



Hewlett Packard
Enterprise

Hewlett Packard Enterprise Software Partner Ready Program for Solution Providers 2017

Overview and Terms and Conditions
for the EMEA region

Table of contents

Table of contents.....	1
Welcome to the Hewlett Packard Enterprise Partner Ready Program for Solution Providers FY17	3
HPE Partner Ready Specializations for Software Solution Providers	4
Platinum Software Specialist for Solution Providers	5
Gold Software Specialists for Solution Providers	6
Silver Software Specialists for Solution Providers.....	9
HPE Partner Ready Program Eligibility for Software Solution Providers.....	11
Contracts and Compliance	11
Location ID	11
Competency.....	11
License Shipment Results	12
HPE Software Partner Ready Program for Solution Providers Growth Plans	13
Fast-track for Enterprise Group Partner Ready Partners	13
Multi-Country Partners (within EMEA)	14
HPE Partner Ready Program Benefits for Software Solution Providers.....	15
Specialist Bonus	15
Sourced Bonus	15
New Business Opportunity Bonus	15
Eligible PLs for Compensation.....	16
Important Notes on Bonus Processes	17
Overview of Software Benefits.....	18
Overview of Software Partner Ready Bonus Eligibility and Timeframes.....	18
Payment Timeframes.....	18
Deal Registration and Claiming Requirements.....	18
Compensation Payment Mechanism.....	19
Claim Back Conditions.....	19
Marketing Development Fund	21
Discounts.....	21
Standard reseller discount	21
End User Special Negotiated Discounts.....	21
Internal use discount.....	21
Program Intake Processes and Timeframes.....	22
Additional Program Options	23
SVI – ITOM, ADM, Big Data Platform, Information Management and Governance.....	23
SSCP – ITOM, ADM, Big Data Platform, Information Management and Governance.....	23
HPE Big Data Platform (Vertica) OEM Program	23

Sales and Marketing Support.....	24
HPE Software Channel Manager	24
Channel Communications.....	24
Partner Locator	24
HPE Software Events	24
HPE Partner Ready Program Certification and Learning	25
Certifications	25
Sales Certification	25
Technical Certifications	25
Learning Resources.....	26
For individual partner employees	26
My Learning HPE.....	26
For authorized users	26
HPE Partner Learning Management Tool	26
HPE Partner Education Manager	26
Software Support Online	26
HPE Partner Invoicing Terms for HPE Partner Compensation Payments	27
Self-Invoicing	27
Electronic Invoicing (PDF invoicing)	27
Hard Copy Invoicing	28
HPE Partner Ready Program Terms for Software Solution Providers.....	29
1. Program Objectives	29
2. Program Participation	29
3. Duration and Changes.....	29
4. Audit.....	29
5. In scope	30
6. Out of scope:	30
7. Consequences of Partner breach of the Program Terms.....	30
Contact Us.....	30
Appendix 1	31
Country Requirements for License Sales Thresholds – ADM and ITOM Specializations.....	31
Country Requirements for License Sales Thresholds – HPE Security Specializations	34
Country Requirement for License Sales Thresholds – Big Data Platform, Information Management and Governance Specializations	37
Appendix 2	40
Appendix 3	41



Welcome to the Hewlett Packard Enterprise Partner Ready Program for Solution Providers FY17

This guide is designed to give Hewlett Packard Enterprise Solution Provider Partners, who integrate, resell and provide value added services, an overview of how to make the most of our partner program for FY2017 (01 November 2016 to 31 October 2017), including specialization requirements, related benefits within the program and Terms and Conditions.

Partnerships drive us forward!

Hewlett Packard Enterprise is focused on the enterprise, both large and small. We continue to be innovators at heart—that's in our DNA. But, we also put our partnerships first by building long-term relationships with our customers and partners. Partnerships first is one of our core values because we understand the value of people working together towards a common goal and the impact collaboration has on the world around us. It's all about taking our joint customers' businesses further, faster.

It's our belief in teamwork that has inspired us to continually improve and bring innovation to our Partner Ready Program. For over 30 years, we have strived to deliver the solutions, support, motivation and rewards that enable you, our partners, to inspire the world. You'll find the benefits and results of this collaboration throughout the Partner Ready Program.

HPE Partner Ready Specializations for Software Solution Providers





When most companies sign on as a Hewlett Packard Enterprise Authorized Partner, you usually start at the entry level as a Business Partner. With increased investments in sales and technical certifications as well as growing Hewlett Packard Enterprise sales revenue, you can move up from Business to Silver, then Gold, and eventually to the top level as a Platinum Partner.

Each membership segment has its own set of requirements and rewards. However, the Partner Ready Program is structured so that the greatest rewards go to partners that make the greatest investment in their relationship with Hewlett Packard Enterprise. With each new membership level, you gain access to more and increasingly valuable benefits. Additionally, membership benefits are cumulative, meaning you retain the benefits of the previous levels when you move to a higher segment.

Partner specializations within Hewlett Packard Enterprise Partner Ready are attained by meeting the following criteria:

- Software license shipments attained (determined from the most recent 4 quarters)
- Certification attainment
- Partners have a duty to supply, upon request from HPE, the following information as part of holding an Hewlett Packard Enterprise Partner Ready Specialization:
 - signed Business Plan
 - funnel reporting
 - sell-out and sell-to data

Figure 1: Hewlett Packard Enterprise Software Partner Ready Specializations

FY17 Partner Ready Software Solution Provider Specializations				Sales Certs*	Tech Certs*	Sale Rev Large / Small Mkt
 Hewlett Packard Enterprise Platinum Partner	Platinum Software Partner			Any 2 Gold	Any 2 Gold	\$300K / \$1M
 Hewlett Packard Enterprise Gold Partner	IT Operations Management	Big Data Platform		2	2	\$150K/ \$500K
	Application Delivery Management	HPE Security Fortify				
	Information Management	HPE Security ArcSight				
	Information Governance	HPE Security–Data Security				
 Hewlett Packard Enterprise Silver Partner	IT Operations Management			2	0	\$20K / \$50K
	Application Delivery Management					
	HPE Security					
	Information Mgmt. & Governance					
	Big Data Platform					
 Hewlett Packard Enterprise Business Partner				None	None	None
Thresholds may vary based on sub-region/country						
*Certification requirements at the Silver and Gold levels represent both number of certifications and individuals (2 certs/2 people)						

Platinum Software Specialist for Solution Providers

Platinum Software Specialists have the expertise customers need to help drive strategic planning and governance across multiple applications and large enterprise systems. You help your customers improve business strategy alignment, project execution, operational excellence, financial performance, and IT value.

The Platinum Software designation requires the highest level of specialization to ensure that the Software solutions and technology you deliver provide real business advantages to your customers. Your expertise is rewarded with the highest level of benefits that Software has to offer.

Benefits	Platinum	Details
SPECIALIST BENEFITS	\$\$\$	
SW PARTNER –SOURCED BONUS	\$\$\$	Registrations must be approved by Software management
NBO	\$	
MDF	✓	Available at Software management's discretion
SPECIAL PRICING	✓	
PROMOTIONS	✓	
PBM	✓	Available at Software management's discretion
INSIGNIA AND CERTIFICATES	✓	
PARTNER LOCATOR	☆	
DEMO LICENSES	✓	Free demo/evaluation licenses
CMZ	✓	

Criteria	Platinum	Details
REVENUE THRESHOLD	\$\$\$	
JOINT BUSINESS PLAN	✓	
SALES CERTIFIED	👤 👤 👤 👤	
TECHNICAL CERTIFIED	👤 👤 👤 👤	

Gold Software Specialists for Solution Providers

Gold IT Operations Management Specialist recognizes your investment in the expertise required to add value to the Software Operations Management portfolio. You have the talent to deliver our intelligent automation and performance management solutions to help maximize efficiency across your customers' applications, devices, and processes - even across different IT environments. You are rewarded with Gold-level benefits and new opportunities to grow revenue and market share.

Gold Application Delivery Management Specialist recognizes and rewards your investment in the competency required to leverage the unparalleled strength and breadth of the Software's Application Lifecycle

Management portfolio. You help customers modernize their most critical applications, meet the challenges of a highly virtualized business world, and take control of their application lifecycle with a solution that addresses the needs of all stakeholders. You are rewarded with Gold-level benefits and new opportunities to increase sales and grow market share.

Gold Information Governance Specialists are partners that possess a comprehensive knowledge of the Information Governance solutions. These solutions deliver a portfolio of modular solutions that help organizations access and understand human and computer-generated information, organize and control this data with a centralized policy engine, and intelligently manage and take action in accordance with business, legal, compliance, and other information management objectives. All Information Governance specializations recognize and reward partners that hold a leadership position in the Information Governance space. They are rewarded for sales and delivery of one or more of the following solutions:

- Records Manager - Electronic document and records management solution for government agencies, regulated and global.
- ControlPoint - File analysis software to access, understand, classify and control all enterprise information. Accelerate compliance and information governance with legacy data clean-up to reduce redundant, obsolete, trivial and dark data.
- Structured Data Manager - Application archiving and retirement while retaining data access for compliance, eDiscovery and operations.

Gold Information Management Specialists are partners that possess a comprehensive knowledge of the Information Management solutions. These solutions deliver intelligent policy based protection, accessibility and retention of organizational data to optimize recoverability, reduce the risks of loss and misuse, and leverage it for operational insight and value. All Information Management specializations recognize and reward partners that hold a leadership position in the Information Management space. They are rewarded for sales and delivery of one or more of the following solutions:

- Data Protector-Intelligent and automated backup and recovery to protect, analyze and optimize.
- Connected Backup-Backup solution for application and user data stored locally on end-user computers.
- Connected MX-Securely access, share and protect information without compromising mobile workforce productivity.

Gold Big Data Platform Specialists are partners that possess a comprehensive knowledge of the Hewlett Packard Enterprise Platform and the capabilities and benefits it brings to their customers. From managing and analyzing massive volumes of structured and semi structured data quickly and reliably with HPE Vertica Big Data SQL analytics or understanding data from virtually any source, any format, and any location with HPE IDOL. All Big Data Platform specializations are rewarded for sales and delivery of one or more of the following solutions:

- HPE Vertica Big Data SQL Analytics - Columnar database and advanced analytics platform that allows organizations to extract value from their Big Data.

- HPE IDOL - Unstructured data analytics platform that performs text, image, audio and video analytics across many.

Gold HPE Security Fortify designation recognizes and rewards partners that hold a leadership position in HPE Security Fortify. With more than 80 percent of today's cyber-attacks target and exploit vulnerabilities in applications the HPE Security Fortify specialization enable partners to provide a solution to help their customers mitigate these risks. The HPE Security Fortify offering is an integrated, holistic approach to application security and provides a comprehensive suite of software security solutions to finds security vulnerabilities in applications, automates the process of fixing security vulnerabilities by securing the software development lifecycle (SDLC), and protects applications against attack in production. HPE Security Fortify allows partners to position a choice of on premise, as-a-service, or a combination of both to assess, assure, and protect applications for their customers.

Gold HPE Security ArcSight designation recognizes and rewards partners that hold a leadership position in HPE Security ArcSight. HPE Security ArcSight provides partners with a solution that is a comprehensive SIEM and advanced analytics platform that helps security analysts and operations teams respond faster to indicators of compromise. It detects and points analysts to real threats, in real time. Partners can leverage HPE Security ArcSight to provide their customers with a cost-effective move from real-time correlation to threat investigation to hunting for advanced persistent threats. With HPE Security ArcSight partners can now empower their customers with intelligent security operations.

Gold HPE Security – Data Security designation recognizes and rewards partners that hold a leadership position in HPE Security – Data Security. HPE Security - Data Security drives leadership in data-centric security and encryption solutions. With over 80 patents and 51 years of expertise the HPE Security – Data Security solution offers partners the ability to provide a solution to protect and neutralize breach impact by securing sensitive data at rest, in use and in motion. This solution can provide advanced data encryption, tokenization and key management that protects sensitive data across enterprise applications, data processing IT, cloud, payments ecosystems, mission critical transactions, storage and big data platforms. Partners can position HPE Security
- Data Security to resolve the industry's biggest challenges: how to simplify the protection of sensitive data in even the most complex use cases.

Benefits	Gold	Details
SPECIALIST BENEFITS	\$\$	
SW PARTNER –SOURCED BONUS	\$\$	Registrations must be approved by Software management
NBO	\$	
MDF	✓	Available at Software management's discretion
SPECIAL PRICING	✓	
PROMOTIONS	✓	
PBM	✓	Available at Software management's discretion
INSIGNIA AND CERTIFICATES	✓	
PARTNER LOCATOR	☆	
DEMO LICENSES	✓	Free demo/evaluation licenses
CMZ	✓	

Criteria	Gold	Details
REVENUE THRESHOLD	\$\$	
JOINT BUSINESS PLAN	✓	
SALES CERTIFIED	👤 👤	
TECHNICAL CERTIFIED	👤 👤	

Silver Software Specialists for Solution Providers

Silver IT Operations Management Specialist is an entry-level designation for partners that are qualified to sell IT Operations Management licenses. This Silver-level specialization does pay financial benefits for Partners, registering sourced deals or selling into defined NBO. Participating partners are also eligible for other benefits, such as free demonstration/evaluation licenses.

Silver Application Delivery Management Specialist is an entry-level designation for partners that are qualified to sell Software Applications licenses. This Silver-level specialization does pay financial benefits for Partners, registering sourced deals or selling into defined NBO. Participating partners are also eligible for other benefits, such as free demonstration/evaluation licenses.

Silver Information Management & Governance Specialists are partners that possess entry level knowledge of the Information Governance and Information Management solutions. These solutions deliver a comprehensive portfolio stemming from intelligent policy based protection, accessibility and retention of organizational data to modular solutions that help organizations access and understand human and computer-generated information. Information Management and Governance specialization recognizes and rewards partners that hold a leadership position in the Information Management and Information Governance space. They are rewarded for sales and delivery of one or more of the following solutions:

- Data Protector - Intelligent and automated backup and recovery to protect, analyze and optimize.
- Connected Backup -Backup solution for application and user data stored locally on end-user computers.
- Connected MX - Securely access, share and protect information without compromising mobile workforce productivity.
- Records Manager - Electronic document and records management solution for government agencies, regulated and global.
- HPE ControlPoint - File analysis software to access, understand, classify and control all enterprise information. Accelerate compliance and information governance with legacy data clean-up to reduce redundant, obsolete, trivial and dark data.
- Structured Data Manager - Application archiving and retirement while retaining data access for compliance, eDiscovery and operations.

Silver HPE Security Specialist: HPE Security protects customers against the most aggressive threat environment in the history of IT, customers need a strategy that unifies the components of a complete information security program. HPE Security has three distinct product families:

- HPE Security ArcSight focused on next-generation cyber defense through security and compliance analytics;
- HPE Security Fortify focused on comprehensive application security solutions including application security testing, software security management, and application self-protection;
- HPE Security–Data Security focused on data-centric security safeguarding data throughout its entire lifecycle - at rest, in motion, in use - across the cloud, on premise and mobile environments with continuous protection. That's HPE Security a risk-based, adversary centric approach to threat protection.

Silver Big Data Platform Specialists are partners that possess a comprehensive knowledge of the Hewlett Packard Enterprise Platform and the capabilities and benefits it brings to their customers. From managing and analyzing massive volumes of structured and semi structured data quickly and reliably with HPE Vertica Big Data SQL analytics or understanding data from virtually any source, any format, and any location with HPE IDOL. All Big Data Platform specializations are rewarded for sales and delivery of one or more of the following solutions:

- **HPE Vertica Big Data SQL Analytics** - Columnar database and advanced analytics platform that allows organizations to extract value from their Big Data.

- **HPE IDOL** - Unstructured data analytics platform that performs text, image, audio and and video analytics across many.

Benefits	Silver	Details
SPECIALIST BENEFITS	\$	
SW PARTNER –SOURCED BONUS	\$	Registrations must be approved by Software management
NBO	\$	
MDF	✓	Available at Software management's discretion
SPECIAL PRICING	✓	
PROMOTIONS	✓	
PBM	✓	Available at Software management's discretion
INSIGNIA AND CERTIFICATES	✓	
PARTNER LOCATOR	☆	
DEMO LICENSES	✓	Free demo/evaluation licenses
CMZ	✓	

Criteria	Silver	Details
REVENUE THRESHOLD	\$	
JOINT BUSINESS PLAN	✓	
SALES CERTIFIED	👤 👤	
TECHNICAL CERTIFIED		

HPE Partner Ready Program Eligibility for Software Solution Providers

To be eligible for the Hewlett Packard Enterprise Partner Ready program, all partners must first meet basic contractual and compliance requirements. Once these are met, a partner's level within Partner Ready, and therefore which benefits they can receive, is decided.

Partner Ready levels are assessed using two main metrics: financial results and competency via certification. These requirements are reviewed annually and vary by country. Full details of all requirements are outlined in the section below and in the Appendix. Please note that Silver level thresholds are the minimum requirement for partners to receive compensation benefits within Partner Ready. Business Partners do not receive compensation benefits.

Contracts and Compliance

Before conducting business with HPE, all partners are required to establish a contractual reselling relationship. This normally includes, but may not be limited to, a Partner Agreement and authorization addendum confirming the partner's status as either a:

- **Distributor:** a distributor partner purchases products directly from Hewlett Packard Enterprise for resale to authorized Resellers, within a defined country/countries or European Economic Area (EEA). Note – distribution partner benefits are not part of Partner Ready.
- **Buying Reseller:** may purchase products direct from Hewlett Packard Enterprise, or from authorized Distributors and Sub-distributors, for resale to end-user customers in a defined country/countries or EEA plus Switzerland. Within this document, when a partner purchases direct, they are also called 'Tier 1' resellers.

For both Distributor and Buying Reseller, the base contract also sets out the Hewlett Packard Enterprise Partner Terms of Purchase and a Product Exhibit Table, which defines the product set that partners are permitted to resell. To retain access to the resell exhibit, partners must meet the volume thresholds set in the contracting document within six months. Resellers are also required to comply with the Hewlett Packard Enterprise Channel Sell through Policy.

- **Reseller:** a partner who buys products from authorized Distributors and Sub-distributors, for resale to end-user customers, in a defined country/countries or EEA plus Switzerland. Within this document, resellers buying via distribution are also called 'Tier 2'.

For both Distributor and Buying Reseller, the base contract also sets out the Hewlett Packard Enterprise Partner Terms of Purchase and a Product Exhibit Table, which defines the product set that partners are permitted to resell. To retain access to the resell exhibit, partners must meet the volume thresholds set in the contracting document within six months. Resellers are also required to comply with the Hewlett Packard Enterprise Channel Sell through Policy.

Location ID

Location ID is a unique, eight-digit, numeric identifier, which HPE assigns to each new authorized partner location upon approval of the partnership application. In some cases, partners may be asked to provide their Location ID to access Partner Ready tools and resources. To find your Location ID, go to the **HPE Partner Ready Portal** and click on the down arrow next to your name at the top right of any page.

Competency

Competency is defined as the number of formal HPE sales and technical certifications held by a partner organization. Again, minimum thresholds determine a partner's level, the number of required sales and technical certifications is shown in the **Hewlett Packard Enterprise Software Partner Ready Specializations** section below.

Valid certifications are HPE Sales Certifications, Accredited Technical Professional (ATP) certificates (or their predecessor, the Accredited Integration Specialist (AIS) certificate) or Accredited Systems Expert (ASE) certificates in Software related disciplines.

For a complete list of eligible sales and technical certifications please visit the HPE Partner Ready Portal at: partner.hpe.com and **Hewlett Packard Enterprise Software Partner Ready Specializations** section below.

License Shipment Results

Eligibility for the Partner Ready program is also dependent on financial results. Financial results are net aggregate revenues earned by the reselling of license sales in the previous 4 quarters. Revenues from attached support or services will not be counted. Only financial results from resell will be taken into consideration. Purchases for internal use or Service Provisioning are exempt.

- Country Requirement for License Sales Thresholds – Big Data Platform, Information Management and Governance Specialists **Appendix**
- Country Requirements for License Sales Thresholds – HPE Security Specialists **Appendix**
- Country Requirements for License Sales Thresholds – ADM and ITOM Specialists **Appendix**

HPE Software Partner Ready Program for Solution Providers Growth Plans

Partners who hold the required sales and technical certifications for a Partner Ready Specialization, but do not meet the license sales thresholds set out in the **Country Requirements for Thresholds** section can apply for Partner Ready membership via a Growth Plan.

- A Growth Plan is a one page application, which the partner completes with their channel manager, outlining how over the next 4 quarters, the partner will achieve and exceed the license sales threshold for their country.
- Growth Plans can be used to apply for Silver and Gold level Specializations.
- Interested partners should discuss Growth Plan application with their Software Channel Manager.
- Hewlett Packard Enterprise reserves the right to reject Growth Plan applications.
- Partners not meeting the program requirements after benefitting from a Partner Ready specialization via growth plan cannot submit a growth plan request for a second year.

Fast-track for Enterprise Group Partner Ready Partners

Hewlett Packard Enterprise Group partners holding a Partner Ready level can apply to have HPE Software Silver Specializations granted to them for a maximum of 4 quarters, to enable them to obtain relevant certifications and shipment. After this grace period is over, a Growth plan cannot be applied. Please contact your Channel Manager for more information.

Multi-Country Partners (within EMEA)

For partners who wish to harmonize specialization status across multiple countries, the following rules apply:

- Partner shall have legal entity and sales presence in 2 or more countries within EMEA region
- Partner provides single point of contact to own business plan for all participating countries within EMEA region
- Partner complies with the tax requirements in the country of sale (VAT registration etc.)
- Partner shall have relevant reseller contracts and Partner Ready program membership (minimum Silver) in place with HPE in each participating country
- Local HPE Channel & Alliances Management approval of multi-country status is required in each participating country
- Collection of benefits in each individual participating country

License Shipments Attainment

License sales threshold will be an aggregation of the license sales requirements in each participating country for the relevant specialization

Sales and Technical Certification Requirement

See example below.

Start	Country	\$ Shipment Requirement Gold per Country	Minimum aggregated \$ shipment achieved by Multi-Country participants	Certifications Requirement Gold	Aggregated Certification Requirements achieved by Multi-country Participants	End
Silver Partner	Satellite Country 1	As per Gold Criteria	Aggregation of hub + satellite country 1 + satellite country 2	2 sales/ 0 tech	2 sales / 0 tech	Gold Partner
Silver Partner	Satellite Country 2	As per Gold Criteria		2 sales/ 0 tech	2 sales / 0 tech	Gold Partner
Gold Partner	Hub Country	As per Gold Criteria		2 sales/ 6 tech	2 sales / 6 tech certs (for spread across hub and satellite countries)	Gold Partner

HPE Partner Ready Program Benefits for Software Solution Providers

Specialist Bonus

Specialist bonuses are a percentage of reported license sales made by the partner during the quarter. Specialist bonuses for license shipment to Tier 1 and Tier 2 partners do not require deal registration and claiming, Specialist bonus will be calculated automatically at the end of each quarter and will be processed and paid in line with the **Payment Timeframes** section.

Gold and Platinum Specialist partners are eligible for Specialist bonus

For Software as a Service (SaaS) opportunities, deal registration and claiming for Specialist bonus is still required. Please refer to the **Deal Registration and Claiming Requirements** section.

Sourced Bonus

Sourced bonus is designed to reward partners who bring new opportunities to HPE were not previously known or visible to HPE).

- Partners register Sourced bonus deals on the deal registration tool located on the **HPE Partner Ready Portal**.
- Sourced Bonus is dependent on partner holding Partner Ready level of Silver SW specialization or above by the end of the deal quarter in line with the expected completion date of the deal.
- Minimum deal size: \$10,000 (USD).
- Deal needs to be registered at sales stage 3 or less within the deal registration tool.
- Sourced bonus is only paid out on deals which are closed by the partner originally approved as the source of the deal and where the Hewlett Packard Enterprise Order Number has been added to the claim in the deal registration tool.

New Business Opportunity Bonus

NBO is designed to incentivize partners to generate demand and actively sell products that are deemed to be of strategic focus to HPE Software. These products will be published on **HPE Partner Ready portal**. Any requirement to register deals for eligibility will be posted on the same location.

Eligible PLs for Compensation

Eligible product lines are:

Big Data Platform, Information Management and Governance Product Lines (PLs)

Information Management	Information Governance	Big Data Platform
LH (IM Data Protect)	BD (AU Content Mgmt)	VE (Vertica)
A8 (AU Data Protect)	D0 (IM Content Mgmt)	A1 (AU UI&A)
A7 (AU Verity SaaS)	B5 (IM Legacy Archiving)	5O (HAVEn License)
S9 (VM Explorer License)		

HPE Security Product Lines (PLs)

ArcSight	Fortify	Data Security
49 (ArcSight License)	18 (Fortify License)	5W (Atalla Security Products)
59 (ArcSight Appliance)	50 (Fortify SaaS)	75 (Voltage License)
5C (Education)		86 (Voltage SaaS)
CM (ArcSight SaaS)		

ITOM and ADM Product Lines (PLs)

Application Development Management (ADM)	IT Operations Management (ITOM)
TE (ALM License)	87 (Ops Bridge and Analytics)
1W (Appd SaaS)	33 (BSM SaaS)
D9 (ITPS Exper License)	TF (Service Mgmt and Brokerage License)
9N (ITPS Exper SaaS)	U3 (ART License)
	4Y (Hybrid IT Mgmt License)
	FC (CAC License)
	FM (Service Mgmt and Brokerage SaaS)
	FT (Helion Openstack Subscription)

Important Notes on Bonus Processes

- All payments are made quarterly and in arrears.
- All bonuses are calculated using the 'net-to-HPE' license value, i.e. the value of the license to HPE after any contractual and/or special discounts.
- Please note that some deals will be registered automatically, while others may need to be registered. If you are unsure, please contact your local Channel Manager for more information.
- All compensation amounts below the equivalent of 100 USD per bonus calculation scheme (using internal HPE pricing exchange rates) will NOT be paid out and cannot be claimed.
- Platinum financial benefits are only received for the Product Lines by which the partner qualifies into the Platinum specialisation.
- Payments are measured on Net Shipment earned by the reselling of license and products per quarter. Net Shipment from attached support, maintenance or services (unless specified) will not be counted.
- For SaaS New Business Resell
 - 1-3 year deal with upfront payment by end user customer:
 - Applicable benefits will be paid up front, after the deal has been won and verified by HPE.
 - Payment will not be made until customer has activated the service and HPE has received initial payment.
 - Capped at 3 years – no cancellation clauses, contracts must be binding and booked at HPE as CCV (Committed Contract Value) deals.
 - No cancellation clauses
 - 3 years will be recognized as SaaS new business
 - For multi-year deals with annual PO and/or Monthly Invoicing, bonus fees will be paid in-line with the issue of invoices against contract values, on a quarterly or annual basis. HPE does not service more frequent payments than quarterly regardless of invoice schedule.
 - For all SaaS bonuses the Partner will need to make an annual claim for eligible bonus fee via the deal registration tool in use at the time.

Overview of Software Benefits

The Partner Ready program offers a range of benefits for Software Specialists, all of which are designed to help you sell, market and deliver Hewlett Packard Enterprise products and services.

- Reward partners for driving a preference for HPE in specific accounts
- Enhance partner profitability
- Help offset the cost of expanding market reach
- Give partners a competitive edge by providing greater pricing flexibility
- Stackable with other Partner Ready compensation offers.

Specialization level	Specialist bonus	Sourced bonus	New Business Opportunity Bonus (NBO)	MIN – MAX Cumulated Compensation
Platinum Software Specialist	7%	15%	10%	7% - 32%
Gold Software Specialist	3%	12%	10%	3%- 25%
Silver Software Specialist	-	10%	10%	0% - 20%

Overview of Software Partner Ready Bonus Eligibility and Timeframes

Benefit	Eligibility	Registration needed	Claim needed	Note
Specialist Bonus	Gold, Platinum	No	No	
SaaS Single and Multi-Year Specialist Bonus	Gold, Platinum	Yes	Yes	Claiming 15 days after quarter end
NBO Bonus	Silver, Gold, Platinum	* Defined by announcement on HPE Partner Ready Portal	* Defined by announcement on HPE Partner Ready Portal	
Sourced bonus	Silver, Gold, Platinum	Yes	Yes	Registration is required latest at lead qualification stage and at least 7 days before deal closes. Claiming is required no later than 15 days after quarter end.

Payment Timeframes

Payment cycles for bonuses on reselling deals, either registered via the deal registration tool or calculated automatically are quarterly. Relevant checks are made by HPE Software finance teams prior to payment, which is typically issued 3 months after quarter close.

Deal Registration and Claiming Requirements

The HPE Software deal registration tool for ITOM, ADM, Big Data Platform and IMG is available on the [HPE Partner Ready Portal](#). Deal registrations for HPE Security are processed at: hp-esp.force.com/partners

When registering deals for bonuses within the Partner Ready program the following timeframes must be adhered to:

- Sourced Bonus deals need to be registered in the system at least 7 days before the deal closes
- Once an opportunity is won, all associated deal registrations need to be finalized and claimed by the partner adding details of the HPE Order Number (and proof of performance if required) to the deal registration, within 15 days of the claiming period in which the deal was closed

- Deal registrations not claimed with HPE Order Number in time will not be compensated.
- SaaS PLs need be submitted as deal registrations and claimed with HPE Order Number
- Partners wishing to request deal registration training sessions, or training materials such as the Deal Registration quick reference guide, should contact software.partner@hpe.com

Deal closing between	Last day to submit claim
November 1 st and January 31 st	February 15 th
February 1 st and April 30 th	May 15 th
May 1 st and July 31 st	August 15 th
August 1 st and October 31 st	November 15 th

Compensation Payment Mechanism

Channel compensation is granted by HPE to channel partners insofar as they have entered into an HPE Partner Agreement, and accepted HPE Partner Ready Program Terms and Conditions for Specialists (separate regime for contracts with HPE Enterprise BV).

- Compensation and sales rebates governed by these Program Terms will be paid to the resellers by HPE International Sàrl, as the distributor of HPE Products to the HPE sales offices in EMEA except in France, Germany Italy, Sweden, Turkey (see Appendix 2) where they will be paid by the local HPE sale entity and in the case of buying resellers by the local HPE sale entity or Hewlett Packard enterprise BV (see Appendix 2) , depending on the HPE entity they trade with
- In some countries, specific terms and conditions regarding the payment processes and VAT handling will apply.
- Rebates calculated in accordance with the Program Terms are exclusive of VAT. Where applicable, HPE will apply local mandatory VAT when processing the payments. The receiver of the payments should fulfill any tax obligations imposed by local tax legislation.
- For Resellers: The disbursement will be made via bank transfer for payments related to your purchases from a Distributor.
- For Buying Resellers: The disbursement of Specialist bonuses will be made via credit note for payments related to your purchases directly from HPE For NBO and Sourced bonus the disbursement will be made via bank transfer for payments related to your purchases. Every bank transfer or credit note will be made in EUR or in USD, or in local currency if required, at HPE's option.
- Compensation is payable on receipt of a valid invoice from the Partner (self-invoice, PDF invoice or Real invoice (for Turkey only)). All compensation amounts below the equivalent of 100 USD per bonus calculation scheme (using internal HPE pricing exchange rates) will NOT be paid out and cannot be claimed. Compensation paid quarterly after the end of concerned quarter and only when eligibility.

Claim Back Conditions

- HPE reserves the right to claim back any compensation payments made for wrong instances of reporting. Examples of these instances are mentioned below, though this list is not exhaustive:
 - Margin Corrections Reported as Sales.
 - Compensation paid on business that is returned to Distributor and not correctly reported as such.
 - Products for internal use reported as Sales.
 - Sales made to Distributors, other Resellers or any other reseller or distributor of HPE Products unless authorized by HPE
- Partner needs to send an invoice to HPE.

- HPE reserves the right to claim any erroneous compensation payments made to the Partner and brought to the knowledge of HPE within two years from the date the payment is made.
- In the event that HPE makes a compensation payment, HPE reserves the right to recover the money in the manner which it determines to be the most expedient under the circumstances, including without limitation: (i) by issuing a claim to the partner for reimbursement of the overpayment, in which case the Partner agrees to pay within 30 days of the claim date; or (ii) by deducting the overpayment from subsequent compensation payments to the Partner.

Marketing Development Fund

Marketing Development Fund (MDF) is a fund to subsidize partner-led sales and marketing activities. To apply for MDF funding, Silver, Gold and Platinum Software Specialist partners should work on a detailed plan of activity with their Hewlett Packard Enterprise Marketing contact or Channel Manager. If approved, Hewlett Packard Enterprise will fund maximum 50% of the total cost of the activity, on a case-by-case basis.

Please note eligibility for MDF requires an approved Joint Business Plan to be in place between the partner and Hewlett Packard Enterprise, via the Joint Business Planning tool available on the **HPE Partner Ready Portal**. For more information please contact your Channel Manager.

Discounts

Standard reseller discount

All contracted HPE Software partners are entitled to standard discounts on products for resale, these discounts vary by product and contract type and are subject to change.

End User Special Negotiated Discounts

End User Special Negotiated Discounts are available to HPE Software partners holding one of the Software specialization levels within the Partner Ready program (Silver, Gold, Platinum).

In addition to holding one of the Partner Ready Specializations shown above, to be eligible for End User Special Negotiated Discount, the deal value must exceed \$10,000 USD

For further information, contact your Channel Manager.

Internal use discount

HPE Software Partner Ready partners can receive a 60% discount on HPE Software Licenses for internal use. Please contact your Channel Manager for details.

Program Intake Processes and Timeframes

The Partner Ready program operates a daily intake process whereby partners who have attained the relevant level of certification and license shipments will be added to the program.

As part of the daily intake process, certification of existing partners within the program are analyzed, and partners can be upgraded or downgraded as a result, as per the following process. Please note, license shipment data is analyzed quarterly, not daily, hence daily intake is driven by certification attainment.

- If a partner gains the required number of certifications and has exceeded the license sales threshold, they can be upgraded within the program during a quarter. For instance, in either month 1 or 2 of Q1, a Silver Specialist could be upgraded to Gold Specialist, which would then be reflected in the next daily intake. The partner would then hold Gold Specialist level for the remainder of the quarter, and any non-compensation benefits, such as partner logo, access to special pricing etc. would be applied in the quarter.
 - Specialist bonus is finalized prior to quarter start – so any changes in partner level through the quarter, will not be eligible for core compensation in-line with the newly attained partner level until the start of the next quarter.
 - Eligibility for Sourced Bonus is applied once a partner meets minimum Silver level.
 - Eligibility for New Business Opportunity (NBO) (Big Data Platform, IM, IG, ITOM and ADM) is applied once a partner meets minimum Silver level.
- If a partner is shown to not hold the necessary certifications requirements for their level within the program, they can be downgraded. However, this downgrade will not take place until the end of the present quarter **plus** one quarter grace period, providing ample time for the partner to once again meet the specific level requirements. For instance, if a partner is Gold Specialist in month 1 of Q1, but then loses a number of certified members of staff, meaning they do not meet the requirements for Gold Specialist in month 2 of Q1, they will still hold that specialization, and the benefits it entails, until the end of the present quarter plus one quarter grace period, in this instance meaning if they did not replace the certified members of staff they would be downgraded to Silver Specialist level starting Q3.
- There is a delay of approximately one week from certification exams being undertaken to when the completed exams results (and therefore associated sales and technical certifications) will show within Partner Ready level calculations. Partners should therefore look to gain the certifications they need for the Partner Ready level they require for the quarter as early as possible.
- License shipment measured against the Country Designations for License Sales Thresholds is based on 4 previous quarters' data, within a 1 quarter delay due to the need for HPE to clean and process data for validation.
- At the end of FY17, Partner Ready Specialists can 'transition' into the FY18 Partner Ready program by meeting the FY17 criteria before the end of FY17. Partners holding Silver/Gold/Platinum specializations not meeting FY17 criteria by the end of FY17 would need to gain entry into the FY18 program, via attaining FY18 entrance criteria (certs, shipment etc.)

Additional Program Options

We are always happy to discuss ways of supplementing the core HPE Partner Ready program to recognize Software partners whose activities go beyond license reselling. Please contact your Channel Manager for more information on these opportunities, including:

SVI – ITOM, ADM, Big Data Platform, Information Management and Governance

The Services Integrator (SVI) program is the highest level of collaboration for Support Services between HPE and selected Software business partners. SVI partners provide first-line HPE Software support and manage support renewal sales. As such, they require a proven level of HPE Software expertise, professionalism and a commitment to meeting our high Support standards. SVI partners are awarded additional margins according to their tier level within the program structure. For more information visit [Services Integrator overview & features webpage](#).

SSCP – ITOM, ADM, Big Data Platform, Information Management and Governance

The Services Support Channel Program (SSCP) is entitling selected Software business partners to manage support renewal sales without providing first-line HPE Software Support. As such, they require a proven level of HPE Software expertise, professionalism and a commitment to meeting our high support standards. SSCP partners are awarded additional margins according to the program structure. HPE Software Partners are only entitled to renew Software Support contracts, if they have been approved as member of one of HPE's Software renewals programs (SVI or SSCP).

HPE Big Data Platform (Vertica) OEM Program

Vertica's columnar architecture, flexible, SQL front-end, in-database analytics, performance and ability to manage 100s of data types, dimensions and attributes takes insights to another level. What makes Vertica even more compelling for an OEM is the automation and the ease of integration into an application unlike any other data store in the market. Vertica's 'black box' approach infuses software and hardware vendors with a compelling competitive advantage.

Sales and Marketing Support

HPE Software Channel Manager

As successful alliances need continued commitment, Gold Specialist partners and above will be assigned a HPE Channel Manager. The Channel Manager will act as a central point of contact and as an advocate for the partner within HPE Software. In the spirit of true partnership, HPE Software would expect the partner to provide a reciprocal alliance manager from within their own organization. Channel Managers work closely with their counterparts to help them maximize their revenue potential, review their progress quarterly and provide the necessary resources to keep them on track.

Channel Communications

Want to get just the HPE news and information you want sent directly to your Inbox once a month? Based on the HPE products and services you sell, you'll receive a personalized edition containing articles on those subjects of interest. The NewsFlash is fully customizable so you can fine tune your subscription to add or subtract story categories reflecting your preference. Subscribe to the HPE NewsFlash Alert [here](#) today so you're always up-to-date on the latest HPE news. In addition, there are multiple channels to provide regional news for EMEA HPE Software partners:

- Schedule of the latest HPE Software partner webinars and trainings are available on [Partner Blog](#) in an appropriate article. Please subscribe to software partners label to receive notifications.
- Follow us on twitter: [@HPEsoftwareEMEA](#)

Partner Locator

All HPE Authorized Partners with a valid Partner Agreement and Partner Ready membership in good standing are automatically included on the Partner Locator. The Partner Locator (identified as the "Partner and Store Locator" on hpe.com) helps potential customers find HPE partners that serve their local area. With enhanced search capabilities, customers select from a list of criteria, such as "product" or "partner specialization." The locator then generates a list of candidates that are qualified to provide the requested products, services, or support. Platinum and Gold Partners with relevant specializations are listed first because they have achieved the highest level of certifications and skills to address customer needs.

HPE Software Events

HPE Software runs local and regional events for our partners and customers, offering unique insight into our products and strategy, and the opportunity to collaborate, learn and participate in planning and educational tracks which will inform your future success. Look out for more information on the [Partner Ready Portal](#).

HPE Partner Ready Program Certification and Learning

Our FY17 program is structured to provide essential training and certification as well as flexible, ongoing learning opportunities to empower your employees to optimally propose, sell, deliver and support Hewlett Packard Enterprise solutions. Your time is precious. Your customers demand up to date knowledge and solutions that keep pace with today's rapid rate of change. Get rewarded for staying current throughout the year and realize stronger business results than ever.

HPE Software is pleased to announce the Partner Readiness Roadmap. This new platform gives you quick and easy access to our most up-to-date sales enablement. Based on the internal HPE Sales Readiness Roadmap, the new Partner Readiness Roadmap delivers **ongoing sales enablement for Partners** and empowers you as a true extension of our sales force. Click the link below and book mark the page!

Access the most relevant training for your business:

- Self-paced – Links to self-paced enablement that includes the “must learn” topics each quarter, with instant registration as well as completion tracking
- Live Events – Live virtual or face-to-face sessions that provide interactive learning. These sessions are scheduled by BU and cover hot topics for sales, sales plays, deep dives, and more.
- Valuable New Assets – Non-invasive enablement that is categorized, packaged, and easy to get it and go

Click the link above or navigate to it from the **Partner Ready Portal** under Certification & Learning / Training / Sales / Software Sales Training / Software Partner Readiness Roadmap.

Click **HERE** to watch a 5 minute video introduction to the Readiness Roadmap.

For HPE Software Onboarding/Foundational training go to **Partner Ready Portal** under Certification & Learning / Training / Sales / Software Sales Training / Software Sales Onboarding & Foundational Training.

Certifications

Hewlett Packard Enterprise offers unparalleled opportunities to upgrade your skills and increase your value to customers. The Hewlett Packard Enterprise Partner Ready Certification and Learning Program is a world-class sales and technical certification program that helps you achieve and validate the competencies that are necessary to plan, integrate and deploy Hewlett Packard Enterprise technologies and solutions. Hewlett Packard Enterprise Partner Ready certifications are the gateway to earning Partner Ready Specialist designations.

Sales Certification

Our FY17 Sales Certification IT Business Conversations will help partners focus on becoming conversant in the language of Hybrid Infrastructure computing model. You will learn how to expand your sales pipeline and have high value conversations by understanding the current disruptions customers are dealing with. Included is an overview of the Business Value Framework which reviews the key issues facing customer management teams in a variety of different industries.

You will earn the FY17 Sales Certification throughout the year to deepen skills in specific solution areas that map to your specialty areas.

Technical Certifications

In a recent survey, HPE Master Accredited Solutions Expert (Master ASE) professionals strongly agreed that having an advanced technical certification helped them do their jobs better and drive bigger deal sizes and win rates 1. Industry peers agree, too. According to Pearson Vue 2, 65% of learners who received an industry certification saw a positive impact on their professional image and reputation. HPE Technical

Certifications are available in a broad range of technologies. Whether you are interested in Big Data, Security or emerging technologies, with HPE you have a broad range of technical certifications to choose from. Learn more, grow more. As your expertise grows, you'll bring more and more value to your customers, your employer and help elevate your confidence and career. In FY2017, you can expect new versions of technical certifications for Software in Data Security and others.

Learning Resources

For individual partner employees

The following tools are available to individual partner employees, their managers, and Partner Education Managers (PEMs).

My Learning HPE

My Learning functions as a personal training portal for HPE training and certification resources. With My Learning you can select your interest areas and receive certification recommendations. In addition, if you are already Partner Ready certified, you can easily track updates and access tools, resources, and discounts available exclusively to HPE certified professionals.

For authorized users

The Partner Learning Management Tool requires authorized access that is limited to either the Partner Portal Administrator (PPA) or PEM through **My Learning**. Take advantage of this tool by identifying your PPA and PEM with your Channel Manager.

HPE Partner Learning Management Tool

The HPE Partner Learning Management Tool allows your company's PEM to access employees' real-time learning history. This includes the ability to view achieved certifications and exams, and assign specific certification paths to specific employees in support of your company's business objectives. This helps your PEM ensure that your company meets the correct requirements for Partner Ready Specialist designations and HPE Product Authorization. Only PEMs are able to access this functionality.

HPE Partner Education Manager

The HPE Partner Education Manager is a partner employee who can access the HPE Learning Management Tool. To obtain PEM access authorization, contact your company's PPA. The Learning Management Tool enables the PEM to do the following:

- Access real-time learning histories for your organization, including certifications and exams.
- Assign specific certifications to ensure that individual employees have a clear certification path that will support your organization's business objectives.
- Be a "voice" for your company regarding any changes to HPE partner training and certification.
- Assign certifications to ensure that your company meets the requirements for Partner Ready Specialist designations and HPE Product Authorization.

PEMs can access the HPE Education Manager Training Guide and HPE Learning Management Tool by logging on to **My Learning**.

Software Support Online

Partners can access Software Support Online (SSO) through **HPE Partner Ready Portal**. SSO provides all the information and support needed for a successful customer engagement. The self-solve knowledge base contains demos and downloads, discussion forums, tools for servers and developers, enhancement requests, full manuals and general support.

In addition, Gold and Platinum Specialist partners can apply for a Support Access ID (SAID) number, which may be used in exceptional cases to log a new technical support call during pre-sales. For more information contact your Channel Manager.

HPE Partner Invoicing Terms for HPE Partner Compensation Payments

Release Date February 1st, 2014

These terms ("Terms") describe the invoicing methods available to HPE authorized channel partners ("Partner(s)") for the payment of compensation under applicable HPE Partner programs or incentives (including but not limited to the various HPE BU Compensation Programs, HPE EMEA Co-Marketing Program, Cash Engine). Available methods may vary per country, as advised by HPE from time to time.

These Terms constitute an addendum to the applicable Partner program or incentive terms and HPE Partner Agreement and are effectively incorporated therein. They shall supersede any previous terms regarding invoicing for partner compensation payments. Any payments by HPE against invoices issued pursuant to these Terms shall be subject to the applicable HPE Partner program or incentive terms. Partners are responsible for ensuring that invoices are issued and sent to HPE only for valid claims in compliance with the applicable HPE Partner program or incentive terms and these Terms. By approving an HPE issued invoice on Partner's behalf ("Self-Invoicing" and "Self-Invoice") and/or issuing an electronic or hard copy invoice for compensation payments, Partner accepts these Terms.

HPE reserves the right to terminate and/or change these Terms by posting such changes on **HPE Partner Ready Portal**. Changes will become effective thirty (30) days after being posted on **HPE Partner Ready Portal**.

Self-Invoicing

In countries where Self-Invoicing is made available by HPE, HPE may issue Partners with Self-Invoices for valid compensation claims under an HPE Partner program or incentive, as follows:

- HPE's Self-Invoice will detail Partner's company name, address and VAT registration number, together with all other details which constitute a full invoice;
- HPE will email Partner a copy of the Self-Invoice for approval; and
- HPE will inform Partner in the event that HPE's VAT registration number changes

To benefit from Self Invoicing, Partner shall:

- provide HPE with Partner's email address, company VAT registration number and bank account details for bank transfer payments;
- Accept Self-Invoices as the sole and final invoices, by sending email approval to HPE. Partner shall endeavor to approve or reject each Self-Invoice individually via email within five (5) working days of receipt of the Self-Invoice. In the absence of a reply from Partner within 120 calendar days, the Self-Invoice will automatically be cancelled;
- not issue invoices for any amounts covered by a Self-Invoice;
- notify HPE promptly of any change to Partner's email address, company VAT registration number and bank account details for bank transfer payments;
- Remain fully accountable for any VAT charged or chargeable on the transactions of Self-Invoices and indemnify HPE against all tax and other liability whatsoever arising in respect or as a consequence of HPE's production of Self-Invoices; and remain solely responsible for any errors related to the content of Self-Invoices that Partner accepted by sending an email approval to HPE. In no event shall HPE be liable in any way for such errors.

Electronic Invoicing (PDF invoicing)

In countries where electronic invoicing is made available by HPE, Partner may issue HPE with electronic invoices for valid compensation claims under an HPE Partner program or incentive, as follows:

- Partner will email a scanned invoice in a PDF format to HPE's email address as advised by HPE from time to time;
- Partner's electronic invoice will detail Partner's company name, address and VAT registration number, together with all other details which constitute a full invoice;
- Partner will notify HPE promptly of any change to Partner's email address, company VAT registration number and bank account details for bank transfer payments; and
- Partner will not issue any other invoice for the amounts covered by Partner's electronic invoice.

Hard Copy Invoicing

Alternatively, Partners may issue hard copy invoices for valid compensation claims under an HPE Partner program or incentive as follows:

- Partner will post a hard copy of Partner's invoice to HPE's address as indicated in the applicable HPE Partner program or incentive terms or as otherwise advised by HPE;
- Partner's invoice will detail Partner's company name, address and VAT registration number, together with all other details which constitute a full invoice; and
- Partner will notify HPE promptly of any change to its email address, company VAT registration number and bank account details for bank transfer payments.

HPE Partner Ready Program Terms for Software Solution Providers

These Hewlett Packard Enterprise (HPE) Partner Ready Program Terms (“Terms”) constitute an addendum to Your Hewlett Packard Enterprise (HPE) Partner Agreement. In the event of any conflict between these Terms and the Hewlett Packard Enterprise (HPE) Partner Agreement, these Terms take precedence regarding Partner Ready specialization requirements and related benefits. The same applies with regard to the Hewlett Packard Enterprise Partner Ready Program FY17 Terms for HPE Enterprise Group and HPE Software, which generically sets out the requirements for qualification for the Partner Ready Program. Capitalized terms not otherwise defined in these Terms are defined in the HPE Partner Agreement.

Unless requested to accept these Terms online or otherwise, you agree that Your participation in this Partner Ready Program (“Program”) constitutes acceptance of, and is governed by, these Terms.

1. Program Objectives

The objective of this Program is to reward partners for activities specific to their partner status, which enhance the sale of qualifying HPE Software products, specifically by:

- encouraging partners to obtain required levels of sales and technical certifications for qualifying HPE Software products, and
- providing bonus rewards, financial benefits and other compensation set out in this Program (“Compensation”) in return for sales of qualifying HPE Software products.

2. Program Participation

2.1. To participate and receive benefits, you must hold the relevant Partner Ready status for the relevant compensation scheme (as defined in this Program) in the applicable Fiscal Year (starting November 1st). Eligibility for the program is defined in this Program Guide, available upon request in writing or from the **HPE Partner Ready Portal**. HPE reserves the right to decline applications for Program membership.

2.2. Participation in the Program shall automatically end when Your HPE Partner Agreement terminates.

3. Duration and Changes

3.1. These Terms are valid for the HPE fiscal year specified at the front of this document subject to HPE’s rights: (i) to change individual metrics at any time on thirty (30) days’ notice by posting the modified Terms on the **HPE Partner Ready Portal** and (ii) to correct any errors with the corrections deemed effective from the start of the next Quarter. HPE reserves the right to change or amend eligibility rules, reward levels, participating product groups and any other program features without notice with prospective effect.

3.2. HPE reserves the right to terminate or change the Program or a particular compensation scheme for the following fiscal year on thirty (30) days written notice by posting the amended Terms on the **HPE Partner Ready Portal** or otherwise.

4. Audit

In addition to the audit provisions in section 12 of Your HPE Partner Agreement:

4.1. It is Your responsibility to fully cooperate with the audit and You should provide data in electronic format within four (4) weeks of the request from HPE or its auditors.

4.2.. HPE may suspend Your participation in the Program or put You on payment hold without additional notice if You do not comply with this section 3 or section 12 of Your Partner Agreement. If there is reasonable doubt regarding Your compliance with this Program, then HPE reserves the right to put You on payment hold until the audit results are available and/or any non-compliance issues are resolved.

5. In scope

5.1. Compensation is reserved for: i) eligible Software sold otherwise commercially marketed towards to end-users and ii) purchased from HPE and HPE Authorized Partners iii) by HPE Authorized Partners for Software iv) who are part of the FY17 Partner Ready Program for Software and v) meet the eligibility requirements as documented in the specific compensation program chapters of this document.

5.2. Where eligibility status is granted by HPE on a provisional basis subject to meeting the defined program criteria by a defined time period, no compensation will be paid if partner fails to meet the criteria, unless otherwise explicitly agreed or approved by HPE.

6. Out of scope:

6.1. Compensation will not be paid for sales made to Distributors, Resellers, or any other intermediaries (non-end-users) unless authorized by HPE.

6.2. Compensation will not be paid on sales from or to destinations outside Partner's Territory (appointed territory as specified in their HPE Partner Agreement) unless otherwise explicitly agreed or approved by HPE.

6.3. Partner Compensation will not be paid on Software the partner is buying for its own use for using as demo equipment or that are sold via partner internal employee purchase programs.

6.4. Compensation in Russia is handled via a local Program which is not part of these Compensation Program Terms.

6.5. Support Renewals: compensation for support renewals sold through the channel is described in the Software Services Channel Program (SSCP) Compensation Scheme Operations Guide.

7. Consequences of Partner breach of the Program Terms

7.1. Upon knowledge of a Partner's breach of the Program Terms, HPE may issue a default notice giving the Partner thirty (30) days to take remedial action where and to the extent the default can be effectively remedied.

7.2. In any event, in addition to HPE's entitlement to exercise its legal rights in full, a Partner breaching the Program Terms will be required to pay back: (i) the entire amount of any wrongfully claimed or paid compensation and (ii) payment of the costs of any audit performed in accordance with the audit provision of the HPE Partner Agreement. Details of payback mechanisms are specified in the Program Guide section "**Claim Back Conditions**".

7.3. Where the Partner remains non-compliant with the Program Terms following the default notice period, the breach will be considered a material breach of the HPE Partner Agreement and Partner Ready Program Terms and Conditions, and may result in the exclusion of Partner from the Compensation Program, the Partner Ready Program and/or the termination of the HPE Partner Agreement.

Contact Us

For queries please contact:

software.partner@HPE.com

Appendix 1

Country Requirements for License Sales Thresholds – ADM and ITOM Specializations

Region	Country	Silver		Gold	
		ITOM	ADM	ITOM	ADM
CEE&I	Albania	20,000	20,000	150,000	150,000
CEE&I	Armenia	20,000	20,000	150,000	150,000
CEE&I	Azerbaijan	20,000	20,000	150,000	150,000
CEE&I	Belarus	20,000	20,000	150,000	150,000
CEE&I	Bosnia and Herzegovina	20,000	20,000	150,000	150,000
CEE&I	Bulgaria	20,000	20,000	150,000	150,000
CEE&I	Croatia	20,000	20,000	150,000	150,000
CEE&I	Czech Republic	30,000	30,000	250,000	250,000
CEE&I	Georgia	20,000	20,000	150,000	150,000
CEE&I	Hungary	30,000	30,000	250,000	250,000
CEE&I	Israel	30,000	30,000	250,000	250,000
CEE&I	Kazakhstan	20,000	20,000	150,000	150,000
CEE&I	Kyrgyzstan	20,000	20,000	150,000	150,000
CEE&I	Macedonia	20,000	20,000	150,000	150,000
CEE&I	Malta	20,000	20,000	150,000	150,000
CEE&I	Moldavia	20,000	20,000	150,000	150,000
CEE&I	Montenegro	20,000	20,000	150,000	150,000
CEE&I	Poland	40,000	40,000	350,000	350,000
CEE&I	Romania	20,000	20,000	150,000	150,000
CEE&I	Russian Federation	40,000	40,000	350,000	350,000
CEE&I	Serbia	20,000	20,000	150,000	150,000
CEE&I	Serbia and Montenegro	20,000	20,000	150,000	150,000
CEE&I	Slovakia	20,000	20,000	150,000	150,000
CEE&I	Slovenia	20,000	20,000	150,000	150,000
CEE&I	Tajikistan	20,000	20,000	150,000	150,000
CEE&I	Turkmenistan	20,000	20,000	150,000	150,000
CEE&I	Ukraine	20,000	20,000	150,000	150,000
CEE&I	Uzbekistan	20,000	20,000	150,000	150,000
FRANCE	France	40,000	40,000	350,000	350,000
FRANCE	Monaco	40,000	40,000	350,000	350,000
Germany	Germany	50,000	50,000	500,000	500,000
GWE	Austria	30,000	30,000	250,000	250,000
GWE	Belgium	40,000	40,000	350,000	350,000
GWE	Denmark	40,000	40,000	350,000	350,000
GWE	Estonia	20,000	20,000	150,000	150,000
GWE	Faroe Islands	20,000	20,000	150,000	150,000
GWE	Finland	30,000	30,000	250,000	250,000
GWE	Greenland	20,000	20,000	150,000	150,000
GWE	Iceland	20,000	20,000	150,000	150,000
GWE	Latvia	20,000	20,000	150,000	150,000

Region	Country	Silver		Gold	
		ITOM	ADM	ITOM	ADM
GWE	Liechtenstein	20,000	20,000	150,000	150,000
GWE	Lithuania	20,000	20,000	150,000	150,000
GWE	Luxembourg	40,000	40,000	350,000	350,000
GWE	Netherlands	40,000	40,000	350,000	350,000
GWE	Norway	30,000	30,000	250,000	250,000
GWE	Sweden	40,000	40,000	350,000	350,000
GWE	Switzerland	40,000	40,000	350,000	350,000
SMEA	Algeria	20,000	20,000	150,000	150,000
SMEA	Andorra	40,000	40,000	350,000	350,000
SMEA	Angola	20,000	20,000	150,000	150,000
SMEA	Bahrain	20,000	20,000	150,000	150,000
SMEA	Benin	20,000	20,000	150,000	150,000
SMEA	Botswana	20,000	20,000	150,000	150,000
SMEA	Burkina Faso	20,000	20,000	150,000	150,000
SMEA	Burundi	20,000	20,000	150,000	150,000
SMEA	Cameroon	20,000	20,000	150,000	150,000
SMEA	Cape Verde	20,000	20,000	150,000	150,000
SMEA	Central African Republic	20,000	20,000	150,000	150,000
SMEA	Chad	20,000	20,000	150,000	150,000
SMEA	Comoros	20,000	20,000	150,000	150,000
SMEA	Congo	20,000	20,000	150,000	150,000
SMEA	Congo Democratic Republic	20,000	20,000	150,000	150,000
SMEA	Côte d'Ivoire	20,000	20,000	150,000	150,000
SMEA	Cyprus	20,000	20,000	150,000	150,000
SMEA	Djibouti	20,000	20,000	150,000	150,000
SMEA	Egypt	20,000	20,000	150,000	150,000
SMEA	Equatorial Guinea	20,000	20,000	150,000	150,000
SMEA	Eritrea	20,000	20,000	150,000	150,000
SMEA	Ethiopia	20,000	20,000	150,000	150,000
SMEA	French Guiana	20,000	20,000	150,000	150,000
SMEA	French Polynesia	20,000	20,000	150,000	150,000
SMEA	Gabon	20,000	20,000	150,000	150,000
SMEA	Gambia	20,000	20,000	150,000	150,000
SMEA	Ghana	20,000	20,000	150,000	150,000
SMEA	Greece	20,000	20,000	150,000	150,000
SMEA	Guadeloupe	20,000	20,000	150,000	150,000
SMEA	Guinea	20,000	20,000	150,000	150,000
SMEA	Guinea-Bissau	20,000	20,000	150,000	150,000
SMEA	Iraq	20,000	20,000	150,000	150,000
SMEA	Italy	40,000	40,000	350,000	350,000
SMEA	Jordan	20,000	20,000	150,000	150,000
SMEA	Kenya	30,000	30,000	250,000	250,000
SMEA	Kuwait	30,000	30,000	250,000	250,000
SMEA	Lebanon	20,000	20,000	150,000	150,000
SMEA	Lesotho	20,000	20,000	150,000	150,000

Region	Country	Silver		Gold	
		ITOM	ADM	ITOM	ADM
SMEA	Liberia	20,000	20,000	150,000	150,000
SMEA	Libya	20,000	20,000	150,000	150,000
SMEA	Madagascar	20,000	20,000	150,000	150,000
SMEA	Malawi	20,000	20,000	150,000	150,000
SMEA	Mali	20,000	20,000	150,000	150,000
SMEA	Martinique	20,000	20,000	150,000	150,000
SMEA	Mauritania	20,000	20,000	150,000	150,000
SMEA	Mauritius	20,000	20,000	150,000	150,000
SMEA	Mayotte	20,000	20,000	150,000	150,000
SMEA	Morocco	30,000	30,000	250,000	250,000
SMEA	Mozambique	20,000	20,000	150,000	150,000
SMEA	Namibia	20,000	20,000	150,000	150,000
SMEA	New Caledonia	20,000	20,000	150,000	150,000
SMEA	Niger	20,000	20,000	150,000	150,000
SMEA	Nigeria	20,000	20,000	150,000	150,000
SMEA	Oman	20,000	20,000	150,000	150,000
SMEA	Portugal	30,000	30,000	250,000	250,000
SMEA	Qatar	40,000	40,000	350,000	350,000
SMEA	Reunion	20,000	20,000	150,000	150,000
SMEA	Rwanda	20,000	20,000	150,000	150,000
SMEA	San Marino	40,000	40,000	350,000	350,000
SMEA	Sao Tome & Principe	20,000	20,000	150,000	150,000
SMEA	Saudi Arabia	40,000	40,000	350,000	350,000
SMEA	Senegal	20,000	20,000	150,000	150,000
SMEA	Seychelles	20,000	20,000	150,000	150,000
SMEA	Sierra Leone	20,000	20,000	150,000	150,000
SMEA	Somalia	20,000	20,000	150,000	150,000
SMEA	South Africa	30,000	30,000	250,000	250,000
SMEA	Spain	40,000	40,000	350,000	350,000
SMEA	Swaziland	20,000	20,000	150,000	150,000
SMEA	Tanzania United Republic	20,000	20,000	150,000	150,000
SMEA	Togo	20,000	20,000	150,000	150,000
SMEA	Tunisia	20,000	20,000	150,000	150,000
SMEA	Turkey	30,000	30,000	250,000	250,000
SMEA	Uganda	20,000	20,000	150,000	150,000
SMEA	United Arab Emirates	40,000	40,000	350,000	350,000
SMEA	Wallis & Futuna	20,000	20,000	150,000	150,000
SMEA	Yemen	20,000	20,000	150,000	150,000
SMEA	Zambia	20,000	20,000	150,000	150,000
SMEA	Zimbabwe	20,000	20,000	150,000	150,000
UK & I	Gibraltar	30,000	30,000	250,000	250,000
UK & I	Ireland	30,000	30,000	250,000	250,000
UK & I	United Kingdom	50,000	50,000	500,000	500,000

Country Requirements for License Sales Thresholds – HPE Security Specializations

Region	Country	Silver	Gold		
		Security	Fortify	ArcSight	Data-Security
CEE&I	Albania	20,000	125,000	125,000	125,000
CEE&I	Armenia	20,000	125,000	125,000	125,000
CEE&I	Azerbaijan	20,000	125,000	125,000	125,000
CEE&I	Belarus	20,000	125,000	125,000	125,000
CEE&I	Bosnia and Herzegovina	20,000	125,000	125,000	125,000
CEE&I	Bulgaria	20,000	125,000	125,000	125,000
CEE&I	Croatia	20,000	125,000	125,000	125,000
CEE&I	Czech Republic	30,000	200,000	200,000	200,000
CEE&I	Georgia	20,000	125,000	125,000	125,000
CEE&I	Hungary	30,000	200,000	200,000	200,000
CEE&I	Israel	30,000	200,000	200,000	200,000
CEE&I	Kazakhstan	20,000	125,000	125,000	125,000
CEE&I	Kyrgyzstan	20,000	125,000	125,000	125,000
CEE&I	Macedonia	20,000	125,000	125,000	125,000
CEE&I	Malta	20,000	125,000	125,000	125,000
CEE&I	Moldavia	20,000	125,000	125,000	125,000
CEE&I	Montenegro	20,000	125,000	125,000	125,000
CEE&I	Poland	40,000	250,000	250,000	250,000
CEE&I	Romania	20,000	125,000	125,000	125,000
CEE&I	Russian Federation	40,000	250,000	250,000	250,000
CEE&I	Serbia	20,000	125,000	125,000	125,000
CEE&I	Serbia and Montenegro	20,000	125,000	125,000	125,000
CEE&I	Slovakia	20,000	125,000	125,000	125,000
CEE&I	Slovenia	20,000	125,000	125,000	125,000
CEE&I	Tajikistan	20,000	125,000	125,000	125,000
CEE&I	Turkmenistan	20,000	125,000	125,000	125,000
CEE&I	Ukraine	20,000	125,000	125,000	125,000
CEE&I	Uzbekistan	20,000	125,000	125,000	125,000
FRANCE	France	40,000	250,000	250,000	250,000
FRANCE	Monaco	40,000	250,000	250,000	250,000
Germany	Germany	50,000	350,000	350,000	350,000
GWE	Austria	30,000	200,000	200,000	200,000
GWE	Belgium	40,000	250,000	250,000	250,000
GWE	Denmark	40,000	250,000	250,000	250,000
GWE	Estonia	20,000	125,000	125,000	125,000
GWE	Faroe Islands	20,000	125,000	125,000	125,000
GWE	Finland	30,000	200,000	200,000	200,000
GWE	Greenland	20,000	125,000	125,000	125,000
GWE	Iceland	20,000	125,000	125,000	125,000
GWE	Latvia	20,000	125,000	125,000	125,000
GWE	Liechtenstein	20,000	125,000	125,000	125,000
GWE	Lithuania	20,000	125,000	125,000	125,000

Region	Country	Silver	Gold		
		Security	Fortify	ArcSight	Data-Security
GWE	Luxembourg	40,000	250,000	250,000	250,000
GWE	Netherlands	40,000	250,000	250,000	250,000
GWE	Norway	30,000	200,000	200,000	200,000
GWE	Sweden	40,000	250,000	250,000	250,000
GWE	Switzerland	40,000	250,000	250,000	250,000
SMEA	Algeria	20,000	125,000	125,000	125,000
SMEA	Andorra	40,000	250,000	250,000	250,000
SMEA	Angola	20,000	125,000	125,000	125,000
SMEA	Bahrain	20,000	125,000	125,000	125,000
SMEA	Benin	20,000	125,000	125,000	125,000
SMEA	Botswana	20,000	125,000	125,000	125,000
SMEA	Burkina Faso	20,000	125,000	125,000	125,000
SMEA	Burundi	20,000	125,000	125,000	125,000
SMEA	Cameroon	20,000	125,000	125,000	125,000
SMEA	Cape Verde	20,000	125,000	125,000	125,000
SMEA	Central African Republic	20,000	125,000	125,000	125,000
SMEA	Chad	20,000	125,000	125,000	125,000
SMEA	Comoros	20,000	125,000	125,000	125,000
SMEA	Congo	20,000	125,000	125,000	125,000
SMEA	Congo Democratic Republic	20,000	125,000	125,000	125,000
SMEA	Côte d Ivoire	20,000	125,000	125,000	125,000
SMEA	Cyprus	20,000	125,000	125,000	125,000
SMEA	Djibouti	20,000	125,000	125,000	125,000
SMEA	Egypt	20,000	125,000	125,000	125,000
SMEA	Equatorial Guinea	20,000	125,000	125,000	125,000
SMEA	Eritrea	20,000	125,000	125,000	125,000
SMEA	Ethiopia	20,000	125,000	125,000	125,000
SMEA	French Guiana	20,000	125,000	125,000	125,000
SMEA	French Polynesia	20,000	125,000	125,000	125,000
SMEA	Gabon	20,000	125,000	125,000	125,000
SMEA	Gambia	20,000	125,000	125,000	125,000
SMEA	Ghana	20,000	125,000	125,000	125,000
SMEA	Greece	20,000	125,000	125,000	125,000
SMEA	Guadeloupe	20,000	125,000	125,000	125,000
SMEA	Guinea	20,000	125,000	125,000	125,000
SMEA	Guinea-Bissau	20,000	125,000	125,000	125,000
SMEA	Iraq	20,000	125,000	125,000	125,000
SMEA	Italy	40,000	250,000	250,000	250,000
SMEA	Jordan	20,000	125,000	125,000	125,000
SMEA	Kenya	30,000	200,000	200,000	200,000
SMEA	Kuwait	30,000	200,000	200,000	200,000
SMEA	Lebanon	20,000	125,000	125,000	125,000
SMEA	Lesotho	20,000	125,000	125,000	125,000
SMEA	Liberia	20,000	125,000	125,000	125,000
SMEA	Libya	20,000	125,000	125,000	125,000

Region	Country	Silver	Gold		
		Security	Fortify	ArcSight	Data-Security
SMEA	Madagascar	20,000	125,000	125,000	125,000
SMEA	Malawi	20,000	125,000	125,000	125,000
SMEA	Mali	20,000	125,000	125,000	125,000
SMEA	Martinique	20,000	125,000	125,000	125,000
SMEA	Mauritania	20,000	125,000	125,000	125,000
SMEA	Mauritius	20,000	125,000	125,000	125,000
SMEA	Mayotte	20,000	125,000	125,000	125,000
SMEA	Morocco	30,000	200,000	200,000	200,000
SMEA	Mozambique	20,000	125,000	125,000	125,000
SMEA	Namibia	20,000	125,000	125,000	125,000
SMEA	New Caledonia	20,000	125,000	125,000	125,000
SMEA	Niger	20,000	125,000	125,000	125,000
SMEA	Nigeria	20,000	125,000	125,000	125,000
SMEA	Oman	20,000	125,000	125,000	125,000
SMEA	Portugal	30,000	200,000	200,000	200,000
SMEA	Qatar	40,000	250,000	250,000	250,000
SMEA	Reunion	20,000	125,000	125,000	125,000
SMEA	Rwanda	20,000	125,000	125,000	125,000
SMEA	San Marino	40,000	250,000	250,000	250,000
SMEA	Sao Tome & Principe	20,000	125,000	125,000	125,000
SMEA	Saudi Arabia	40,000	250,000	250,000	250,000
SMEA	Senegal	20,000	125,000	125,000	125,000
SMEA	Seychelles	20,000	125,000	125,000	125,000
SMEA	Sierra Leone	20,000	125,000	125,000	125,000
SMEA	Somalia	20,000	125,000	125,000	125,000
SMEA	South Africa	30,000	200,000	200,000	200,000
SMEA	Spain	40,000	250,000	250,000	250,000
SMEA	Swaziland	20,000	125,000	125,000	125,000
SMEA	Tanzania United Republic	20,000	125,000	125,000	125,000
SMEA	Togo	20,000	125,000	125,000	125,000
SMEA	Tunisia	20,000	125,000	125,000	125,000
SMEA	Turkey	30,000	200,000	200,000	200,000
SMEA	Uganda	20,000	125,000	125,000	125,000
SMEA	United Arab Emirates	40,000	250,000	250,000	250,000
SMEA	Wallis & Futuna	20,000	125,000	125,000	125,000
SMEA	Yemen	20,000	125,000	125,000	125,000
SMEA	Zambia	20,000	125,000	125,000	125,000
SMEA	Zimbabwe	20,000	125,000	125,000	125,000
UK & I	Gibraltar	30,000	200,000	200,000	200,000
UK & I	Ireland	30,000	200,000	200,000	200,000
UK & I	United Kingdom	50,000	350,000	350,000	350,000

Country Requirement for License Sales Thresholds – Big Data Platform, Information Management and Governance Specializations

Region	Country	Silver		Gold		
		IM&G	BDP	IM	IG	BDP
CEE&I	Albania	20,000	20,000	100,000	100,000	100,000
CEE&I	Armenia	20,000	20,000	100,000	100,000	100,000
CEE&I	Azerbaijan	20,000	20,000	100,000	100,000	100,000
CEE&I	Belarus	20,000	20,000	100,000	100,000	100,000
CEE&I	Bosnia and Herzegovina	20,000	20,000	100,000	100,000	100,000
CEE&I	Bulgaria	20,000	20,000	100,000	100,000	100,000
CEE&I	Croatia	20,000	20,000	100,000	100,000	100,000
CEE&I	Czech Republic	30,000	30,000	150,000	150,000	150,000
CEE&I	Georgia	20,000	20,000	100,000	100,000	100,000
CEE&I	Hungary	30,000	30,000	150,000	150,000	150,000
CEE&I	Israel	30,000	30,000	150,000	150,000	150,000
CEE&I	Kazakhstan	20,000	20,000	100,000	100,000	100,000
CEE&I	Kyrgyzstan	20,000	20,000	100,000	100,000	100,000
CEE&I	Macedonia	20,000	20,000	100,000	100,000	100,000
CEE&I	Malta	20,000	20,000	100,000	100,000	100,000
CEE&I	Moldavia	20,000	20,000	100,000	100,000	100,000
CEE&I	Montenegro	20,000	20,000	100,000	100,000	100,000
CEE&I	Poland	40,000	40,000	200,000	200,000	200,000
CEE&I	Romania	20,000	20,000	100,000	100,000	100,000
CEE&I	Russian Federation	40,000	40,000	200,000	200,000	200,000
CEE&I	Serbia	20,000	20,000	100,000	100,000	100,000
CEE&I	Serbia and Montenegro	20,000	20,000	100,000	100,000	100,000
CEE&I	Slovakia	20,000	20,000	100,000	100,000	100,000
CEE&I	Slovenia	20,000	20,000	100,000	100,000	100,000
CEE&I	Tajikistan	20,000	20,000	100,000	100,000	100,000
CEE&I	Turkmenistan	20,000	20,000	100,000	100,000	100,000
CEE&I	Ukraine	20,000	20,000	100,000	100,000	100,000
CEE&I	Uzbekistan	20,000	20,000	100,000	100,000	100,000
FRANCE	France	40,000	40,000	200,000	200,000	200,000
FRANCE	Monaco	40,000	40,000	200,000	200,000	200,000
Germany	Germany	50,000	50,000	350,000	350,000	350,000
GWE	Austria	30,000	30,000	150,000	150,000	150,000
GWE	Belgium	40,000	40,000	200,000	200,000	200,000
GWE	Denmark	40,000	40,000	200,000	200,000	200,000
GWE	Estonia	20,000	20,000	100,000	100,000	100,000
GWE	Faroe Islands	20,000	20,000	100,000	100,000	100,000
GWE	Finland	30,000	30,000	150,000	150,000	150,000
GWE	Greenland	20,000	20,000	100,000	100,000	100,000
GWE	Iceland	20,000	20,000	100,000	100,000	100,000
GWE	Latvia	20,000	20,000	100,000	100,000	100,000
GWE	Liechtenstein	20,000	20,000	100,000	100,000	100,000
GWE	Lithuania	20,000	20,000	100,000	100,000	100,000

Region	Country	Silver		Gold		
		IM&G	BDP	IM	IG	BDP
GWE	Luxembourg	40,000	40,000	200,000	200,000	200,000
GWE	Netherlands	40,000	40,000	200,000	200,000	200,000
GWE	Norway	30,000	30,000	150,000	150,000	150,000
GWE	Sweden	40,000	40,000	200,000	200,000	200,000
GWE	Switzerland	40,000	40,000	200,000	200,000	200,000
SMEA	Algeria	20,000	20,000	100,000	100,000	100,000
SMEA	Andorra	40,000	40,000	200,000	200,000	200,000
SMEA	Angola	20,000	20,000	100,000	100,000	100,000
SMEA	Bahrain	20,000	20,000	100,000	100,000	100,000
SMEA	Benin	20,000	20,000	100,000	100,000	100,000
SMEA	Botswana	20,000	20,000	100,000	100,000	100,000
SMEA	Burkina Faso	20,000	20,000	100,000	100,000	100,000
SMEA	Burundi	20,000	20,000	100,000	100,000	100,000
SMEA	Cameroon	20,000	20,000	100,000	100,000	100,000
SMEA	Cape Verde	20,000	20,000	100,000	100,000	100,000
SMEA	Central African Republic	20,000	20,000	100,000	100,000	100,000
SMEA	Chad	20,000	20,000	100,000	100,000	100,000
SMEA	Comoros	20,000	20,000	100,000	100,000	100,000
SMEA	Congo	20,000	20,000	100,000	100,000	100,000
SMEA	Congo Democratic Republic	20,000	20,000	100,000	100,000	100,000
SMEA	Côte d'Ivoire	20,000	20,000	100,000	100,000	100,000
SMEA	Cyprus	20,000	20,000	100,000	100,000	100,000
SMEA	Djibouti	20,000	20,000	100,000	100,000	100,000
SMEA	Egypt	20,000	20,000	100,000	100,000	100,000
SMEA	Equatorial Guinea	20,000	20,000	100,000	100,000	100,000
SMEA	Eritrea	20,000	20,000	100,000	100,000	100,000
SMEA	Ethiopia	20,000	20,000	100,000	100,000	100,000
SMEA	French Guiana	20,000	20,000	100,000	100,000	100,000
SMEA	French Polynesia	20,000	20,000	100,000	100,000	100,000
SMEA	Gabon	20,000	20,000	100,000	100,000	100,000
SMEA	Gambia	20,000	20,000	100,000	100,000	100,000
SMEA	Ghana	20,000	20,000	100,000	100,000	100,000
SMEA	Greece	20,000	20,000	100,000	100,000	100,000
SMEA	Guadeloupe	20,000	20,000	100,000	100,000	100,000
SMEA	Guinea	20,000	20,000	100,000	100,000	100,000
SMEA	Guinea-Bissau	20,000	20,000	100,000	100,000	100,000
SMEA	Iraq	20,000	20,000	100,000	100,000	100,000
SMEA	Italy	40,000	40,000	200,000	200,000	200,000
SMEA	Jordan	20,000	20,000	100,000	100,000	100,000
SMEA	Kenya	30,000	30,000	150,000	150,000	150,000
SMEA	Kuwait	30,000	30,000	150,000	150,000	150,000
SMEA	Lebanon	20,000	20,000	100,000	100,000	100,000
SMEA	Lesotho	20,000	20,000	100,000	100,000	100,000
SMEA	Liberia	20,000	20,000	100,000	100,000	100,000
SMEA	Libya	20,000	20,000	100,000	100,000	100,000

Region	Country	Silver		Gold		
		IM&G	BDP	IM	IG	BDP
SMEA	Madagascar	20,000	20,000	100,000	100,000	100,000
SMEA	Malawi	20,000	20,000	100,000	100,000	100,000
SMEA	Mali	20,000	20,000	100,000	100,000	100,000
SMEA	Martinique	20,000	20,000	100,000	100,000	100,000
SMEA	Mauritania	20,000	20,000	100,000	100,000	100,000
SMEA	Mauritius	20,000	20,000	100,000	100,000	100,000
SMEA	Mayotte	20,000	20,000	100,000	100,000	100,000
SMEA	Morocco	30,000	30,000	150,000	150,000	150,000
SMEA	Mozambique	20,000	20,000	100,000	100,000	100,000
SMEA	Namibia	20,000	20,000	100,000	100,000	100,000
SMEA	New Caledonia	20,000	20,000	100,000	100,000	100,000
SMEA	Niger	20,000	20,000	100,000	100,000	100,000
SMEA	Nigeria	20,000	20,000	100,000	100,000	100,000
SMEA	Oman	20,000	20,000	100,000	100,000	100,000
SMEA	Portugal	30,000	30,000	150,000	150,000	150,000
SMEA	Qatar	40,000	40,000	200,000	200,000	200,000
SMEA	Reunion	20,000	20,000	100,000	100,000	100,000
SMEA	Rwanda	20,000	20,000	100,000	100,000	100,000
SMEA	San Marino	40,000	40,000	200,000	200,000	200,000
SMEA	Sao Tome & Principe	20,000	20,000	100,000	100,000	100,000
SMEA	Saudi Arabia	40,000	40,000	200,000	200,000	200,000
SMEA	Senegal	20,000	20,000	100,000	100,000	100,000
SMEA	Seychelles	20,000	20,000	100,000	100,000	100,000
SMEA	Sierra Leone	20,000	20,000	100,000	100,000	100,000
SMEA	Somalia	20,000	20,000	100,000	100,000	100,000
SMEA	South Africa	30,000	30,000	150,000	150,000	150,000
SMEA	Spain	40,000	40,000	200,000	200,000	200,000
SMEA	Swaziland	20,000	20,000	100,000	100,000	100,000
SMEA	Tanzania United Republic	20,000	20,000	100,000	100,000	100,000
SMEA	Togo	20,000	20,000	100,000	100,000	100,000
SMEA	Tunisia	20,000	20,000	100,000	100,000	100,000
SMEA	Turkey	30,000	30,000	150,000	150,000	150,000
SMEA	Uganda	20,000	20,000	100,000	100,000	100,000
SMEA	United Arab Emirates	40,000	40,000	200,000	200,000	200,000
SMEA	Wallis & Futuna	20,000	20,000	100,000	100,000	100,000
SMEA	Yemen	20,000	20,000	100,000	100,000	100,000
SMEA	Zambia	20,000	20,000	100,000	100,000	100,000
SMEA	Zimbabwe	20,000	20,000	100,000	100,000	100,000
UK & I	Gibraltar	30,000	30,000	150,000	150,000	150,000
UK & I	Ireland	30,000	30,000	150,000	150,000	150,000
UK & I	United Kingdom	50,000	50,000	350,000	350,000	350,000

Appendix 2

Hewlett Packard Enterprise BV, Amstelveen, Meyrin branch, 150 Route du Nant d'Avril, 1217 Meyrin 2
Geneva, Switzerland

Hewlett-Packard GmbH, Herrenberger Str. 140, 71034 Boeblingen, Germany

Hewlett-Packard Italiana SRL., Via G. Di Vittorio 9, I-20063 Cernusco sul Naviglio, Milano




Hewlett-Packard Sverige AB, SE-169 85 Stockholm









Hewlett-Packard Teknoloji Çözümleri Limited Şirketi, Akkom Plaza , Saray Mahallesi Dr. Adnan Büyükdeniz
Cad. No:4 Kat:7-8, 34768, Ümraniye /Istanbul, Turkey

Hewlett-Packard France SAS-.1 Avenue du Canada . 91947 Les Ulis CEDEX- France

Appendix 3

FY17 Partner Ready Software Solution Providers Specializations Overview

Benefits				Details
Specialist Benefits	7%	3%	NA	Starts from dollar one achievement : Not target based
Sourced Bonus	15%	12%	10%	Registrations must be approved by SW Management
NBO (New Business Opportunity)	10%	10%	10%	
MDF (Market Development Fund)	✓	✓	✓	Available at SW's discretion (approval basis)
End User Special Negotiated discount	✓	✓	✓	Specila pricing only available to Silver level and above
PBM	✓	✓	*	*At HPE's discretion
Promotions	✓	✓	✓	
Insignia & Certificates	✓	✓	✓	
Partner Locator	✓	✓	✓	
Evaluation Licenses	✓	✓	✓	

Criteria				Details
Revenue Threshold	\$\$\$ \$ 300K/1 M	\$\$ \$150K / \$500 K	\$ \$ 20K /50 K	Large/Small Market (License Revenue in US\$) GOLD & SILVER Specialist (Varies by BU & by product)
Joint Business Plan	✓	✓		
Sales Certified				Resources must hold the sales certifications required for the specializations they hold.
Technical Certified				Resources must hold the technical certifications required for the specializations they hold.