Hewlett Packard Enterprise

ALSO

CTO to BTO Conversion Guide

Convert **CTO** (Configure to Order) to **BTO** (Built to Order) and you can rapidly assemble custom HPE hardware configurations using products held in stock in the ALSO inventory. This can cut delivery times from three weeks to three days – that's 18 days quicker – and still guarantee the same competitive pricing.

BTO orders work best for HPE products in the Volume Compute and Volume Storage and Networking catagories.

These include:

Volume Compute

HPE Microservers

HPE Proliant ML Servers

HPE Proliant DL Servers

HPE Proliant BL Servers

Volume Storage

HPE MSA Storage

HPE StoreEasy Storage

HPE StoreOnce Storage

HPE StoreEver Tape Drives

Networking

HPE Network Switches

Aruba Gateways

Aruba Access Points

The following process is designed for customers who use the HPE OCA (One-Configuration-Advanced) tool to build hardware configurations for Volume products listed above. If you are unfamiliar with this process, consider using iQuote directly.

For very large orders, or products in the Specialized Compute or Specialized Storage catagories, please create CTO orders as normal or contact your local ALSO HPE expert for support.

This guide uses a ProLiant DL 380 Gen10 server as an example product.
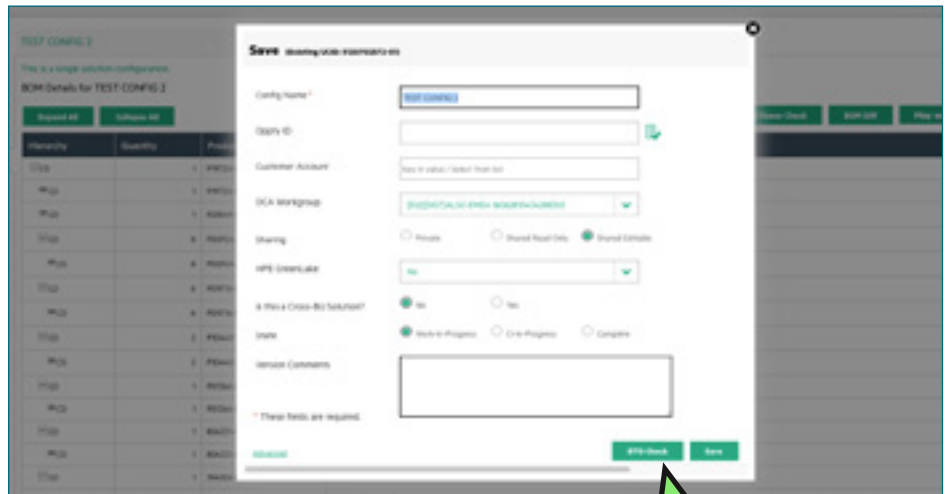
Start here

Starting in the HPE OCA tool, open a saved configuration or create a new configuration as you usually would. The built-in BTO Check function will then help you find comparable BTO hardware configurations.

Step 1

After saving an existing or new CTO configuration, you will be presented with the "BTO Check" button.
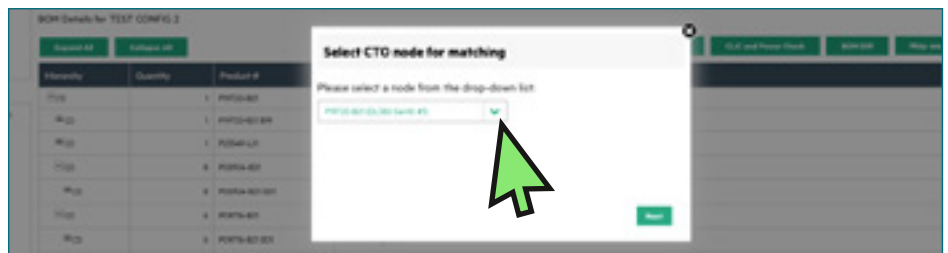
Click the BTO Check button
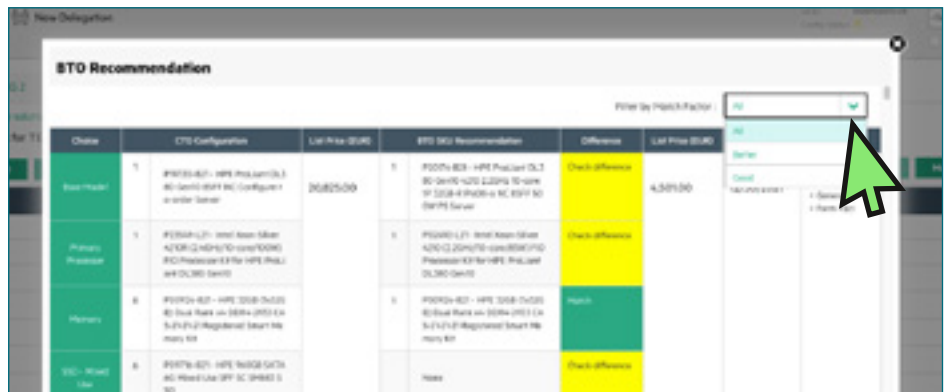

Step 2

Select the CTO server from the drop-down box to receive the corresponding BTO recommendation.

Click Next

Step 3

The BTO recommendation tool will match option-for-option the most comparable items to your configuration. You can filter results based on **"Match Factor"** (explained below) and compare alternative BTO configuration recommendations.

Understanding configuration recommendations

Your recommended configuration options are highlighted in green or yellow. Green options exactly match your original CTO configuration parameters. Yellow options are very similar alternatives to consider.

Match Factor

You can filter the results by a **"Match Factor"** of **"Best","** **Better"**, or **"Good"**.

A Match Factor of **"Best"** will attempt to match your original CTO configuration as closely as possible, while **"Good"** will provide similar alternative items based on your required configuration.

Step 4

Once you've decided which BTO configuration best matches your original CTO configuration, select it to update the OCA tool.

Next, click the **Download** button to generate an Excel spreadsheet containing the part numbers for the configurations you selected. You need this for the next step.

Importing your configuration into iQuote

Once you have downloaded your configuration from the OCA tool, use iQuote in the ALSO Webshop to check BTO stock availability and create a quote for your customer.

Step 1

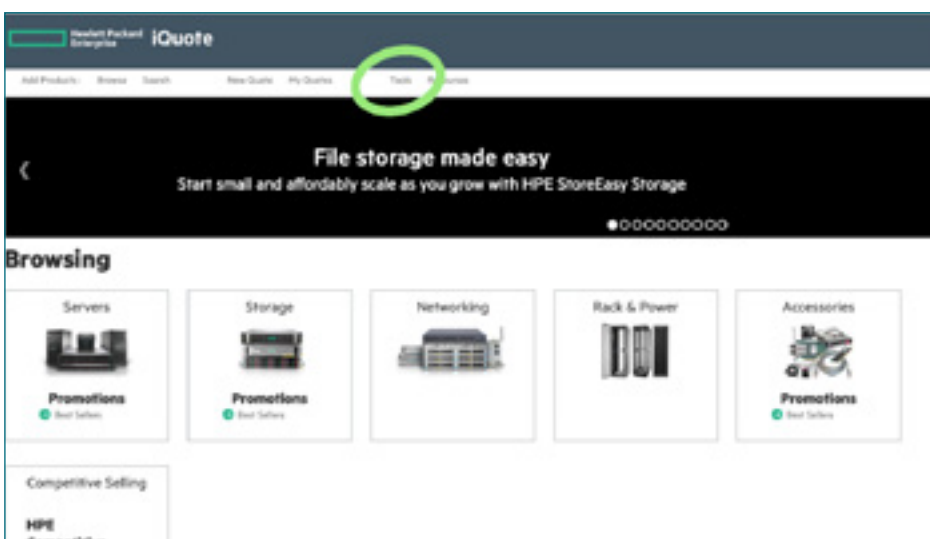Log in to the ALSO Webshop and locate iQuote.

iQuote can be found under **Shopping Tools > Configurators > HPE iQuote**

Click **iQuote**

Start HPE iQuote

Step 2

To import your downloaded configurations, click on the **Tools** section in iQuote. You'll see a popup window appear.

Select **IMPORT** from the two tabs in the popup and paste in all the part numbers from your previously downloaded configuration Excel file.

Once you've added all your part numbers, click **ADD TO QUOTE**.

Step 3

You will be presented with a list of items from your imported configuration along with related prices and stock levels. Hover over **In stock** to see how many items ALSO currently holds. Engage and Grow points are also displayed for each product.

Step 4

Review your converted configuration in iQuote, then save the order, create a quote and send it to your customer for approval. Or you can add the items in your basket and transfer your order directly to the ALSO Webshop. Once the transfer is complete, simply place your order as normal. We'll usually deliver your order within two working days.

We hope you found this guide useful.

By converting your most commonly used CTO configurations to BTO and saving them in iQuote, you'll be able to check stock and prices, send customers quotes, order and ship faster than ever, saving you time and helping you sell more.

If you have any questions, or need support converting your CTO configurations to BTO, contact your local ALSO team who can support you. You can reach us at: **[ee-hpe@also.com]**