HPE GreenLake Deal Registration Guide

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.
   a. If the correct account name or address doesn't show, click Expand Search.
   b. 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 then select "Create Opportunity."
5. Add the total opportunity value under "Customer Budget Amount" and add the Business Groups that need to be approved. (Common Business Groupings listed at bottom of page 2).
6. Under "Distributor" section select "Ingram Micro."
   a. 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.
8. Select appropriate Business Groups (also select "aaS New Logo if available).
9. Answer the questionaires and select "Submit for Approval."

COMMON PRODUCT CATAGORIES TO SELECT

○ aaS - Greenlake Flex Solutions - Greenlake Flex Solutions (**Always Select**)
○ aaS - IaaS/SaaS (**Can Select One or Many Categories**)
   ➤ Backup & Recovery
   ➤ Disaster Recovery
   ➤ Storage Fabric Management
   ➤ Block Storage
   ➤ Private Cloud Business Edition

** If you select the wrong "aaS - IaaS/SaaS" sub category it's okay. all sub categories will be approved as one **

Still having issues? Please contact HPEGreenLake@ingrammicro.com and we can assist you!