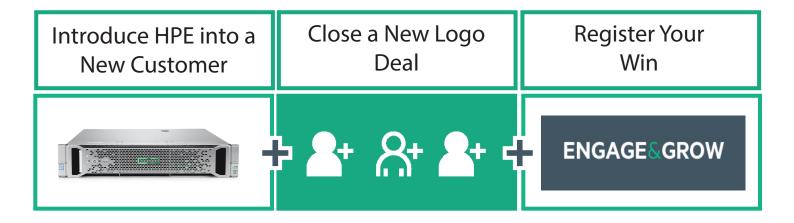


HPE Incentive Program for End of Year 2016

You Could Be Leaving MONEY on the Table!

New Logo Bonus: Up to 3,000 SPIFF Points



- First 50 new logo's receive up to 3,000 spiff points (1k Per Server, Storage & Networking)
- Apply via Engage & Grow
- \$25,000 (or 75K for all 3 on one PO): Minimum HPE sale amount for each BU on the deal
- 18 Month: Look Back Period for Customer Purchases
- 1/31/17: Deal Must Ship

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