

HPE Partnership

Hewlett Packard Enterprise (HPE) creates new possibilities for technology to make a meaningful impact on people, businesses, governments and society. With a broad technology portfolio that spans servers, converged infrastructure, storage, hyper-converged networking, services and information technology (IT) infrastructure, HPE delivers solutions for your customers' most complex challenges globally.

HPE key solutions

HPE offers enterprise IT infrastructure solutions, including multi-vendor customer service, IT management software, information management solutions, security intelligence, risk management solutions, artificial intelligence, computing at the edge, and enterprise servers, storage, networking, technology, support and maintenance.

Arrow: A technology services company

Arrow has been an HPE partner since 1997. The benefits of being an Arrow value-added reseller partner include the following:

- Accelerating solution selling
- Delivering superior customer experience
- Demonstrating customer-centric sales discipline
- Extending and supporting supplier reach
- Making it easy to do business with Arrow's HPE team, which includes executives, field sales, partner specialists, engineers, supplier managers, leasing experts and marketing professionals
- Offering current and emerging enterprise line card

Customer service

Our partner specialists are HPE sales- and technical-certified, have dedicated accounts, and offer partner support (hpeisrteam@arrow.com).

- We are a channel leader with configuration and quote SLAs, usually within four hours or less.
- Our Deal Desk offers free registrations and helps with HPE pricing (hpedealsupport@arrow.com).

ArrowSphere

ArrowSphere is an award-winning cloud delivery and management platform. Our cloud engine offers you the flexibility to offer solutions from Arrow's marketplace of leading cloud vendors, other vendors you contract with directly and your own products and services — all through one platform.

You can use ArrowSphere to buy on behalf of your customers or give them direct access to manage their transactions in ArrowSphere's MyCloud Portal. MyCloud Portal is a white-labeled, customizable marketplace that improves customer satisfaction and drives growth.

Supplier facts

Headquarters: Houston, Texas

Global Presence: Americas, Europe, Middle East, Africa, Asia-Pacific

Stock Exchange: NYSE – HPE

Fiscal Year: November 1 to October 31

Distribution Model: Open

Website: www.hpe.com

MyArrow

MyArrow is a self-service portal where you can access everything you need to run and grow your business in one centralized place.

- View orders and invoices, and make payments in a snap
- Role-based access and personalized dashboard, with role-based visibility into objects — such as leads, opportunities, quotes, orders, invoices and billings
- Curated Content: Receive valuable content, sales tools and training materials to enable your business. Easily share this content across your website, blog, social media accounts and email.

Arrow Solutions Lab

The Arrow Solutions Lab is a dynamic hybrid cloud infrastructure where you can design, build, demonstrate and integrate IT solutions. Based in the Atlanta metropolitan area, our new colocation is a reliable and secure space to drive digital transformation and build customer confidence. Work in-person or virtually with our expert engineers and best-of-breed equipment to find answers for reducing IT complexity and increasing efficiency through end-to-end solutions.

HPE ProLiant ready-to-ship BTO inventory

Arrow offers built-to-order (BTO) servers to simplify doing business with HPE to accelerate revenue and grow market share. HPE BTO servers are a key differentiator for HPE partners.

- With high-demand pre-configured servers, Arrow can deliver the right offering, at the best price to the right customers. Plus, we ship from Arrow stock in the fastest time.
- The industry's most secure servers are readily available, many with the option to ship the next day.
- The server offerings are top-selling HPE compute builds that are in high demand.
- Price BTO servers and options quickly.

Supplier management

Arrow's supplier managers support planning, operations, tools, communications, strategic investments, events, training and demand generation. They also develop individualized business-line marketing plans that align with HPE's go-to-market strategy. Our build, enable and grow strategy helps you transform profitability every step of the way.

Other offerings and tools

- Partner demand generation programs help generate sales leads.
- HPE certification analysis and mapping services are available to partners.
- HPE's MVP Enablement Program provides product and services training and resources.
- Arrow communications keep you up to date on the latest channel news from Arrow and HPE.
- HPE Arrow Practice Accelerator Program is designed to train and enable sales and technical professionals while they earn prizes and leads.
- Resellers who leverage ConnectWise CPQ and PSA can take advantage of ConnectWise and Arrow API integrations. Upload any quote that Arrow completes into ConnectWise CPQ and eliminate rekeying for more speed and accuracy.

HPE GreenLake

HPE GreenLake is a modern edge-to-cloud platform that brings the cloud experience to apps and data everywhere. Features include self-serve, pay-per-use, scale-up and down and the option to be managed by HPE and channel partners. Customers free up capital, boost operational and financial flexibility, and empower their teams to innovate.

Public Sector contracts

immixGroup holds several contract vehicles you can use when selling HPE solutions to your government customers. Various federal, state, local and cooperative procurement options, including GSA IT Schedule 70 and NCPA contracts, are available. With its wide array of contracts, immixGroup can help HPE reach federal agencies and over 90,000 organizations that make up the state, local and education (SLED) market.

Contact your HPE channel representative to learn more about what Arrow's HPE team can do to accelerate your HPE practice.