

The power to accelerate!

In this document you'll find different programs that rewards Partner Sales and Technical Representatives for selling across the **HPE Compute portfolio** through HPE's extensive products & solutions.

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Explore the various **Compute Programs** available to you and take advantage of the incentives that HPE can offer:

HPE Engage & Grow

1PT = 1USD

Assess

CloudPhysics Assessment

500 points for every **Customer Assessment** using **CloudPhysics**

Demo

Demo IT

250 points for every live customer demo via **HPE Solution Demo Portal** or Partner's own Demo equipment.

[Demo Solution Portal](#)

Live Demo Name: HPE GreenLake for Compute Ops Management & HPE Synergy.

Compute Ops Management

Incentive per **COM License** sold on **Gen10/10+**
1 Year: **50** pts 3 Year: **75** pts 5 Year: **100** pts

[Learn more here](#)



New Logo & Portfolio Expansion

From **2,000** to **10,000** points per deal for new customer for HPE (no sales for the last 36 months or cross BU portfolio expansion) based on deal size. **NEW!**

Revenue List Price Per Category	\$25k - \$99k	\$100k - \$199k	\$200k - \$299k	\$300k - \$399k	>\$400k	>\$1M
Compute	2,000 pts	4,000 pts	6,000 pts	8,000 pts	10,000 pts	10,000 pts + 5,000 pts SA
Revenue Portfolio Expansion	\$50k - \$99k	\$100k - \$199k	\$200k - \$299k	\$300k - \$399k	>\$400k	>\$1M
Compute	1,000 pts	2,000 pts	3,000 pts	4,000 pts	5,000 pts	5,000 pts + 2,500 pts SA

Both **Sales + Pre-Sales** eligible for payout.
Check [Account eligibility](#) or contact your Channel Compute Rep

Win

HPE ProLiant Acceleration

Powered by:



New Technology

Gen11 configured solutions (CTO)

- Small Deals**
1-5 units = **\$150** per unit
Earn up to **\$750**
- Medium Deals**
6-10 units = **\$200** per unit
Earn up to **\$2,000**
11-20 units = **\$250** per unit
Earn up to **\$5,000**
- Large Deals**
20+ u = **\$300** per unit
Max at **\$10,000**

Speed to Grow

Available in-stock shipping fast!

BTO

Gen 10/10+/11
\$150 per unit
Base unit servers with options available to integrate

HPE Smart Choice Purchase

Pre-Configured
\$250 per unit
Fully configured server off inventory



Inference AI Solutions

Computer Vision & Video Analytics

Purpose-built for AI at the edge Safety & Security, Shopping behavior, Smart Cities.

\$500 per Unit
HPE ProLiant DL320 Gen11
Up to Four **NVIDIA L4 GPUs**

Simulation & Digital Twin

Optimized for development & engineering - Environment simulation, Workplace safety, Product development.

\$1000 per Unit
HPE ProLiant DL385 Gen11
Up to Four **NVIDIA L40 GPUs**

Generative AI

Powering large language models - Content creation, LLM Chatbots, R&D

\$1500 per Unit
HPE ProLiant DL380a Gen11
Up to Four **L40S GPUs**

Capped at quantity: **5** per invoice.

Booked Order & Technology Expansion

For custom SOW **HPE GreenLake deals (OPEX):**

From 2,500 to 20,000 reward points when you book an initial HPE GreenLake IaaS deal, kickers for 2nd, 3rd & 4th booked order.

From 2,500 to 10,000 reward points when you book a New Technology Change Order on an existing HPE GreenLake IaaS deal.

Add Value

Customer Rebates Trade UP

Trade-Up - Incentives for End Customers trading old equipment

New HPE Server replacing:	Rebate	BONUS!
a) Qualified HPE Server	\$300 Per Server (Up to 60)	\$300 Including Compute Ops Manager (COM) Only for: Gen10/10+
b) Qualified Competitor Server	\$1000 Per Server (Up to 60)	\$500 Including Compute Ops Manager (COM) Only for: Gen10/10+

[Trade-Up Program](#)



Need help?

Submit your claim on [HPE Engage&Grow](#)

Contact your Channel Compute Specialist