

Because

a better roadmap leads to better success.

Become an HPE Silver Partner in four steps and earn rewards on the way.

With Ingram Micro's HPE Hybrid IT Highway Rewards system, you can achieve HPE Silver Partner status by the end of 2021 and get some great rewards for doing it.

There are four legs to your journey:

LEG 1 Become a partner (first month)	LEG 2 Working with HPE (months 2–3)	LEG 3 Sales & Technical Enablement (months 4–6)	LEG 4 Execution (months 7–12)
<ul style="list-style-type: none">• REGISTER AT WWW.GOHYBRIDIT.COM• WATCH A WELCOME WEBINAR• OBTAIN HPE BUSINESS PARTNER STATUS• NAME AN HPE CHAMPION• WATCH THE SIX-MINUTE HPE E&G VIDEO	<ul style="list-style-type: none">• WATCH THE IQQUOTE VIDEO AND TUTORIAL• EMAIL YOUR FIRST IQQUOTE CONFIGURATION• WATCH THE HPE PARTNER READY WEBINAR• ATTEND THE HPE INTEGRATED QUOTING VIDEO AND DEAL REG TRAINING• WATCH THE HPE FINANCIAL SERVICES VIDEO TRAINING• WATCH THE HPE SALES PRO VIDEO	<ul style="list-style-type: none">• REGISTER YOUR FIRST HYBRID IT DEAL• HAVE TWO TEAM MEMBERS ATTEND HPE SALES CERTIFICATION• DOWNLOAD THE HPE TECH PRO DOC AND SHARE IT WITH YOUR TECH TEAM• ACHIEVE \$100,000 OR MORE IN HPE HIT SALES	<ul style="list-style-type: none">• HAVE ONE SOLUTIONS ARCHITECT ATTEND AN ATP TRAINING AND BECOME CERTIFIED• ACHIEVE \$600,000 OR MORE IN HIT PARTNER READY REVENUE USING PROGRAM MULTIPLIERS IN 12 MONTHS• CONGRATULATIONS ON BECOMING AN HPE SILVER PARTNER

Upon completion of Leg 1, you will receive a welcome kit with a **wireless headset, car backseat organizer, Hot Wheels car** and a welcome letter.

Upon completion of Leg 2, your designated the champion may select up to five rewards (each valued less than \$50): **branded polo, branded pullover, backpack.**

Upon completion of all Leg 3 steps, excluding achieving \$100,000 or more in HPE HIT sales through Ingram Micro, you receive **up to \$6,000 in Ingram Micro credit memos** to fund your organization's HPE Sales and Technical training and exam costs.

Upon completion of Leg 4 by **Oct. 31, 2021**, you earn the following:

- a **\$500 discount** applied to your purchase of an HPE AMD ProLiant server from Ingram's inventory;
- 1 entry to be 1 of 8 partners to receive up to a **\$10,000 Ingram Micro credit memo**. *Two partners will win a \$10,000 credit memo. Six partners will win a \$5,000 credit memo*
- a **recognition plaque**

For more details and to get on the road to better HPE profits, contact your Ingram Micro HPE team member today at www.gohybridit.com.

Seeing farther ahead.

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