

D&H is an Employee Owned, SMB Focused Business with over 100 Years of Experience.

We offer New Customer Bonuses as well as Free Partner Marketing to help you grow your HPE Business.

We're Like You, We Try Harder!

Proximity Partner

Business Partner

No contract nor HPE Agreement



Onboarding Process Completion
HPE Agreement

No requirements to be HPE Proximity Partner



Minimum \$25k Spend per year
HPE Mandatory Sales Training Completion

Approved to Purchase HPE Product



Approved to Purchase HPE Product

Minimal Discounts



Access to Competitive Edge Discount,
Deal Reg (Price Protection) and
Escalated Pricing Discount

No SPIFs or Access to Rewards Program (Engage and Grow)



Earn Rewards via SPIF points in
Engage and Grow

No Sales Enablement



Access to Sales Enablement Trainings,
Certifications and HPE Branding

HPE Financial Services Access &
HPE Server Trade-In Promotion



HPE Financial Services Access &
HPE Server Trade-In Promotion

Comparison of prices for a DL385:



#1

Product component break down

(final price at the bottom)

PRICE		PRICE
\$1,837.33	HPE DL385 Gen10 7302 1P 8SFF Per Svr	\$1,600.85
\$2,343.21	HPE 16GB 1Rx4 PC4-2933Y-R Smart Kit	\$1,409.87
\$400.35	HPE DL380 Gen10 Box1/2 Cage Bkpln Kit	\$271.55
\$160.01	HPE DL38X Gen10 High Perf Fan	\$96.77
\$467.97	HPE DL38X Gen10 12Gb SAS Expander	\$317.42
\$136.44	HPE 800W FS Plat Ht Plg LH Pwr Sply Kit	\$117.98
\$11.73	HPE 1.83m 10A C13-UL Dom Pwr Cord	\$9.26
\$279.88	HPE 240GB SATA RI SFF SC MV SSD	\$242.95
\$2,076.34	HPE 2.4TB SAS 12G 10K SFF SC 512e DS HDD	\$1,771.98
\$227.89	HPE iLO Adv Elec Lic 3yr Support	\$203.83
\$695.32	MS WS19 (16-Core) Std ROK en SW	\$654.55
\$777.53	MS WS19 (16-Core) Std Add Lic AMS SW	\$731.94
\$1,718.55	MS WS19 50USR CAL en/fr/it/de/es/ja LTU	\$1,617.79
\$2,499.59	HPE 5Y FC NBD wDMR DL385 Gen10 SVC	\$2,265.23

Proximity Price:
\$13,632

VS

Business Price:
\$11,311

Price Demonstration only and subject to change*

Please reach out to your D&H Rep at HPE@dandh.com to start receiving these benefits and more