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| **Promotion Name:** HPE Synergy Early Adoption Channel Incentive  **Identification No:** **3.B070v1**  **Effective:** February 1, 2017 – April 30, 2017  **Geographic Area:** U.S. | |
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Summary:

HPE Synergy Early Adoption Channel Incentive is designed to help partners easily and profitably sell HPE Synergy and 3Par solutions by providing an end-user incentive to purchase solutions early in the solution life cycle.

HPE Synergy Early Adoption Channel Incentive is simple:

1. Up to 10% Additional Discounting on Synergy & 5% on 3Par products on qualifying orders

Product Promotion Terms

This promotion offers incremental discounts in addition to One-Path Pricing including Discount Now, Segment, Solution benefits and Escalated Big Deal Pricing on eligible HPE Server and Storage products on the order according to the following criteria and steps:

1. Is the total list price of all HPE products on the deal greater than $250K?
   1. Yes
      1. Proceed to step 2
   2. No
      1. Stop.  Deal does not qualify
2. Are **both** Synergy marker SKUs on the deal?
   1. Synergy marker SKUs:
      1. 804353-B21 HPE Synergy Composer
      2. 794502-B23 HPE VC SE 40Gb F8 Module
   2. Yes
      1. Receive 5% discount on HPE Synergy PLs from your HPE Authorized Distributor:
         1. S6      Synergy Infrastructure and Compute
         2. S7       Synergy Value Options
         3. SI        Server Storage & Inf
      2. Proceed to step 3
   3. No
      1. Stop.  Deal does not qualify
3. Is the end user on the target UCS/EMC account list? Your HPE Authorized Distributor maintains this list and will validate eligibility.
   1. Yes
      1. Receive additional 5% discount (10% total) to HPE Synergy PLs from your HPE Authorized Distributor:
         1. S6       Synergy Infrastructure and Compute
         2. S7       Synergy Value Options
         3. SI        Server Storage & Inf
   2. No
      1. Proceed to step 4
4. Are there products from **either** of the storage marker PLs on the deal?
   1. 3Par marker PLs:
      1. 4A
      2. 4F
   2. Yes
      1. Receive 5% discount to HPE 3Par Storage PLs from your HPE Authorized Distributor:
         1. 4A      3PAR Mid-Range HW
         2. 43       3PAR Mid-Range SW
         3. 4F       3PAR High-End HW
         4. 3Z       3PAR High-End SW

All Eligible products must be quoted, ordered and shipped from HPE or Distributor on the same order within the HPE designated promotional period, in order to be eligible for the promotional discount.

Important Notes

* The promo is stackable with Solution and Segment registration benefits.
* The promo is stackable with Escalated Big Deal Pricing.
* The Promotion discounts are based on HPE List Price
* This promotional offer may NOT be combined with any other promotion or be used on the same order with another promotion.
* Agent Compensation orders are not eligible.
* Public Sector Indirect Framework deals such as GSA, NASPO, MHEC, or E&I are not stackable with this promotion. Indirect contract terms can still be applied.
* HPE Storage Renew inventory is eligible. Please verify availability of Renew HW prior to issuing quotations.
* Your Distribution Partner will advise as to whether your quote or config qualifies for discount

Eligible Product Lines and Discount Information



Terms and Conditions

Promotion timeframe—This offer is available from February 1, 2017 - April 30, 2017. Products purchased before or after the specified promotional period are not eligible. Eligible products must be quoted and ordered within the designated promotional period to be eligible for promotional discounts.

Eligible Partners/Customers—Qualified customers purchasing from an HPE Authorized Partner, with a current U.S. Partner Agreement (PA) in place, are eligible to participate in this Promotion. HPE Distribution Partners will receive (M07) discounts that will be passed on to their Authorized Partners.

Exclusions

• Demo/Consignment Units—Demo/Consignment units are not eligible for this Promotion.

• Sales made to any entity outside of the U.S. are excluded from this Promotion.

Returns

* Standard returns terms and conditions apply to this Promotion, unless otherwise noted.

Changes to the Promotion

• HPE may cancel or change this promotion at any time and for any reason.