

D&amp;H

# HPE HERO Program

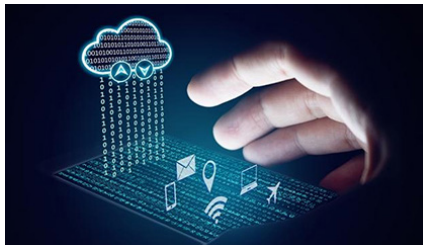
## Together we all win.



### Learn. Earn. Sell & Redeem Rewards

You can already earn up to \$125,000 with HPE Engage & Grow.

Are you already a Business Partner? Great, Sign up for D&H HERO to win even more through your purchases with D&H!



#### D&H HPE Portfolio now includes:

- Pre-Configured BTO server & storage Options
- Full customizable CTO items
- Compute-as-a-service known as Greenlake Offerings
- Aruba Networking



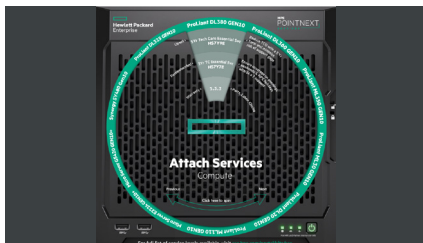
#### HERO Partner Program is Exclusive to D&H with various benefits:

- On-demand education
- Hands-on training
- Certification reimbursement
- Quarterly Sales Incentives



#### Business Partners have access to our most competitive pricing:

- iQuote and SME
- Access to HERO Acceleration Program which includes Exclusive Webinars, Events and Prizes EVERY QUARTER!
- Deal Reg and Escalated Pricing Discounts = Best Up Front Cost
- Earn Rewards via SPIF points in Engage & Grow, Sales Enablement & HPE Branding



#### Best in class managed services:

- HPE Financial Services Access & HPE Server Trade In Promotions
- Hybrid Cloud
- Point Next

### Modernize Without Compromise

**HPE GreenLake Edge-to-Cloud Platform**—the cloud that comes to you—customers can choose not to choose and modernize without compromise.

Every business is grappling with data—how to secure it, manage it, and get as much value from it as possible. But that's not easy when data lives everywhere from edge to cloud. So, IT leaders are faced with a choice: keep their data and applications where they are, or move them all to Cloud? What if they didn't have to choose? The creative concept centers around the pain point of choosing between trade-offs shedding light on a new choice—one where they can get all the benefits of the cloud, but on their terms.

Contact [HPE@dandh.com](mailto:HPE@dandh.com) for more information.

[www.dandh.com/HPE](http://www.dandh.com/HPE)  
[HPE@dandh.com](mailto:HPE@dandh.com)  
 800.877.1200

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# Partnership with HPE & D&H



## D&H Reseller Account

- Go to [www.dandh.com](http://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](mailto:newaccounts@dandh.com)
  - Phone: 800.340.1005
  - Fax: 717.255.7851



## HERO Partner Program



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

## 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	<b>Master ASE</b>			
	<b>ASE</b> Out of 2 portfolios			
	<b>ATP</b>			
<b>Min # of CURRENT</b> technical certified individuals	—	X1	X2	X4

Please reach out to your D&H Rep at [HPE@dandh.com](mailto:HPE@dandh.com) to start receiving these benefits and more.