

# HPE Flex Offers

HPE Flex Offers  
Special Deals

Q1

Create your own SMB Solution and maximize your savings with  
HPE Flex Offers in iQuote!

## Benefits of HPE Flex Offers

- Best transactional HPE Pricing
- Exclusive Special Deals
- Easily customizable configurations
- Attach more for higher savings
- Ability to earn additional E&G points

- 1 Log in to:  
**iQuote**
- 2 Look out for the  
**HPE Flex Offers Logo**
- 3 Add the min number of  
qualifying products and  
**GET YOUR DISCOUNT!**

HPE Flex Offers Requirements	
<input checked="" type="checkbox"/>	Qualifying System
<input checked="" type="checkbox"/>	# Qualifying options
<input checked="" type="checkbox"/>	# Qualifying Drive

HPE Flex Offers Savings: \$XX

## Special Deals

All promotions are subject to availability and may be changed on short notice.

### Fill It With Flash: New MSA Flash Bundles Special Deal

HPE has developed new MSA Flash Bundles to meet increased customer demand for all flash storage solutions. With capacity points of 12TB, 23TB, 46TB these new Flash Bundles are very aggressively priced to deliver excellent value to customer and to compete with competitive entry flash offerings.

Add any eligible SSD SKUs to your choice of any MSA 2060 or 2062 SFF Storage Array to unlock additional discounts on top of already competitive HPE Flex Offer special pricing!

\*Only available through iQuote HPE Flex Offers.  
\*Please contact your preferred distributor for more details.

### Unlock Special Pricing on HPE ProLiant Servers via HPE Flex Offers!

For a limited time only, get additional discounts up to €200<sup>1</sup> (or local currency equivalent) with HPE ProLiant Servers with Intel Processors through HPE Flex Offers. Please visit iQuote to access this Special Deal.

<sup>1</sup>Discounts include: additional discounts already embedded in pricing for HPE ProLiant Servers.  
All promotions are subject to availability and may be changed at short notice.

### Qualify for HPE Flex Offers Discounts with the Aruba Instant On AP25

AP25 is a Wi-Fi CERTIFIED 6™ (Wi-Fi 6) access point that brings higher capacity, efficiency, and performance to small and growing businesses with dense deployments. With a maximum aggregate data rate of 5.3 Gbps, AP25 access points deliver the speed and reliability small businesses need.

For a limited time only, get the best price (up to 5% discount) when you purchase 5 Aruba Instant On AP25 4x4 Wi-Fi 6 Indoor Access Points via HPE Flex Offers.

\*Only available through iQuote HPE Flex Offers.  
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To access the latest  
Special Deals

[Click here](#)

Solutions

HPE Recommended Solutions

- Solutions
- HPE Flex Offers Hot Picks
- HPE Flex Offers Special Deals



Special Discount on HPE MSA SSDs!



# Hot Picks

Our recommended HPE Flex Offers bundles which cover **Compute, Storage, and Aruba platforms** and address key customer needs. Visit iQuote today for the latest HPE Flex Offer pricing. Please reach out to your preferred distributor for available inventory & additional bundle recommendations.



HPE Flex Offers Hot Picks **can have great price savings** compared to CTO-equivalent and competitive configurations.

## Compute



### Windows Database Solution

#### SLN30721 HPE ML30 Gen10 Plus Windows Database Solution

Take control of cloud-based apps and data with an on-site solution tuned to run your business applications for better performance and data security, avoiding unexpected subscription costs and downtime from internet service outages.

- 1 x HPE ProLiant ML30 Gen10 Plus Intel Xeon E-2314 (P44722-B21)
- 1 x Microsoft Windows Svr 2022 ROK Software (P46171-A21)
- 1 x HPE 3 yr TC Basic (HY75J8E)
- 3 x HPE 16GB Single Rank x8 Memory Kit (P43019-B21)
- 2 x HPE 480GB SATA SFF SSD (P40497-B21)
- 2 x HPE 960GB SATA MU SFF SSD (P40503-B21)

Small LOB DB Server.

*This SMB Solution has been tested and validated to meet solution requirements but may be sensibly modified if the configuration specifications are not reduced.*

Search iQuote using the "SLN" solution ID or visit the [iQuote solutions wizard](#) for other HPE SMB Virtualization Solutions

*\*Please substitute the base platform + options with the EMEA Lot9 Alternative SKUs in HPE Flex Offers Hot Picks recommendations based on the Lot9 requirements.*

## Compute



### Performance, Security, Reliability, Expandability

#### HPE ProLiant ML350 Gen11 4410Y MR408i-o 8SFF Server

A powerful tower server for various environments that is an excellent choice for diverse workloads such as IT infrastructure, data management, and VDI. Scale and adapt to any environment and accelerate your growing business.

- 1 x HPE ProLiant ML350 Gen11 4410Y MR408i-o 8SFF Server (P53567-421)
- 1 x HPE 32GB Dual Rank x8 Smark Memory Kit (P43328-B21)
- 1 x HPE 1000w Flex Slot Titanium Hot Plug Power Supply Kit (P03178-B21)
- 1 x HPE iLO Adv. Elec. Lic. 3yr (E6U64ABE)
- 2 x HPE 300GB SAS 12G 10K SFF HDD (P40430-B21)

1 x HPE 3yr Tech Care Basic Service (H93R4E)

*Recommended starting point for HPE SMB Virtualization.*

*Visit the [iQuote solutions wizard](#) for more details.*

Not a SMB Solution.

## Compute



### VMware Virtualization Solution

#### SLN31827 HPE ProLiant DL320 Gen11 HY VMware Virtualization Solution

Benefit from the power and flexibility of multiple servers, but with the space and budget of a single server using Virtualization technology.

- 1 x HPE ProLiant DL320 Gen11 Intel Xeon-S 4410Y 12-Core (P57687-421)
- 1 x HPE 1000W Flex Slot Titanium Hot Plug Power Supply Kit (P03178-B21)
- 1 x HPE 16GB Single Rank x8 Smart Memory Kit (P43322-B21)
- 3 x HPE 1.2TB SAS SFF SSD (P28586-B21)
- 2 x HPE 480GB SATA SFF SSD (P40497-B21)
- 1 x VMware eLic VSphere Ess w/ 5 yr (BD510AAE)

Ideal for up to 15 vCPUs.

*This SMB Solution has been tested and validated to meet solution requirements but may be sensibly modified if the configuration specifications are not reduced.*

Search iQuote using the "SLN" solution ID or visit the [iQuote solutions wizard](#) for other HPE SMB Virtualization Solutions

# Hot Picks - continued



Our recommended HPE Flex Offers bundles which cover **Compute, Storage, and Aruba platforms** and address key customer needs. Visit iQuote today for the latest HPE Flex Offer pricing.

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## Storage



## Storage



## Storage



### **Exceptional Storage Density, Flexibility and Protection**

#### **HPE StoreEver MSL 1/8 G2 0-drive Tape Autoloader**

Protect critical business data from the growing threat of ransomware attacks by providing an 'air-gap' that keeps data offline. Increase capacity and/or performance with tool-free drive upgrade kits.

- 1 x HPE StoreEver MSL 1/8 G2 0-drive Autoloader (R1R75A)
- 1 x HPE MSL LTO-9 Ultrium 45000 FC Drive (R6Q74A)
- 1 x HPE 3 yr TC Basic (H07B7E)

Visit the [iQuote iQuote solutions wizard](#) for more details.  
Not a SMB Solution.

### **SMB Shared Storage**

#### **HPE MSA 2062 Fibre Channel Shared Storage**

Starting at 10.8 TB, this SMB Shared Storage Solution provides excellent performance with Fibre Channel interconnect.

- 1 x HPE MSA 2062 16GB Fibre Channel SFF Storage (R0Q80B)
- 1 x HPE MSA 16GB Short Wave Fibre Channel + 4-pack Transceiver (C8R24B)
- 1 x HPE MSA 10.8TB SAS 12G Enterprise SFF 6-pack HDD (R0Q66A)
- 1 x HPE 5 yr TC Basic (H28Q6E)

Recommended starting point for Shared Storage.  
Visit the [iQuote iQuote solutions wizard](#) for more details.  
Not a SMB Solution.

### **Shared Storage**

#### **HPE MSA 2060 16GB FC SFF Storage**

Get the combination of simplicity, flexibility, and advanced features in this entry-priced affordable storage array designed for application acceleration for small and remote office deployments.

- 1 x HPE MSA 2060 16GB FC SFF Storage (R0Q74B)
- 1 x HPE MSA 3.84TB SAS 12G SFF (R3R30A)
- 1 x HPE 5 yr TC Basic (H27Z6E)

Recommended starting point for Shared Storage.  
Visit the [iQuote iQuote solutions wizard](#) for more details.  
Not a SMB Solution.

## Aruba



### **Small Office Deployment**

#### **Aruba Instant On AP22 (RW) Access Point**

Simple to set up with faster speeds that enables more connect devices, reduced latency, and power consumption.

- 5 x Aruba Instant AP22 (RW) Access Point (R4W02A)

Starting point for Small Office Deployment Solution.\*

Visit the [iQuote iQuote solutions wizard](#) for more details.

Not a SMB Solution.

# Check this out!

Start building your configuration with these new SKUs via HPE Flex Offers in iQuote!



**The HPE ProLiant ML350 Gen11** is a powerful 2P tower server with optional rackable chassis for various environments, and delivers exceptional compute performance, security, reliability, and expandability. The HPE ProLiant ML350 Gen11 server is an excellent choice for diverse workloads such as IT infrastructure, Data Management, VDI, ERP/CRM.



**The HPE ProLiant ML110 Gen11** server is an enhanced single processor tower with performance, expansion, and security at an affordable price. It also offers optional redundant fan and redundant power supply to satisfy automatic fail-over needs, making this the ideal server for small- to mid-sized businesses, and remote and branch offices.



### What is HPE MSA Storage?

**A leading, entry-level storage solution from HPE that speeds up applications and simplifies management without straining IT budgets.**

#### 5 Reasons to choose HPE MSA:

1. Manage Simplicity
2. High Performance
3. Advanced Data Protection in an Array
4. Automated Support for Different Performance Levels
5. Optimization with the MSA "Health Check"

For more information regarding HPE MAS Storage, please visit the PSNow and the HPE pages.

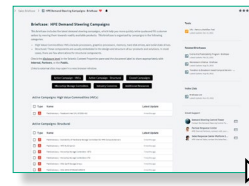


### Veeam Software + StoreEver Better Together!

With HPE StoreEver and Veeam you can create secure, air-gapped defenses against cyber-threats and use LTO tape alongside other backup platforms, both on-prem and in the cloud. Available via HPE Flex Offers! Visit iQuote and start building your configuration today.



### All MSAs now include a 90-day free trial of HPE GreenLake for Backup and Recovery Service.



### Demand Steering Briefcase in Seismic

**The "HPE Demand Steering Campaigns" briefcase includes the latest demand steering campaigns that helps Sellers quickly retire quota and fill customer orders by moving them towards readily available products.**

This briefcase is organized by two campaigns High Value Commodities and Structural. It is a repository for Seller-oriented content to navigate specific material constraints, and updates regarding broader Industry Concerns.

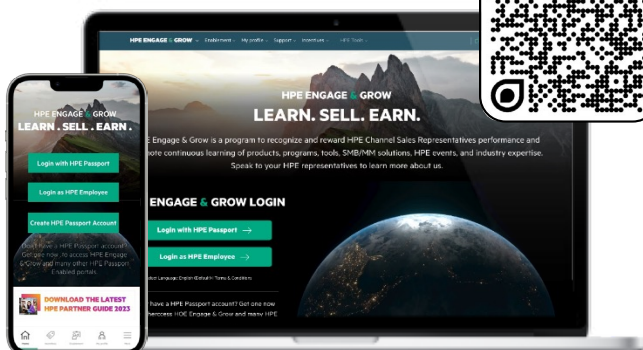
We also publish references that are helpful to Sellers, including a regularly refreshed version of the "Do Not Sell" list (long lead-time SKUs to steer away) and links to the Mainstream SKU list.

<https://hpe.seismic.com/Link/Content/DCB3WX4V3jqB8GT2WJP8DPQh9fj8>

Authorised visitors can subscribe to a particular briefcase or document, and be notified when it changes.

▶ Watch the Short Walk Through Video of the new iQuote experience. HPE Flex Offers discounts are now available on selected range of ProLiant, Storage Platforms and Aruba!

Follow us on LinkedIn



## ENGAGE & GROW PROGRAM

Win rewards selling HPE Products and make your business bigger!

Engage & Grow is an incentive program designed to motivate, educate and recognise authorised reseller sales representatives for their success, knowledge and sales of qualifying HPE products and services with minimal administrative effort. This tool allows you to earn incentives making easy and fun to learn about HPE's products and also access fantastic marketing collateral in one location.

<https://hpeengageandgrow.com/>

- Step 1 – Register on the E&G page
- Step 2 – Learn/Sell & Earn
- Step 3 – Redeem Rewards
- Step 4 – Keep Active

# Check this out!

## - Continued

### SMB Quarterly News Hour FY24Q1:

A supplement to Get More Tour OnDemand trainings, each quarter HPE will highlight new information, promotions, and updates that are specifically relevant for Partners. We want to present the latest news to keep you in the know and give you an idea of what to expect throughout the quarter.

Partner 

### Get More Tour On Demand:

Need help navigating iQuote or need a refresher, the Get More Tour On Demand has a training module that helps go through all the features iQuote has to offer. Check out it out here.

Partner 

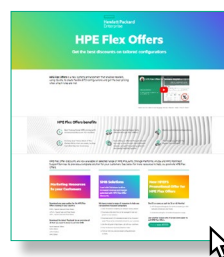
### VMware: For hybrid cloud and VDI. Available in HPE Flex Offers!



Visit iQuote and start building HPE Flex Offers configurations with eligible VMware SKUs today!

HPE and VMware accelerate customers' modernization journey by delivering one of industry's most complete portfolio of integrated virtualization cloud and mobility solutions and services designed to work as one in their multicloud environment, available via transactional licenses and VMware Enterprise License Agreements (ELA).

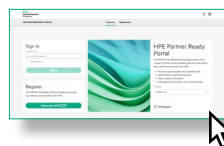
### Where to find extra Collateral:



Get access to all SMB Collateral that includes, CheatSheets, Configuration Guides, Banners, and more. Find everything here:

<https://flexoffers.atrium.training/>

### Partner Ready Portal:



Our new HPE Flex Offers promo page on the HPE Partner Ready Portal gives partners direct access to an overview of the program and updated collateral published on a monthly basis

<https://partner.hpe.com/web/prp>

### Available via HPE Flex Offers:



Get the best price/discount on your Microsoft ROK licenses when you add it to your iQuote configuration and meet HPE Flex Offers rules.

Visit iQuote today & unlock discounts!

<http://iquote.hpe.com>

  
Hewlett Packard  
Enterprise


 Microsoft

### Additional Information

Use iQuote to view and modify the HPE Flex Offers. Access the Universal Version via: [iquote.hpe.com](http://iquote.hpe.com) or contact your preferred HPE Authorised Distributor for live pricing.

Earn rewards with HPE Engage & Grow: Sign-On via Partner Ready Portal [partner.hpe.com](http://partner.hpe.com)

Enjoy low monthly payments, maximize capacity of assets and boost your sustainability goals with IT investment solutions from HPE Financial Services.

 Follow the **ENGAGE GROW** LinkedIn page to learn about the latest SMB and HPE Flex Offers updates.