

# iQuote User Guide

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HPE 1.0

01 December 2016



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## 1. Introduction to this User Guide

Welcome to the Hewlett Packard Enterprise (HPE) iQuote User Guide. This document has been put together to help guide you through the features of the tool. If you are new to iQuote or if you are only used to using certain features of the tool, this guide will provide you with everything you need to make the most of the fantastic benefits it will bring you.

*Please note that any promotions shown in this Guide are Region Specific. If you're unsure of which promotions apply to your region please refer to your Partner Business Manager.*

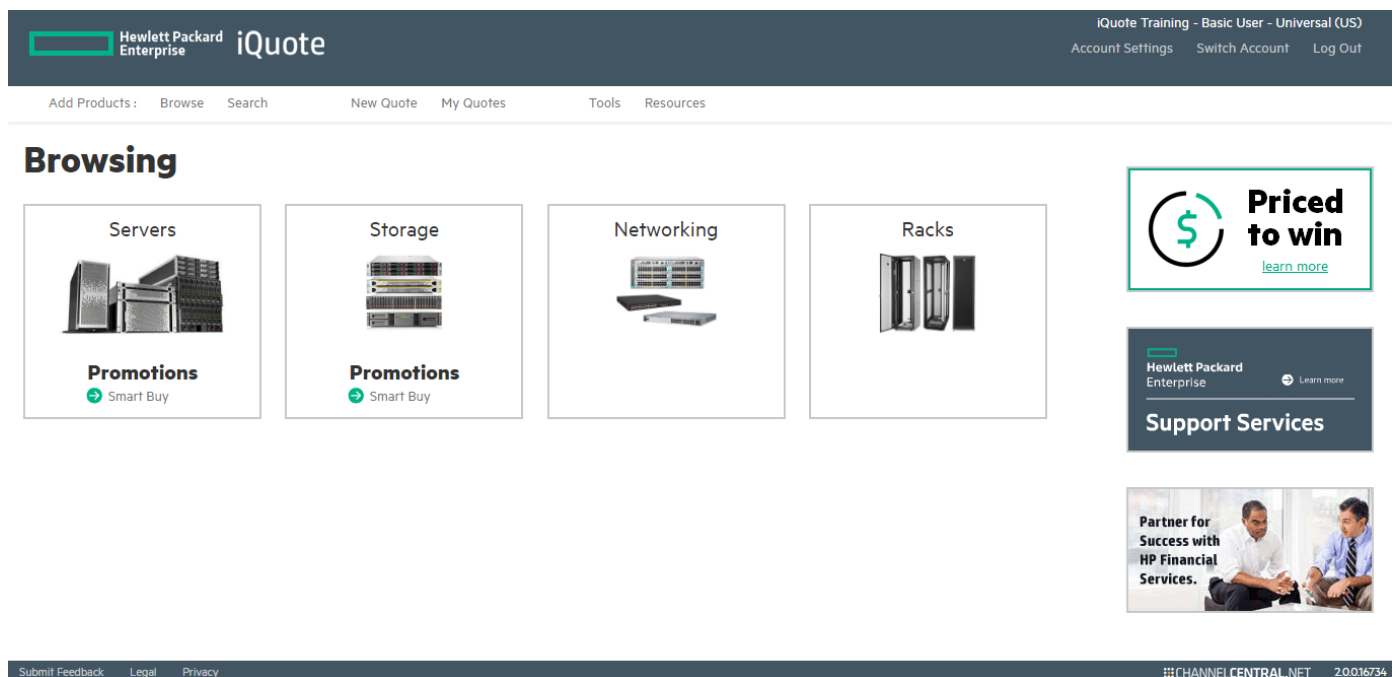
## 2. Introduction to iQuote

The iQuote Configure, Price, Quote tool helps Distributors and Resellers around the world to grow their HPE business by increasing revenue and margin through options attach, increasing quote accuracy and reducing quotation turnaround time.

iQuote has a user friendly approach to quoting HPE products. The tool caters for all levels of user capability – from the inexperienced through to HPE expert, with flexible interfaces containing different content levels. iQuote gives users increased flexibility and functionality when creating a quote, along with technical validation checks to ensure content accuracy.

## iQuote Homepage

This is the iQuote homepage. From here you can start a new quote, access saved/draft quotes, change your account settings, browse all the product families or access the tools and resources sections. All of which will be explained in this guide.



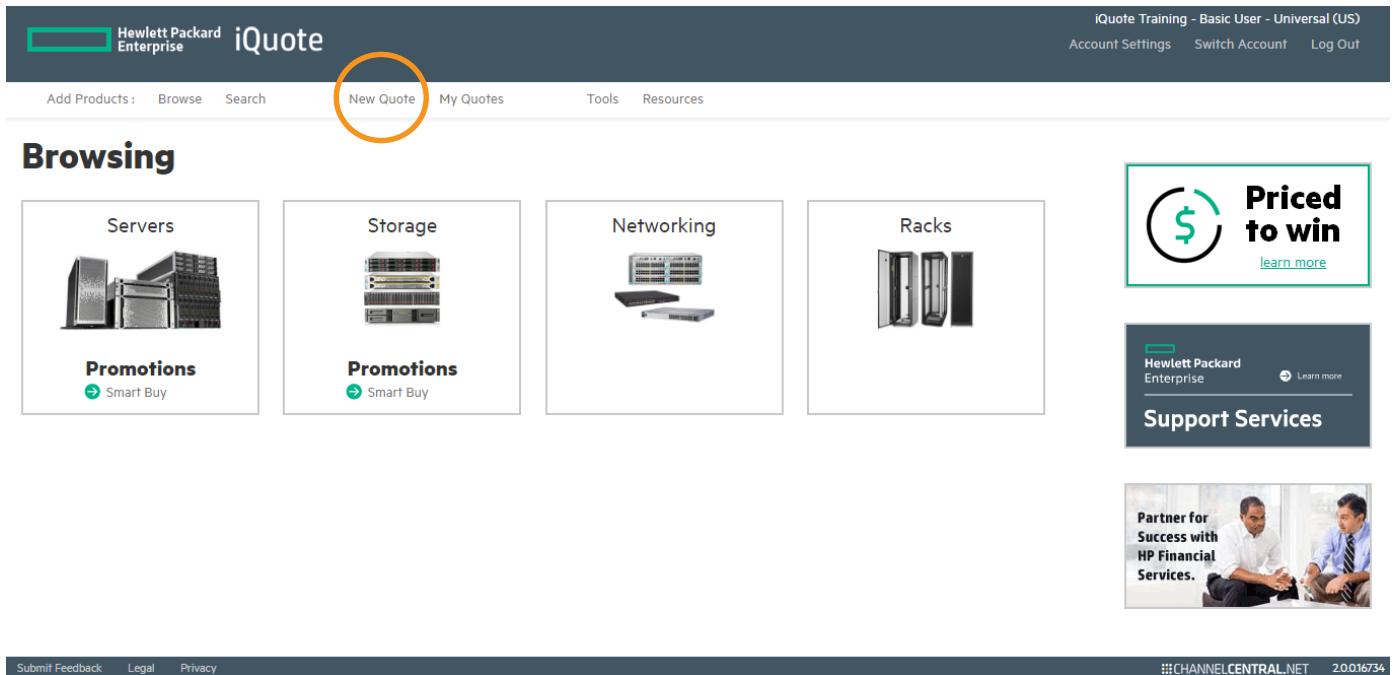
The screenshot shows the iQuote homepage. At the top, there is a dark navigation bar with the Hewlett Packard Enterprise logo and 'iQuote' text on the left. On the right, it displays 'iQuote Training - Basic User - Universal (US)', 'Account Settings', 'Switch Account', and 'Log Out'. Below this is a secondary navigation bar with links: 'Add Products', 'Browse', 'Search', 'New Quote', 'My Quotes', 'Tools', and 'Resources'. The main content area is titled 'Browsing' and features four product category tiles: 'Servers', 'Storage', 'Networking', and 'Racks'. Each tile has an image of the product and a 'Promotions' section with a 'Smart Buy' button. To the right of these tiles are three promotional banners: 'Priced to win' with a 'learn more' link, 'Support Services' with a 'Learn more' link, and 'Partner for Success with HP Financial Services' with an image of two people in a meeting. At the bottom, a dark footer bar contains 'Submit Feedback', 'Legal', 'Privacy', 'CHANNELCENTRAL.NET', and '2.0.0.16734'.

## 3. How to create a New Quote

In this section we will show you how to start a new quote and we'll talk you through the configuration process as well as all the different functionalities you can expect to see and use within the tool to create the perfect solution.

### 3.1 Launching a New Quote

Once you are logged into iQuote, you are presented with the Homepage, you can start a New Quote immediately by making a product selection. Or if you want to launch a New Quote from elsewhere in the tool, you can do so by clicking on **New Quote** which will always be at the top of the screen as shown below.

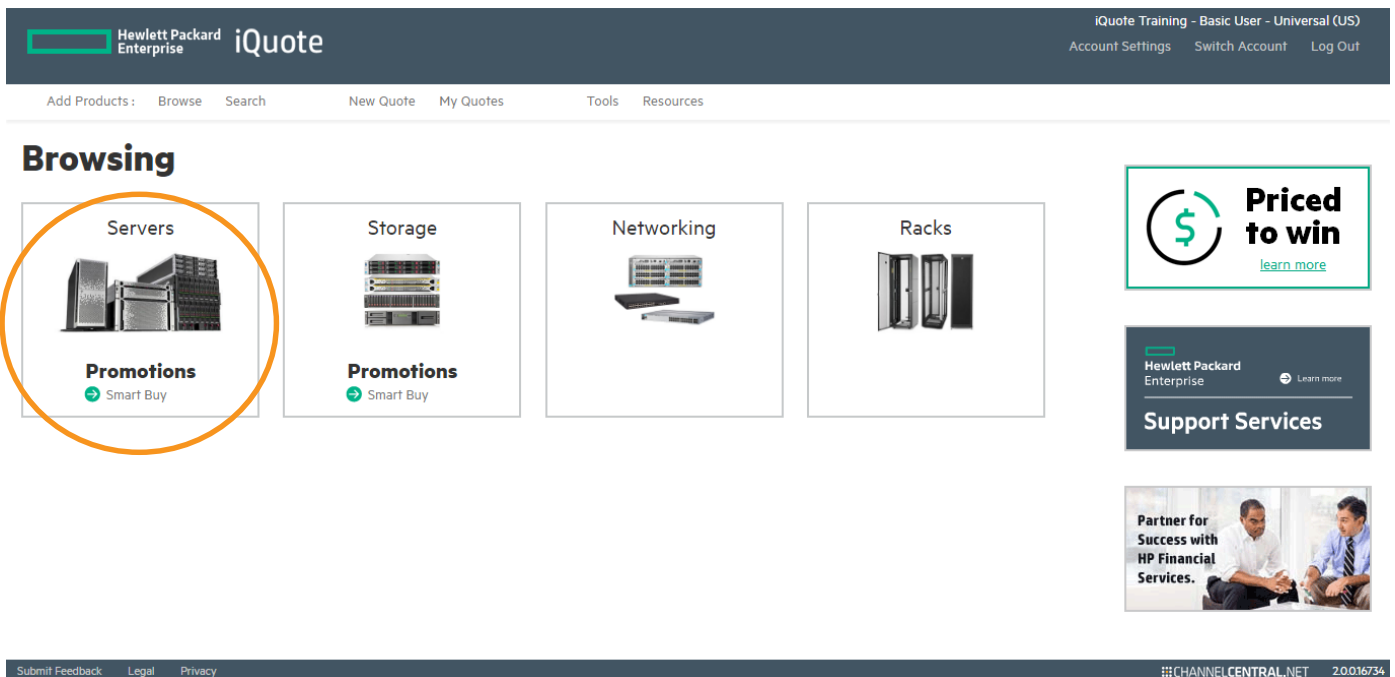


## 3.2 Selecting a Product Family

There are a number of ways from the Homepage that you can start a search for a product family. This provides flexibility to the user based on preference or amount of information given in the customer requirements.

### 3.2.1 Select by Product Area

On the Homepage you are presented with all of the available Product Areas in iQuote, presented in large tiles. Click on the chosen Product Area:



Once you have clicked on the chosen Product Area iQuote will take you to the following screen which shows you all of the Product Families:


Select the Product Family you wish to quote. iQuote will then take you through to the Product Family View. Here you are presented with individual available models. This is the default view, however you can switch to display different views by clicking on the view switcher. **See section 3.3 of the User Guide.**


On this default view, you can review the detailed specification of any model by clicking the expand button shown and then 'expand Specification'.


When, you are ready to select a model for configuration, you can click the green plus button to select one system unit or enter the unit quantity in the box. iQuote will automatically take you through to the current configuration where you can view the current product selection and continue with a configuration until you are happy to save the quotation.


### 3.2.2 Select by Product Attribute/Icon

Throughout the tool some product specifics will be highlighted to you with icons. Here are the ones to look out for:

 = Top Value (Region Specific)

 = Smart Buy (Region Specific)

 = Worldwide Regular models

 = FlexAttach (Region Specific)

 = Best Sellers (Region Specific)

 = Energy Star Certified

 = High Performance Product

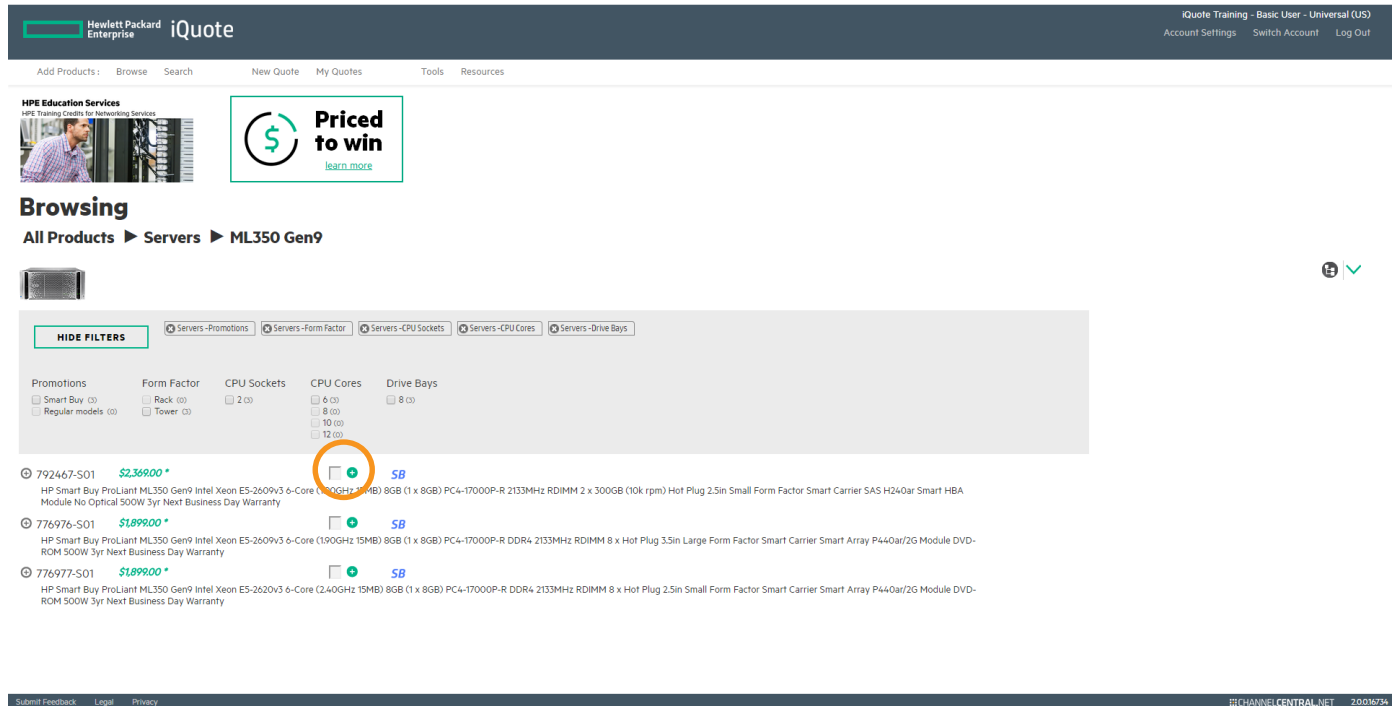
### 3.2.3 Search by Filter

This view is guided selling and it can be selected from various points within iQuote.

After selecting a product area, if you don't know which family will meet your needs, you can use the filters to narrow down your choices. While making selections in the filters, some choices won't be available for further selection as iQuote automatically runs intelligent compatibility checks in the background. The remaining families below will be those with at least one model matching the filters. Choose from one of these results by clicking on the tile.



You will then be taken through to the Product Family View for detailed specification, price, stock and availability. Select a model for configuration by clicking the green plus button to select one system unit or enter the unit quantity in the box.



iQuote will automatically take you through to a new screen where you can view the current quote and continue with a configuration until you are happy to save the quotation.

### 3.2.4 System Search

From the Homepage, if you know the product you are looking for, you can click on **Search** and type the criteria into the Search field:



Within this box, you can type a system part number in order to jump straight to a quote for that part. Alternatively, you can type a Product name e.g. ProLiant or you can further refine the search and type DL120. iQuote will then return results relating to the search:

Systems Search

Search:

Priced only:  Search priced products only

▶ Servers ▶ <b>DL20</b> Gen9 ▶ 823556-B21 HPE <b>ProLiant DL20</b> Gen9 Intel Xeon E3-1220v5 Quad Core (3.00GHz 8MB) 8GB (1 x 8GB) DDR4 2133MHz UDIMM 2 x Hot Plug 3.5in SC SATA No Optical 290W 1yr Ne...	\$989.00 *	
▶ Servers ▶ <b>DL20</b> Gen9 ▶ 823559-B21 HPE <b>ProLiant DL20</b> Gen9 Intel Xeon E3-1240v5 Quad-Core (3.50GHz 8MB) 8GB (1 x 8GB) DDR4 2133MHz UDIMM 4 x Hot Plug 2.5in SC SAS H240 12Gb HBA No Op...	\$1435.00 *	
▶ Servers ▶ <b>DL20</b> Gen9 ▶ 823562-B21 HPE <b>ProLiant DL20</b> Gen9 Intel Xeon E3-1240v5 Quad-Core (3.50GHz 8MB) 8GB (1 x 8GB) DDR4 2133MHz UDIMM 4 x Hot Plug 2.5in SC SAS H240 12Gb HBA No Op...	\$1725.00 *	
▶ Servers ▶ <b>DL20</b> Gen9 ▶ 829889-B21 HP <b>ProLiant DL20</b> Gen9 Intel Pentium G4400 Dual-Core (3.30GHz 3MB) 4GB (1 x 4GB) DDR4 2133MHz UDIMM 2 x Non-Hot Plug 3.5in SATA B140i No Optical 290W 1...	\$659.00 *	
▶ Servers ▶ <b>DL20</b> Gen9 ▶ 830697-S01 HPE Smart Buy <b>ProLiant DL20</b> Gen9 Intel Xeon E3-1220v5 Quad Core (3.00GHz 8MB) 8GB (1 x 8GB) DDR4 2133MHz UDIMM 2 x Non-Hot Plug 3.5in SATA B140i No Op...	\$649.00 *	
▶ Servers ▶ <b>DL20</b> Gen9 ▶ 830698-S01 HPE Smart Buy <b>ProLiant DL20</b> Gen9 Intel Xeon E3-1240v5 Quad-Core (3.50GHz 8MB) 8GB (1 x 8GB) DDR4 2133MHz UDIMM 2 x Hot Plug 3.5in SC SATA B140i No Opt...	\$759.00 *	
▶ Servers ▶ <b>DL20</b> Gen9 ▶ 830699-S01 HPE Smart Buy <b>ProLiant DL20</b> Gen9 Intel Xeon E3-1270v5 Quad-Core (3.60GHz 8MB) 8GB (1 x 8GB) DDR4 2133MHz UDIMM 4 x Hot Plug 2.5in SC SATA B140i No Opt...	\$949.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 727031-B21 HP <b>ProLiant BL460c</b> Gen9 2 x Intel Xeon E5-2670v3 12-Core (2.30GHz 30MB) 128GB (4 x 32GB) PC4-17000P-LR 2133MHz LR-DIMM Load Reduced 2 x Hot Plug 2.5in...	\$1109.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 779804-S01 HP Smart Buy <b>ProLiant BL460c</b> Gen9 2 x Intel Xeon E5-2680v3 12-Core (2.50GHz 30MB) 128GB (4 x 32GB) PC4-17000P-LR 2133MHz LR-DIMM Load Reduced 2 x Hot...	\$7599.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 779803-S01 HP Smart Buy <b>ProLiant BL460c</b> Gen9 2 x Intel Xeon E5-2690v3 12-Core (2.60GHz 30MB) 128GB (4 x 32GB) PC4-17000P-LR 2133MHz LR-DIMM Load Reduced 2 x Hot...	\$8199.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 727026-B21 HP <b>ProLiant BL460c</b> Gen9 Intel Xeon E5-2609v3 6-Core (1.90GHz 15MB) 16GB (2 x 8GB) PC4-17000P-R 2133MHz RDIMM 2 x Hot Plug 2.5in Small Form Factor Smar...	\$3219.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 727027-B21 HP <b>ProLiant BL460c</b> Gen9 Intel Xeon E5-2620v3 6-Core (2.40GHz 15MB) 16GB (2 x 8GB) PC4-17000P-R 2133MHz RDIMM 2 x Plug 2.5in Small Form Factor Smart Ca...	\$3399.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 727028-B21 HP <b>ProLiant BL460c</b> Gen9 Intel Xeon E5-2640v3 8-Core (2.80GHz 20MB) 32GB (2 x 16GB) PC4-17000P-R 2133MHz RDIMM 2 x Plug 2.5in Small Form Factor Smart C...	\$4659.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 727029-B21 HP <b>ProLiant BL460c</b> Gen9 Intel Xeon E5-2650v3 10-Core (2.30GHz 25MB) 32GB (2 x 16GB) PC4-17000P-R 2133MHz RDIMM 2 x Hot Plug 2.5in Small Form Factor Sm...	\$4919.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 727030-B21 HP <b>ProLiant BL460c</b> Gen9 2 x Intel Xeon E5-2660v3 10-Core (2.60GHz 25MB) 64GB (4 x 16GB) PC4-17000P-R 2133MHz RDIMM 2 x Hot Plug 2.5in Small Form Facto...	\$8079.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 779806-S01 HP Smart Buy <b>ProLiant BL460c</b> Gen9 Intel Xeon E5-2620v3 6-Core (2.40GHz 15MB) 32GB (2 x 16GB) PC4-17000P-R DDR4 2133MHz RDIMM 2 x Hot Plug 2.5in Small...	\$2359.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 779805-S01 HP Smart Buy <b>ProLiant BL460c</b> Gen9 2 x Intel Xeon E5-2640v3 8-Core (2.60GHz 20MB) 64GB (4 x 16GB) PC4-17000P-R 2133MHz RDIMM 2 x Hot Plug 2.5in Small F...	\$4089.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 836875-S01 HP Smart Buy <b>ProLiant BL460c</b> Gen9 2 x Intel Xeon E5-2620v3 6-Core (2.40GHz 15MB) 32GB (4 x 8GB) 2133MHz RDIMM 2 x Hot Plug 2.5in SC SAS H244br 12Gb Sm...	\$2699.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 836875-S01 HP Smart Buy <b>ProLiant BL460c</b> Gen9 2 x Intel Xeon E5-2650v3 10-Core (2.30GHz 25MB) 64GB (4 x 16GB) 2133MHz RDIMM 2 x Hot Plug 2.5in SC SAS Smart Array...	\$4799.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 836876-S01 HP Smart Buy <b>ProLiant BL460c</b> Gen9 2 x Intel Xeon E5-2697v3 14-Core (2.60GHz 35MB) 128GB (4 x 32GB) 2133MHz LR-DIMM 2 x Hot Plug 2.5in SC SAS P244br 12...	\$8599.00 *	
▶ Servers ▶ BL460c Gen9 ▶ 813192-B21 HPE <b>ProLiant BL460c</b> Gen9 Intel Xeon E5-2609v4 8-Core (1.70GHz 20MB) 16GB (2 x 8GB) PC4-2400T-R 2400MHz RDIMM 2 x Hot Plug 2.5in Small Form Factor Smar...	\$3295.00 *	

Showing the first 20 of 2095 results. Please add keywords to refine your search  
117 milliseconds

Once you have identified the product you are searching for, click on the add button, or enter the quantity into the box. iQuote will then automatically take you through to the current quote where you can view the current product selection and continue with a configuration until you are happy to save the quotation.

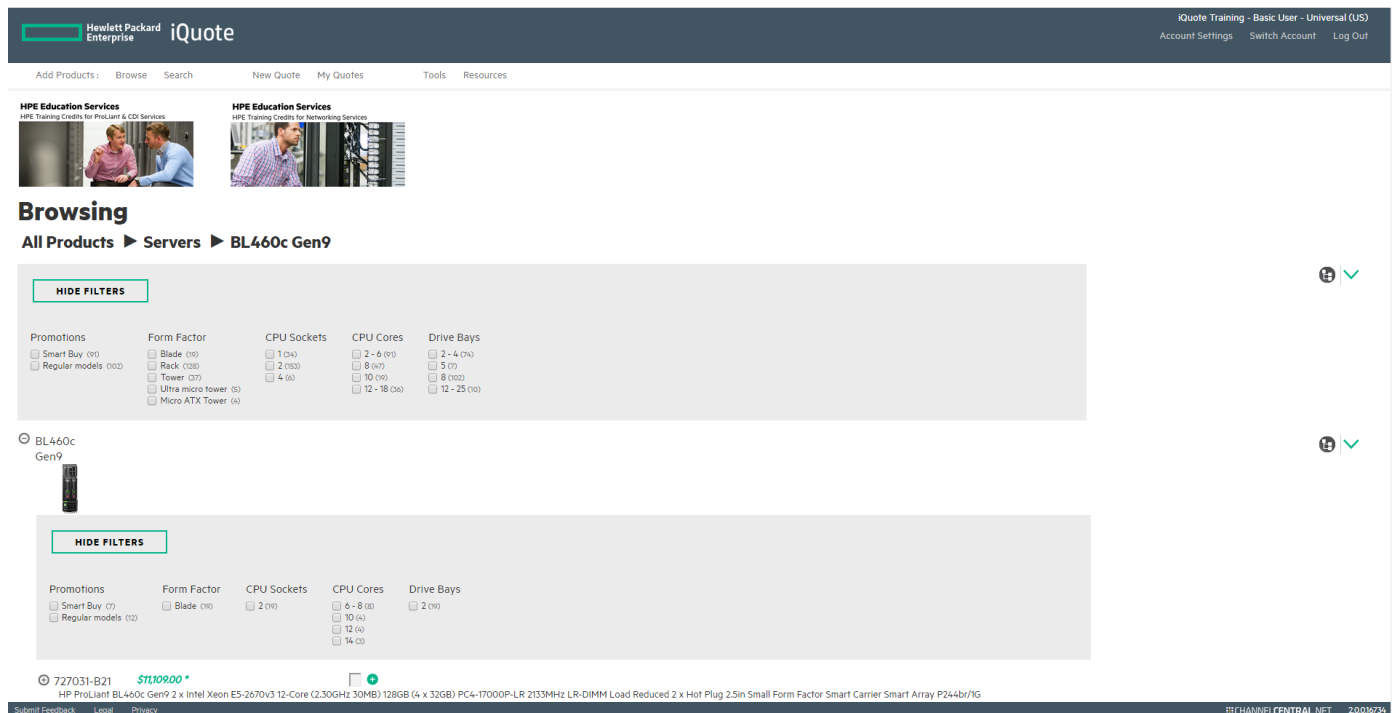
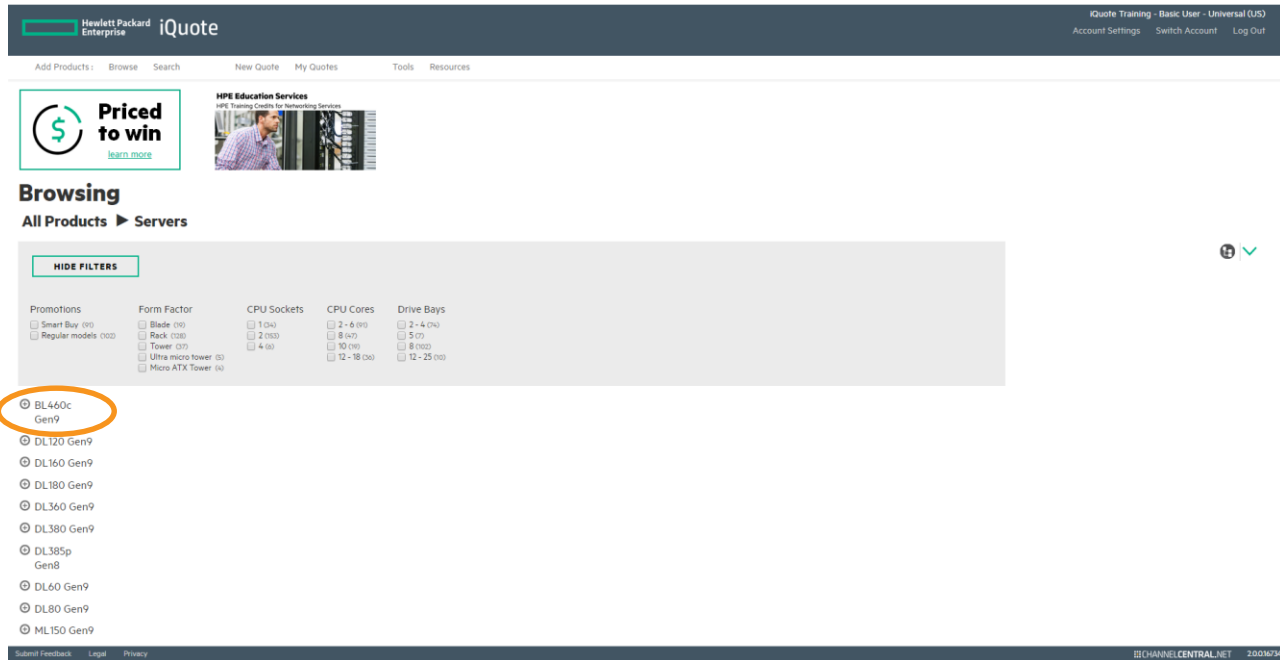
### 3.3 Choosing the Screen View

There are a number of different Screen View options for you to use while creating a quotation. You have the option to change the way you view the products within iQuote at certain points in the configuration. To change the way you view the products, click on the icon shown below:

You can then choose from Branches, Grid or Squares. You can also choose Filter as shown in Section 3.2.3.

### 3.3.1 Branches View

The Branches View allows you to view the Product Families within the chosen Product Area. You then have the added functionality to select and expand the current view to display all of the individual models available within the current Product Family with the option to filter. View the following two images:



### 3.3.2 Grid View

In the Grid View products are listed with a detailed breakdown of individual product attributes. The Grid View can be used to distinguish minor or major product specification differences between models. Each column can be hidden if less information is required on the screen by clicking on this icon . Each feature category heading can be sorted to filter results by using the drop down or by using this icon . To switch between the columns you want to filter by, make a selection using the drop down.

The screenshot shows the HP iQuote interface. At the top, there's a navigation bar with 'Add Products', 'Browse', 'Search', 'New Quote', 'My Quotes', 'Tools', and 'Resources'. Below this are promotional banners for 'HPE Education Services' and 'HP Insight Control'. The main section is titled 'Browsing' with 'All Products' and 'Servers' tabs. A 'HIDE FILTERS' panel is visible, containing sections for Promotions, Form Factor, CPU Sockets, CPU Cores, and Drive Bays. Below the filters, there are columns for various server attributes: Part Number, Promotions, Form Factor, CPU Sockets, CPU Cores, Drive Bays, Included Memory, U (rack, blade), and Price. The 'Price' dropdown menu and the 'Sort' icon are highlighted with orange circles. The main table lists several server models with their specifications and prices.

### 3.3.2.1 Exporting a price list

Also in Grid View is the functionality to export a price list. Simply click on the Export icon as highlighted below:

You will then be able to Open or Save a Microsoft Excel document listing all of the product attributes and prices.

### 3.3.3 Squares View

The Squares view shows you all of the Product Families in the chosen Product Area and an image of the Product. iQuote also provides a top-level pricing and specification summary for each Product Family in this view, to further guide you.

The information shown is grouped as shown:

## DL160 Gen9

**Price :** \$999.00 to \$2,789.00  
**Installed Memory :** 8GB to 16GB  
**Form Factor :** Rack (1U)  
**CPU Sockets :** 2  
**Drive Bays :** 4 to 8

You can then make a selection and click through to start the configuration.

### 3.4 Adding to Current Quote


From all of the screen views, you can add the chosen product to the current quote by clicking the button or to add multiple quantities, type into the box  and then click the button or press 'enter' on the keyboard.

Once you have added a product to the current quote, iQuote will add a section in the quote for that system, and the left side of the screen will change to allow you to see the specification and search/add options to the selected system:

The screenshot shows the iQuote web interface. The main content area displays the configuration for the DL160 Gen9 server, including its specifications and a 'Top Recommended' section with various services. The right-hand sidebar shows a quote summary for 'Quote 2033157-1(draft)' with a total of £2,788.98. A red circle highlights the configuration sidebar, which includes options for adding products, showing pre-installed software, and validating the configuration.


### 3.5 Adding Multiple Systems to Current Quote




A new feature in iQuote is the ability to quote for more than one system type in a given quote. While working on the current quote, it is now possible to click on 'Browse' or 'Search' and add a Storage product to a Server quote for example:

Quote 2033157-1(draft) 

SAVE

0%

Total £22,713.22  Monthly Payment Estimate

2 systems, 3 options  x1  x1  x3

---

**DL160 Gen9** **£2,788.98** 0%

- 1 +




System unit	769505-B21	£1,794.46	
-------------	------------	-----------	--

**+** Show Pre-Installed

Microsoft OS	748921-B21	- 1 +	£534.86
HW Support	U7AZIE	- 1 +	£459.66

**+** Specification MEM : 16GB CPU : 1.9GHz PWR : 181W/550W

---

**+** Validation  x1  x1  x3

---

**MSA 2040 Storage** **£19,924.24** 0%


- 1 +

System unit	M0T00A	£17,203.88	
-------------	--------	------------	--

**+** Show Pre-Installed

HW Support	U2MR2E	- 1 +	£2,720.36
------------	--------	-------	-----------

**+** Specification

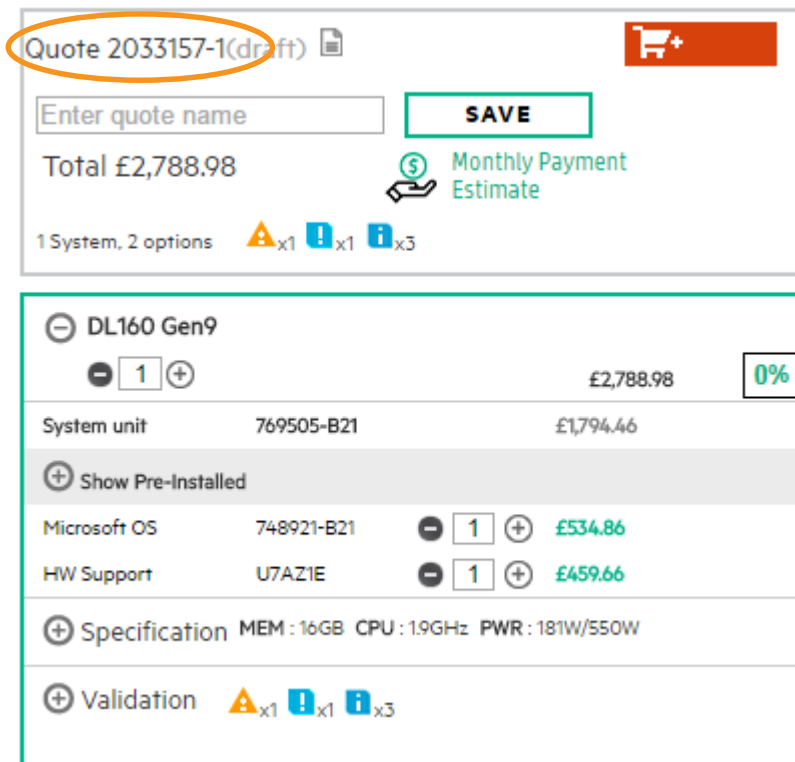
**+** Validation 

The green box highlights the system you are working on. To change to the other system, simply click on it and the green box will highlight it, and the left side of the screen will change to allow you to configure that system.

## 4. Guiding you through the quote



### 4.1 The Quote

Here iQuote shows the quote ID. This is an individual reference number for revisiting a quote at a later date. A total price for the configuration (which dynamically updates as you add / remove systems and options) is also shown.




The screenshot displays the iQuote interface. At the top, the quote ID "Quote 2033157-1(draft)" is circled in orange. Below it is a text input field for "Enter quote name" and a "SAVE" button. The total price is shown as "Total £2,788.98". There is a "Monthly Payment Estimate" button with a dollar sign icon. Below the total price, it says "1 System, 2 options" with warning, info, and help icons. The main configuration area is titled "DL160 Gen9" and shows a quantity of "1" with minus and plus buttons. The total price for this system is "£2,788.98" with a "0%" discount. Below this, the "System unit" is "769505-B21" with a price of "£1,794.46". There is a "Show Pre-Installed" button. Underneath, "Microsoft OS" is listed with "748921-B21" and a price of "£534.86", and "HW Support" is listed with "U7AZ1E" and a price of "£459.66". Both have quantity buttons set to "1". A "Specification" section shows "MEM: 16GB CPU: 1.9GHz PWR: 181W/550W". A "Validation" section shows warning, info, and help icons.


### 4.2 System Multiplier




By using the plus and minus buttons under the title of a selected system in the quote, it is possible to add additional systems of the same type or decrease the number of systems. Changing this number multiplies the fully configured system, so you effectively have the specified number of copies of the same configuration. If you need the same system model, but with a different configuration, you use the green  next to the model name on the left side of the screen which will add a new, separate system square to the quote. Clicking the minus  button when the quantity is 1 will remove the system square from the quote altogether.



Quote 2033157-1(draft) 

Enter quote name  **SAVE**

Total £2,788.98  Monthly Payment Estimate

1 System, 2 options  x1  x1  x3

---

**DL160 Gen9** £2,788.98 0%

- 1 +




System unit 769505-B21 £1,794.46

**Show Pre-Installed**

Microsoft OS 748921-B21 - 1 + £534.86

HW Support U7AZ1E - 1 + £459.66


**Specification** MEM : 16GB CPU : 19GHz PWR : 181W/550W

**Validation**  x1  x1  x3


### 4.3 Pre-Installed and Auto-Add Options




In each system square in the quote, a Pre-Installed section is present that can be expanded to show some of the most relevant options that are pre-installed into the system unit SKU from the factory. These can be viewed by expanding the grey 'Show Pre-Installed' section of the quote as shown.

Also, depending on the system model, you may see, below the Pre-Installed options, one or more other options already added the quote, such as Hardware Support Service or an Operating System for servers. These are present in cases where HPE highly recommends that certain options should be included for the best customer experience.

Quote 2033157-1(draft) 

Enter quote name  **SAVE**

Total £2,788.98  Monthly Payment Estimate

1 System, 2 options  x1  x1  x3

---

**DL160 Gen9** £2,788.98 0%

- 1 +

System unit 769505-B21 £1,794.46

**Hide Pre-Installed**

Processor 733943-L21 x 1 + £361.90

Memory 726718-B21 x 2 + £155.10

Rail 734807-B21 x 1 +




Hot-Pluggable Fan 725587-B21 x 1 + £32.90

PCIe Bx 726907-B21 x 1 + £168.26

Microsoft OS 748921-B21 - 1 + £534.86

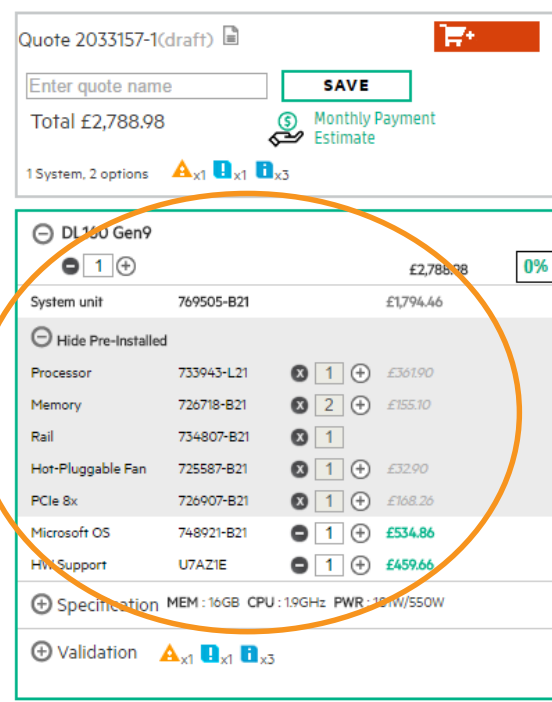
HW Support U7AZ1E - 1 + £459.66


**Specification** MEM : 16GB CPU : 19GHz PWR : 181W/550W

**Validation**  x1  x1  x3


## 4.4 Adding/Removing Options




In order to achieve the required system configuration, you can to add or remove options to/from the selected system in several ways: selecting from Top Recommended options, browsing All Options, using options Search, and directly manipulating the quantity of options in the basket.



Quote 2033157-1(draft) 

Enter quote name

Total £2,788.98  Monthly Payment Estimate

1 System, 2 options  x1  x1  x3

---




**DL160 Gen9**   £2,788.98

System unit 769505-B21 £1,794.46



**Hide Pre-Installed**


Processor	733943-L21	<input type="button" value="x"/> <input type="text" value="1"/> <input type="button" value="+"/>	£361.90
Memory	726718-B21	<input type="button" value="x"/> <input type="text" value="2"/> <input type="button" value="+"/>	£155.10
Rail	734807-B21	<input type="button" value="x"/> <input type="text" value="1"/>	
Hot-Pluggable Fan	725587-B21	<input type="button" value="x"/> <input type="text" value="1"/> <input type="button" value="+"/>	£32.90
PCIe 8x	726907-B21	<input type="button" value="x"/> <input type="text" value="1"/> <input type="button" value="+"/>	£168.26
Microsoft OS	748921-B21	<input type="button" value="x"/> <input type="text" value="1"/> <input type="button" value="+"/>	£534.86
HW Support	U7AZIE	<input type="button" value="x"/> <input type="text" value="1"/> <input type="button" value="+"/>	£459.66

Specification MEM : 16GB CPU : 1.9GHz PWR : 101W/550W



Validation  x1  x1  x3

### 4.4.1 Direct Manipulation of Options for a System

Within the selected system of the current quote, you will see the Pre-Installed system components as mentioned in 4.3 and as well as “attached” options which include any Auto-Add options, plus options added using any of the methods described below. From either type of option, you can click  to add one more of the associated option to the system. Since the quantity of Pre-Installed options cannot be changed (It’s how the system unit was configured from the factory), clicking this control for a Pre-Installed option will add a row for the selected part number to the list of options below the Pre-installed section. Clicking  on any of the attached options will simply increase the quantity by 1.


For attached options, you can directly enter the desired quantity into the box and press Enter to apply. You can also decrease the quantity by clicking . Clicking this when the displayed quantity is 1 will cause the option row to be removed from the quote.

As options quantities change, iQuote will constantly evaluate and verify that the configuration is valid and that you can successfully install all of the attached options into the system unit upon delivery. If there are any rule violations, you will see Technical Validation Notes which are discussed later in this document.


To further help you achieve the desired configuration, iQuote has a feature that allows you to “Remove from Validation” any of the Pre-installed options. To remove a Pre-Installed option from validation, click , and to re-include that option in the technical validation click . An example use of this feature is when you plan to remove




a factory installed part after delivery then replace it with one of the added options, and you want the validation to properly consider this intention.

Finally, to help you find and add options, clicking any of the options already in the quote will cause the left side of the screen to navigate to that option category.

Quote 2033157-1(draft) 

Enter quote name  **SAVE**

Total £2,788.98  Monthly Payment Estimate














1 System, 2 options  x1  x1  x3

---




**DL160 Gen9** £2,788.98 0%

System unit 769505-B21 £1,794.46

**Hide Pre-Installed**

Processor	733943-L21	 <input type="text" value="1"/> 	£361.90
Memory	726718-B21	 <input type="text" value="2"/> 	£155.10
Rail	734807-B21	 <input type="text" value="1"/> 	
Hot-Pluggable Fan	725587-B21	 <input type="text" value="1"/> 	£32.90
PCIe dx	726907-B21		£168.26
Microsoft OS	748921-B21	 <input type="text" value="1"/> 	£534.86
HW Support	U7AZIE	 <input type="text" value="1"/> 	£459.66

**Specification** MEM : 16GB CPU : 1.9GHz PWR : 169W/550W

**Validation**  x1  x1  x3

#### 4.4.2 All Options

To browse the full catalogue of options compatible with the currently selected system click on **All Options** and from here you will be presented with a number of categories that you can tab through to make a selection.

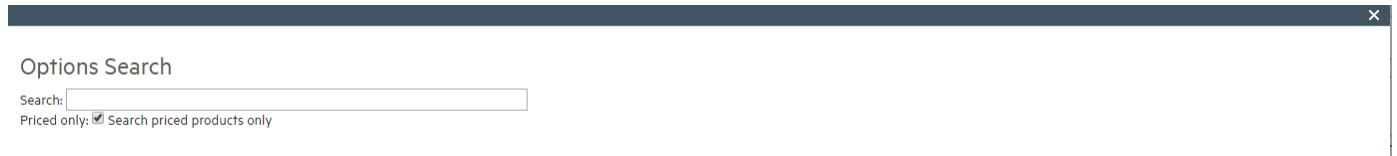
**Top Recommended** **All Options** Search

**SYSTEM** STORAGE EXPANSION SERVICES SOFTWARE RACK & POWER MISCELLANEOUS

Processor Memory Licence w/o iLO Licence w/ iLO Media Kit Hardware Kit Fans & Cooling Power Supply


### 4.4.3 Options Search

If you know which options you would like to add, simply click on **Search** and a search box will appear to type the requirements, for example the part number or partial description:



### 4.4.4 Top Recommended

Upon adding a system to the quote, or upon re-selecting a system, Top Recommended is the default view. This view is designed to provide you with HPE's recommendations or the most popular options in various categories. For example, for most systems you will see two or three top recommended services for quickly adding to the quote or replacing the Auto-Added support service.

Some Top Recommended categories may have additional features to guide your selection such as the 'Help me Choose' button  for Services which links to an enhanced filter and grid view of compatible services.

## Top Recommended All Options Search



U7BA0E	HP 3 year 24x7 DL160 Gen9 Proactive Care Service	\$1,947.00 *	<input type="checkbox"/> +
U6E11E	HP Installation ProLiant DL160/DL360e Service	\$225.00 *	<input type="checkbox"/> +
HF385E	HP Care Pack Service for ProLiant and ConvergedSystem Training	\$800.00 *	<input type="checkbox"/> +

**HELP ME CHOOSE**

#### 4.4.4.1 Help me Choose Filter

Top Recommended All Options Search

SYSTEM STORAGE EXPANSION SERVICES SOFTWARE RACK & POWER MISCELLANEOUS

HW Support

**HIDE FILTERS**

Duration:  1 yr (7)  3 yr (18)  4 yr (18)  5 yr (18) **NO PREFERENCE**

Response:  24x7, 4hr (18)  Next Business Day (18)  6hr CTR, 24x7 (18) **NO PREFERENCE**

Service Type:  Proactive Care (27)  Education Services (1)  Foundation Care (27)  Installation Services (6) **NO PREFERENCE**

Options:  DMR (18)  No DMR (25)  CDMR (18) **NO PREFERENCE**

Price [v] [x] Add a sort [v]

Part Number	Promotions	Description	Duration	Response	Service Type	Options	Price		
U7BB5E	-	HP 4 year 24x7 DL160 Gen9 Foundation Care Service	4 yr	24x7, 4hr	Foundation Care	No DMR	\$1,661.00 *	<input type="checkbox"/>	+
U7BD3E	-	HP 5 year 24x7 DL160 Gen9 Foundation Care Service	5 yr	24x7, 4hr	Foundation Care	No DMR	\$2,120.00 *	<input type="checkbox"/>	+
U7AZ9E	-	HP 3 year 24x7 with Comprehensive Defective Material Retention DL160 Gen9 Foundation Care Service	3 yr	24x7, 4hr	Foundation Care	CDMR	\$1,780.00 *	<input type="checkbox"/>	+
U7AZ8E	-	HP 3 year 24x7 with Defective Media Retention DL160 Gen9 Foundation Care Service	3 yr	24x7, 4hr	Foundation Care	DMR	\$1,380.00 *	<input type="checkbox"/>	+

## 4.5 Promotions

Contained within iQuote are certain Regional/Country as well as Host Specific Promotions. These can be viewed at various stages throughout the configuration process in iQuote.

### 4.5.1 Banners

Banners are placed strategically in iQuote to assist and guide you with Promotions which may be relevant to the quotation. Clicking on these Banners has a variety of different actions, depending on the individual banner in question.

#### HPE Education Services

HPE Training Credits for ProLiant & CDI Services



#### 4.5.2 System Selection

While selecting a system to add to the quote, you can see which system are part of **region specific promotions** such as Top Value. For example, Smart Buy Promotions are available in this Product Family and are highlighted for you by using **SB**.

**HIDE FILTERS** Servers - Promotions

Promotions:  Smart Buy (7)  Regular models (0)

Form Factor:  Blade (7)

CPU Sockets:  2 (7)

CPU Cores:  6 - 8 (5)  10 (1)  12 (2)  14 (1)

Drive Bays:  2 (7)

727031-B21 **\$11,109.00\***  +  
 HP ProLiant BL460c Gen9 2 x Intel Xeon E5-2670v3 12-Core (2.30GHz 30MB) 128GB (4 x 32GB) PC4-17000P-LR 2133MHz LR-DIMM Load Reduced 2 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P244br/1G Module 3yr Next Business Day Warranty

779804-S01 **\$7,599.00\***  + **SB**  
 HP Smart Buy ProLiant BL460c Gen9 2 x Intel Xeon E5-2680v3 12-Core (2.50GHz 30MB) 128GB (4 x 32GB) PC4-17000P-LR 2133MHz LR-DIMM Load Reduced 2 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P244br/1G Module 3yr Next Business Day Warranty

Alternatively, if using a different view within iQuote, such as Filter, you may start a configuration by selecting a regional promotion such as ‘Smart Buy’. As shown in the following screen shot:

**HIDE FILTERS** Servers - Promotions

Promotions:  Smart Buy (91)  Regular models (102)

Form Factor:  Blade (7)  Rack (61)  Tower (19)  Ultra micro tower (2)  Micro ATX Tower (2)

CPU Sockets:  1 (16)  2 (73)  4 (2)

CPU Cores:  2 - 6 (41)  8 (25)  10 (6)  12 - 18 (19)

Drive Bays:  2 - 4 (29)  5 (3)  8 (55)  12 - 25 (4)

#### 4.6 Technical Validation Notes

iQuote will technically validate a system configuration. The Technical Validation section contains notes to guide you. These ensure that the combination of options you add to the current quote is accurate and does not violate any limits or configuration rules.

When you are in the current quote, you may notice the following symbols which acts as prompts for you to correct the configuration:

x1 Critical Errors

x1 Information or Upsell Recommendations



x1 Warnings


By left clicking on the icons, you will receive detailed Technical Validation Information and Guidance. For Example:

**MEM/ 72 GB** X

Not enough MEM/ slots available  
 Max: 8 (9 Used), Add more CPU's to enable more memory slots  
[Click To view 733943-B21](#)

## 4.7 Specification Notes

To review specification details of a system in a quotation you can do so by clicking on this icon  and further information will appear as shown which can then be minimized by clicking  :

 **Specification** MEM : 16GB CPU : 0 PWR : 17W/550W


Memory 16GB (1 slots of 16)



Power Supply 550W (1 slots of 1) - (Non Redundant)

Processor (0 slots of 2)


Power Consumption 17W of 550W




## 4.8 Margin

The margin button allows you to add a sale margin to the system unit, and for any additional options and accessories you have added. You can do so by clicking on this icon  and then entering the margin into the box provided as shown here:


Quote 2033157-1(draft)  + 



SAVE

Total £2,788.98  Monthly Payment Estimate


1 System, 2 options  x1  x1  x3



---



 **DL160 Gen9** £2,788.98 0%


 1 





System unit 769505-B21 £1,794.46

 Show Pre-Installed

Microsoft OS 748921-B21  1  £534.86

HW Support U7AZIE  1  £459.66

 Specification MEM : 16GB CPU : 1.9GHz PWR : 181W/550W

 Validation  x1  x1  x3

By clicking 'Apply' you will see that the margin has been applied to each line, as show below:

Quote 2033157-1(draft)

Enter quote name  SAVE

Total £2,845.90 Monthly Payment Estimate

1 System, 2 options ▲x1 ■x1 ■x3

---

**DL160 Gen9**

- 1 + Base price £2,788.98      £2,845.90 2%

System unit      769505-B21      £1,831.08 2%

+ Show Pre-Installed

Microsoft OS      748921-B21      - 1 + £545.78 2%

HW Support      U7AZ1E      - 1 + £469.04 2%

+ Specification MEM : 16GB CPU : 1.9GHz PWR : 181W/550W

+ Validation ▲x1 ■x1 ■x3

If you need to increase or reduce the margin on individual lines in a quotation you can do so by clicking on the margin icon on that line in the quotation and you will have the option to amend it, as shown below:

Quote 2033157-1(draft)

Enter quote name  SAVE

Total £2,845.90 Monthly Payment Estimate

1 System, 2 options ▲x1 ■x1 ■x3

---

**DL160 Gen9**

- 1 + Base price £2,788.98      £2,845.90 2%

System unit      769505-B21      £1,831.08 2%

+ Show Pre-Installed

Microsoft OS      748921-B21      - 1 + £545.75 APPLY


HW Support      U7AZ1E      - 1 + £469.04 2%

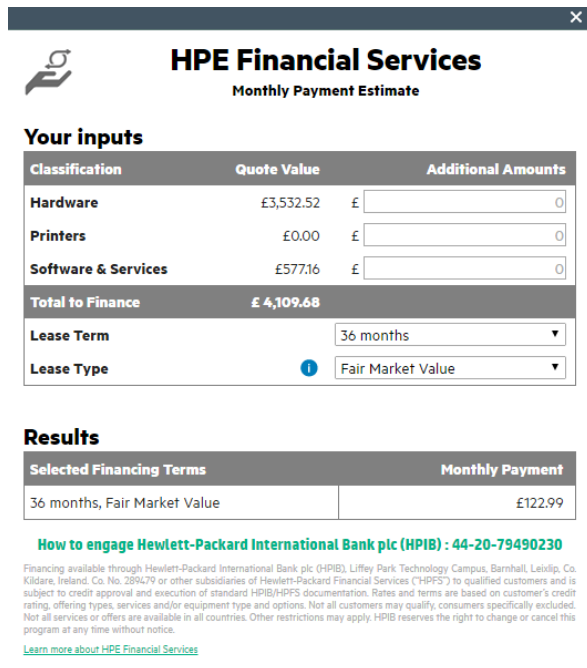
+ Specification MEM : 16GB CPU : 1.9GHz PWR : 181W/550W

+ Validation ▲x1 ■x1 ■x3



## 4.9 Financing Payment Estimator

In the current quote you may see this icon  which is located underneath the save button. Once you click on this icon a box will appear on screen as shown below:



**HPE Financial Services**  
Monthly Payment Estimate

**Your inputs**

Classification	Quote Value	Additional Amounts
Hardware	£3,532.52	£ <input type="text" value="0"/>
Printers	£0.00	£ <input type="text" value="0"/>
Software & Services	£577.16	£ <input type="text" value="0"/>
<b>Total to Finance</b>	<b>£ 4,109.68</b>	

Lease Term: 36 months  
Lease Type: Fair Market Value

**Results**

Selected Financing Terms	Monthly Payment
36 months, Fair Market Value	£122.99

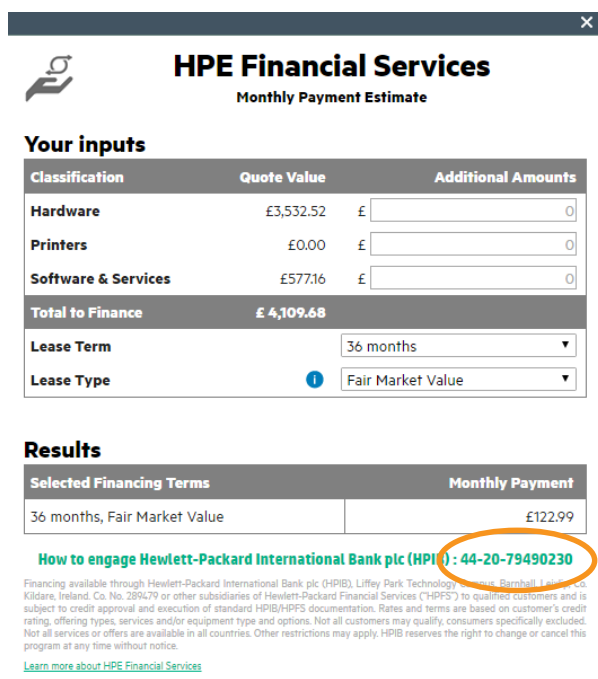
**How to engage Hewlett-Packard International Bank plc (HPIB) : 44-20-79490230**

Financing available through Hewlett-Packard International Bank plc (HPIB), Liffey Park Technology Campus, Barnhill, Lixlip, Co. Kildare, Ireland. Co. No. 289479 or other subsidiaries of Hewlett-Packard Financial Services ("HPFS") to qualified customers and is subject to credit approval and execution of standard HPIB/HPFS documentation. Rates and terms are based on customer's credit rating, offering types, services and/or equipment type and options. Not all customers may qualify, consumers specifically excluded. Not all services or offers are available in all countries. Other restrictions may apply. HPIB reserves the right to change or cancel this program at any time without notice.

[Learn more about HPE Financial Services](#)

You can change the lease term and type by using the drop down arrows. If you change any of the terms, click the **UPDATE RESULTS** button to ensure the correct value is shown.

If you decide to proceed with HPE Financial Services, then save the current quote and call the telephone number indicated on the HPE Financial Service Screen as shown below:



**HPE Financial Services**  
Monthly Payment Estimate

**Your inputs**

Classification	Quote Value	Additional Amounts
Hardware	£3,532.52	£ <input type="text" value="0"/>
Printers	£0.00	£ <input type="text" value="0"/>
Software & Services	£577.16	£ <input type="text" value="0"/>
<b>Total to Finance</b>	<b>£ 4,109.68</b>	

Lease Term: 36 months  
Lease Type: Fair Market Value

**Results**

Selected Financing Terms	Monthly Payment
36 months, Fair Market Value	£122.99

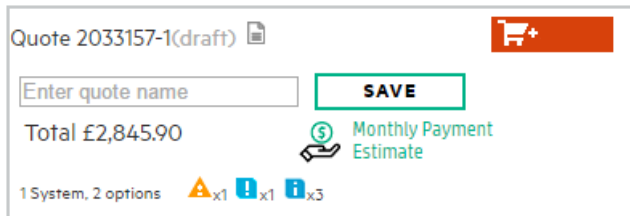
**How to engage Hewlett-Packard International Bank plc (HPIB) : 44-20-79490230**

Financing available through Hewlett-Packard International Bank plc (HPIB), Liffey Park Technology Campus, Barnhill, Lixlip, Co. Kildare, Ireland. Co. No. 289479 or other subsidiaries of Hewlett-Packard Financial Services ("HPFS") to qualified customers and is subject to credit approval and execution of standard HPIB/HPFS documentation. Rates and terms are based on customer's credit rating, offering types, services and/or equipment type and options. Not all customers may qualify, consumers specifically excluded. Not all services or offers are available in all countries. Other restrictions may apply. HPIB reserves the right to change or cancel this program at any time without notice.

[Learn more about HPE Financial Services](#)

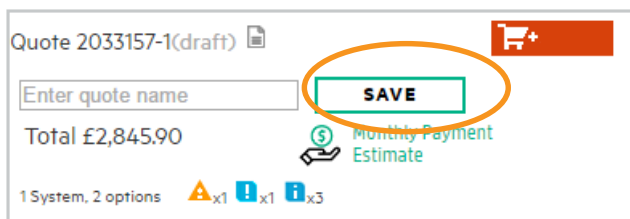
## 4.10 Quote Header

Along the top of the current quote in iQuote you have a number of actions to choose from for when you have finished a quotation or need to pause working on it. Once these functions have been performed a message will temporarily appear to tell you the action has been taken.




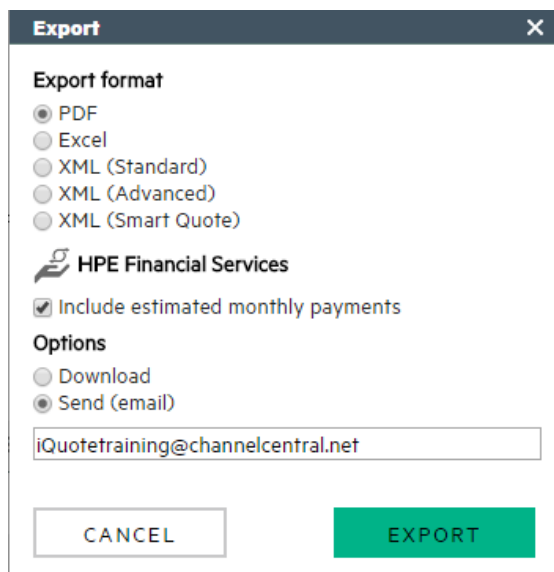
### 4.10.1 Save

iQuote will let you save a quotation at any point after the base system has been added. Using this facility will allow you to return to this quotation at a later stage. To save the quote, type in a quote name and click save:




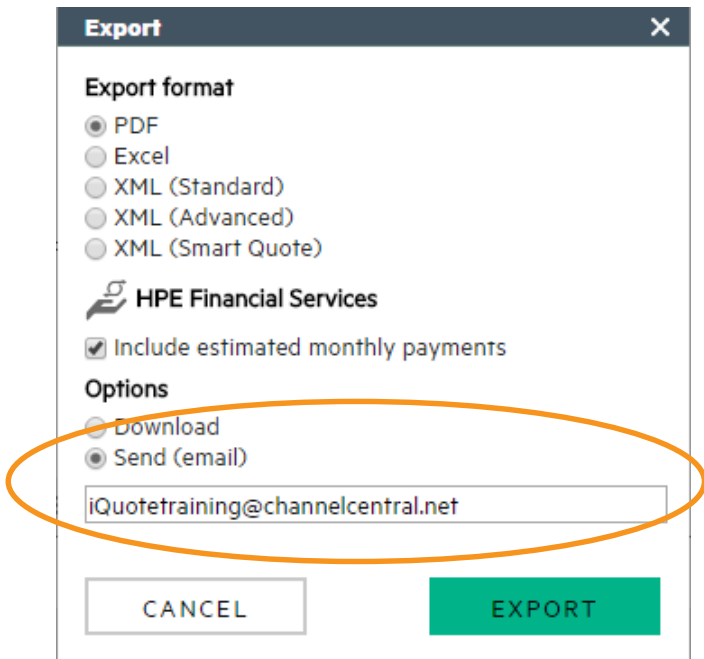
### 4.10.2 Export

The Export function  in iQuote enables you to produce a quotation in different document formats. **Please note you will need to ensure there are no technical validation errors.** A quote can be exported in a number of formats as shown in the screen shot below:





#### 4.10.3 Email

The Email function enables you to send a quotation straight to an email inbox. **Please note you will need to ensure there are no technical validation errors.** Simply click on the Export function , and an email address will automatically appear based on the login credentials. Click on 'Export'.



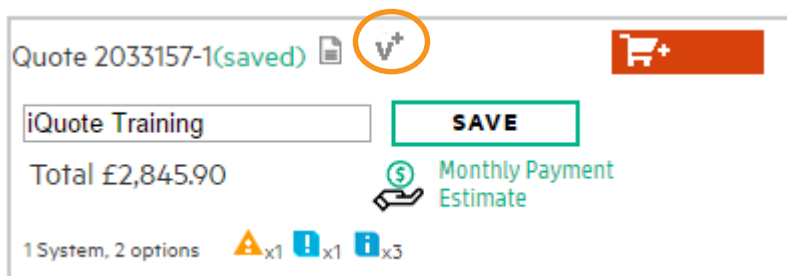
#### 4.10.4 Add to Basket

If the iQuote service is hosted within a supplier's Web Store, you will be able to add the quotation to the Supplier's shopping basket and make a purchase seamlessly from the quotation. In this case, if this service is enabled, you will

see this button: . By clicking  you will be taken through to the iQuote supplier's original Web Store, to complete the purchase. The bill of materials and pricing contained within the quote will be passed through to the Supplier's eCommerce facility enabling you to complete the transaction.

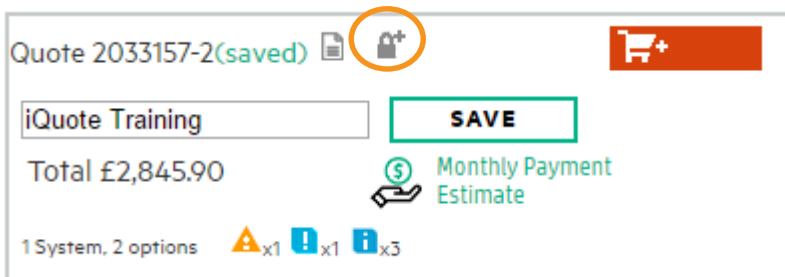
#### 4.10.5 V+ Symbol

If a quotation shows the following V+ Symbol, it means you can create a new version of the same quotation. This is especially useful if you want to send multiple quotes to a customer for comparison:



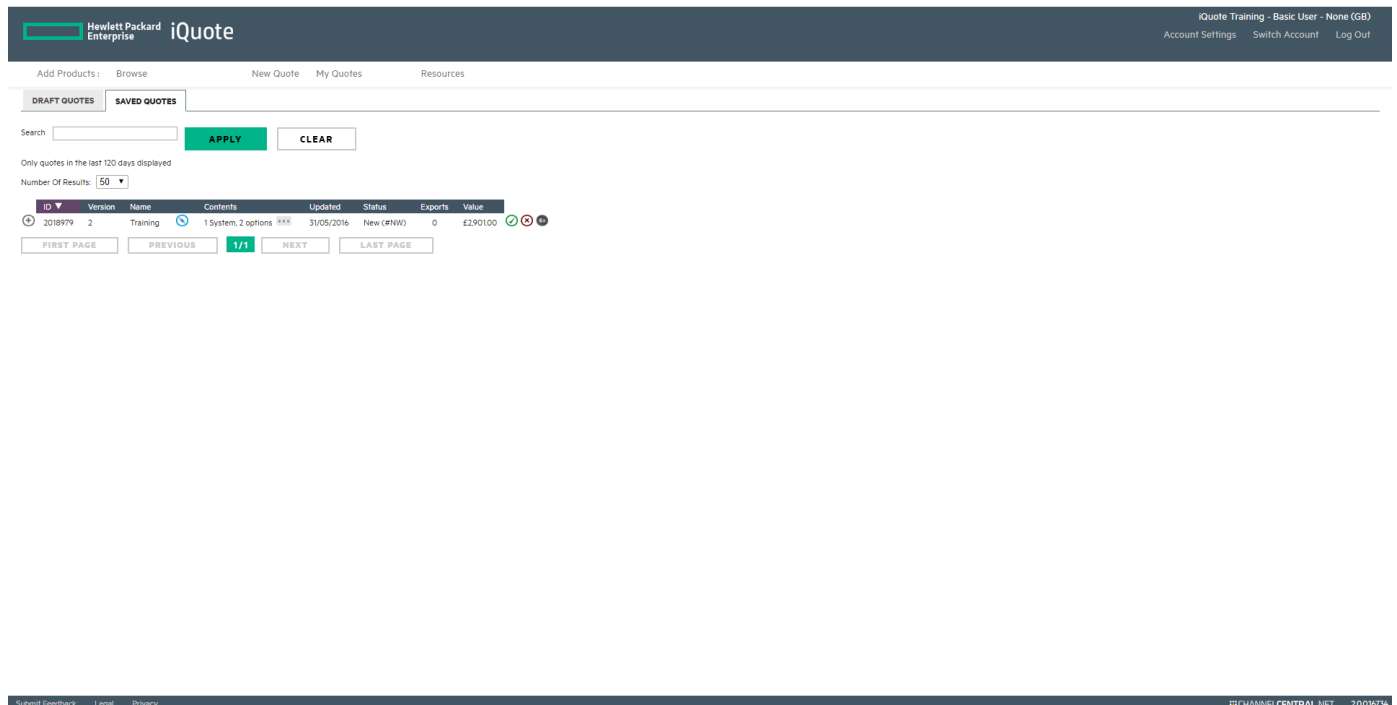
#### 4.10.6 Padlock Symbol

If the quotation shows the following Padlock Symbol, it means the quote is currently locked for editing, for example; if you have already exported the quote. If you click on the padlock, it will create a new version of the quote as mentioned in 4.10.4.



## 5. How to Retrieve a Quote




When you first login to iQuote, or at any stage during the quotation process, you can click on [My Quotes](#) and you will be presented with a full list of all previously saved quotes as well as any draft quotes. Draft quotes include any quote that you start working on, but have never saved or exported. This feature ensures that you will never lose work from a session timeout or by prematurely closing your browser.






ID	Version	Name	Contents	Updated	Status	Exports	Value
2018979	2	Training	1 System, 2 options	31/05/2016	New (FNW)	0	£2,845.90

Select from 'Draft Quotes' or 'Saved Quotes' tab and you can either scroll down the screen or use the search box to type in a part of the quote name, such as a Company/Customer Name that you entered when saving the quote.

The icons on the right of the screen allow you to:

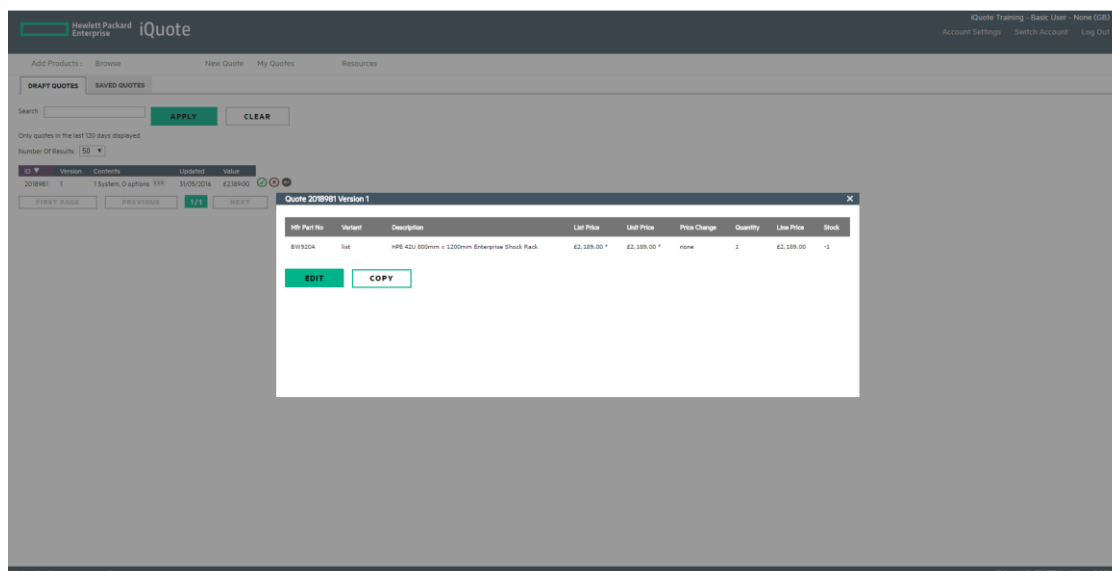
-  Mark a quote as won
-  Remove the quote
-  Export the quote

The other icons you see on the screen enable you to:

-  Show all versions of the quote
-  Rename the quote
-  Locked for Editing

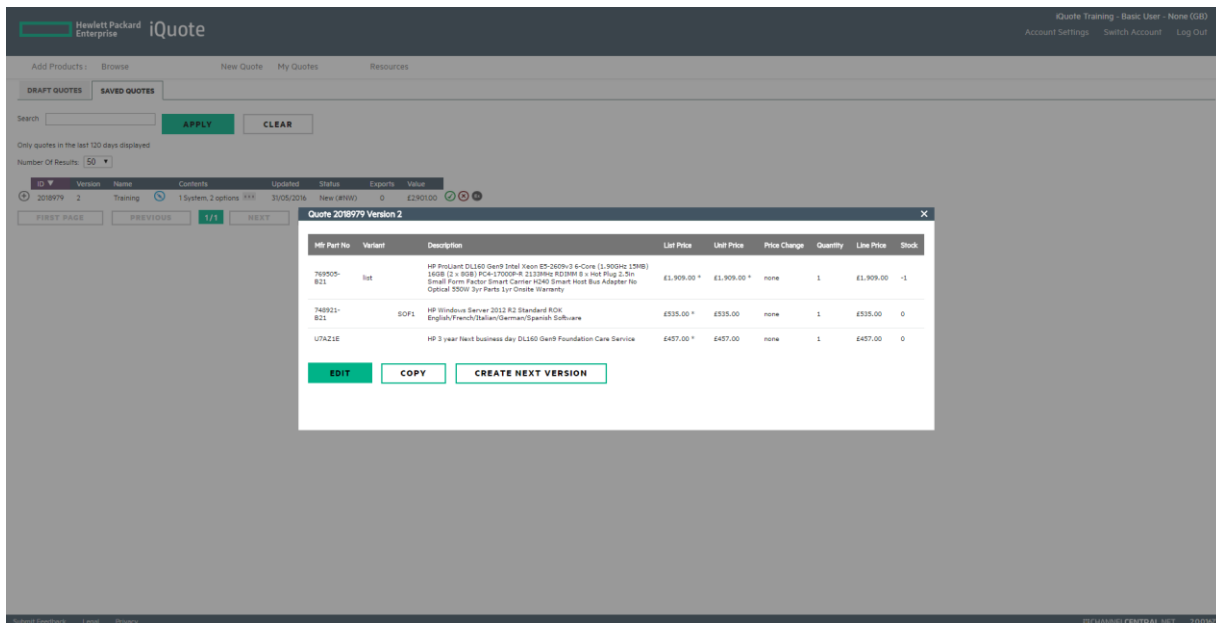
## 5.1 Draft Quotes

If you want to go back and complete a quotation, click on 'Draft Quotes' and find the quotation you are looking for. By clicking on the quote, the following screen will appear to allow you to check for prices and stock that may have changed since you first started the quote. You will have the option to view the quotation (so you can edit it) or copy it to start a new quote.



## 5.2 Saved Quotes

If you need to return to a saved quote to check details such as stock and price, you can do so by entering 'Saved Quotes' and clicking on the relevant quotation. You will then be presented with the following screen which will allow you to create a new version of the quote.

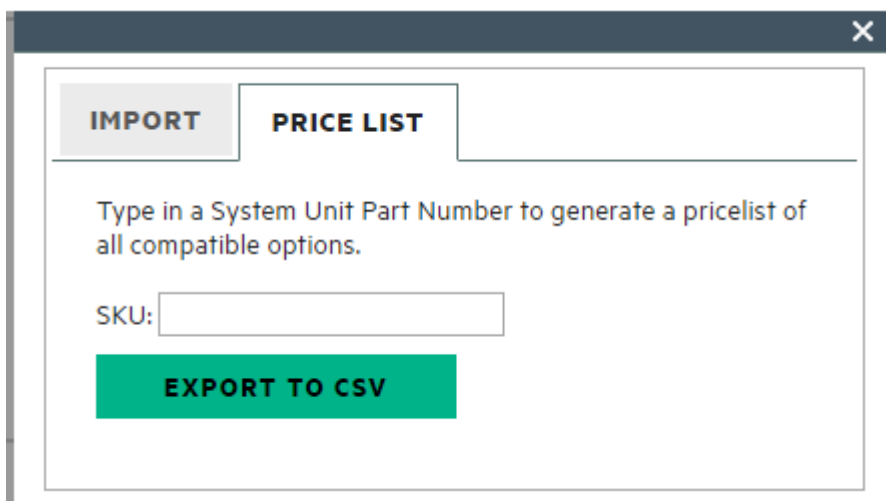


## 6. Tools and Resources

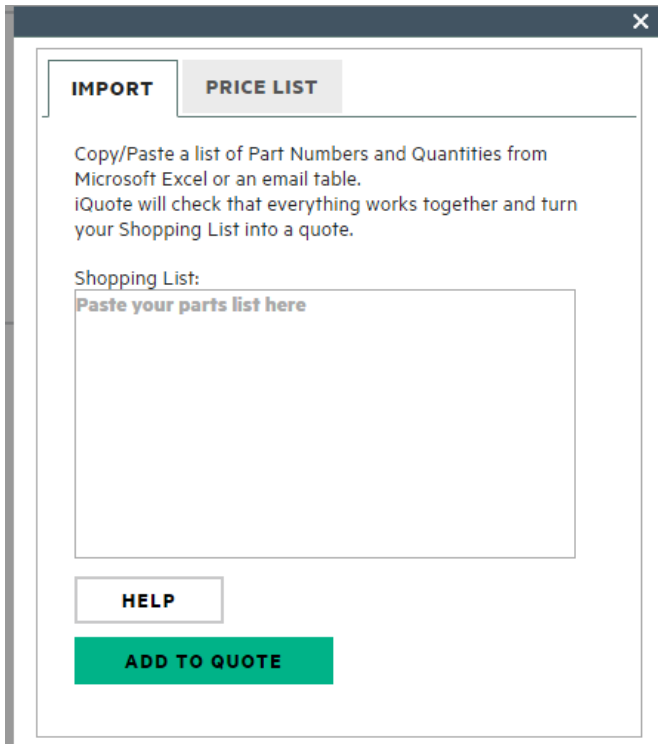
### 6.1 Tools

To access tools, click on **Tools** at the top of the screen.

The Price List function allows you to type in a part number to generate a price list by system.



Alternatively Copy/Paste a list of Part Numbers and Quantities from Microsoft Excel or an email table. iQuote will check that everything works together and turn a Shopping List into a quote.



**IMPORT** **PRICE LIST**

Copy/Paste a list of Part Numbers and Quantities from Microsoft Excel or an email table. iQuote will check that everything works together and turn your Shopping List into a quote.

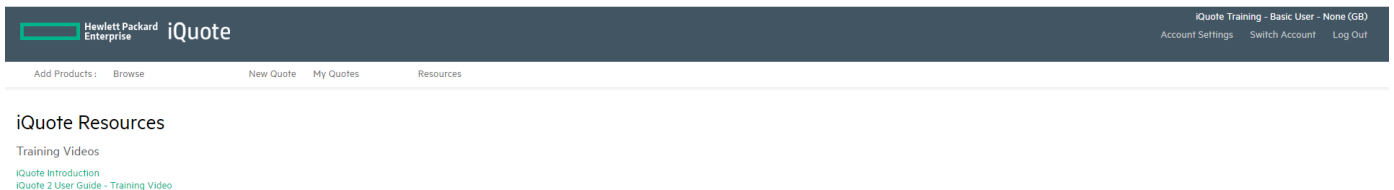
Shopping List:  
Paste your parts list here

**HELP**

**ADD TO QUOTE**

## 6.2 Resources

To access Training Materials, Deal Information and Promotional Resources click on the Resources button **Resources** and you will be taken through to the following screen:



Hewlett Packard Enterprise **iQuote**

iQuote Training - Basic User - None (GB)  
Account Settings Switch Account Log Out

Add Products: Browse New Quote My Quotes Resources

**iQuote Resources**

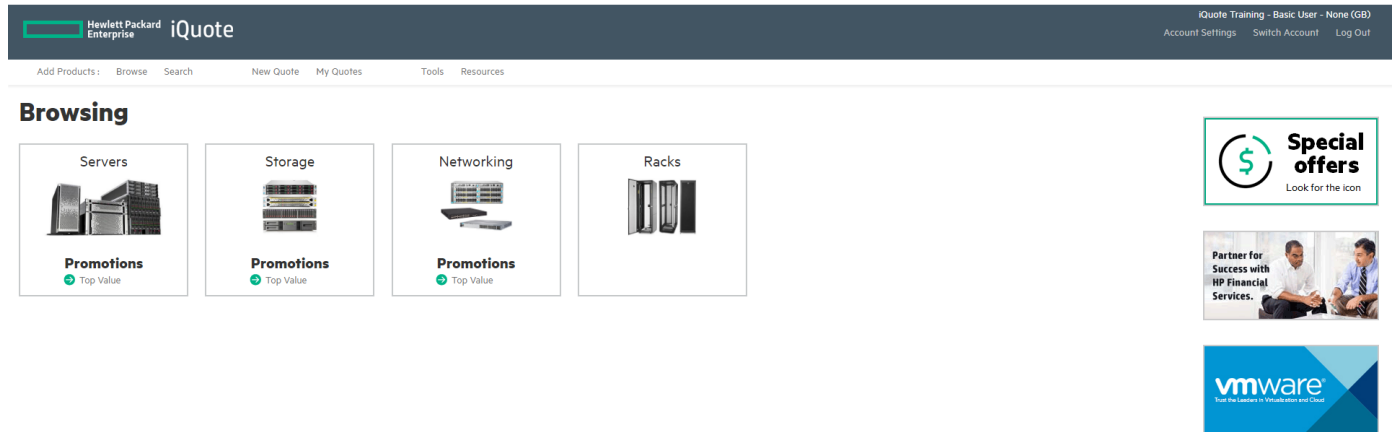
Training Videos

[iQuote Introduction](#)  
[iQuote 2 User Guide - Training Video](#)

You can then browse the materials and click through to the Resource you are interested in.

## 7. Submitting feedback and asking for Support

At any point on the iQuote screen, if you have any feedback or support issues you can do so by clicking on **Submit Feedback** to the bottom left of the screen, as shown:



Once you have clicked here, you will see the following screen where you can select the feedback type and enter a description of the query. **Please be as specific and detailed as possible in order for the iQuote Support Team to be able to assist you with the enquiry:**

**Feedback** ✕

Your email:

Your name:

Preferred language:

Feedback type:

Your feedback:

Allow support staff to see my iQuote session

**FEEDBACK**



## 8. Logging Out

When you have finished using the tool, it is important to Log Out, not only for securing quotes from others but to also ensure a complete information refresh when entering back into the tool. To Log out, click on 'Log Out' on the top right of the screen and you will then receive the below Pop-out for confirmation.

**For security reasons this message will also appear after a period of inactivity. Select Continue to continue working in iQuote.**



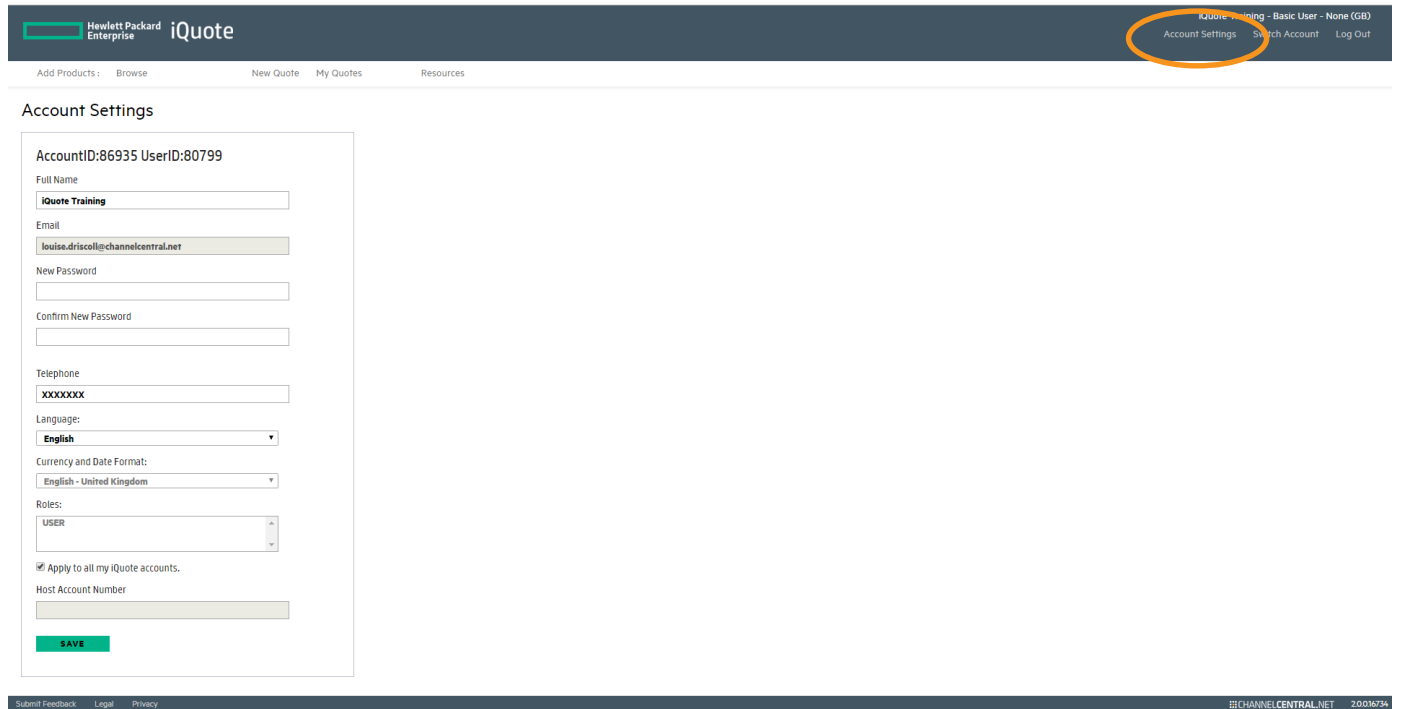
You will be logged out soon due to inactivity. Do you wish to continue using iQuote?

**CONTINUE**

**>LOG OUT**

## 9. Account Settings

There are some settings available to you to make changes to your account. By clicking on 'Account Settings' in the top right of the screen the following page will appear which enables you to amend your name, password, telephone number, language, currency and date formats:



## 10. Training and Useful Information

If you would like to see iQuote in action, please see our training video under Resources on the iQuote main menu.

For any training or support queries please use the 'Submit Feedback' link in the iQuote tool or contact:

**[support@channelcentral.net](mailto:support@channelcentral.net)**

For enquiries relating to hosting iQuote contact:

**[sales@channelcentral.net](mailto:sales@channelcentral.net)**