



Partnering with HPE and D&H

D&H can do it for you!

Place your first order with D&H and receive a 25% discount of up to \$500 off your purchase.

D&H can work with you to get you signed up to be an HPE Business Partner!

We will need to work with you on the following information:

- First/Last Name
- Phone Number
- Email
- Job function
- Company Legal Name
- Tax ID
- Country of Operation
- HPE Prospective Revenue

Certifications & Sales Pro

FY23 Medallion Requirements



| | Business | Silver | Gold | Platinum |
|--------------------------|--|-------------------------------------|-----------------------------------|---|
| Specialization Threshold | \$10K | \$600K (w/product line multipliers) | \$5M (w/product line multipliers) | \$17M (Cloud (Gold Services mandatory)) |
| Sales Criteria | X1 Training course completion only | X2 | X4 | X8 |
| Technical Criteria | Master ASE | | | |
| | ASE Out of 2 portfolios | | | |
| | ATP | | | |
| | Min # of CURRENT technical certified individuals | — | X1 | X2 |

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

www.dandh.com/HPE
HPE@dandh.com
800.877.1200

Atlanta, GA
Chicago, IL
Fresno, CA
Harrisburg, PA

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Partnership with HPE & D&H



D&H Reseller Account

- Go to www.dandh.com
- Click “Become a D&H Customer”
- Select “sign up online”
- Complete and Submit “New Customer” online application
 - Resale Certificate or License number
 - Company Ownership information
 - Business/Trade References
- To submit additional documentation or confirm receipt and check status of application:
 - Email: newaccounts@dandh.com
 - Phone: 800.340.1005
 - Fax: 717.255.7851

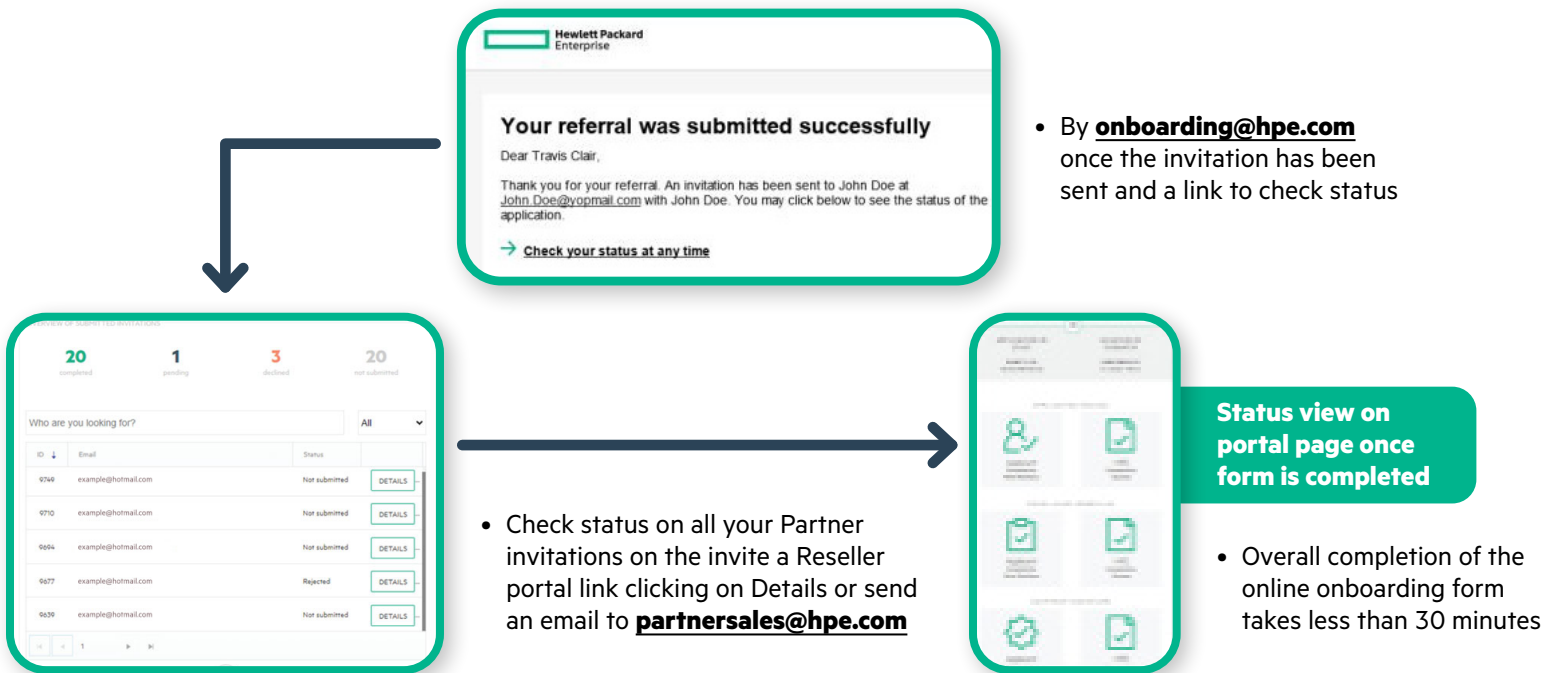


HERO Partner Program



- Go to www.dandh.com/HPE
- Join the HERO Program Today
- Scroll Down
 - Fill out all applicable information
 - Check the agreement box, sign and hit “submit”

Receive a Notification Email



Complete onboarding process is **5 business days** once partner submits their online application form, except in specific cases that require **extra compliance review**.

During the completion of the online application form, a **compliance due diligence questionnaire** will need to be answered by the partner to comply with **HPE's standards of business conduct**.

Completing the current **FY Sales training** is not mandatory in order to be onboarded except in reactivation cases for Hybrid IT

Contact **HPE@dandh.com** to get started today!