Hewlett Packard Enterprise
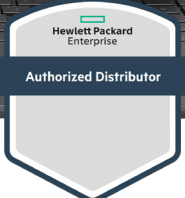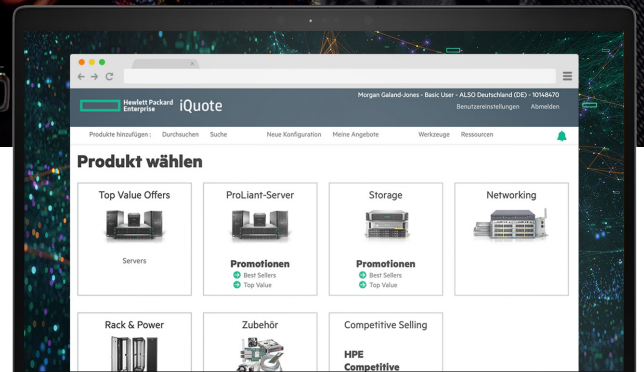
HPE iQuote
Quote Faster. Sell more.

iQuote is a great tool for streamlining the quoting process and increasing profits.

Read on to learn more.

ALSO

More quotes, less time, more profit.

Are you wasting resources on configuring quotes and following-up on deliveries? Resources that could be used on pure selling instead?

If so, learning to use HPE iQuote is a smart choice. Compared to picking options from a datasheet, it's **80%-95% faster**.

The best bit: iQuote is already **built into the ALSO web shop**. All you need to do is to spend a little time learning it now, to save a lot of time in the future – enabling you to make quotes faster, process orders quicker and sell to more customers.

What's even better: **we'll soon be bringing exclusive SMB bundles to HPE iQuote.** These exclusive discounts are attached to showcased HPE configurations that are simple to put together and come regularly down the pipeline.
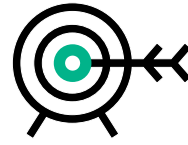
Guide to using HPE iQuote

To help you master HPE iQuote, we've put together a walk-through and tip-sheet for this great tool.
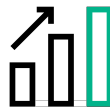
Why HPE iQuote?

HPE iQuote is a configuration, pricing and quotation tool. It has a user-friendly interface and is intuitive to use. iQuote provides you with more flexibility and functionality in the preparation of quotations. The validation check ensures error-free quotations every time.

The big advantages

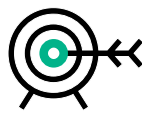**Complex configurations in minutes**
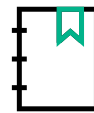
Easy up-selling and accessorizing

Deliver quotes and place orders with one click

Real-time pricing and stock levels

Built-in validity checks for 100% accuracy

Configurations can be saved, adjusted and reused

Easy product search and filtering

Direct access to HPE and ALSO promotions and discounts, including Top Value Offers

Suggested best-case configuration options

ALSO

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How to use HPE iQuote

A step-by-step guide to a typical HPE
iQuote configuration process.

Go to the Also Web Shop

Login to the ALSO web shop

Click Shopping Tools -> Configurator
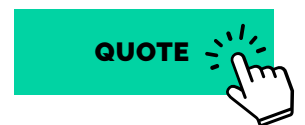
Select Hewlett Packard Enterprise iQuote

ALSO
Web Shop

Build your configuration

Select your product group (Server, Storage, Networking)

Filter the results for your client's needs /company size

Choose a basic configuration and customize it with extras

Use the validation check to eliminate incompatibility issues

Quote and order

Choose your margins

Add the configuration to your shopping cart

Deliver the quote to your client
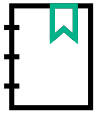
Order and ship your configuration with one click

QUOTE

HPE iQuote helps you configure

HPE ProLiant Servers
HPE MSA, StoreEasy, D3000 Storage
Aruba Access Points & Switches

HPE iQuote Tips

Save time with configurations

Configurations can be saved, reopened and adjusted at any time. **Name each configuration in a way that enables you to catalog your quotes and easily relocate them** – for example, using the customer's name, date and quote type.

Check the stock

If an item in your basket appears with a **red quantity number,** it means that product is out of stock. You can still add out of stock items to your basket and place an order. They will be shipped to you as soon as they're back in stock.

Find discounts fast

iQuote displays prices in a range of colors to demonstrate ALSO and HPE promotions and discounts:

Grey   Standard price
Green   Promotion price
Purple   HPE list price

Know the market

Use the Competitive Selling Tab to match an HPE product against other manufacturers to ensure you're making the right choice for your customer.

Get started with HPE iQuote now

You know your stuff. One glance at the information above should give you a clear picture of why HPE iQuote is a great tool for you. Now it's just one further click to get it delivering on its promise. We wish you success.

ALSO   **Hewlett Packard**
                Enterprise