



**Hewlett Packard**  
Enterprise

**ALSO**

## Herzlich Willkommen

Eine echte Partnerschaft, in der Zusammenarbeit, starke Technologien und transformative Ideen jeden vorwärts bringen

Hewlett Packard Enterprise Business Partnerschaft

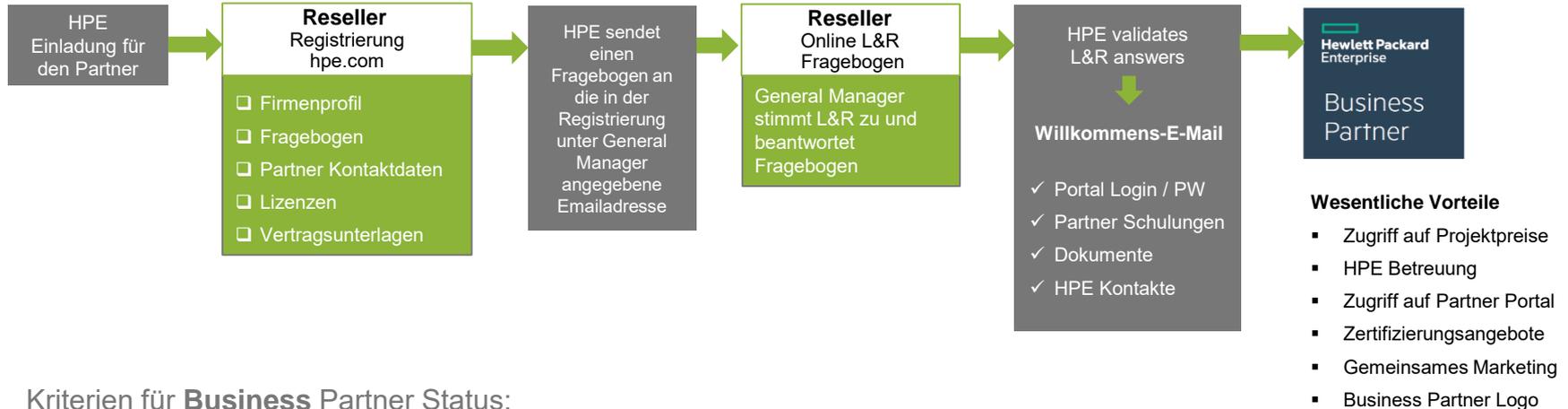


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**ALSO**

# HPE Business Partnerschaft

Der Weg vom Interesse bis zum Partnerstatus



Kriterien für **Business Partner Status**:

- Umsatz von mind. 50 000 USD pro Jahr
- Zertifizierung: [HPE Sales Certified - Introduction to Selling Products, Solutions and Services \[2018\] HPE2-E71](#)

**Link zur Anmeldung: [Business Partnerschaft](#)**

# HPE Business Partnerschaft

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Ihr Also HPE Kontakt:

[hpe-solutions-de@also.com](mailto:hpe-solutions-de@also.com)

Tel.+49 (2921) 99 54 45

# Register your interest in partnering with HPE

## Become a partner

\* The fields marked with \* are required

### Register now

The individual representative who is electronically accepting the Business Partner Program Terms in this registration form certifies and warrants being duly authorized by Partner with full authority to bind and commit the Partner to these Terms

Your Country of Business \*

Salutation \*

First name \*

Last Name \*

Phone number/mobile \*      
Country\* (Area) Phone number/mobile\* (Extension)

Personal corporate e-mail  
Use company domain e-mail address. Domains such as @yahoo.com/@gmail.com risk to be rejected by the system. \*

Job Title \*

Job Function \*

Seniority \*

## Company information

Company legal name \*

Company legal address \*

Country \*

City \*

State/Province \*

ZIP/Postal code

Tax ID/ VAT number

Company phone number \*

Company Email \*

Company URL \*

Trade License ( company registration document ) is mandatory for the onboarding process - please attach the document. \*

Keine Datei ausgewählt.

## Partner Representative

Salutation \*

First Name \*

Last Name \*

Phone number/mobile \*

Personal corporate e-mail  
Use company domain e-mail address. Domains such as @yahoo.com/@gmail.com risk to be rejected by the system. \*

Job Title

Job Function

Seniority

## General Manager

Salutation \*

First Name \*

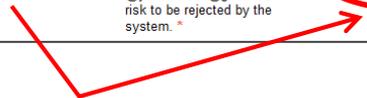
Last Name \*

Phone number/mobile \*

Personal corporate e-mail  
Use company domain e-mail address. Domains such as @yahoo.com/@gmail.com risk to be rejected by the system. \*



Der Geschäftsführer erhält nach Registrierung eine E-Mail mit einem Link zu einem Fragebogen der aus Sicherheitsgründen nur kurze Zeit gültig ist. Öffentliche Postfächer führen häufig zu Schwierigkeiten. Sollten Sie binnen 48h keine E-Mail erhalten überprüfen Sie ihre Firewall. Der Prozess lässt sich durch das ALSO Team noch einmal anstoßen.



## Company Details

Total revenue \*

No. of employees \*

Channel business model \*

Vertical Markets: \*

Vertical Markets:

Customer Type (total=100%): \*

Large accounts (1000+)

Mid-Market (100+)

Small Business Small Office (1+)

Total annual revenue mix (total=100%): \*

Hardware (Datacenter)

Hardware (PC/Printer/Tablet /Phone)

Software

Service

Other

HW total annual revenue mix (total=100%): \*

Servers

Storage

Networking

Other

Current distributor (select each): \*

ALSO

Arrow/Dreieich

Avnet

Infigate

Ingram

Tech Data

Other not listed

Which are your current Vendors (select each): \*

Avaya/Nortel

Cisco

Dell

EMC

Fujitsu

Hitachi

HP Inc

IBM

Lenovo

NetApp

Oracle

Other not listed

[Print Terms & Conditions](#)

Please check this box to indicate you have read and agree to our User Agreement and Privacy Policy. Submitting this registration request acknowledges that you have read the Terms and Conditions and you accept to receive email communication from HPE that you may opt out of in the future. \*

## Business Opportunities

Please list planned business development, sales or marketing activities (e.g.: co-marketing, large potential customer deals, promotions sales incentives, etc.) and the expected revenue for the next 12 months.

Activity 1 \*

Activity 2 \*

Activity 3 \*

Activity 4

Activity 5

Expected revenue with Hewlett Packard Enterprise in 12 months (\$): \*

Submit

# Eingangsbestätigung der Registrierung Onlineformular und E-Mail

## Register your interest in Partnering with HPE

Dear Partner,

Congratulations in taking the first step to become EG Business Partner!

The General Manager will be receiving shortly the HPE Compliance Standards Questionnaire in order to finalize the onboarding process.

Upon approval you will be notified once onboarding process is completed and you have access to program benefits.

A ticket was also created in order to be in direct contact with your company:

Thank you.  
Sincerely,  
Your Partner Ready Team

Contact us via [Get Support](#)



Do 14.01.2016 18:26

[no.replyRFG@hpe.com](mailto:no.replyRFG@hpe.com)

Register your interest in Partnering with HPE

To  Domenig, Michaela

Dear Partner,

Congratulations in taking the first step to become EG Business Partner!

The General Manager will be receiving shortly the HPE Compliance Standards Questionnaire in order to finalize the onboarding process.

Upon approval you will be notified once onboarding process is completed and you have access to program benefits.

A ticket was also created in order to be in direct contact with your company: **9807572**

Thank you.  
Sincerely,  
Your Partner Ready Team

Contact us via Get Support (<https://partner.hpe.com/>)

# Partner Ready welcome letter

Is this email useful?  

**Hewlett Packard Enterprise** [Benefits](#) [Forgot your password?](#)



## Congratulations!

Welcome to the Hewlett Packard Enterprise Partner Ready FY16 program.

As an Enterprise Group Business Partner you are a valued member of the Partner Ready network!

### Doing business with HPE is rewarding

The new Partner Ready Program provides you with tools and benefits to propel your business further, faster – focused on enhanced profitability, increased customer demand, and comprehensive sales and technical enablement.

Our Partner Program makes doing business with us even more rewarding and comes with a strong value proposition for you to leverage with your customers.

You can get started by logging in to our [HPE Partner Ready Portal](#) by clicking the below button.

[Partner Ready Portal](#)

## Your exclusive Partner Ready benefits

Your specific benefits package is visible on the new [Partner Ready Portal](#), in the Partner Ready Program section, and includes:

- Your Partner Ready insignias
- Your Partner Ready certificate of authorization
- Comprehensive program guide
- Partner Ready certification and learning guide
- Co-Marketing guide

You will also be listed on the [Global Partner Locator](#).

Furthermore, you now have access to special pricing, promotions and marketing campaigns, pre-sales support, trainings and tools.

## Get certified!

In order to ensure you continue to enjoy your exclusive benefits and deliver a superior customer experience, you need to keep your certifications up to date.

You will have **3 months** from now to take the necessary actions to get one person trained and certified and with this retain your access to special pricing.

### **HPE Sales Certified – SMB Solutions [2016]**

This web-based 2.5 hours training course is designed to provide you with the ability to describe and position HPE Server, Storage and Networking solutions and services that are available to Small and Mid-sized Businesses (SMBs).

For information and guidance on how to obtain a Learner ID, how to access the testing portal – PearsonVUE, and how to get certified, please click on the below button.

[Certification & Learning](#)

# ALSO HPE Campus

## Zertifizierungstrainings für HPE



Erwerben Sie innerhalb von 3 Monaten die Vertriebszertifizierung für Business Partner [HPE Sales Certified - Introduction to Selling Products, Solutions and Services \[2018\] HPE2-E55](#), um Ihre vollständigen Programmvorteile langfristig zu behalten.

Lassen Sie sich jetzt hierzu von ALSO im Bereich HPE trainieren und anschließend direkt zertifizieren:

[Termine in Ihrer Umgebung](#)

# ALSO exklusiv



- ▶ HPE Campus: adaptiv, schick und mit werthaltigen Inhalten gefüllt
  - Ständig aktuelle Themen, Sales und Technik Trainings vor Ort oder von überall
    - Webinare
    - Bootcamps
    - Deep Dives
    - Tool Trainings (Sales Builder, ALSO Smart Config etc.)
  - Veranstaltungsserien zu offiziellen HPE Zertifizierungen

## ALSO HPE Campus

- ▶ Projektanträge in Ihrem Namen als HPE Businesspartner stellen  
(*Distribution on behalf, DoB*)



- ▶ Konkrete Unterstützung beim Onboardingprozess durch:

- hervorragende Kontakte zum HPE RED Team, welches für das Onboarding seitens HPE verantwortlich ist
- ausführliche Dokumentation zum Registrierungsprozess
- direkte Ansprechpartner, die Ihnen vom Interesse an der Zusammenarbeit bis zur vollwertigen Business Partnerschaft und darüber hinaus zur Seite stehen



## ...um nur einige Gründe für eine erfolgreiche Zusammenarbeit aufzuführen...

- ▶ Das vollständige Sortiment der Hewlett Packard Enterprise aus einer Hand - von Aruba bis zum Veeam
- ▶ Sales und PreSales Unterstützung bei Ihren HPE Server, Storage, Network und Enterprise Wireless Projekten
  - ▶ vom Angang bis zur Rücknahme der Altware
  - ▶ Individuelle Sizing – Analyse & Konfigurationsunterstützung und Erarbeitung nach Best Practice, durch erfahrene Spezialisten
  - ▶ Erstellung von Stücklisten, Design-Skizzen, validierte Angebotserstellung
  - ▶ Beschleunigte Inbetriebnahme durch vorkonfigurierte Server, Storage und Netzwerk-Komponenten (Firmware-Updates, Vorkonfigurationen, Modul-Bestückung, ...)
- ▶ Werthaltige adaptive Herstellerseite, mit Produkthemen, Promotions & Incentives, Campus und mehr
- ▶ Umfangreiche Finanzierungsmöglichkeiten durch HPE Financial Services
- ▶ Eine Vielzahl von zusätzlichen Tools wie *HPE PostWarranty Mailings* (proaktive Information zu auslaufenden Care Packs) oder *HPE Support Services* (Vereinfachung und Beschleunigung der Bestellprozesse bei Care Packs)
- ▶ Projektanträge direkt durch die ALSO in Ihrem Namen als HPE Businesspartner (*Distribution on behalf* Programm)
- ▶ **ALSO Deutschland als konstruktives und verlässliches Kettenglied zwischen Reseller und Hersteller!**

# HPE Solution Team

Falls Sie Unterstützung bei Sizing, Konfigurationen, Design-Skizzen oder Stücklisten benötigen, helfen unsere erfahrenen Spezialisten gern.

Direktkontakt HPE Focus Sales & Technical Consultants:

**[HPE-SOLUTIONS-DE@also.com](mailto:HPE-SOLUTIONS-DE@also.com)**

**+49 29 21/ 99 5445**

Auch bei Fragen zum Partner Ready Portal selbst lassen wir Sie nicht allein!