HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training

1 March 2011   Issue #125

CONTENTS

Get your reps up and running with ESSN training!

Good news - We've had some issues with the link and accessing the training – but it's been fixed and you can access these right now!

The ESSN 5 initiatives are a very important part of the ESSN strategy. We will be formally integrating this into our Channel Rewards framework. Partners must complete the training and this will become a gate to qualify to receive channel rewards from FY11 Q2.

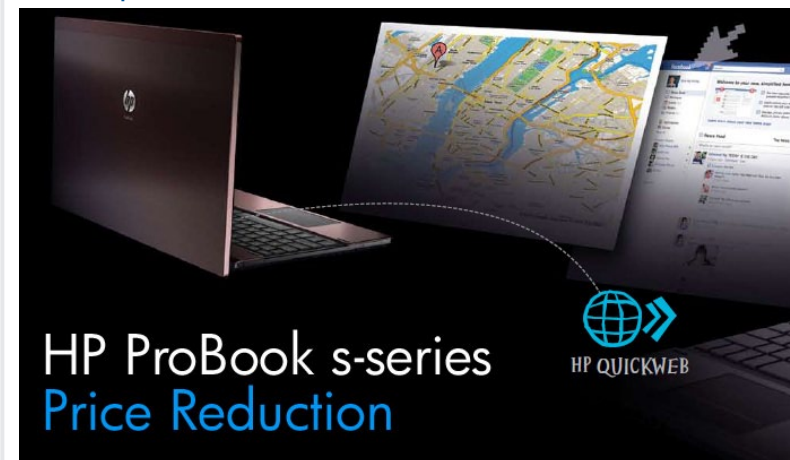| Item		Course Title	Course ID	Requirement
A	PRE-REQUISITE Must Complete	ESSN Cross-initiative Training Capsule	01252661	• DataCentre partners, min 3 reps • Business Systems partners, min 2 reps • Business Partners and Registered Resellers min 1 rep
B	Must complete at least 1 course	Infrastructure Refresh Next Generation Mission Critical BladeSystem for Converged Infrastructure Changing the rules of Networking Data Services for CI	01252567 01252963 01252668 01252663 01252665	

Note: The same partner individual (unique resource) must complete the specified courses highlighted in A&B

Click here to access the training today!

Price reduction on HP ProBook S series

Save up to $200!

HP would like to advise all channel partners of a price reduction on HP ProBook S series notebooks. You can now save up to $200 off the SLP inc GST. This price drop is effective immediately (1 March 2011).

This new and aggressive pricing for the ProBook S series will give our channel partner community the opportunity to talk to more customers about the features and benefits of the S series and why it makes a great product for your small and medium business customers.

HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training

1 March 2011   Issue #125

| IPG | PSG | **ESSN** | ANNOUNCEMENTS | HP PARTNER LEARNING | SERVICES | SOFTWARE | HP NETWORKING | 2 of 14 | **CLOSE** | **CONTACT US** | **HPPW** | **PRINT IT** |

Enterprise Servers and Storage Networking

Hot offers from HP StorageWorks

Help your customers simplify their IT Infrastructure with the next generation of storage with the power of convergence.

Check out the latest HP StorageWorks offers in market right now! Encourage your customers to act quickly as these offers end Friday 11th March 2011.

Easy as NAS

Hot Promotional Price: ONLY $10,000.00 inc GST   SAVE $6,138.00
HP X1600 G2 24TB SATA Network Storage System (BV862A)
The fast and easy way to add Windows-powered shared storage to your IT environment.

+ NAS File Server or iSCSI
+ Windows Storage Server 2008R2
+ Unlimited Client Access Licenses
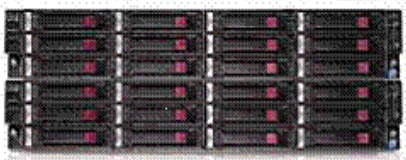+ Built on ProLiant DL180G6 with Intel® Xeon® Processor E5520 (2.26 GHz)   **$16,138.00 List Price**

HP P4000 Scale Out SAN

Hot Promotional Price: ONLY $29,000.00 inc GST   SAVE $32,439.36
P4500 G2 14.4TB SAS Virtualisation SAN (BQ888A)
Turbo-charge your virtual machine deployments and reduce system overhead with the enterprise scale out P4000 SAN.

This P4500 bundle includes 10 SANiQ Virtual SAN appliance licenses, so you can unleash the potential of your existing hardware.   **$61,439.36 List Price**

For more great offers **click here**

Simplify your business with shared storage

Hot HP StorageWorks reseller offer - ends 30 April 2011

Help your customers to consolidate data across their business enabling them to take control of intellectual property and make business more efficient.

Below are our latest hot offers to help you Simplify your customer's storage environment with Network Attached Storage (NAS), Storage Area Networks (SAN) or even Direct Attached Storage.

Affordable Windows Network Storage

Hot Promo Reseller Price: ONLY $3,375.90 ex GST $6,430.00 List Price
HP X1400 G2 4TB SATA Network Attached Storage (BV854A)
Entry Windows NAS running all new Windows Storage Server 2008 R2, Standard X64 Edition

+ Windows, UNIX & Linux, CIFS and NFS & iSCSI compatible
+ Unlimited client access licenses

Capacity Windows Network Storage

Hot Promo Reseller Price: ONLY $6,983.90 ex GST $12,985.00 List Price
HP X1600 G2 12TB SATA Network Attached Storage (BV861A)
Scaleable Windows NAS running all new Windows Storage Server 2008 R2, Standard X64 Edition

+ Windows, UNIX & Linux, CIFS and NFS & iSCSI compatible
+ Unlimited client access licenses

Storage for ProLiant

Hot Promo Reseller Price: Only $4,560.33 ex GST   8,351.00 List Price
HP D2600 2TB LFF MDL 12TB Bundle (BK782A)
Ultimate direct attached storage for your ProLiant Servers, P2000 SAN or X1000 NAS Latest generation 6GB SAS connectivity

Click here to see more offers!

Just Quote "HP Simplify" www.hp.com.au/simplify

Avnet	1300 303 767	**www.avnetonline.com.au**	All HP Distributors have quote desk teams and solution architects to assist you in making the right infrastructure decisions for your customers.
Dicker Data	1800 688 586	**www.dickerdata.com.au**	
Ingram Micro	1300 360 409	**www.ingrammicro.com.au**	
Lynx	1300 112 111	**www.lynxtech.com.au**	

HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training

1 March 2011 Issue #125

IPG | PSG | ESSN | ANNOUNCEMENTS | HP PARTNER LEARNING | SERVICES | SOFTWARE | HP NETWORKING | 3 of 14 | CLOSE | CONTACT US | HPPW | PRINT IT

ARN IT Industry Awards 2010 WINNER

Enterprise Servers and Storage Networking

ESSN Promotion Summary – March 2011

PROMOTION		WHAT YOU GET	ELIGIBLE PRODUCTS
5X	HP Networking "ALL PRODUCTS" Promotion!	Receive up to **5 X** the rewards for ALL Networking products as part of this promotion only!	Click Here
$1500	Seal the Deal with HP Storageworks!	Receive between **$250** to **$1500** for every eligible unit purchased!	Click Here
$2000	Rock On With ISS!	Receive between **$1000** to **$2000** for every eligible unit purchased!	Click Here
$80	HP B-$eries HBA CASH IN!	EXTENDED! Sell ANY 4 HP B-Series HBAs and receive **$80**!	Click Here
$350	HP H-Series SAN Switch Rewards!	EXTENDED! Receive between $ **100 and $350** for each pair of H-Series switches sold!	Click Here

HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training

1 March 2011   Issue #125

| IPG | PSG | ESSN | ANNOUNCEMENTS | HP PARTNER LEARNING | SERVICES | SOFTWARE | HP NETWORKING | 4 of 14 | CLOSE | CONTACT US | HPPW | PRINT IT |

ARN IT Industry Awards 2010 WINNER

Personal Systems Group

CONTENTS

Price reduction on HP ProBook S series: save up to $200!

New, aggressive pricing!

HP would like to advise all channel partners of a price reduction on HP ProBook S series notebooks. This price drop is effective immediately (1 March 2011).

This new and aggressive pricing for the ProBook S series will give our channel partner community the opportunity to talk to more customers about the features and benefits of the S series and why it makes a great product for your small and medium business customers.

Why HP ProBook S Series?

Some unique HP Product Innovation found in the S series include:

- Aluminium top cover – stronger to withstand the rigors of daily use
- HP 3D DriveGuard – protection for your hard drive
- HP Spill Resistant Keyboard – protects your notebook from minor spills on the keyboard

How to order

To order HP Notebooks, contact your authorised HP Distributor:

Dicker Data	1800 688 586	www.dickerdata.com.au
Ingram Micro	1300 653 333	www.ingrammicro.com.au
Synnex	1300 100 100	www.synnex.com.au

HP ProBook s-series
Price Reduction

HP QUICKWEB

Ordering details

Part No.	Description	Old SLP inc GST	New SLP inc GST	Savings
LJ753PA	4320s - Dual Core i3-390m 2.66GHz / 13.3" HD LED / 250GB 7200RPM / DL DVD+/-RW LS / WLAN & BT / 2GB DDR3 / Win7 PRO 32, Office Starter 2010, 6-cell Battery, 1 Year onsite warranty	$899	$799	$100
LJ754PA	4320s - Dual Core i3-390m 2.66GHz / 13.3" HD LED / 250GB 7200RPM / DL DVD+/-RW LS / WLAN & BT & WWAN / 2GB DDR3 / Win7 PRO 32, Office Starter 2010, 6-cell Battery, 1 Year onsite warranty	$1049	$949	$100
LJ736PA	4520s - Dual Core i3-390m 2.66GHz / 15.6" HD LED / 250GB 7200RPM / DL DVD+/-RW LS / WLAN & BT / 2GB DDR3 / Win7 PRO 32, Office Starter 2010, 6-cell Battery, 1 Year onsite warranty	$899	$799	$100
LJ737PA	4520s - Dual Core i5-480m 2.66GHz / 1GB graphics / 15.6" HD LED / 500GB 7200RPM / DL DVD+/-RW LS / WLAN & BT / 4GB DDR3 / Win7 PRO 32, Office Starter 2010, 9-cell Battery, 1 Year onsite warranty	$1199	$999	$200
LC014PA	4520s - Dual Core i7-640m 2.80GHz / 1GB graphics / 15.6" HD LED / 640GB 5400RPM / DL DVD+/-RW LS / WLAN & BT / 4GB DDR3 / Win7 PRO 32, Office Starter 2010, 9-cell Battery, 1 Year onsite warranty	$1,599	$1,399	$200
LJ738PA	4720s - Dual Core i5-480m 2.66GHz / 1GB graphics / 17.3" HD+ LED / 500GB 7200RPM / DL DVD+/-RW LS / WLAN & BT / 4GB DDR3 / Win7 PRO 32, Office Starter 2010, 8-cell Battery	$1,299	$1,099	$200
LJ739PA	4720s - Dual Core i7-640m 2.80GHz / 1GB graphics / 17.3" HD+ LED / 640GB 5400RPM / DL DVD+/-RW LS / WLAN & BT / 4GB DDR3 / Win7 PRO 32, Office Starter 2010, 8-cell Battery	$1,699	$1,499	$200

Personal Systems Group

Hot new channel incentive: March Money Month!

Sell HP Desktops and Notebooks, earn 5 x your HP Rewards Points!

- Do you sell HP Desktops and Notebooks?
- Do you like earning cash?
- Sell, earn and get rewarded in March!

Multiply your HP Rewards points by FIVE!

Be a part of our March Money Month! During March 2011, we will multiply your HP Rewards points by five (5) on all PSG commercial desktop and notebook products including special and bid price deals!

Eligible Product Lines

HP Commercial Desktops – product lines: 7F and 5U

HP Commercial Notebooks – product lines: AN and KV

For a full list of products, visit the HP Rewards web site at www.hprewards.com

Want to join in the March Money Month?

Be a part of it today! Visit **www.hprewards.com.au** and register!

This is a great opportunity for you to earn some easy cash for your sales. It's a great time to get rewarded after a long summer!

Get involved today!

1) Check out the list of eligible products here or on the "Promotions" page on the **HP Partner Portal** – **www.hp.com.au/partnerportal**
2) If you are a current HP Rewards member, we will automatically triple your points once via our usual reporting methods.
3) If you are not an HP Rewards member and would like to sign up to ensure you receive your triple points, visit the HP Partner Portal simply visit the HP Rewards **www.hprewards.com.au**

Terms and conditions

- This offer is available for sales made between 1 – 31 March 2011
- Eligible product lines are: HP Notebooks – AN and KV, HP Desktops – 7F and 5U.
- You must be a member of the HP Rewards program to participate.
- All HP Premier Business Partners, Business Partners and Registered Resellers are eligible to participate in HP Rewards. Check with your Partner Principal to ensure your organisation is permitted to participate in the program.
- Five times HP Rewards points (5x) will only be awarded for eligible products sold to end-user customers

ARN IT Industry Awards 2010 WINNER

HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training

1 March 2011   Issue #125

hp

| IPG | PSG | ESSN | ANNOUNCEMENTS | HP PARTNER LEARNING | SERVICES | SOFTWARE | HP NETWORKING | 6 of 14 | CLOSE | CONTACT US | HPPW | PRINT IT |

Imaging and Printing Group

March Promotion Summary IPG

	Promotion	Description	Web Reference	Dates
Channel	HP Rewards	Sell IPG products and services to earn points. These points will be converted to cash and loaded directly onto an HP Rewards Prepaid Visa Card.	www.hprewards.com.au	1 November 2010 – 31 October 2011
	IPG Channel Partner Resource Centre	This site contains sales tools including product line-ups, sales guides, cheat sheets, calculators (cost saving and carbon footprint) and other great information to deliver to customers.	http://www.hp.com/apac/partner-toolkit	Ongoing
	eIRG	The eIRG is a free online tool that provides instant access to the latest information on IPG products and Original HP printing supplies.	www.eirg-ap.com	Ongoing
	DAR	The Digital Asset Repository (DAR), is designed to be the single source for marketing materials, documents and high quality imagery for channel partners.	https://www.myclink.com/Login.aspx?ReturnUrl=%2fDefault.aspx	Ongoing
End-user	Show me the Money EXTENDED!	When customers buy 5, 10 or 20 specially marked Original HP Toner Cartridges they can receive a BONUS EFTPOS Gift Card valued at up to $500.	www.hp.com.au/supplies	1 November 2010 – EXTENDED until 31 March 2011
	HP Bonus Beats Promotion NEW!	If customers purchase 2 identical specially marked HP ink packages in the same transaction they get a BONUS iTunes Gift Card valued at up to $30.	www.hp.com.au/retailpromotions	1 March 2011 to 31 May 2011
	OJ Pro Money Back Guarantee EXTENDED!	When customers purchase an HP OfficeJet Pro business printer, if they're not satisfied with the purchase within 30 days, we'll refund the purchase price.	www.hp.com.au/retailpromotions	Until 30 April 2011

HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training

1 March 2011   Issue #125

IPG | PSG | ESSN | ANNOUNCEMENTS | HP PARTNER LEARNING | SERVICES | SOFTWARE | HP NETWORKING | 7 of 14 | CLOSE | CONTACT US | HPPW | PRINT IT

Imaging and Printing Group

Digital Asset Repository (DAR) – the new home of the all IPG images

Overview and benefits of the DAR and Creative Express

Whether you're seeking an image of the HP LaserJet P2055d printer or a CE310A HP Color LaserJet Printer Cartridge, all these images are accessible at the click of a mouse via the DAR.

Creative Express is an online marketing system that supports HP users, agencies and channel partners in their marketing efforts. Creative Express houses the Digital Asset Repository (DAR), which is designed to be the single source for marketing materials, documents, and high quality imagery. You will find previously existing and new Image and Video Library (IVL) images loaded into the new DAR in Creative Express, providing one source for you to find all pan-HP product and lifestyle images, illustrations, logos and awards and other supporting graphics.

One of the key benefits of the DAR is the ability to select specific folders by which to search for your image request. Folders can also be broken down into several sub folders to ensure that an image can be found easily, and little time is wasted searching for your image.

When can you start using the DAR?

The DAR is available now. The old HP Image Library (IVL) is no longer be operational, and visitors accessing the IVL will be redirected automatically to the Creative Express sign-in page for visitors to confirm their registration and begin using the new Creative Express DAR.

Accessing the DAR

You may access the system directly by using this link:
https://www.myclink.com/Login.aspx?ReturnUrl=%2fDefault.aspx

– Go to **www.myclink.com**
– If you have been preregistered, log on
– If you do not have an ID, Click "Register"
– You will see a pop-up window with links to several forms; select the "Channel Partner Form", complete, and email the form to **cesupport@hp.com**
– Within 24-48 hours, you should receive your ID and initial password

Registration to Creative Express will allow you to search, access and download all unrestricted DAR files/folders. If you need help with the registration, contact the Creative Express help desk at **cesupport@hp.com**

Images on the HP Partner Portal

While you are awaiting your registration you can source images from the Product section of the HP Partner Portal. This website features high resolution images of all IPG products. Visit **www.hp.com.au/partnerportal** today.

Assistance Using the DAR

A Helpdesk is available to users of the new DAR should they need support, as well as training materials on how to use the system. These can be found by using the links provided on the DAR homepage. For additional assistance the Creative Express Resource Centre can also be accessed via the following link -

http://h41112.www4.hp.com/creativexpress/index.html

Username: CreativeUser
Password: HPCercPasswd01

HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training

1 March 2011   Issue #125

| IPG | PSG | ESSN | ANNOUNCEMENTS | HP PARTNER LEARNING | SERVICES | SOFTWARE | HP NETWORKING | 8 of 14 | CLOSE | CONTACT US | HPPW | PRINT IT |

Imaging and Printing Group

CONTENTS

Good Gear Guide Features Positive Review of the HP OfficeJet 7500A

A recent edition of the Good Gear Guide classified the HP OfficeJet 7500A A3 InkJet Multifunction Printer as "an excellent choice for high quality and large format document printing…able to produce good quality A4 and A3 photo prints" (Good Gear Guide, January 2011). With the outlined product features below, it's no wonder the HP OfficeJet 7500A received such glowing reviews!

To read the full review, please visit

http://www.goodgearguide.com.au/roundup/373657/hp_printer_reviews/

The HP OfficeJet 7500A allows customers to fax, copy, scan and print to 13 x 19 inches (A3+)

- Customers can print professional business materials—from 3 x 5 to 13 x 19 inches (A3+)—plus fax, copy and scan with ease.
- Customers can connect to the network wirelessly[1] or with built-in Ethernet, or to a PC with Hi-speed USB 2.0.
- The HP OfficeJet 7500A handles a range of paper types, using the 150-page, wide-format tray and a 35-page automatic document feeder.
- With the HP OfficeJet 7500A customers can get more done, faster, with fax and scan solutions—quickly fax files or scan to a PC or e-mail.[2]

Customers can print from mobile devices[3]

- With HP ePrint, customers can print directly to a web-connected HP printer, using a smartphone or other Internet-capable device.[3]
- Customers can use the 2.36-inch (5.99 cm) touchscreen to print, copy, scan, fax and more.
- Now customers can copy a two-sided identification card onto one side of a page using the ID copy feature.
- The HP OfficeJet 7500A allows customers to use the memory card slots and 2.36-inch (5.99 cm) touchscreen to print without a PC.

Specifications

- Functions - Print, copy, scan, fax, web
- Print speed black (draft, A4) - Up to 33 ppm
- Print speed colour (draft, A4) - Up to 32 ppm
- Duty cycle (monthly, A4) - Up to 7000 pages
- Paper handling standard/input - 150-sheet input tray, 35-sheet ADF

Pricing Details

Part No.	Description	RRP inc GST
C9309A	HP OfficeJet 7500A Wide Format e-All-in-One Printer series	$399

How to Order

Contact one of the authorised HP Printing Distributors:

Ingram Micro	1300 651 124	www.ingrammicro.com.au
Synnex	1300 100 100	www.synnex.com.au

1   Wireless performance depends upon physical environment and distance from access point.

2   Visit www.hp.com/support to download the latest software.

3   Requires an Internet connection to the printer. Feature works with any Internet- and email-capable device. Print times may vary. For a list of supported documents and image types, see www.hp.com/go/ePrintCenter.

HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training

1 March 2011   Issue #125

| IPG | PSG | ESSN | ANNOUNCEMENTS | HP PARTNER LEARNING | SERVICES | SOFTWARE | HP NETWORKING | 9 of 14 | CLOSE | CONTACT US | HPPW | PRINT IT |

Services

Beyond warranty: Know the value of selling HP Care Pack Services

By using a standard approach to warranty uplifts, such as HP Care Pack Services, your customers can be more sure of consistency of operations for both mission-critical and standard business computing.

In fact, when it comes to protection, a product warranty only guards against about 10percent of the most common causes of downtime. Relying on product warranties alone is no guarantee faulty equipment will be back in production within a specified time and with a predictable cost.

Challenging warranty myth and misconception

Many customers believe that warranty for normal business hours and/or next business day is all they need to protect their end-users from ever experiencing downtime—but this perception is wrong!

Your customers need to know that:

- Many HP enterprise products have a 1- 2- or 3-year warranty with varying levels of coverage—from parts-only to next-business-day onsite coverage.
- BUT while warranty will protect their hardware from problems arising from manufacture defects, it will NEVER protect their business from IT failure.

Always keep in mind: Some customers are under the impression that warranty alone offers an easy, no-cost service solution, sometimes in a highly productive environment. This is not the case.

Take advantage of the following Care Pack offers

Most customers keep their devices longer than standard warranty, remember to attach 4yr and 5yr Care Packs and take advantage of these current promotions:

- 40% off all 4yr and 5yr LaserJet Care Packs
  Direct – 86147152   **Indirect** – 86146927

- ISS and SWD – 45% of 4yr Care Pack and a further 50% off a 5yr Care Pack
  Disti – 86139937   **Direct** – 8613970

Customer perception of HP service quality will be negative if we don't:

- Outline the restrictions, possible future costs, and downtime scenarios under warranty conditions.
- Actively promote, explain, and sell the benefits of HP Care Pack Services in order to enhance and support customer IT uptime and business continuity.

HP Care Pack Services can increase uptime, productivity, and simply maximise the return on your customer's technology investment. They help alleviate downtime risk by providing consistent support levels including interoperability support from basic to mission-critical across hardware and software technologies from HP as well as leading alliance partners.

For example, consider this:

The standard warranty for a typical rack-mount HP ProLiant DL storage server with Network Attached Storage (NAS) includes:

- 3-year onsite support
- Parts
- Next-business-day response during normal office hours only
- And—since there is no response time commitment—a customer that logs a call later on Friday evening may not get a response until sometime on Tuesday

The solution: Sell HP Care Pack Service for Next Business Day Hardware Support—and you can help customers PROTECT their technology and their business.

What's the difference? The HP Care Pack covers everything—not only the enclosure and servers but also all other components in the enclosure. And, if the customer purchases a 3-year, 4-year, or 5-year HP Care Pack Service, the warranties of all the components are uplifted to the same coverage

Call to Action: Engage with the HP Channel Services Team or the TS Attach team to assist in providing guidance on suitable service levels and Care Pack options for your customer.

Further Information

If you have any questions please contact your Technology Services Channel Rep, Services Specialist or the HP Care Pack Services team:

Emma Gooley (ISS): **emma-kate.gooley@hp.com**
Timothy Windever (SWD): **twindever@hp.com**
Chris Bor (HPN & BCS): **chris.bor@hp.com**
Belinda Powell (IPG): **belinda.powell@hp.com**

HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training

1 March 2011   Issue #125

IPG   PSG   ESSN   ANNOUNCEMENTS   HP PARTNER LEARNING   **SERVICES**   SOFTWARE   HP NETWORKING   10 of 14   **CLOSE**   **CONTACT US**   **HPPW**   **PRINT IT**

Services

Connect with HP Technology Services, Partner Breakfast

Registrations for HP Technology Services March breakfasts are now open.

Connect with our experts and build the skills and knowledge base to capitalise on our market opportunity.

REGISTER NOW »

CONNECT with HP Technology Services to keep your client's business running.

Who should attend?

The event is open to HP Premier Business Partners and Distribution partners. The content is tailored primarily for a Business Development and Sales audience.

While you're savouring a sumptuous breakfast our services experts will cover:

- Technology Services Market insights

- Get the latest product and services developments from HP Technology Services Specialists

- Hear about our latest promotions and offers to help you and you're business grow

- Discover HP Technology Services specialized programs

- Get up-to-date with the latest sales tools to simplify selling

As valued partners we look forward to your active participation in these sessions.

Melbourne	Sydney
When:	**When:**
9th Match 2011	8th March 2011
Time:	**Time:**
9:00am - 10:30am	9:00am - 10:30am
Where:	**Where:**
Eureka 89	Pullman at Sydney Olympic Park
Level 89 Eureka Tower	Olympic Boulevard
7 Riverside Quay	Sydney Olympic Park
Southbank	Homebush Bay

Click here to register

Register, attend and you could WIN!

HP Mini — Including: HP 2 Year Pickup and Return Service

HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training

1 March 2011   Issue #125

| IPG | PSG | ESSN | ANNOUNCEMENTS | HP PARTNER LEARNING | SERVICES | SOFTWARE | HP NETWORKING | 11 of 14 | CLOSE | CONTACT US | HPPW | PRINT IT |

Software

CONTENTS

Data Protector 6.2 Sales Launch

Live Webinar – Friday 4 March 2011 – 2.30pm AEDT

Session Description:

The Data Protector team is proud to announce the latest release of our industry leading backup and recovery solution. This latest release is packed with new functionality that is sure to win business for you this year and beyond. New features include:

- Automated and advanced support for Microsoft Exchange 2010
- New VMware support for the innovative Granular Recovery Extension
- New or increased support for 3Par, EVA, P4000, MSA with Zero Downtime and Instant Recovery
- ZDB support for EMC CLARiiON, NetApp Filers and others in heterogeneous environments
- New pricing for ZDB to compete aggressively in Windows & Linux environments

Remember to enter the webinar into your calendar so you don't miss this opportunity to learn and ask the experts everything you need to win business today!

Speakers:

Shari Cravens, WW Product Marketing Manager for HP Data Protector
Craig Burnette, WW Technical Marketing for HP Storage Essentials

To attend

http://media.hp.com/program.aspx?key=DP62SL730p332011

Toll Free Dial in Number: 1800-256-170(Aust) 0800-443-545 (NZ)

Conference Code: 2734441494

The New HP SaaS Portal: Know More, Sell More

By now you know that Cloud and Software-as-a-Service (SaaS) is the most talked about topic in today's IT market

You should also know that HP SaaS is driving a big part of it. Now, a new comprehensive **HP SaaS Sales Portal** with intuitive, persona-based navigation helps you easily find the tools and resources to help you leverage SaaS to sell more!

On the brand-new **HP SaaS Portal**, regardless of your role or a particular product sales opportunity, you can easily find the specific messages, collateral, battlecards, presentations, and other tools needed to answer your questions - and your customers' questions - quickly, easily, and accurately.

Read more …

HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training   1 March 2011   Issue #125

IPG | PSG | ESSN | ANNOUNCEMENTS | **HP PARTNER LEARNING** | SERVICES | SOFTWARE | HP NETWORKING | 12 of 14 | **CLOSE** | **CONTACT US** | **HPPW** | **PRINT IT**

HP Partner Learning

News@ExpertONE

Welcome to News@ExpertONE, your source for what's new with the HP ExpertONE program. For all the latest information, be sure to visit **www.hp.com/go/ExpertONE** often.

Ready to become a Converged Infrastructure Architect?

If you have what it takes to be one of the world's top data center architects, you can now validate your expertise through the new **HP ExpertONE** flagship certification: **HP Master ASE – Converged Infrastructure Architect**. This elite credential is available globally to select candidates with exceptional qualifications. **Get all the details** in the introductory handbook.

Come see all the enhancements on the HP ExpertONE website

We've made many enhancements to **your HP ExpertONE website** to make it easier to find the information you need. For example, when you click on "View certifications," you can now view all active certifications by job role or technology and get detailed information without having to login to The Learning Center. Another enhancement is quick access to information about the certification portfolios for Networking and Converged Infrastructure. Simply click the links on the right side of the HP ExpertONE home page.

Connect with the HP ExpertONE community

We want to have a conversation with you — come join the online community designed just for you. Inside HP ExpertONE, you can share your thoughts and talk to other experts — or just catch up on the latest buzz in our blogs. **Join the community today.**

Have you discovered the ITCC Clearinghouse yet?

The IT Certification Council (ITCC) Clearinghouse is a service that allows IT candidates, certification program managers and employers who hire skilled IT professionals to aggregate, validate and verify IT credentials from participating members. **Learn how** you can manage all your certifications from numerous certification sponsors, including the HP ExpertONE program.

The HP Networking certification portfolio continues to grow

Two new Master ASE certifications have just joined the broad portfolio of HP Networking credentials. Upgrade paths are available from HP and third party certifications, including various Cisco credentials. The entire **portfolio of networking certifications** has been completely refreshed in the past few months.

Certifications to help you architect, implement and manage the data center

The new HP Master ASE – Converged Infrastructure Architect is the flagship credential in the Converged Infrastructure portfolio, but we have other certifications to support additional job roles. From sales and pre-sales to integration and administration — we have you covered with **certifications for the converged data center**.

The newest certifications in the HP ExpertONE program

Did you know we release new certifications on or about the 1st and 15th of every month? Come see the many new ways you can enhance your career through certification. **View the newest certifications.**

Important Links

» **HP ExpertONE website**

» **Community site**

» **HP ExpertONE Certified Professional Benefits Dashboard (login required)**

» **Contact us**

HP Partner Learning

CONTENTS

Skill-up at HP Discover, the annual technical training for certified professionals

HP DISCOVER 2011 in Las Vegas, Nevada, USA is the annual technical training event for HP ExpertONE certified professionals.
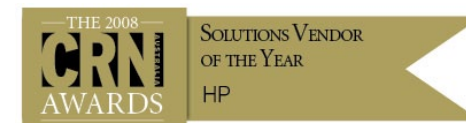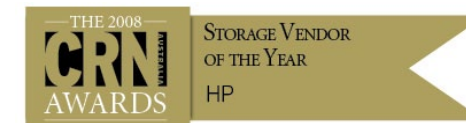
HP DISCOVER 2011 in Las Vegas, Nevada, USA is the annual technical training event for HP ExpertONE certified professionals.

Taking place June 6-10, 2011, this is the one conference where you will discover exciting innovations in software, hardware, services, and networking that will shape your IT for the next decade.

With more than 400 technical breakout sessions, hands-on labs, forward-looking non-disclosure sessions, tutorials and round-table discussions, you have the opportunity to learn about the newest technologies and solutions that can solve your biggest challenges.

Enjoy discounted registration and other benefits exclusive to members of HP ExpertONE. Registration is now open at www.hp.com/go/discover.

ARN IT Industry Awards 2010 WINNER

ARN IT Industry Awards 2009 WINNER

ARN IT Industry Awards 2009 HIGHLY COMMENDED

THE 2008 CRN AWARDS — CONSUMER HARDWARE VENDOR OF THE YEAR — HP

THE 2008 CRN AWARDS — STORAGE VENDOR OF THE YEAR — HP

THE 2008 CRN AWARDS — SOLUTIONS VENDOR OF THE YEAR — HP

HP's Authorized Distributors in Australia are:

Avnet Partner Solutions	1300 303 767	for HP servers and StorageWorks and Thin Clients	www.avnetonline.com.au
Dicker Data	1800 688 586	for HP PCs, notebooks, servers, StorageWorks and Networking	www.dickerdata.com.au
Ingram Micro	1300 651 124	for all HP products	www.ingrammicro.com.au
Ingram Micro Vantex	1300 727 846	for HP RPOS and Digital Signage only	www.ingrammicro.com.au
Lynx Technologies	1300 112 111	for HP StorageWorks products	www.lynxtech.com.au
Sektor Distributors	1300 2 SEKTOR 1300 2 735 867	for HP RPOS and Digital Signage only	www.sektor.com.au
Synnex	1300 100 100	for HP notebooks & HP printing and supplies	www.synnex.com.au

HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training   1 March 2011   Issue #125