCI – Hybrid Cloud Compute>dHCI (Select)
- SimpliVity – Hybrid Cloud Storage>Hyperconverged (Select)
- Greenlake - Refer to type of product on quote (DL Servers, Alletra, etc)
  - o Ensure to select Compute Select and Storage Select

Seeing farther ahead.

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