

**Hewlett Packard  
Enterprise**

# **HPE ENGAGE & GROW**

**Partner information kit (APAC)**

FY24, July



# Learn more about HPE ENGAGE & GROW



## Contents

- 03-08** About **HPE Engage & Grow**
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# About HPE ENGAGE & GROW

- What is **HPE ENGAGE & GROW** program?
- Presence of E&G in APAC
- About FY24 E&G program
- **HPE ENGAGE & GROW** program benefits
- Who can join E&G program?





# What is HPE ENGAGE & GROW program?

**HPE ENGAGE & GROW** is a fully automated channel incentive program that aims to motivate the sales team of HPE Distributors and/or HPE Resellers for selling eligible HPE products and solutions.

Let's be part of E&G global community

Get the latest insights from HPE & Technology Partners

Boost your technology knowledge with latest trainings & get rewarded by completing quizzes

Get rewarded with bonus points by selling eligible HPE products, services & solutions

Redeem or transfer the bonus points via rewards catalogue or E&G debit card

## Do you know?

**1 Bonus Points = 1 USD**

Bonus Points is a virtual **HPE Engage & Grow** program currency which can be converted into real value via rewards catalogue or E&G debit card.



# Presence of E&G in APAC

**Countries:** Australia, Bangladesh, Brunei, Cambodia, Fiji, Hong Kong, Indonesia, Laos, Macao, Malaysia, Maldives, Mongolia, Myanmar, Nepal, New Zealand, Pakistan, Papua New Guinea, Philippines, Singapore, Korea, Sri Lanka, Taiwan, Thailand, Timor-Leste, Vanuatu, Vietnam

*\*Data as of 2 July 2024 Registration Report*



# All you need to know about FY24 E&G program

**BEST-IN-CLASS  
Top Achievers' Club (TAC)**

Stay tuned  
for upcoming  
updates!



**Activate E&G Membership**  
with your HPE Account (Single-Sign-On)

1. Each partner organization needs a min of 2 members to start earning
2. Admin can earn up to 30% of total points
3. Admin receives points after quarter ends and allocates to Pre-sales/Sales

## 1.SELL

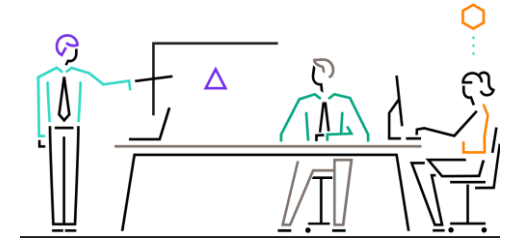
HPE products  
& solutions

## 2.EARN

Bonus Points  
(BP)

## 3.REDEEM

Rewards



### 1. Redeem from Gift Catalogue

Specially curated local digital gift cards/vouchers

### 2. DUAL Rewards Redemption (Catalogue & E&G Debit Card)

Exclusively for:

**VISA** – Australia, Malaysia, New Zealand,  
Philippines, South Korea, Singapore, Thailand,  
Vietnam



Admin will allocate BP to you every quarter  
**Login to E&G to accept the allocated BP**

1. 1 Bonus Point (BP) = 1 USD
2. Distributors & Resellers are welcome
3. BP are concluded every quarter

# HPE ENGAGE & GROW program benefits



## LEARN AND EARN

Complete our available trainings & quizzes and earn **bonus points** instantly.

[View all trainings](#)



## SELL AND EARN

Sell any of our participating products & solutions and earn up to **5,000 bonus points** per quarter.

[View our promotions](#)



## TOP ACHIEVERS CLUB

Stay tuned for upcoming updates!



# 1 Bonus Point = 1 USD



## Who can join E&G program?

- ✓ All Sales and Pre-sales Representatives from eligible HPE Partner Ready Resellers and Distributors
- ✓ Able to access HPE Partner Ready with HPE Passport Enabled
- ✓ Must be in eligible countries and partnership tiers
- ✓ Must register and accept the **HPE ENGAGE & Grow** Terms and conditions
- ✓ Must sell participating eligible products and solutions

### What's new?

Commercial  
Traditional Dealer  
partners can join E&G!

Invite





# How HPE ENGAGE & GROW program works?

- Ways to earn Bonus Points
- How are Bonus Points calculated?
- Bonus Points & Rewards journey
- Member journey



# Ways to earn the bonus points

## 1. Base Program



New structure  
in 2HFY24

### ✓ For Distributors

Distributors can earn up to USD 5,000 in points if they meet the targets for the number of transacting SBP partners and transactional sell-out units for Compute and Storage products.

### ✓ For Resellers

Resellers earn rewards based on the total Sell Thru achieved and earn additional if there are SMB Net New Logo Deals. Targets and rewards points vary based on the membership tiers in the Engage & Grow program.

Program participation terms and conditions may vary across countries



## 2. Accelerators



### Consolidated Promotions

Partnering with Technology Partners and Business Units to maximize the \$ available for partners to drive HPE Business.

#### 2 types of promotions:

**Online incentives** - Available on the E&G portal

**Offline incentives** - Communicated by DBM / PBM



## 3. Enablement



### Boost your knowledge

with our trainings, sales kit & certification.

**What's NEW?** Earn bonus points instantly for completing available trainings & quizzes!

### How it works?



### Our alliance & technology partners:



[View program framework](#)  *\*For Resellers*

[View program framework](#)  *\*For Distributors*



[View our promotions](#)

[Download SKU list](#)  *\*For Resellers*

[Download SKU list](#)  *\*For Distributors*

[View all trainings](#)



# Distributors Base Program

Distributors can earn up to **USD\$5,000** in points if they meet:

✓ **Metric 1**

Transacting SBP partners' target

*\*Targets will be reflected on your E&G portal*

✓ **Metric 2**

Transactional sell-out units for Compute & Storage products.

## HPE Base Program

### Metric 1: Transacting Silver, Business & Proximity (SBP) Partners' Target

| Transacting SBP partners  | Award for Q3FY24 | Award for Q4FY24 | Award for FY24* |
|---|------------------|------------------|-----------------|
| Distributor achieves 100% target  | 1,500 points     | 1,500 points     | 1,500 points    |
| For every incremental +10 unique SBP partners on top of FY24 full year target | +10 SBP partners |                  | 500 points      |
|   | +20 SBP partners |                  | 1,000 points    |
|   | +30 SBP partners |                  | 1,500 points    |
|   | +40 SBP partners |                  | 2,000 points    |

\*Award points for FY24 will be received at the end of Q4 after the quarter concludes.

**Q3FY24 Transacting SBP partners' target: 0 partners**

Your company's achievements as of 1 May 2024

0/0 SBP partners

### Metric 2: Transactional Sell-Out Compute Units

#### How it works?

1. Receive 15 points for each eligible Compute products, including DL320, DL325, DL345, DL360, DL365, DL380, DL385, and ML350 (Main units only).
2. Reward points are capped at 2,000 points per Distributor per quarter.
3. Transactions using MC Codes 07, 77, 09R, 77R, 77E and 26R, and Deal indicator Type flagged as "No Touch" from the CSIS ONE Report.

### Metric 2: Transactional Sell-Out Storage Units

#### How it works?

1. Receive 50 points for each eligible Storage products (Hybrid Cloud) MSA main units only.
2. Reward points are capped at 1,500 points per Distributor per quarter.
3. Transactions using MC Codes 07, 77, 09R, 77R, 77E and 26R, and Deal indicator Type flagged as "No Touch" from the CSIS ONE Report.

# Resellers Base Program

Resellers earn rewards based on:

✓ **Metric 1**

If they meet Total Sell Thru targets

*\*Sell thru target & rewards points split across Q3 & Q4*

✓ **Metric 2**

If there are SMB Net New Logo Deals.

## HPE Base Program

### Metric 1: Sell-Thru Targets

| Resellers membership tier | Threshold for 2HFY24 (USD) | Award for 2HFY24 (Points) |
|---------------------------|----------------------------|---------------------------|
| Platinum                  | 700k                       | 400                       |
| Gold                      | 250k                       | 300                       |
| Silver                    | 100k                       | 250                       |
| Business Partner          | 20k                        | 200                       |

#### Notes:

1. At the end of Q3: If the partner achieves 50% of the target for 2HFY24, they will receive 50% of the award points.
2. At the end of Q4: If the partner achieves 50% of the target for 2HFY24, they will receive 50% of the award points.
3. If the partner achieves the overall target for 2HFY24 by the end of the period, they will receive the full award points, even if they did not meet the target in each quarter.

### Q3FY24 Company Sell Thru Target: USD 350,000

Your company's achievements as of 1 May 2024

95%

### Metric 2: SMB Net New Logo (NNL) Deals

#### How it works?

1. Additional 200 points will be awarded for each SMB NNL that the partner transacts with a deal size of a minimum USD 35,000 to qualify.
2. Net New Logo (NNL) is defined as an account with 0 transactions with HPE in the last 3 years.
3. Partners can qualify for rewards under Metric 2 even if they do not meet the criteria for Metric 1.
4. Reward points are capped at 600 points per Reseller under Metric 2.

## How are Bonus Points (BP) calculated in E&G?

- BP are calculated based on the sell-out information provided by HPE Distributors, E&G incentive period and criteria.
- BP (not final) are published to the company transactions in E&G Portal monthly.
- Final BP are reviewed and concluded after each quarter.
- Admin gets notified on Final BP to allocate to Sales Rep via **Company Management** in E&G Portal.
- Sales Rep to login to E&G Portal to accept the allocated BP and can view the transactions via **My Activities**.







# LEARN . SELL . EARN

## Points redemption journey



### Sign up & Join

- Admin to sign up & invites Sales Reps
- Sales Reps to sign up
- Accept E&G T&Cs
- Log-in for the first time to fully activate your E&G membership

**1**

### Earn Bonus Points

- Sell participating products in each incentives
- Take trainings & complete quizzes

**2**

### Points are available

- Bonus Points calculation is finalized at end of each quarter
- Admin gets to Allocate bonus points to members

**3**

### Redeem Bonus Points From Rewards Catalogue

- Redeem the earned Bonus Points from rewards catalogue
- 1 Bonus Point equals 1 USD\$

**4**

### Enjoy Rewards

- Use your eVoucher for online shopping

**5**

*\*Applicable to all eligible countries and partner tiers*

# LEARN . SELL . EARN

## Points redemption journey

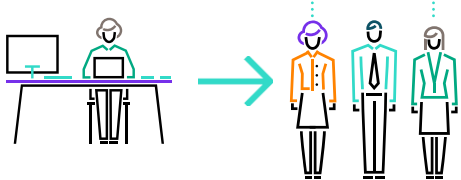
### E&G Debit Card



**VISA** – Australia, Malaysia, New Zealand, Philippines, Singapore, South Korea, Thailand, Vietnam

**Apply E&G debit card**

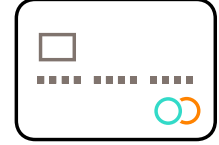
### Sign up & Join



- Admin to sign up & invites Sales Reps
- Sales Reps to sign up
- Accept E&G T&Cs
- Log-in for the first time to fully activate your E&G membership

**1**

### Apply for E&G Debit Card



- Members to apply for the E&G debit card
- VISA/Mastercard available for selected countries only
- Automatic approval for all members

**2**

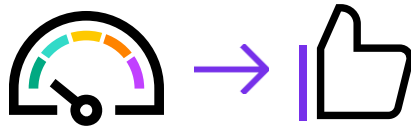
### Earn Bonus Points



- Sell participating products in each incentives
- Take trainings & complete quizzes

**3**

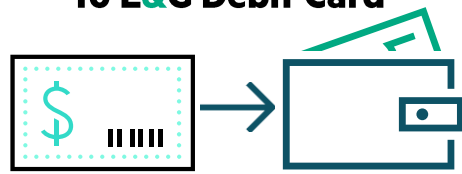
### Points are available



- Bonus Points calculation is finalized at end of each quarter
- Admin gets to Allocate bonus points to members

**4**

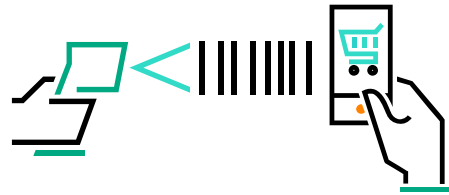
### Transfer Bonus Points to E&G Debit Card



- Transfer the earned Bonus Points to E&G debit card
- 1 Bonus Point equals 1 USD\$

**5**

### Enjoy Rewards



- Use your E&G debit card for online and POS purchases

*Note: Cannot be used for cash withdrawals*

**6**

\*Applicable to selected countries and Distributors, Platinum, Gold, Silver & Business Partner only



# E&G making an impact to partner sellers



## Australia



## Hong Kong



## Korea



## Malaysia



## Thailand



## Philippines



## Taiwan



## Vietnam



# How to join HPE ENGAGE & GROW program?

- Onboarding journey & checklist
- Take action now
- Get your HPE Passport
- Access to E&G portal from HPE PRP
- Activate your E&G membership





# Onboarding journey

1

Activate your E&G Membership

Single Sign-On via HPE Partner Ready Portal

2

Learn, Sell and Earn

3

Redeem Rewards

4

Keep Active

5

## Your onboarding checklist:

1

[Activate your E&G membership](#)

2

[Update your Company Profile](#)

*\*Applicable to company admin*

3

[Invite your Sales Representative](#)

*\*Applicable to company admin*

4

[Register for E&G Debit Card](#)

*\*Applicable to selected countries*

5

[Sell & Earn](#)



# Take action now!



**Get your HPE passport**  
(HPE Partner Ready Portal)



**Activate your E&G  
membership**  
(HPE ENGAGE & GROW)



**Questions?**  
Connect with the E&G support team



# Get your HPE Passport

**1** Go to [HPE Partner Ready Portal](#) to register for a HPE Passport account

**2** Click the **Register** button

## Register your HPE Partner Ready Portal

- If your company is NOT yet a registered HPE partner
- If your company is an existing Partner but requires the program re-instatement or upgrade contract
- If you are NOT yet a user of HPE Partner Ready Portal

Click [here](#) for a detailed guide!

Hewlett Packard Enterprise

HPE PARTNER READY PORTAL

Sign in

Email Address\*

demoapjlat@pproap.com

Remember me

Sign in

Register

The HPE Partner Ready Portal provides everything you need to drive business with HPE. Please see the full user guide instructions [here](#).

Register

HPE Partner Ready Portal

The HPE Partner Ready Portal gives partners direct access to all the critical business tools and information they need to do business with HPE.

- Partner program guides and business tools
- Certification & learning resources
- News, events, promotions
- Campaigns, social media, and marketing tools

Language

English (US)

Get Support

COMPANY

- About HPE
- Accessibility
- Careers
- Contact Us
- Corporate Responsibility
- Global Diversity & Inclusion
- HPE Modern Slavery Transparency Statement (PDF)
- Hewlett Packard Labs
- Investor Relations
- Leadership
- Public Policy

LEARN ABOUT

- Artificial Intelligence
- Cloud Computing
- Containers
- Machine Learning
- Enterprise Glossary

NEWS AND EVENTS

- Newsroom
- HPE Discover
- Events
- Webinars

PARTNERS

- Partner Ready program
- Partner Ready Vantage program
- Find a Partner
- Certifications
- HPE GreenLake Marketplace

SUPPORT

- Product Support
- Software & Drivers
- Warranty Check
- Enhanced Support Services
- Education and Training
- Product Return and Recycling
- OEM Solutions

COMMUNITIES

- HPE Community
- Aruba Airheads
- HPE Tech Pro Community
- HPE Developer Community
- All Blogs and Forums

CUSTOMER RESOURCES

- Customer Stories
- How To Buy
- Financial Services
- HPE Customer Centers
- Email Signup
- HPE MyAccount
- Resource Library
- Video Gallery
- Voice of the Customer Signup

FOLLOW HPE

in X f y t



**Pro Tips:** Click **Get Support** for your HPE Partner Ready Portal

# Access to HPE ENGAGE & GROW portal

**1** On PRP home page, Click **Access tools** on the right side above Quick links

**2** On Tools catalog, Type **'Engage & Grow'** on the search bar



# Pinned HPE ENGAGE & GROW as Top tools

The screenshot shows the HPE Partner Ready Portal interface. On the left is a 'Tools catalog' sidebar with a search bar containing 'engage & grow'. The main content area displays a list of tools. The first tool, 'HPE Engage & Grow', is highlighted with a red box and a '5' callout. It includes a description, a 'View tool' button, and a pin icon. Other tools listed include 'Airheads Community', 'Certification & Learning', 'Cloud28+', 'HPE Sales Pro', and 'HPE Tech Pro'. The top navigation bar shows 'Home / Tools / Tools' and a search icon.

## Pin tools

Select an option below for quick access to the tools you use most.

- 4  Pin tool to dashboard as a Tile
- Pin tool to dashboard as a Quick link
- Save to pinned tools only

Note: all tools added to dashboard will also appear as a Pinned tool

3

4

Two buttons are shown: a green 'Save' button and a white 'Cancel' button with a black border.

3

Click **Pin icon** to pinned **HPE Engage & Grow** as one of the top tools

4

Select **Pin tool to dashboard as a Tile** and click the **Save** button

5

After save, click **View tool** and this will redirect you to **HPE Engage & Grow** portal

**Pro Tips:** Once you have pinned **HPE Engage & Grow** as Top tools, you just need to click **View tool** on your home page dashboard to redirect you to E&G portal automatically

# Activate your HPE ENGAGE & GROW membership

**1** Welcome to E&G pre-login page

Bookmark **HPE ENGAGE & GROW Portal** URL

**2**

Click the **Reseller / Distributor Login** button

**3**

After login, you will be prompted with this activation form. Complete the mandatory fields and click **Submit**

## Activation Form

**Part 1** - Update your profile

**Part 2** - Complete personal survey

**Part 3** - Accept program terms & conditions

**Last Part** - Provide your marketing consent

## LEARN MORE ABOUT HPE ENGAGE & GROW



### How does the program work?

It's easy! 1 Bonus Point (BP) = 1 USD. Get started in a few steps today!

[Learn More](#)



### Need more support?

We are operating Mondays to Friday, 09:00 to 17:00 (GMT+8).

[Learn More](#)



# E&G terms & conditions

## Terms & Conditions clauses:

- A. Definition
- B. Registration
- C. Eligibility Criteria
- D. Program Intent
- E. Audit Process
- F. Reward Caps
- G. Reward Submission and Processing
- H. Available Rewards & Expiry Policy
- I. Limitations and Exclusions
- J. Compliance
- K. Right of Cancellation
- L. Debit Card Terms of Use

## HPE ENGAGE & GROW Terms & Conditions

THIS IS A LEGALLY BINDING AGREEMENT BETWEEN THE PARTNER AND HEWLETT PACKARD ENTERPRISE (HPE) ESTABLISHING THE TERMS & CONDITIONS UNDER WHICH THIS WEB SITE MAY BE USED ("TERMS AND CONDITIONS"). USE OF HPE ENGAGE & GROW SERVICE AND/OR ANY PARTICIPATION IN THE HPE ENGAGE & GROW PROGRAMME IMPLIES THAT THE PARTNER ACCEPTS THESE TERMS & CONDITIONS.

### GENERAL DESCRIPTION

The HPE Engage & Grow Program (hereinafter called the "Program") is offered by Hewlett Packard Enterprise (hereinafter called "HPE") in the Asia Pacific region and incentivizes the representative of the Partner with reward points ("hereinafter called "Points") which will be redeemable with gifts (hereinafter called "Rewards").

I confirm that I have approval by the company to register and earn rewards from HPE Engage & Grow.

I have read, understood and read to the Terms and Conditions as outlined

**I Accept**

You will be broguth to the "Updated Profile" page, please update/change any personal information and marketing consent.

### Pop-up T&Cs

Members must accept **HPE ENGAGE & GROW** terms & conditions before access to home page





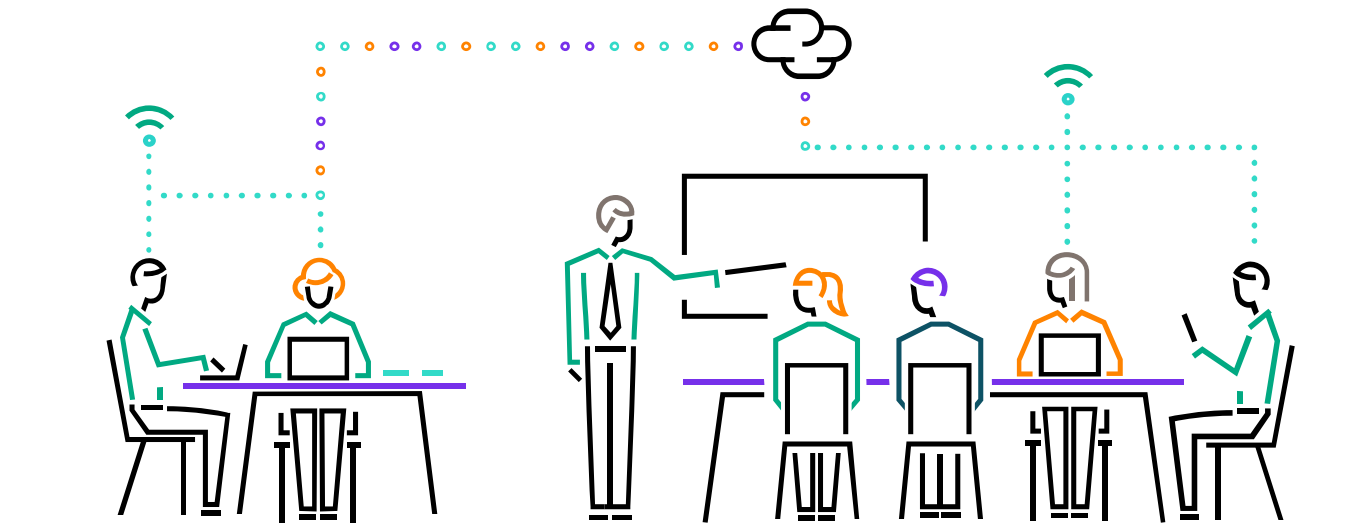
# HPE ENGAGE & GROW portal navigation guide

- **HPE ENGAGE & GROW** portal sitemap
- Home page
- Enablement
- My Profile
- Support
- My Rewards
- Incentives
- HPE Tools



# HPE ENGAGE & GROW portal sitemap

| Home Page   | Enablement | My Profile   | Support  | My Rewards | Incentives   | HPE Tools   |
|---|------------|--|--|------------|--|---|
| <ul style="list-style-type: none"> <li>• Highlights of Incentives &amp; Promotions</li> <li>• Member Dashboard</li> <li>• HPE and/or program related news</li> <li>• Quick links</li> </ul> | Trainings  | <ul style="list-style-type: none"> <li>• Update My Profile</li> <li>• My Activities</li> <li>• Company Management (Admin only)</li> <li>• Claims Overview</li> </ul> | <ul style="list-style-type: none"> <li>• Support Document</li> <li>• About E&amp;G</li> <li>• FAQ</li> </ul> | My Rewards | <ul style="list-style-type: none"> <li>• Program Framework</li> <li>• Promotions</li> <li>• Eligible Products</li> <li>• Submit Claim</li> <li>• Distributor Partner Checker (Distributor only)</li> </ul> | <ul style="list-style-type: none"> <li>• HPE Partner Ready Portal</li> <li>• HPE Seismic</li> <li>• HPE PSNow</li> <li>• LinkedIn</li> <li>• Facebook</li> <li>• Sales Pro</li> <li>• Tech Pro</li> </ul> |





# Home page



**1** Home page banner  
Spot key program highlights.

**2** E&G program navigation bar  
Takes you to functions and information related to E&G program. **Contact Support** is the correct link to connect with E&G customer support.

**3** Incentives & promotions highlights  
Highlights of incentives and promotions with HPE and/or Technology partners.

**4** Member Dashboard  
Information about your E&G account, quarter status, points, your company admin, your HPE account manager.

**5** Latest news & Quick links  
Latest updates about HPE and/or E&G program & quick links.

- 1 Home page banner  
Spot key program highlights.
- 2 E&G program navigation bar  
Takes you to functions and information related to E&G program. **Contact Support** is the correct link to connect with E&G customer support.
- 3 Incentives & promotions highlights  
Highlights of incentives and promotions with HPE and/or Technology partners.
- 4 Member Dashboard  
Information about your E&G account, quarter status, points, your company admin, your HPE account manager.
- 5 Latest news & Quick links  
Latest updates about HPE and/or E&G program & quick links.



# Learn & Earn



## Enablement - Trainings page

### Take note!

- ✓ You have **3 attempts** for each quiz
  - ✓ Upon successful completion, you will be awarded BP
- \*subject to budget availability*

**1**  
Click **Enablement > Trainings** to trainings page

**2**  
Click **Start Training** to watch video and complete quizzes

### NVIDIA H100 / L40 / L4 TRAINING

You will have a maximum of 3 attempts to do the quiz and get 100% to get bonus points (if eligible). Please note that once you start quiz, it will be counted as 1 attempt and you will not be able to exit from the quiz.

You have 3 attempts left.

Click on 'Start Quiz' to proceed.

[Back To Course](#) [Start Quiz](#)



### How it works?





# My Profile - Update My Profile

- 1 Update your profile
- 2 Update personal particulars
- 3 Tell us about your products focus
- 4 Accept FY23 program T&Cs
- 5 Provide your marketing consent

**Hewlett Packard Enterprise** HPE GreenLake Products Support Contact

### UPDATE PROFILE

#### 1. My profile

Country: Cambodia | Company Name: 1-TEST-KH-2021  
Party ID: 1-TEST-KH-2021

#### 2. Personal Particulars

Email Address: TEST-KH-2021@prms.com | Salutation: Mr.  
First Name: TEST-KH | Last Name: LName  
Country Code: 116 | Contact Number: 12345678 | Country Code: | Alternative Contact: |  
Job Title: [x] | Tax ID (Mandatory for Indonesia)

#### 3. Tell us about your products focus

Q1: Which technology partners solutions do you sell most?  
Multiple answers can be selected.

|                                    |                                      |
|------------------------------------|--------------------------------------|
| <input type="checkbox"/> AMD       | <input type="checkbox"/> Red Hat     |
| <input type="checkbox"/> Commvault | <input type="checkbox"/> Seral/Vinyl |
| <input type="checkbox"/> HPEFS     | <input type="checkbox"/> Supradome   |
| <input type="checkbox"/> Intel     | <input type="checkbox"/> Suse        |
| <input type="checkbox"/> Microsoft | <input type="checkbox"/> Veeam       |
| <input type="checkbox"/> NVIDIA    | <input type="checkbox"/> VMware      |
| <input type="checkbox"/> Qumulo    |                                      |
| <input type="checkbox"/> Other     |                                      |

Q2: How much is your **individual annual sales** contribution to your organization in US\$?  
 USD 0 - USD 100K  
 USD 100K - USD 250K  
 USD 250K - USD 500K  
 USD 500K - USD 1M  
 > 1M

Q3: Have you sold Enterprise solutions as a services to your customers?  
 We not sold any product as a services  
 I'm interested to sell GreenLake  
 We sold as a services but with other brand  
 Others

#### 4. Confirm your participation

I confirm that I have been legitimized by the company to register for HPE ENGAGE & GROW. I have read, understood and agree to the terms and conditions outlined:  
 [HPE ENGAGE & GROW program terms and conditions](#)  [HPE ENGAGE & GROW program terms of use](#)  [HPE Privacy Statement](#)

#### 5. We need your consent

Occasionally I would like to receive communications from HPE, including information about products, channel programs, services, and/or support. This may include new product information, promotions, or possibly an invitation to participate in market research. May I assist HPE in gathering information about my organization's use of HPE ENGAGE & GROW contact you with information that may be relevant to you?  
 Yes  No  No  No  No  No

Program Information  
You can always withdraw or modify your consent to receive marketing and sales communication from HPE. This can be done by using the opt-out and preference mechanisms at the bottom of our email marketing communication.

**Submit**

**\*All members**  
✓ Update your profile and provide consent before **Submit**

### COMPANY PROFILE

Please update your company profile to take part in HPE Engage & Grow program. This will likely take you about 15 minutes to complete all questions. Upon completion, your company will be officially eligible to participate, and you can invite sales representatives.

#### Tell us about your company

Q1: How many people do you currently employed in your entire workforce?

- 1-5
- 5-10
- 10-50
- 50-100
- > 100

### COMPANY PROFILE

Please update your company profile to take part in HPE Engage & Grow program. This will likely take you about 15 minutes to complete all questions. Upon completion, your company will be officially eligible to participate, and you can invite sales representatives.

Next

**\*Admin only**  
✓ Update your company profile and privacy statement before **Submit**

#### Privacy Statement

I hereby give my consent that HPE Group may analyse the information and personal data disclosed by myself ("data") for providing me with tailored trainings, news and promotions.

- Yes
- No

Previous

Submit



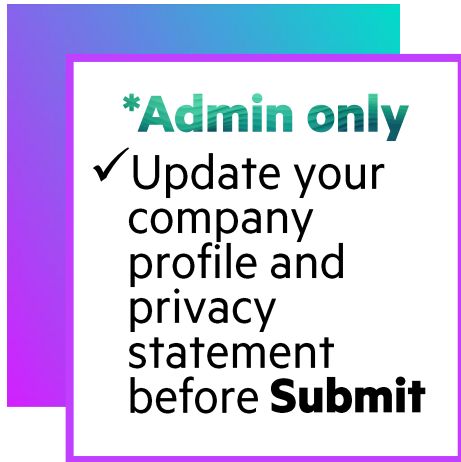
# My Profile - Update My Company Profile

1 Tell us about your company

2 Tell us about your sales

3 Tell us about your customers

4 Tell us about your company products focus





### COMPANY ACTIVITIES

1 2

Company Activities Member Activities

Current Fiscal Year Past Fiscal Year

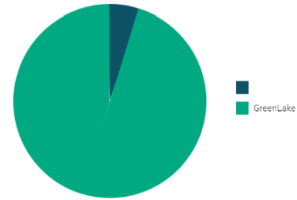
Select by Quarter: FY22Q2 Select by Category: All

Note: Transaction records can be downloaded only after the quarter end and the bonus points is finalized.

#### SUMMARY TABLE

Overview as of 02 May 2023

Table with columns: QUARTER, CATEGORY, BONUS POINTS. Rows for FY22Q2 showing 100 and 2,017 points.



#### INCENTIVES TRANSACTION

Table with columns: DATE, CATEGORY, INCENTIVES, PROCURED FROM, HPE INVOICE, PARTNER INVOICE, CUSTOMER, BONUS POINTS, REMARKS. Includes transactions for HPE GreenLake and GreenLake.

Note: In the case of transactions that are not eligible for points, due to: 1. Transaction did not meet the minimum criteria. 2. Transaction is not within the eligible criteria. 3. The rewards cap for the program/promotion has been met.

Pro Tip: Click Export As Excel to download the transaction record.

1

Reset Page Back To Home

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### MEMBER ACTIVITIES

Company Activities Member Activities

Current Fiscal Year Past Fiscal Year

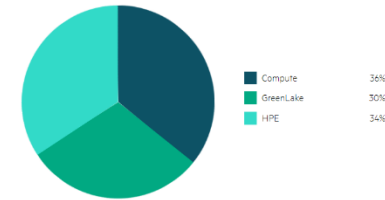
Select by Quarter: FY22Q2 Select by Category: All Select by Activity: All

Note: Transaction records can be downloaded only after the quarter end and the bonus points is finalized.

#### SUMMARY TABLE

Overview as of 02 May 2023

Table with columns: QUARTER, CATEGORY, ACTIVITY, BONUS POINTS. Rows for FY22Q2 showing earned points for Compute, GreenLake, and HPE.



#### ACTIVITIES TRANSACTION

Table with columns: DATE, CATEGORY, ACTIVITY, DESCRIPTION, BONUS POINTS, REMARKS. Includes transactions for Compute, GreenLake, and HPE.

Note: In the case of transactions that are not eligible for points, due to: 1. Transaction did not meet the minimum criteria. 2. Transaction is not within the eligible criteria. 3. The rewards cap for the program/promotion has been met.

Pro Tip: Click Export As Excel to download the transaction record.

1

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# My Profile - My Activities

1

Company Activities

2

Member Activities





# My Profile - Company Management (1/2)

**1** User Management

**2** Appoint Admin

**3** Invite User

**1**

Hewlett Packard Enterprise | HPE GreenLake | Products | Support | Contact

HPE ENGAGE | GROW | Enablement | My Profile | Support | My Rewards | Incentives | HPE Tools | Contact Support

### USER MANAGEMENT

| User       | BP Allocation |              |                             |      |
|------------|---------------|--------------|-----------------------------|------|
| FIRST NAME | LAST NAME     | EMAIL        | GROUP                       | EDIT |
| Test       | name          | test@hpe.com | User (Sales/ Pre-Sales Rep) |      |
| Test       | name          | test@hpe.com | User (Sales/ Pre-Sales Rep) |      |

Note: If you need to deactivate or remove member, please contact our [program support](#) for further assistance. Any unredeemed points, will be forfeited.

**2**

Hewlett Packard Enterprise | Cloud Services | Software | IT Infrastructure | Technology Services | Support | Shop

All HPE | CONTACT

HPE ENGAGE | GROW | Enablement | My Profile | Support | My Rewards | Incentives | HPE Tools | Contact Support

### EDIT USER

Salutation: Mr. | First Name: Test

Last Name: name | Email Address: test@hpe.com

Appoint Admin | Group: User (Sales/ Pre-Sales Rep)

Save | Cancel

Click **Edit** and tick **Appoint Admin** to update the Admin role

**3**

Hewlett Packard Enterprise | HPE GreenLake | Products | Support | Contact

All HPE | CONTACT

HPE ENGAGE | GROW | Enablement | My Profile | Support | My Rewards | Incentives | HPE Tools | Contact Support

### COMPANY MANAGEMENT CONSOLE

Click **Invite User** and **Submit** after filling in the email invitation

Hewlett Packard Enterprise | HPE GreenLake | Products | Support | Contact

HPE ENGAGE | GROW | Enablement | My Profile | Support | My Rewards | Incentives | HPE Tools | Contact Support

### Invitation Information

Inviter Email: test@hpe.com | Invitee Email: Email Address

Submit





# My Profile - Company Management (2/2)

## 4 Bonus Point Allocation

## 5 Allocation History

**4**

Hewlett Packard Enterprise | Cloud Services | Software | IT Infrastructure | Technology Services | Support | Shop | All HPE | CONTACT

HPE ENGAGE | GROW | Enablement | My Profile | Support | My Rewards | Incentives | HPE Tools | CONTACT Support

### COMPANY MANAGEMENT CONSOLE

Invite User

User | BP Allocation | Allocation History

| QUARTER | PENDING POINTS FOR ALLOCATION |
|---------|-------------------------------|
| FY22Q2  | 2117                          |
| FY22Q4  | 0                             |

**Note:**  
Unallocated FY22Q3, FY22Q4 & FY23Q1 points will be expire on 30th April 2023.

**Things you need to know**

- ✓ Admin can only earn up to 30% of allocatable total Bonus Points
- ✓ Each partner must have a minimum of 2 members (1 Admin, 1 Sales Rep) to allocate Bonus Points
- ✓ All available Bonus Points must be allocated before submitting
- ✓ Training points are allocated directly to the members who completed the respective training

**What is Auto Assign Points?**

- ✓ 30% of the allocatable total Bonus Points for each quarter will be allocated to the Admin
- ✓ Remaining allocatable Bonus Points will be distributed equally to all Sales Rep

Start allocation now. Select a quarter below.

Select Quarter:

| QUARTER | INCENTIVES | TRAININGS | CLAIMS |
|---------|------------|-----------|--------|
| FY22Q2  | 2117       | 0         | 0      |

**Note:** Please note that Trainings points are awarded to the members directly, no allocation is required.

### Incentives

| FIRST NAME                      | LAST NAME | EMAIL                   | DEBIT CARD STATUS  | TOTAL POINTS ALLOCATED | Q4FY22 HPE GREEN AKE INCENTIVE | HPE GREEN AKE FOR COMPLETE OPS MANAGEMENT (WITH Q4Q2) |
|---------------------------------|-----------|-------------------------|--------------------|------------------------|--------------------------------|---|
| Points from Incentive           |           |                         |                    | 2117                   | 2017                           | 100   |
| TEST-SG                         | Lname     | smitha.thresia@prmm.com | Pending Activation | 0                      |                                |   |
| Remaining Points for Allocation |           |                         |                    | 2117                   | 2017                           | 100   |

**5**

Hewlett Packard Enterprise | Cloud Services | Software | IT Infrastructure | Technology Services | Support | Shop | All HPE | CONTACT

HPE ENGAGE | GROW | Enablement | My Profile | Support | My Rewards | Incentives | HPE Tools | CONTACT Support

### COMPANY MANAGEMENT CONSOLE

Invite User

User | BP Allocation | Allocation History

Select a quarter below.

Select Quarter:

| QUARTER | INCENTIVES | TRAININGS | CLAIMS |
|---------|------------|-----------|--------|
| FY22Q4  | 20         | 0         | 0      |

### Incentives

| FIRST NAME                      | LAST NAME | EMAIL                   | DEBIT CARD STATUS  | TOTAL POINTS ALLOCATED | Q4FY22 ARUBA PROMOTION | Q4FY22 AMD PROMOTION |
|---------------------------------|-----------|-------------------------|--------------------|------------------------|------------------------|----------------------|
| Points from Incentive           |           |                         |                    | 20                     | 10                     | 10                   |
| TEST-SG                         | Lname     | smitha.thresia@prmm.com | Pending Activation | 20                     | 10                     | 10                   |
| Remaining Points for Allocation |           |                         |                    | 0                      | 0                      | 0                    |

Auto Assign Points | Submit

## Take note!

- ✓ Admin can only earn up to 30% of allocatable total Bonus Points
- ✓ Need a minimum of 2 members (1 Admin, 1 Sales Rep) to allocate Bonus Points
- ✓ Training points are allocated directly to the members who completed the respective trainings





# My Profile - Claim Overview

**Hewlett Packard Enterprise** HPE GreenLake Products Support Contact SEARCH GRID GLOBE SIGN IN

**HPE ENGAGE & GROW** Find Prospect Enablement My Profile Support My Rewards Incentives HPE Tools CONTACT SUPPORT

### Claims Overview

| CLAIM DATE  | CLAIM ID   | SUBMITTER EMAIL | END CUSTOMER NAME | CLAIM STATUS       | BONUS POINTS | REMARKS | CAMPAIGN NAME | ACTION |
|-------------|------------|-----------------|-------------------|--------------------|--------------|---------|---------------|--------|
| 18 Jan 2023 | CM23000002 | test@hpe.com    | test              | Pending HPE Review | 0            |         | HPEFS         |        |
| 18 Jan 2023 | CM23000001 | test@hpe.com    | test              | Pending HPE Review | 0            |         | GreenLake     |        |

1 2 >

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# Support

## 1 Support Documents

## 2 About HPE ENGAGE & GROW

## 3 Frequently Ask Questions (FAQ)

**SUPPORT DOCUMENTS**

Sort by: Latest

- Login Guide**  
Added on 2022-09-01
- Dual Redemption Guide**  
Added on 2022-09-01

**Program Information**  
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1

**ABOUT HPE ENGAGE & GROW**

Sales Reps within participating reseller partners collect BonusPoints for every product they sell. These BonusPoints will be allocated by a designated how-often at the end of every invoice period to the user and converted to money on the prepaid Debit card or be redeemed for redemption from the catalogue.

**How does it work?**

- 1. Sign Up**  
First person from your company to register will be assigned the Reseller Administrator role automatically. After we've proved that the program is intended for HPE Distributor, Partner, Gold, Silver and Reseller.
- 2. Invite Colleagues**
- 3. Complete Survey**
- 4. Order Your Engage & Grow Debit Card**
- 5. Collect Bonus Points**
- 6. Earn And Spend!**

**GOOD TO KNOW**

- One BonusPoint equals 1000. This bonus occurs at the beginning of the next quarter.
- The program is designed to be only as simple.
- The reseller admin can track his/her performance during the invoice period and analyse their sales.
- HPE ENGAGE & GROW is already a success with HPE Partners in South and North America. Don't miss this opportunity to boost your sales!
- The earned BonusPoints will be one loaded in your reseller's account. It's possible to view track items & conditions for details concerning your country.

**NEED MORE INFORMATION?**

Please feel free to contact our support team via email. Support is available from Monday to Friday between 9am and 4pm SGT. We look forward to your request!

[Go To FAQ](#) [Contact ESG Support](#)

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2

**FAQ**

The following answers and questions may vary in the participating countries.

**What is HPE ENGAGE & GROW Program?**

**Who can take part in the HPE ENGAGE & GROW Program?**

**How does HPE ENGAGE & GROW Program work?**

**How do I join HPE ENGAGE & GROW?**

**What is the Portal Administrator(PA) role for?**

**What are the eligible country?**

**How do I pass my role as a Portal Administrator to someone else?**

**What are BonusPoints(BP)?**

**How can a reseller earn these BonusPoints(BP)?**

**How can a distributor earn these BonusPoints(BP)?**

**What do Eligible transaction mean?**

**When will BonusPoints(BP) visible in my account?**

**How much do I earn BonusPoints for Base Program?**

**What Are Activities Badge?**

**Where Can BonusPoints Be Utilized?**

**What is the Value Of Each BonusPoints?**

**When Will The Bonus Points Be On My Debit Card?**

**Where Can I Use My Debit Card?**

**Can I Exceed The Purchase Price Beyond The Current Card' Balance?**

**Can I Withdraw Cash From My Debit Card?**

**May I Credit Funds Onto The HPE ENGAGE & GROW Debit Card' By Myself?**

**Why is My Balance Different From My Spending Balance?**

**How Long Does It Take To Receive My Debit Card?**

**Do I Have To Pay Income Tax On The Value Of My Debit Card?**

**When Do My BonusPoints Expire?**

**What Do I Do in Case I Lose The HPE Engage & Grow Debit Card?**

**How Can I Redeem My Points?**

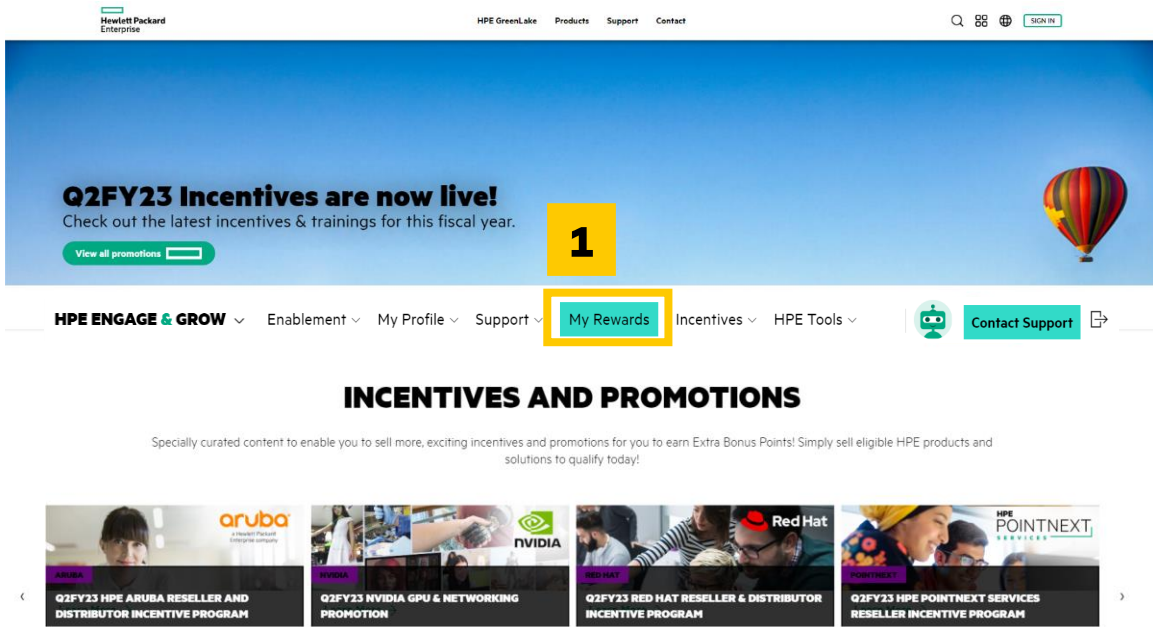
**How Soon Will My Redeemed Item Arrive?**

**Program Information**  
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If you have any further enquiries please contact support here.

3

# Redeem Rewards



1

Click **My Rewards** on the navigation bar to Rewards page

2

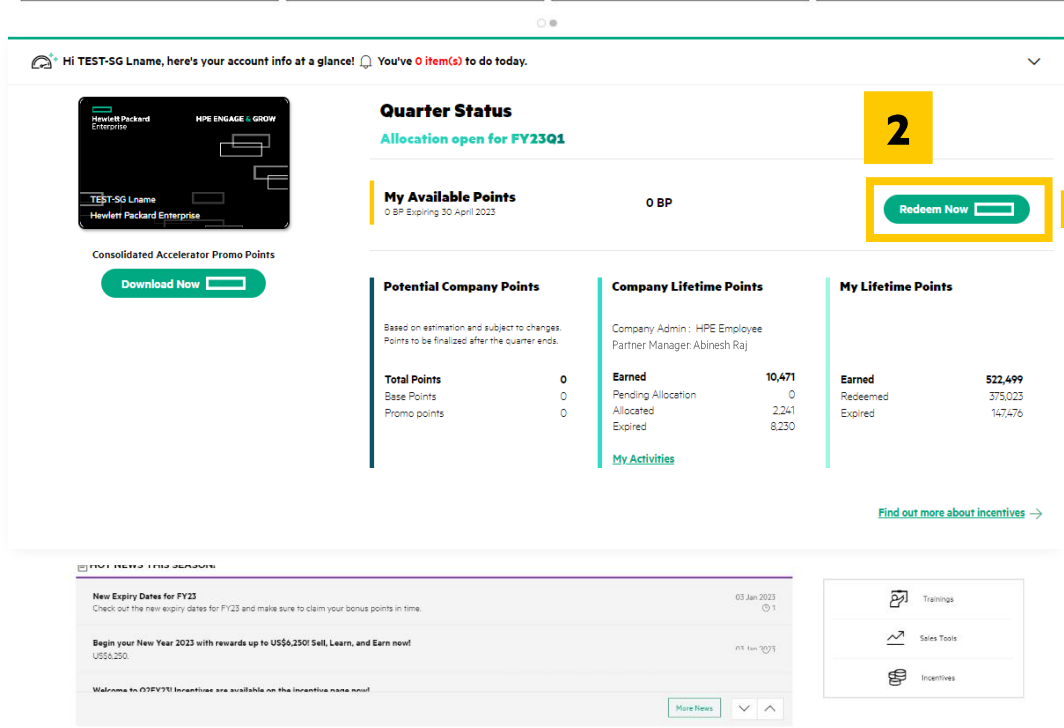
Or

Click **Redeem Now** on the points dashboard to Rewards page

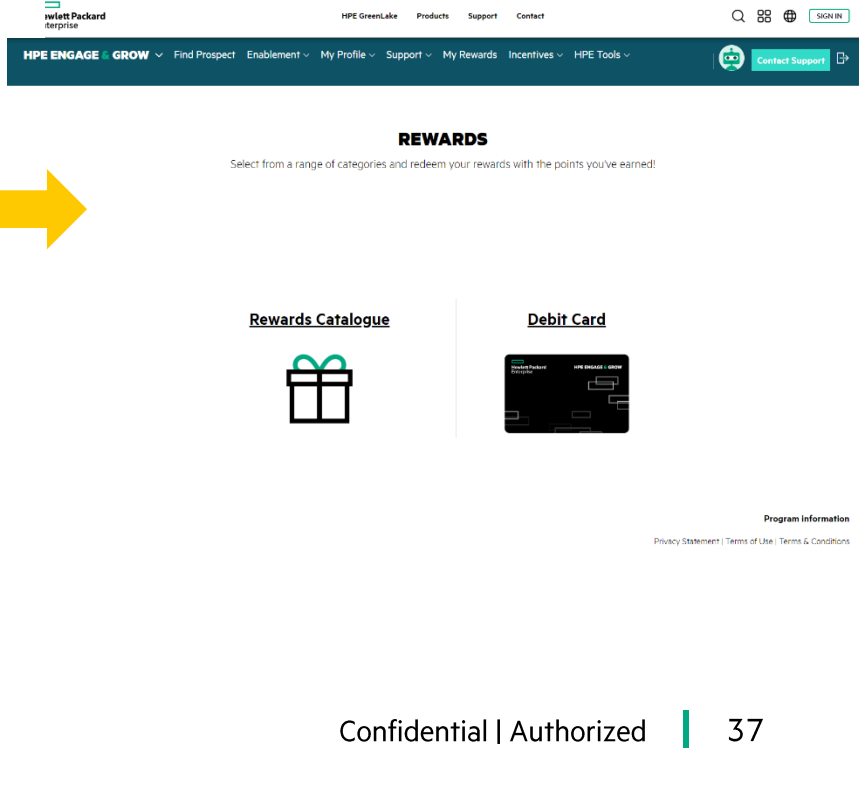
3

Select **Rewards Catalogue** or **Debit Card** on the Rewards page

# My Rewards



2





# Redeem Rewards

Redeem your points 



## My Rewards - Rewards Catalogue

1

Check your **My Available Points**

2

Select your eVoucher or eGift Card & **Add to Cart**

3

Confirm your item(s) & click **Proceed To Checkout**

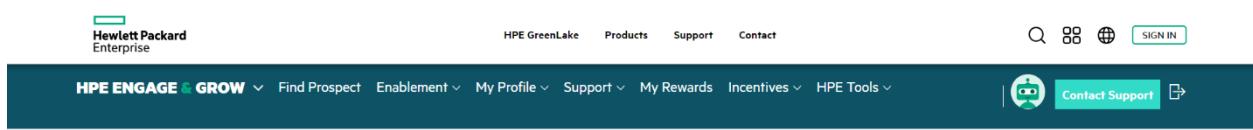


The screenshot illustrates the redemption process on the HP Enterprise Rewards website. It is divided into five numbered steps:

- 1** **Check your My Available Points**: The 'MY REWARDS CATALOGUE' page shows 'My Available Points' as 99,445 BP. A yellow box with the number 1 is overlaid on this section.
- 2** **Select your eVoucher or eGift Card & Add to Cart**: The 'REWARDS CATALOGUE' displays various gift cards (Apple, Amazon, BCF, Coles, Myer, JB Hi-Fi) with 'Add to Cart' buttons. A yellow box with the number 2 is overlaid on the 'Add to Cart' button for the Amazon gift card.
- 3** **Confirm your item(s) & click Proceed To Checkout**: The 'REDEMPTION CART' shows the selected 'Apple eGift Card \$5' (4 pts) with a quantity of 3. A yellow box with the number 3 is overlaid on the 'Proceed To Check Out' button in the 'Points Summary' sidebar.
- 4** **After complete & review details, click Confirm & Checkout**: The 'REVIEW DETAILS' page shows the user's information and the 'Points Summary' (Current Balance: 99,445, Total Points needed: 20, Points available: 99,425). A yellow box with the number 4 is overlaid on the 'Confirm & Checkout' button.
- 5** **Receive a confirmation email**: A 'Thank You!' message is displayed with the redemption reference ID '2022-U0BE1BGZEAH' and instructions to allow 21 days for processing.

# Redeem Rewards

Transfer your points



## My Rewards - Debit Card

### Take note!

- ✓ Virtual Card Status must be 'Active'
- ✓ A minimum transfer amount of 20 Bonus Points

### MY DEBIT CARD

[View Points Summary](#)

[Back To My Rewards](#)

| My Available Points              |      | My Lifetime Points |         |
|----------------------------------|------|--------------------|---------|
| Expiring Points on 30 April 2023 | 0 BP | Earned             | 522,499 |
|                                  |      | Redeemed           | 375,023 |
|                                  |      | Expired            | 147,476 |

**Total BP to Transfer** 0 BP

**1**

**2** Confirm & Transfer

**3**

**Status**  
Virtual Card Status | Active  
[Manage Your Card](#)

**Hewlett Packard Enterprise** HPE ENGAGE & GROW

Dear test,  
We have received your request to transfer 1136 Bonus Points to your Debit Card. The points transferred takes 14-28 business days to reflect on your card. Once funds are transferred to your card, you'll receive a notification from CardPortal.

In the meantime, you can visit <https://www.cardportal.com> to check your latest balance and transactions for your Debit card.

If you do not receive your points after 28 business days, please reach out to [apac-support@hpereward.com](mailto:apac-support@hpereward.com) for assistance. Thank you!

*This is a system generated notification*

Warmest Regards,  
APAC HPE ENGAGE & GROW Team

**1**

Check your **Total BP to Transfer**

**2**

Click **Confirm & Transfer**

**3**

Receive a confirmation email

**Pro Tips:** If less than 20 BP, you may redeem your points via Rewards Catalogue



# Incentives – Program Framework

HP Enterprise | HPE Governance | Products and Solutions | Services | Learn | Support | Contact | [Contact Support](#)

## What Is HPE ENGAGE & GROW Program?

HPE ENGAGE & GROW is a fully automated channel incentive program that aims to motivate the sales team of HPE Distributors and/or HPE Resellers for selling eligible HPE products, services and solutions.

Members are rewarded with bonus points by selling eligible products, services & solutions and completing e-trainings. These products and trainings come from HPE and HPE Alliance & Technology partners.

### How Can I Earn Bonus Points?

Here are the 3 ways to earn Bonus Points:

- HPE Base Program**  
Resellers earn rewards based on the size Sell-Through achieved and earn additional if there are SMB Net New Logo Deals. Targets and rewards points vary based on the membership tier in the Engage & Grow program.  
[Learn more](#)
- Accelerators Incentive**  
Check out the latest incentives from HPE / Alliance & Technology Partners and Business Units.  
[View our Incentives](#)
- Enablement**  
Boost your knowledge with our trainings & quizzes, sales kits and certifications.  
[View all trainings](#)

#### HPE Base Program

##### Metric 1: Sell-Thru Targets

| Resellers membership tier | Threshold for 2HFY24 (USD) | Award for 2HFY24 (Points) |
|---------------------------|----------------------------|---------------------------|
| Platinum                  | 700k                       | 400                       |
| Gold                      | 250k                       | 300                       |
| Silver                    | 100k                       | 250                       |
| Business Partner          | 20k                        | 200                       |

**Notes:**

- At the end of Q3 if the partner achieves 50% of the target for 2HFY24, they will receive 50% of the award points.
- At the end of Q4, if the partner achieves 50% of the target for 2HFY24, they will receive 50% of the award points.
- If the partner achieves the overall target for 2HFY24 by the end of the period, they will receive the full award points, even if they did not meet the target in each quarter.

##### Metric 2: SMB Net New Logo (NNL) Deals

**How it works?**

- Additional 200 points will be awarded for each SMB NNL that the partner transacts with a deal size of a minimum USD 35000 to qualify.
- Net New Logo (NNL) is defined as an account with 0 transactions with HPE in the last 3 years.
- Partner can qualify for rewards under Metric 2 even if they do not meet the criteria for Metric 1.
- Reward points are capped at 600 points per Reseller under Metric 2.

- Contact Support**  
Questions? Connect with our Support team.  
[Learn more](#)
- 1 Bonus Points = 1 USD**  
The accumulated bonus points can be redeemed through the rewards catalogue or transferred to your ESG debit card.  
[Learn more](#)
- Rewards Catalogue**  
Redeem your points with a wide range of e-vouchers.  
\*Eligible countries: All APAC countries  
[Learn more](#)
- Debit Card**  
Use your ESG debit card anytime and anywhere online or at any merchant that accepts our VISA as the payment methods.  
\*Eligible countries: Australia, Korea, Malaysia, New Zealand, Philippines, Singapore, Thailand & Vietnam.  
[Learn more](#)

[Privacy Statement](#) | [Information](#) | [Conditions](#)

1

Redirect to **Incentives** page

2

Redirect to **Trainings** page

3

Redirect to **Contact Support** page

4

Redirect to **My Rewards** page

5

Redirect to **Rewards Catalogue** page

6

Redirect to **Debit Card** page

3

4

5

6



# Sell & Earn



## Incentives - Promotions

1

Click **Incentives** to incentives listing page

2 Or

Click **Mini Carousel** to go directly to the incentives detailed page

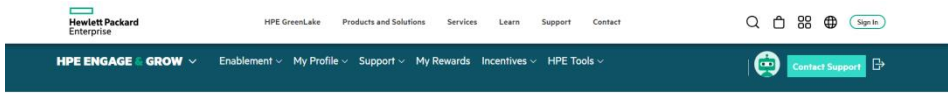
3

Search the available incentives from listing page & click **Learn More** for more incentives details

### Budget Icon

- Budget available
- Budget running low
- Budget fully consumed

# Sell & Earn



## PRO-TIPS BEFORE YOU BEGIN

Each claim will take you minimally 2 minutes to submit, but this is dependent on the list of fields required based on the Incentive you are submitting. Each claim is for 1 deal. Ensure your claim is submitted within 28 days from your order placement date with HPE or HPE Authorised Distributor.

### Please select the incentive claim for your submission

1

Special Incentive  
HPEFS

### You are submitting claim for HPEFS

HPEFS Lease Schedule Number \*

End Customer Name \* Job Role  
Sales

Amount Financed (USD)

\*Mandatory fields

By submitting a claim, I have read, understood and agree to the Terms and Conditions below for this campaign.

2

Submit Claim

### Promotion Terms & Conditions

- Partner must be registered on the HPE Engage & Grow program. Promotion is available for **HPE Distributor, Platinum, Gold, Silver and Business Partners**.
- Under this promotion, rewards are capped quarterly at **2,500 Bonus Points per Partner Entity**.
- All HPE and non-HPE products financed by HPE Financial Services are eligible.
- Financed transaction must be funded and officially recorded by HPE Financial Services between **1 November 2023 to 30 April 2024 (all claims must be logged in by 21 May 2024)**.
- Valid for financing agreements in the following locations: **Australia, Hong Kong, Malaysia, New Zealand, Singapore, South Korea, Taiwan and Thailand**.
- For customer accounts in HPE Financial Services: **Small & Medium Business (SMB) segment**. (Enterprise accounts will be reviewed on a case-by-case basis)
- Subleases (where Partner is the lessee in the HPEFS financing agreement) will be reviewed on a case-by-case basis.
- Customer Sales & Leasebacks are not eligible. HPE GreenLake and HP DaaS transactions are also not eligible.
- HPE Financial Services reserves the right to decline or amend any invalid submissions or transactions
- Reward process:
  - On a monthly basis, after HPE Financial Services closes its books, submitted claims meeting the promotion criteria will be validated.
  - Financed transactions will be based on HPEFS official booked transactions in USD (amounts shall be rounded to the nearest USD 100).
  - 1 Bonus Point will be awarded for every USD 500 amount financed by HPE Financial Services (equivalent to 0.2% of the qualifying transaction).
  - Bonus Points will be awarded to the Partner's Engage & Grow Administrator who can allocate them to the appropriate partner sales representative after every quarter end.
  - Only one participant (whether from a Distributor rep or a Reseller rep) can be rewarded for every HPEFS schedule number.
- The HPEFS incentive has a budget set for FY2024. Points earned by Partner Reps will be awarded based on the earliest claims submitted until the budget is fully consumed.
- HPE Financial Services Management, whose decisions are final, will resolve all matters pertaining to the interpretation or application of promotion rules.
- HPE Financial Services reserves the right to modify and/or cancel this promotion any time without prior notice.
- For any further questions, please reach out to your local HPE Financial Services partner representative.

### Others

Here are a few related **HPEFS** programs\* for your info:

- Payment Relief Program:**  
Reduced payments for eight months to get your programs started.
- Payment Deferral:**  
Acquire now and pay later. Delay payments for 90-days to help ease budget strains.
- Accelerated Migration:**  
Convert existing, owned IT into an incremental cash source while retaining the use of the systems.
- HPE Certified Pre-Owned Technology:**  
An option to relieve capacity strain and quickly address supply chain delays with a range of HPE certified pre-owned.

\*This is not part of the HPE ENGAGE & GROW promotion. Please contact HPEFS for further details.

For any further questions, please reach out to your local **HPEFS** representative or Partner Development Manager.



## Incentives – Submit Claim

### Claim Incentives

- ✓ HPE Financial Services (HPEFS)
- ✓ HPE GreenLake Repeatability

Submit your claim

1

Select incentives for claim submission & provide details of eligible deals

2

Acknowledge the T&Cs before **Submit Claim**



## HPE Tools

1

### HPE Partner Ready Portal

Gives partners direct access to all the critical business tools and information they need to do business with HPE

2

### HPE Seismic

Search for sales content including curated assets & news, collaboration tools, and personalized profiles to help customers turn ideas into value

3

### HPE PSNow

Provides a full inventory of all the latest products, services and solutions related content

4

### LinkedIn

Social media platform

5

### Facebook

Social media platform

6

### Sales Pro

Access innovative sales training & enablement—all in one place—designed to help you expand your skills & grow your pipeline

7

### Tech Pro

Access best-in-class HPE technical tools, resources & expertise, along with industry-leading certification & training options





# Special tools & campaigns

- Prospective E&G Resellers  
*\*Distributor only*
- Partner ReEngage Initiative  
*\*Distributor only*





# Prospective E&G Resellers

## WELCOME TO PROSPECTIVE ENGAGE & GROW RESELLERS

Exclusively for Distributors only!

The Prospective Engage & Grow Resellers program allows you to find partners that transacted with you but not onboarded with E&G. Both Distributors and Resellers will earn rewards points based on existing incentives when partners are onboarded with E&G.

Invite your partners to join E&G now!

Note:

1. The points shown here are **indicative only** and subject to the final Distributor reporting at the end of the quarter and the final bonus points tabulation.
2. The list of non-onboarded partners will vary based on monthly updates.
3. Partners must be **onboarded within the active quarter** to earn E&G points.
4. HPE Engage & Grow [Terms & Conditions](#) apply.

### Distributor Points from Onboarded Partners



1

### Non-onboarded on E&G

# Partners: **3**  
Distributor Potential Points: **700**

2

### Top Potential Partners To Onboard

Reseller3: **640 BP**  
Reseller2: **100 BP**

3

[Check out the learning guide](#)  
Last update: 22 December 2022

4

FY Quarter: FY23Q2

E&G Status: All

5

Send E&G Invite

6 Export As Excel

| Partner Name | E&G Status    | Distributor Potential Points | Partner Potential Points |
|--------------|---------------|------------------------------|--------------------------|
| Reseller1    | Onboarded     | 100                          | 600                      |
| Reseller2    | Non-onboarded | 100                          | 100                      |
| Reseller3    | Non-onboarded | 600                          | 640                      |
| Reseller4    | Non-onboarded | 0                            | 0                        |
| <b>Total</b> |               | <b>800</b>                   | <b>1340</b>              |

Showing 1 to 4 of 4 entries

Previous 1 Next

\*E&G Status is updated once partners are successfully onboarded.

## Exclusively for Distributors only

### Allow Distributors to:

#### ✓ Find Prospect

Find partners (resellers) that transacted with Distributors but not onboarded with E&G

#### ✓ Rewards Points

Both Distributors and Resellers will earn rewards points based on existing incentives when new partners (resellers) are onboarded with E&G.

1

Total potential points from your onboarded partners

2

Total number & potential points from your non-onboarded partners

3

Non-onboarded partners leaderboard (from highest to lowest points)

4

Select your view based on E&G partners' status

5

Send an invite to your potential partners to join E&G

6

Export your partners list in excel format

# Partner Re-Engage Initiative

## Exclusively for Distributors only

### Encourage Distributors to:

- ✓ Invite eligible HPE Resellers to join HPE ENGAGE & GROW program
- ✓ Re-Engage and encourage them to make an eligible sale
- ✓ Received Bonus Points for both Distributors & Resellers when first eligible transaction made

**1** Check out the list of eligible Resellers & Proximity partners below

**2** Invite them to join HPE Engage & Grow

**3** Encourage them to make an eligible sale!

**4** Earn Bonus Points when they make a sale!

**1** For selling Compute Server AND Storage Transactional Business SKUs (above USD 1,000)

- ✓ Earn 50 Bonus Points for Distributor (capped at 1,500 BP)
- ✓ Earn 110 Bonus Points for re-activated Reseller & Proximity Partner
- ✓ Not eligible if only Options

**2** For selling Compute Server OR Storage Transactional Business Only (above USD 1,000)

- ✓ Earn 20 Bonus Points for Distributor (capped at 700 BP)
- ✓ Earn 50 Bonus Points for re-activated Reseller & Proximity Partner
- ✓ Not eligible if only Options

**4** Start inviting and earning Bonus Points now!

**5** Download eligible product list

| PARTNER ID | COMPANY NAME                 | COMPANY STATUS | EGG REGISTRATION STATUS |
|------------|------------------------------|----------------|-------------------------|
| 2-1761040  | RELD SOLUTIONS GROUP         | Dormant        | Non-onboarded           |
| 2-852-2819 | KAURI COMPUTING PTY. LIMITED | Dormant        | Non-onboarded           |

**6** Partner Re-Engage Program Terms & Conditions

**1**

Steps by steps to participate in this program

**2**

Download invitation eDM and program brochure

**3**

Criteria and bonus points

**4**

Download eligible product list

**5**

Export your partners list in excel format

**6**

Download program terms & conditions

# GTM resources

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- E&G communications
- Partner information kit
- Consolidated deck
- Recruitment kit
- Invitation eDMs
- Support tools





# E&G communications

## Get updated on

- ✓ Incentives
- ✓ Trainings
- ✓ Bonus Points
- ✓ Important Announcements

Received  
**HPE ENGAGE & GROW** mail  
[<noreply@hpereward.com>](mailto:noreply@hpereward.com)



Whitelist / mark **E&G** mail as  
 non-SPAM / safe sender



Check your INBOX and read  
**HPE ENGAGE & GROW** eDM



## Monthly Updates

**Maximize your earnings with HPE ENGAGE & GROW**

Dear Valued Partner, Take advantage of our newly improved training process with instant approval of your bonus points once your computer is training. Remember to ENGAGE to our incentive programs and GROW your earnings!

**What's new?**

- For Company Admin
- For Sales Reps
- For Distributors
- Our Trainings

**Sell & Earn from latest Q3FY23 Incentives**

|                      |                      |                |                      |
|----------------------|----------------------|----------------|----------------------|
| <b>HPE GreenLake</b> | <b>HPE GreenLake</b> | <b>NUTANIX</b> | <b>HPE GreenLake</b> |
| <b>Red Hat</b>       | <b>HPE GreenLake</b> | <b>PHYCAL</b>  | <b>AMD</b>           |
| <b>Microsoft</b>     | <b>VMware</b>        | <b>intel</b>   | <b>AMD</b>           |

**Q2FY23 Bonus Points**

Need support? Connect with us: <https://support.hpereward.com/new/>

\*Received after the quarter is finalized and allocation is open!  
 Up to 3 reminders before expired

## Points Allocation (Admin)

**Allocate your Q2FY23 bonus points!**

Dear Valued Partner, We are here to inform you that the allocation window for Q2FY23 Bonus Points (BP) is now open. Company Administrator, please allocate your company points to your sales representatives now so they can enjoy their rewards.

**Important Reminders**

Q2FY23 bonus points will be expired on 31 July 2023.

**Important Reminder**

Your company received: **\*[COYPTS]\*** **Q2FY23 Bonus Points**

2 Ways to Allocate:

- Manual Points Allocation
- Auto Assign Points

**FY23 Points Expiry Date**

Please be informed that the expiry dates for each quarter of FY23 have changed. Please accept the latest FY23 Terms & Conditions and allocate your company points before the expiry date!

| Quarter(s) | Expiry Date |
|------------|-------------|
| Q1FY23     | 30 Apr 2023 |
| Q2FY23     | 31 Jul 2023 |
| Q3FY23     | 31 Oct 2023 |
| Q4FY23     | 31 Jan 2024 |

Need support? Connect with us: <https://support.hpereward.com/new/>

## Points Redemption (Sales Rep)

**Redeem your bonus points before they expire on 31 July 2023**

Dear Valued Partner, Your HPE ENGAGE & GROW bonus points earned in Q2FY23 will be expired on 31 July 2023. Please redeem your BP via Rewards Catalogue or transfer your BP to your ENGAGE & GROW Debit Card now so you can enjoy the rewards you deserve for your hard work!

Any unredeemable points will be forfeited and no extension will be given after the expiry date.

**Your Expiring Bonus Points**

**<< Test EXPIRY PTS >>**

Date is accurate as of 5 July 2023

**ENGAGE & GROW Debit Card**

- Go to My Rewards
- Select "Debit Card"
- Click "Confirm & Transfer"

**Rewards Catalogue**

- Go to My Rewards
- Select "Rewards Catalogue"
- Choose your vouchers & Add to Cart
- Confirm & Checkout

**FY23 Points Expiry Date**

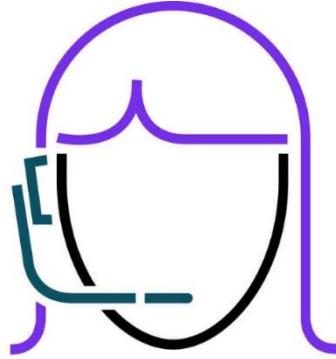
Please accept the latest FY23 Terms & Conditions and allocate your company points before the expiry date!

| Quarter(s) | Expiry Date |
|------------|-------------|
| Q2FY23     | 31 Jul 2023 |
| Q3FY23     | 31 Oct 2023 |
| Q4FY23     | 31 Jan 2024 |

Need support? Connect with us: <https://support.hpereward.com/new/>



# Need additional support?



Australia, Malaysia, New Zealand, Philippines, South Korea, Singapore, Thailand & Vietnam

## Contact Support

Click below for any questions related to HPE ENGAGE & GROW. Support team will reply within 3 business days.

Contact support

[apac-support@hpereward.com](mailto:apac-support@hpereward.com)

## Partner Ready Portal

Click below to update HPE Partner Ready Portal Account.

Visit Partner Ready Portal

[partner.hpe.com](https://partner.hpe.com)

## Card Portal

Click below for any questions related to HPE ENGAGE & GROW Debit Card.

Visit CardPortal

[help.prepaid@cardportal.com](mailto:help.prepaid@cardportal.com)



# What are you waiting for?

- 1 Onboard with HPE ENGAGE & GROW & invite your colleagues to register** *(Sales & Pre-Sales)*
- 2 Close your open deals and receive rewards at the end of every quarter** *(No claims required)*
- 3 Join ENGAGE & GROW with HPE**

Register now 



# Thank you!

For additional support,  
E&G Program Related: [apac-support@hpereward.com](mailto:apac-support@hpereward.com)  
E&G Debit Card Related: [help.prepaid@cardportal.com](mailto:help.prepaid@cardportal.com)