



**Hewlett Packard  
Enterprise**

# **HPE ACCELERATE IN SMB**



Nov 23, 2021



# HPE ENGAGE&GROW | HPE ACCELERATE IN SMB

## WHEN?

**FY22**

Every half, results will be reviewed and benefits paid.

## WHO?

**Business & Proximity Partners** all

over Latin America region.

## HOW?

Owners of eligible companies must accept T&Cs in HPE ENGAGE & GROW platform.

It is a requirement for the Reseller to have completed in the HPE Partner Portal: Introduction to Selling HPE Products, Rev. 21.41 training.

Finally, SELL! Reaching the

**Transactional & Focus** half goal,

you win your rebate.

## INCENTIVE

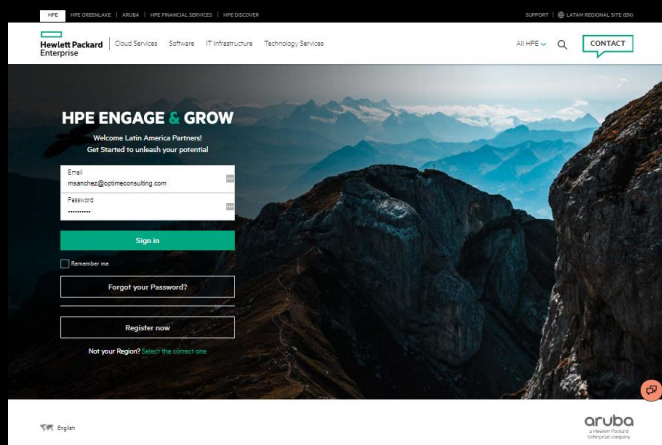
**3%** per KPI

rebate will be paid for all purchases on each KPI during the half.



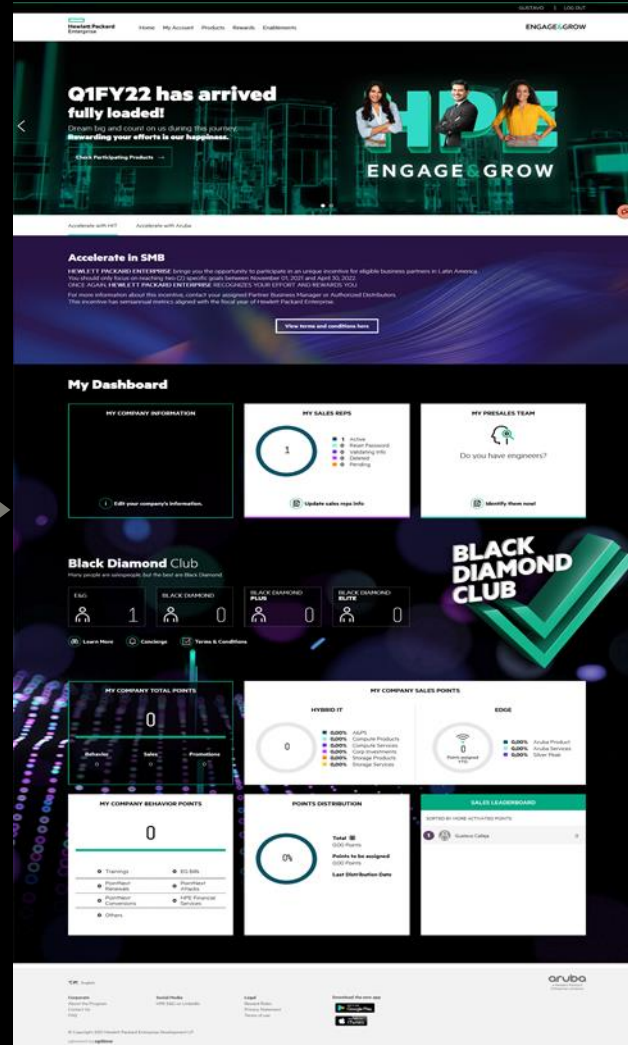
# HPE ENGAGE&GROW | HPE ACCELERATE IN SMB

## How to accept Terms and Conditions?

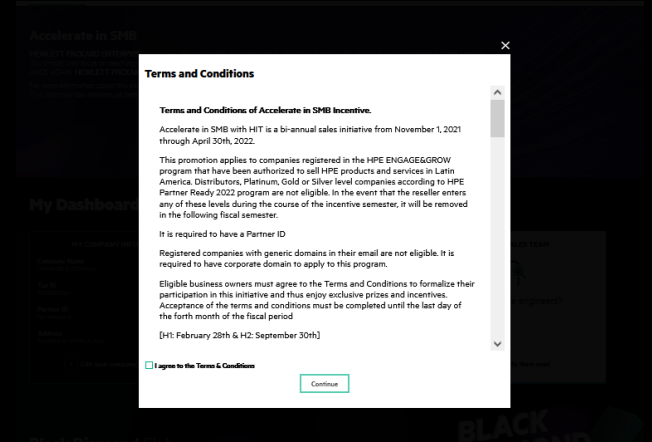
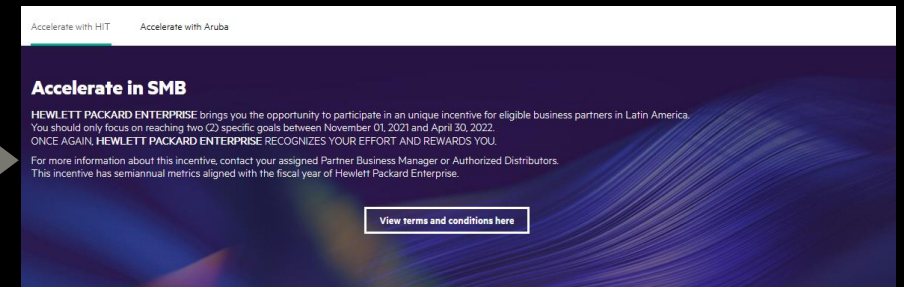


1. Visit [www.hpeengageandgrowlac.com](http://www.hpeengageandgrowlac.com)

IMPORTANT: if you have already accepted T&Cs in previous periods of this program, you should not accept them again. You can withdraw from the program at any time by pressing the special button on the platform. Acceptance of the terms and conditions must be completed until the last day of the 4th month of the fiscal period



2. Accept TERMS & CONDITIONS.



# HPE ENGAGE&GROW | HPE ACCELERATE IN SMB

## How to accept Terms and Conditions?

### TRANSACTIONAL INCENTIVE

- 3% will be paid for all purchases on classified Best Sellers Products (A&PS, Compute Products, Compute Services, Storage Products, Storage Services) of HEWLETT PACKARD ENTERPRISE with a minimum of USD \$20,000 during the period covered.
- USD 20,000 per fiscal semester of HPE with distribution of USD 4,000 or more in at least 3 months of the period.
- Sales directly from HPE and sales with special prices in OPG opportunities with “End users” are not valid.

### FOCUS PL INCENTIVE:

- 3% will be paid for all purchases of HPE Simplivity (Product Lines: S8 & V6 only) of HEWLETT PACKARD ENTERPRISE with a minimum of USD \$40,000 during the period covered
- Sales directly from HPE are not valid

**Accelerate in SMB**

I don't want to participate

HEWLETT PACKARD ENTERPRISE brings you the opportunity to participate in a unique incentive for eligible business partners in Latin America. You should only focus on reaching two (2) specific goals between November 01, 2021 and April 30, 2022. ONCE AGAIN, HEWLETT PACKARD ENTERPRISE RECOGNIZES YOUR EFFORT AND REWARDS YOU.

For more information about this incentive, contact your assigned Partner Business Manager or Authorized Distributors. This incentive has semiannual metrics aligned with the fiscal year of Hewlett Packard Enterprise.

**Transactional Incentive**

Sales Out

20k Target

Months of at Least 4k

How to achieve it?

**Focus Product: HPE Simplivity PL: S8 & V6**

Focus PL: S8 & V6

0.00 Target

How to achieve it?

It is a requirement for the Reseller to have the following training completed in the HPE Partner Portal: INTRO TO SELLING SOLUTIONS (3 hours)

It is required to be registered in HPE ENGAGE&GROW.  
Only for Business & Proximity partners  
PARTNER ID is required to participate in the program. Users with generic email domains are not accepted.

It is a requirement for the Reseller to have complete the Introduction to Selling HPE Products, Rev. 21.41 training.

For more information, contact your Partner Business Manager or [infola@hpeengageandgrowlat.com](mailto:infola@hpeengageandgrowlat.com)