

Arrow Services Can Bring Big Benefits to HPE Partners



Arrow has long led the industry in partner enablement and educational support. And this tradition continues with our Hewlett Packard Enterprise (HPE) Certification Services — powerful offerings that include Benefit Analysis, Certification Analysis, Training, and Education. Let Arrow prepare you for what's next. Get started growing your business today!

Benefit Analysis

Arrow's exclusive Benefit Analysis service provides important details about your business, including:

- > Evaluation of revenue and certifications to ensure maximum benefits (pricing and rebates)
- > Analysis of potential ROI in elevating medallion status
- > Tracking to ensure movement

Certification Analysis

Regularly scheduled and on-demand meetings are arranged to provide you with comprehensive certification gap analyses that include:

- > Dashboards for Specialist attainment
- > Customized high-level HPE EG program summary
- > Customized HPE EG Specialist dashboard by business unit (sales and technical)
 - All EG programs, including Aruba
 - All Software programs
 - All Security programs
- > Customized HPE EG Services and Delivery Specialist dashboard (all qualifications)
- > Customized training plans
- > Knowledge credit tracking

Consultative and Educational Services

Regularly scheduled and on-demand executive and management-level meetings are scheduled to review your current program status. You will also be advised about the most cost-effective and quickest way that your team can achieve certification attainment. Included in this offering are:

- > Expert advice on HPE EG program requirements
- > Dedicated HPE EG resources
- > Assistance in navigating the HPE Partner Portal
- > Targeted Specialist course offerings

Partner Endorsements

- > "Arrow elevated our partner status to Silver Networking, and we earned an additional \$30,000 in rebates for the year!"
- > "We can always depend on Arrow to keep us on track with our HPE program and certification requirements."
- > "We really appreciate Arrow's help in moving us to Platinum status, which bumped up our yearly rebates to \$950,000."

For questions or additional details about Arrow's HPE Certification Services, please contact **Rhonda Johnson** at rhojohnson@arrow.com or 530 448 8163.