

Integrated Quoter with GreenLake



Integrated Quoter

Tools catalog

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Certification & learning

Delivery

HPE Aruba Networking

Market & sell

Orders & claims

Pre-sales & configuration

Products & pricing

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Pinned tools

Aruba Online Configurator
Find current product and pricing information that streamlines product selection and configuration so you can easily create quotes for you and your customers.
PRE-SALES & CONFIGURATION , HPE ARUBA NETWORKING

Arubapedia for Partners
Aruba's central repository, including field-facing sales, marketing, and product-related content.
PRE-SALES & CONFIGURATION , HPE ARUBA NETWORKING

Assessment Foundry
Collect critical metrics from multiple workload types to analyze, define, and validate sizing requirements.
PRE-SALES & CONFIGURATION

Deal Registration
Register a deal with HPE for additional discounts, rebates, and benefits to help win deals, get deal protection, or both, when applicable.
PRE-SALES & CONFIGURATION , PROGRAMS & BENEFITS

Displaying: 10

View tool

View tool

View tool

View tool



[HPE Partner Ready Portal](#)

[HPE Integrated Quoter](#)



Opportunity Lookup

REGE-0017374278



Home

Leads

Opportunity Management

Reports

Opportunities

1 Result

OPPORTUNITY NAME	ACCOUNT NAME	HPE OPPORTUNITY ID	FORECAST CATEGORY	OWNER FULL NAME	SALES STAGE	TOTAL OPPORTUNITY VALUE	CLOSE DATE	DEAL REGISTRATION STATUS	PRIMARY R
Ingram Test Opportunity-2	GSD_Test_Account_11Jan2021	OPE-0017374278	Pipeline	Ashley Matte	04B - Propose Solution	USD 100,003.00	10/1/2024 >>	Approved	Demo_Res



Program Approval Verification

Detail Related Sales Team Deal Registration Quotes Activity



Deal Registration Actions

Summary of Benefit

Re



Deal Registrations (6)

6 items • Updated a few seconds ago

	Deal registrati... ▾	Programs ▾	Status ▾	Expiration Date ▾	Rejection reason
1	REGE-0017374278	aaS New Logo - NA	Approved	9/14/2024 8:23 AM	
2	REGE-0017374278	Deal Registration IaaS/SaaS - NA	Approved	9/14/2024 8:23 AM	
3	REGE-0017374278	Deal Registration - Storage (Open)	Approved	9/14/2024 8:23 AM	
4	REGE-0017374278	Deal Registration - Compute (Open)	Approved	10/14/2024 12:45 PM	
5	REGE-0017374278	Deal Registration - Compute (Select)	Approved	10/14/2024 12:45 PM	
6	REGE-0017374278	Deal Registration - Storage (Select)	Approved	10/14/2024 12:45 PM	



Create Quote

Detail Related Sales Team Deal Registration **Quotes** Activity

HPE Quotes

 Create quote



<input type="checkbox"/>	Quote name	Quote number	Version	Status	Deal ID	Start date	End Date
<input type="checkbox"/>	Ingram Test Opportunity-2	NQ07011129-01	01	Pending Price Acc...		2024-04-19	2024-07-18
<input type="checkbox"/>	Ingram Test Opportunity-2	NQ06934023-01	01	Orderable	1600393223	2024-04-10	2024-07-09



Upload UCID

Import Config



UCID:

5138155942-01



This will add a config or list of configs from a configurator (preferred method). To import a list separate each with comma.

Select Config ID	UCID	Icon ID	Icon Description	Start/End Icon
<input checked="" type="checkbox"/>	5138155942-01	I138155936-01	Location1	Start
<input checked="" type="checkbox"/>	5138155942-01	I138155943-01	Location2	Start
<input checked="" type="checkbox"/>	5138155948-01	I138155946-01	EndBOM-1_Location1	End
<input checked="" type="checkbox"/>	5138155948-01	I138155947-01	EndBOM-1_Location2	End



ICON ID:

Example I103208859-01

This will add an ICON ID from a configurator. Note that icons for HPE GreenLake self-service (IQ) config cannot be imported. Use UCID instead.

Reset

Add To Quote



Shows a UCID with multiple Icons/Locations.




Ship To

Customer -> Ship To -> Customer Search

Opportunity and Quote **Customer** Partner Pricing and Terms Quote Output

End Customer Sold To **Ship To** Bill To Asset Location Sales Contacts Delivery Contact Customer Search

Address Same as End Customer

Company Name: **GSD_Test_Account_11Jan2021** Street Address 1: **5555 Windward Pkwy**  Street Address 2: City: **ALPHARETTA** Region: **NA** State/Province: **Georgia**

Enter Address Manually or Search for Customer Location on each Icon

Customer Search ✕

ID Address line 1 City ✓

Company Name Address line 2 State/Province


Country **U.S.A.** ▼ Address line 3 Zip Code

Apply to specific Configurations Include Locations Reset Search

Configurations

Select Config ID	Configuration	Description	Ship To Address	Asset Location Address
<input type="checkbox"/>	I138155936-01	Location1	GSD_Test_Account_11Jan2021	
<input type="checkbox"/>	I138155943-01	Location2	GSD_Test_Account_11Jan2021	

Listed addresses

End Customer Sold To Ship To  Bill To ⌵



Refresh Pricing

Quote Name: Ingram Test Opportunity-2 | Customer Specific Quote ID: Appears In Quote | RFQ Number: Appears In Quote | Version: 01

Switch to Distributor Pricing | Request Assistance | Configuration Chk

Clone | Autosave is in progress... (82%) | Refresh Pricing | Accept Price | Save

Opportunity and Quote | Customer | Partner | Pricing and Terms | Quote Output

List Price Details			Deal Details			Reference CapEx Reseller Recommended Pricing		
Country:	U.S.A.	▼	Deal ID:			List Price	1,067,709.00	
Currency:	USD	▼	Deal Type:	Standard	▼	Total Discount	729,156.91	68.29
Inco term:	Other	▼	Estimated Reseller Compensation			Recommended Subtotal	338,552.09	
			Reseller Base Amount:	0.00		Reseller Benefits	0.00	0.00
			Reseller Compensation Amount:	For Future Use		Total Discount With Benefits	729,156.91	68.29
						Recommended Subtotal with Benefits	338,552.09	
						Requested Discount without Benefits	0.00	0.00
						HPE GreenLake Consumption Price		0.00 per month
						Estimated Contract Start Date	2024-06-17	<input type="button" value="Calculate"/>
						Billing Tier	Unit of Measure	Net Price



Calculate

HPE GreenLake Consumption Price



Term 60 Months
of Bands requested 4
Monthly Price USD 6,531.30

UCID / Description	BOM Type	Billing Tier	Reserved Capacity %	Capacity	Unit of Measure *	Band 1	Band 2	Band 3	Band 4
I138155936-01 Location1	Start	DL360 Gen11 #1 (512.0GB Memory) 74E	70	4,352	Compute Unit	Volume 0-7252	7253-10153	10154-13055	13056+
I138155946-01 EndBOM-1_Location1	End					Price 1.34	1.29	1.24	1.20
I138155943-01 Location2	Start	DL360 Gen11 #1 (512.0GB Memory) 700	70	2,611	Compute Unit	Volume 0-4351	4352-6092	6093-7833	7834+
I138155947-01 EndBOM-1_Location2	End					Price 1.34	1.29	1.24	1.20

* Compute Units require use of virtualization software VMWare or Microsoft Hyper-V

[Export](#)



Price Per Month

Opportunity and Quote Customer Partner **Pricing and Terms** Quote Output

List Price Details

Country: U.S.A. Currency: USD Incoterm: Other

Deal Details

Deal ID: Deal Type: Standard

Estimated Reseller Compensation

Reseller Base Amount: 378,058.96
Reseller Compensation Amount: For Future Use

Reference CapEx Reseller Recommended Pricing

List Price	1,067,709.00	USD	%
Total Discount	729,156.91	68.29	
Recommended Subtotal	338,552.09		
Reseller Benefits	0.00	0.00	
Total Discount With Benefits	729,156.91	68.29	
Recommended Subtotal with Benefits	338,552.09		
Requested Discount without Benefits	0.00	0.00	

HPE GreenLake Consumption Price 6,531.30 per month

Estimated Contract Start Date: 2024-06-17

Billing Tier	Unit of Measure	Net Price
DL360 Gen11 #1 (512.0GB Memory) 74E	Compute Unit	1.34
DL360 Gen11 #1 (512.0GB Memory) 700	Compute Unit	1.34


Products/Configurations

DEFAULT_VIEW START BOMs My Preference Upload Add Product Expand All Collapse All Reset Grid

Item Hierarchy	Line Number	QTY	Product Number	Option	Product Description	Net Discount %	Product Line	List Price	Ship To Address	Asset Location Address
	1		I138155936-01		Location1	67.49		709,623.00	GSD_Test_Account_11Jan2021	
	1		I138155943-01		Location2	71.74		358,086.00	GSD_Test_Account_11Jan2021	

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Recommended Subtotal with Benefits: 338,552.09 USD



Accept Price

Version: 01

[Switch to Distributor Pricing](#) [Request Assistance](#) [Configuration Check](#)

New Version

Clone

Cancel

Refresh Pricing

Accept Price

Save

Output

Deal Details

Deal ID:

Deal Type: **Standard**

Estimated Reseller Compensation

Reseller Base Amount: **378,058.96**

Reseller Compensation Amount: **For Future Use**

Reference CapEx Reseller Recommended Pricing

USD %

List Price	1,067,709.00	
Total Discount	729,156.91	68.29
Recommended Subtotal	338,552.09	
Reseller Benefits	0.00	0.00
Total Discount With Benefits	729,156.91	68.29

Recommended Subtotal with Benefits

338,552.09

Requested Discount without Benefits 0.00 0.00

HPE GreenLake Consumption Price

6,531.30 per month

Estimated Contract Start Date




Calculate


Billing Tier	Unit of Measure	Net Price
DL360 Gen11 #1 (512.0GB Memory) 74E	Compute Unit	1.34
DL360 Gen11 #1 (512.0GB Memory) 700	Compute Unit	1.34


Quote Output

Opportunity and Quote Customer Partner Pricing and Terms **Quote Output**

Output Options

Output Profile: **Reseller View** 

Output Language: **English** 

Standard Template: **HPE GreenLake Reseller Quote** 

File Output: PDF WORD EXCEL XML

Include the external comment in quote Output

Include Cover Page

Include OD1 Options

Include UCID

Additional Information

Attach Additional Documents:

Comments

External Quote Comments

Cover Sheet

Summary Comment

GLSS PO Information




PO Email: orders_wwcomputestorage_eaas@hpe.com

Include PO Information

Include Signatures Section

Terms and Conditions

Available Texts Assigned Texts



Reseller Quote

SYSTEMS DETAILS

Reseller Recommended Pricing

Configuration	Billing Tier	UOM	Requested Capacity	Reserved Capacity	Reserved Capacity %	UOM Price	Initial Reserved Capacity Monthly Price
Location1	DL360 Gen11 #1 (512.0GB Memory) 74E	Compute Unit	4,352.00	3,481.60	80	1.23	4,282.37
Location2	DL360 Gen11 #1 (512.0GB Memory) 700	Server	6.00	4.20	70	584.90	2,456.58
Total							6,738.95

Price Bands

Billing Tier		Band 1	Band 2	Band 3	Band 4
DL360 Gen11 #1 (512.0GB Memory) 74E	Volume	0-7252	7253-10153	10154-13055	13056+
	Price	1.23	1.19	1.14	1.09
DL360 Gen11 #1 (512.0GB Memory) 700	Volume	0-9	10-13	14-17	18+
	Price	584.90	562.85	540.80	518.76

UoM = Unit of Measure

* Capacities will be rounded to two decimal places. For example, 10.001 up to and including 10.004 will be rounded down to 10.00, and 10.005 up to and including 10.009 will be rounded up to 10.01.

Prices are in local currency and exclusive of applicable taxes (such as, sales, value-added tax (VAT), goods and services tax (GST), stamp duty, or similar taxes or fees including stamp duty)

Make sure to add your margin to the UOM Price.



Ingram Micro GreenLake Team

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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.

