



**Hewlett Packard
Enterprise**

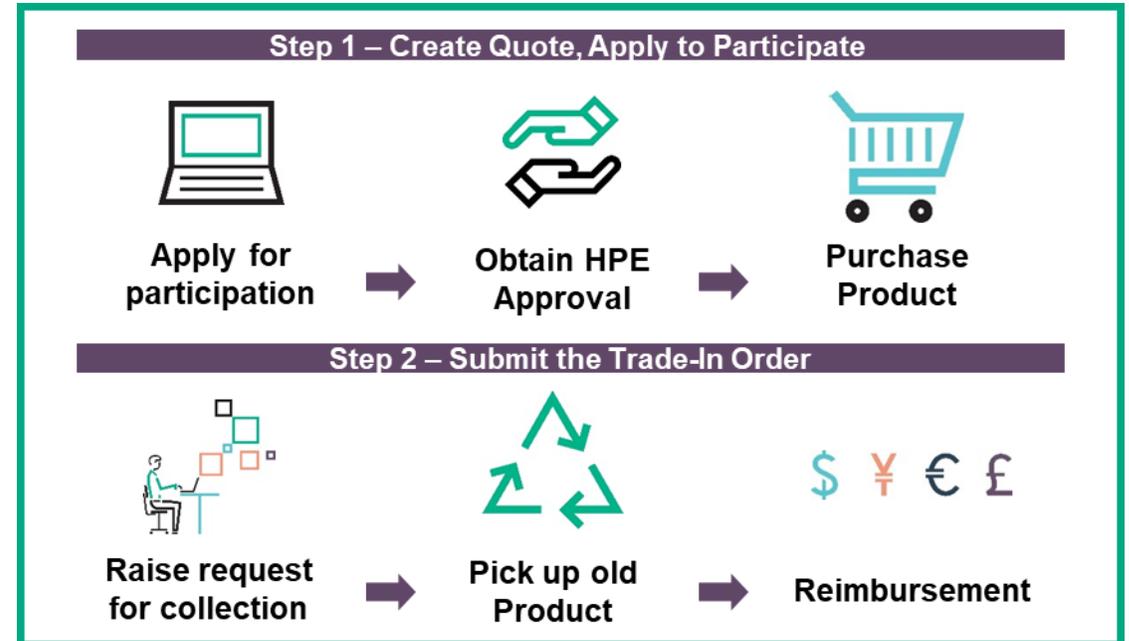
HPE Simplivity Trade-In

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Program Purpose

– Process workflow

- Create a Trade-in **Quote** and register an opportunity in the trade-in portal
- Review and **approval** of final trade-in allowance by HPE
- After purchase and installation of the new product, the beneficiary **completes** the trade-in request
- HPE collects the **old equipment** at no charge, and after final validation, submits the **payment of trade-in** amount to beneficiary bank account.
- **Get Cash Back on Replacing old IT Assets with HPE SimpliVity!!**



Program Purpose

Get Cash Back on Replacing old IT Assets with HPE SimpliVity

- Program is applicable for HPE end-user customers who purchase **HPE SimpliVity** and replace their old IT assets (virtual Storage solutions or traditional Storage products)
- Channel Partner or HPE Sales to register the transaction.
- Trade-In can be combined with **deal pricing**.
- **Register** on the Landing Page: www.hpe.com/eu/tradein
- **Terms and Conditions** and further program details available on the landing page

Product Details

New Products

HPE Simplivity	HPE Omnistack product		Simplivity Storage Kit
HPE Simplivity 380 - XS	Q8A57A- HPE OmniStack 1P Extra Small SW	+	Q8D90A - HPE Simplivity 380 4000 EX SM Kit Q8D94A - HPE Simplivity 6000 Ex SM Kit
	Q8A58A- HPE OmniStack 2P Extra Small SW		
HPE Simplivity 380 - S	Q8A59A- HPE OmniStack 1P Small SW	+	Q8D91A - HPE Simplivity 380 4000 SM Kit Q5V86A - HPE Simplivity 380 6000 SM Kit
	Q8A60A- HPE OmniStack 2P Small SW		
HPE Simplivity 380 - M	Q8A61A- HPE OmniStack 1P Medium SW	+	Q8D90A - HPE Simplivity 380 4000 EX SM Kit Q5V87A - HPE Simplivity 380 6000 Med Kit
	Q8A62A- HPE OmniStack 2P Medium SW		
HPE Simplivity 380 - L	Q8A63A- HPE OmniStack 1P Large SW	+	Q8D90A - HPE Simplivity 380 4000 Lrg Kit Q5V88A - HPE Simplivity 380 6000 Lrg Kit
	Q8A64A- HPE OmniStack 2P Large SW		
HPE Simplivity 380 - XL	Q8A65A- HPE OmniStack 1P Extra Large SW	+	Q9J90A - HPE Simplivity 380 4000 EX Lrg Kit
	Q8A66A- HPE OmniStack 2P Extra Large SW		
HPE Simplivity 2600	Q9Y52A- HPE OmniStack 12-16c 2P VDI Sw	+	Q9Y49A - HPE Simplivity for Apollo 4000 Series Storage Kit
	Q9Y53A- HPE OmniStack 18-22c 2P VDI Sw		
	Q9Y54A- HPE OmniStack 8-14c 1P ROBO SW		
	Q9Y55A- HPE OmniStack 8-14c 2P ROBO SW		
	Q9Y56A- HPE OmniStack 16-22c 1P ROBO SW		
	Q9Y57A- HPE OmniStack 16-22c 2P ROBO SW		
HPE Simplivity 380G	Q8A59A- HPE OmniStack 1P Small SW	+	Q9Y49A - HPE Simplivity for Apollo 4000 Series Storage Kit
	Q8A60A- HPE OmniStack 2P Small SW		
HPE Simplivity 380H	R2Z79A- HPE Simplivity 380 H OmniStack 1P 25TB SSW	+	R2Z04A - HPE Simplivity 4x1.92TB LFF SSD Kit + R2Z01A - HPE Simplivity 8x4TB LFF HDD Kit
	R2Z80A- HPE Simplivity 380 H OmniStack 2P 25TB SSW		

Product details

Trade-In products

Trade-In Product Category

- Rack, Blade and Tower servers
- Storage Arrays
- ...or a mix of both

Attributes

- All brands of servers integrated in Rack or standalone
- All brands of Storage arrays
- ... or a mix of all brands and product categories mentioned on the left side

To be traded against ...

HPE SimpliVity System
Base node
+Omnistack License
+HPE SimpliVity Storage Kit.

Product Details

Trade-In Products

- Only products of the **same category** type or use can be traded in (physical or virtual storage products, disk arrays and servers).
- Products must be in working condition and be in **legal ownership** with the participant for at least 6 months prior to the trade-in transaction has been initiated.
- No restrictions on trade-in product **brand** or on product **quantity**
- Trade-In products **must not be contaminated** with radioactive, chemical or biological or other hazardous substances.
- Registration to the program, collection of trade-in products and bank account for submission of trade-in payment must be within the **same country**.
- Collection and transportation of trade in products is **free of charge** for the participant.

(1) Participant can either be the end-customer or the reseller. In case of reseller participation the asset ownership is to be transferred from the end customer to the reseller. The ownership conditions always apply to the initial owner, hence the end customer. Participant cannot be the distributor.

Calculation of Trade-In Value

The trade-in amount is calculated based on

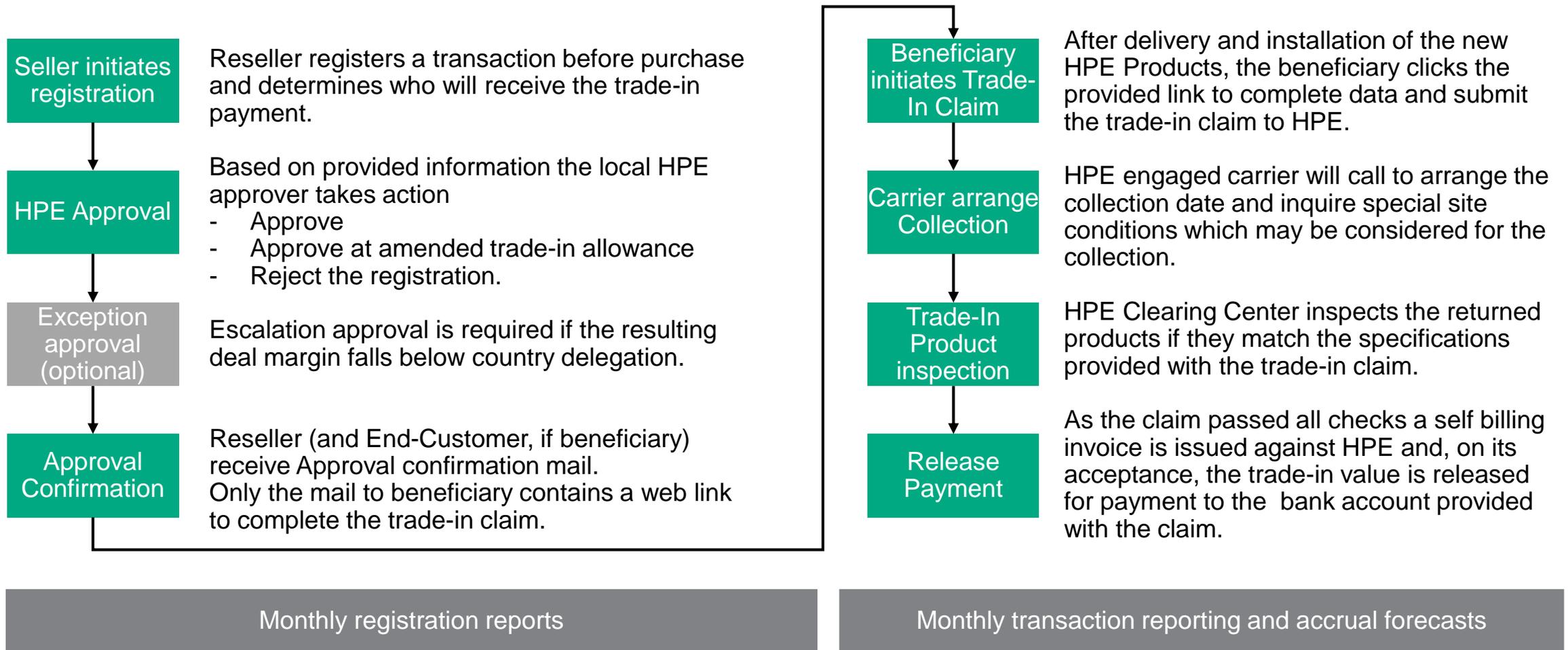
- the Omnistack License
- the HPE SimpliVity Storage Kit
- the raw storage capacity purchased vs storage capacity traded-in

Calculation example⁽¹⁾:

New product		Trade-in \$ / node	Trade-In product		QTY
HPE SimpliVity 380 small (2 nodes)			Virtual Storage solution		
Q8A68A Omnistack 16-22c 2P SW		\$975	Blade Servers		4 units
Q8D91A – SVT 4000 SM Storage Kit		\$ 310 / TB	Storage Array populated with HDDS		1 unit, 15 TB
Omnistack based trade-in allowance:		2 x \$ 975	-->	= \$ 1950	
<u>TB based trade-in allowance (max 14 TB with 2xQ8D91A):</u>		<u>14 x \$ 310</u>	-->	<u>= \$ 4340</u>	
Total Trade-In allowance:				= \$ 6290	

(1) Deal discounts granted may require a change of the trade-in values.

End-to-End Process



Contacts and further Support

Landing Page: www.hpe.com/eu/tradein

Transaction Support: phone: +49 7031 7632 427
email: trade-in@tpps.mail.hpe.com
(You can also get support here, to get claims logged which include more than 20 units)

General Inquiries: robert.hasler@hpe.com; heike.ilfrich@hpe.com

Web Links

Test Web

<http://customer-portals.gps-b2b.hp-ent.stage.greenova.de/AdLanding/nl/en/20389/?simdate=2019-06-15>

Live Web

www.hpe.com/eu/tradein

Vanity URL can be set up and linked on request

GPS Approval Web (internal use only)

Live: <https://promotions.ext.hpe.com/WMCF.Web/uk/en/page/Approval/>

GPS manages approvers by program, upon setup of an approver, daily mail notifications are sent, as soon as a transaction is pending approval.

Escalation approval requests are routed to the Geo Category Lead by default, delegations can be maintained in the system as well.

