



Hewlett Packard Enterprise

Ensure data protection with client virtualization solutions from HPE and Strategic Alliances

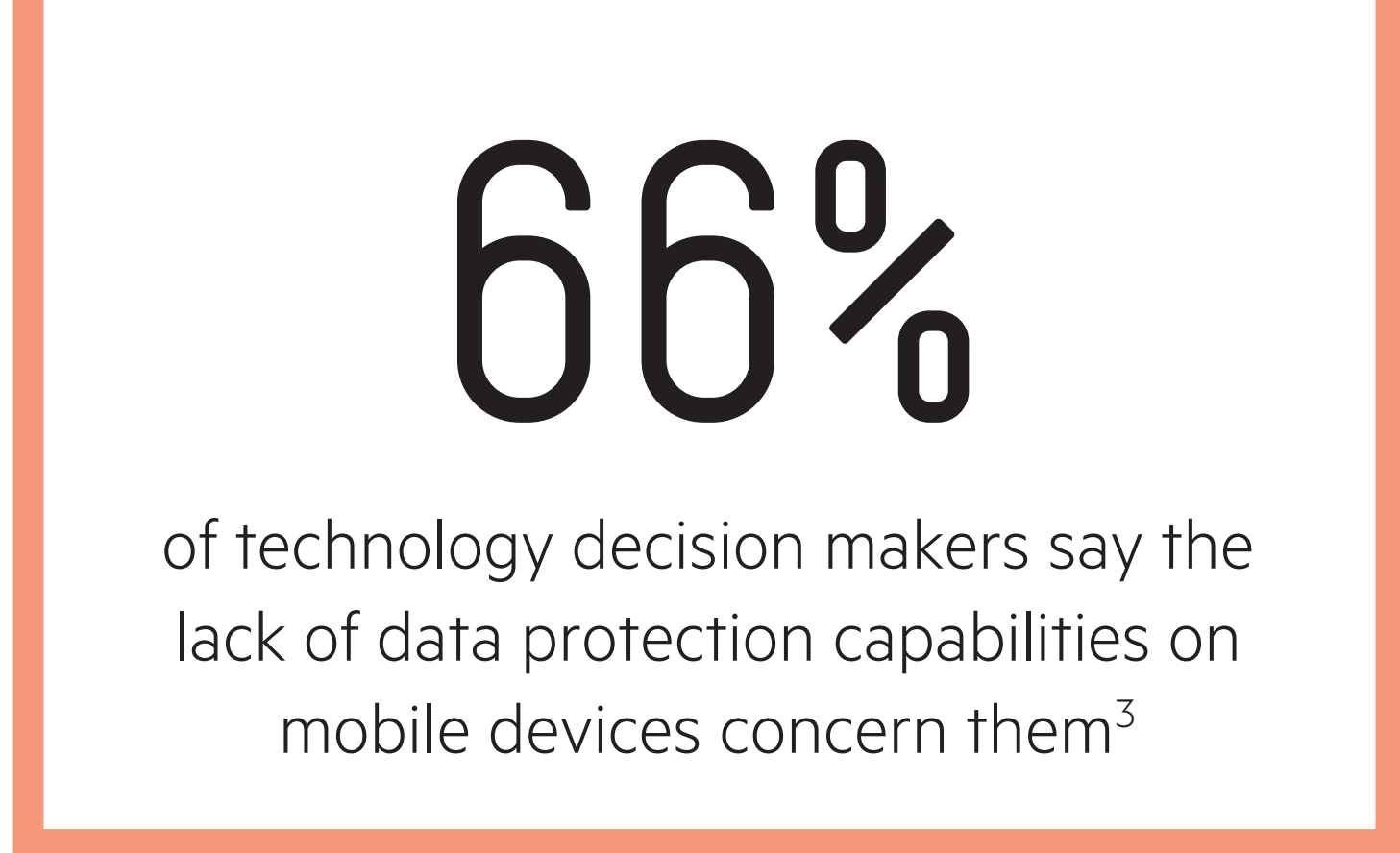
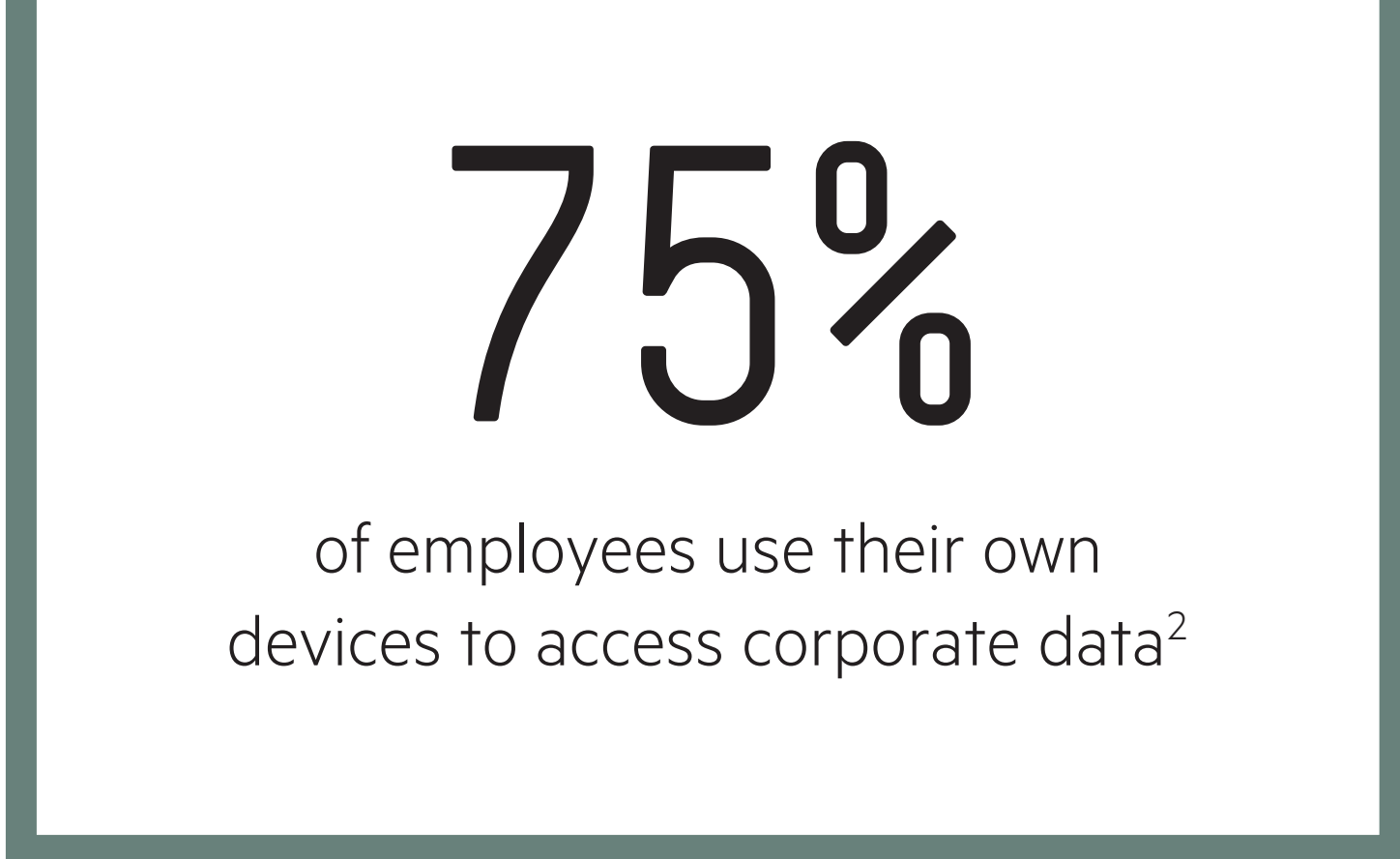
HPE Maestro Partner Program: Client Virtualization

Market Overview

According to market research firm Technavio, the global Client Virtualization market will grow to more than 27% from 2016 to 2020¹, which includes servers, storage, software, AND services.

The Demand for Mobile Keeps IT Managers Awake at Night

Professional and personal lives are blurred with the use of smartphones and tablets to access corporate data at work, home, and on the road.

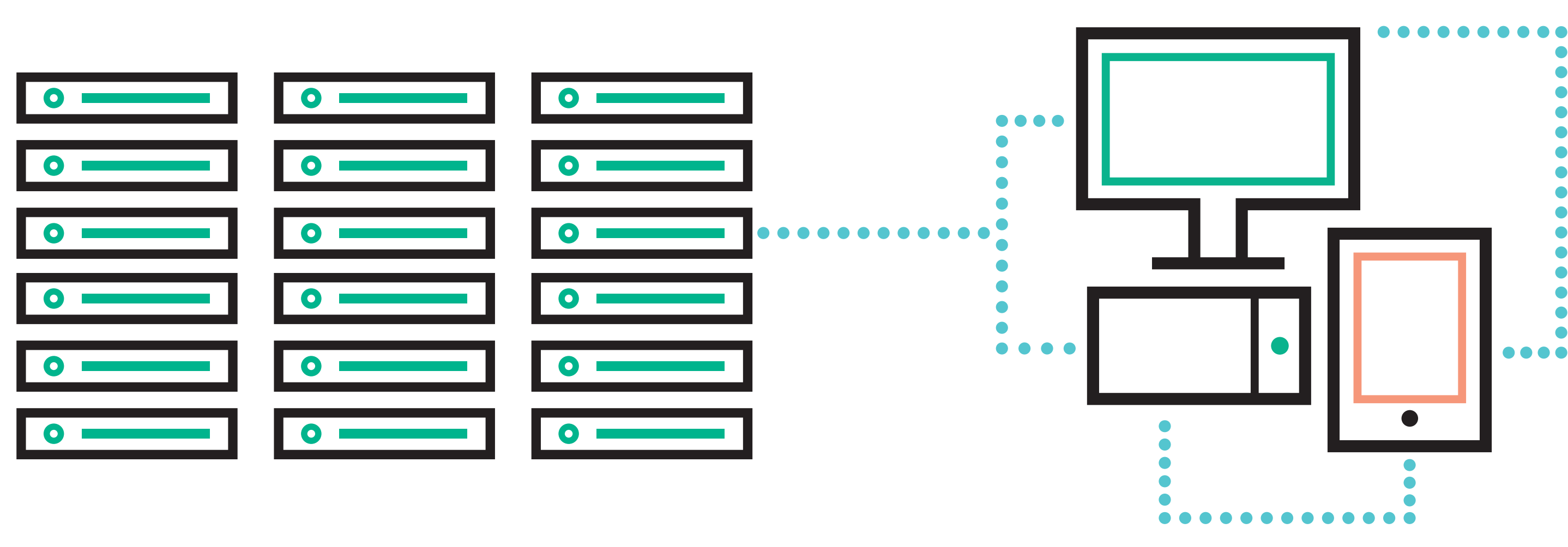


The Question is...

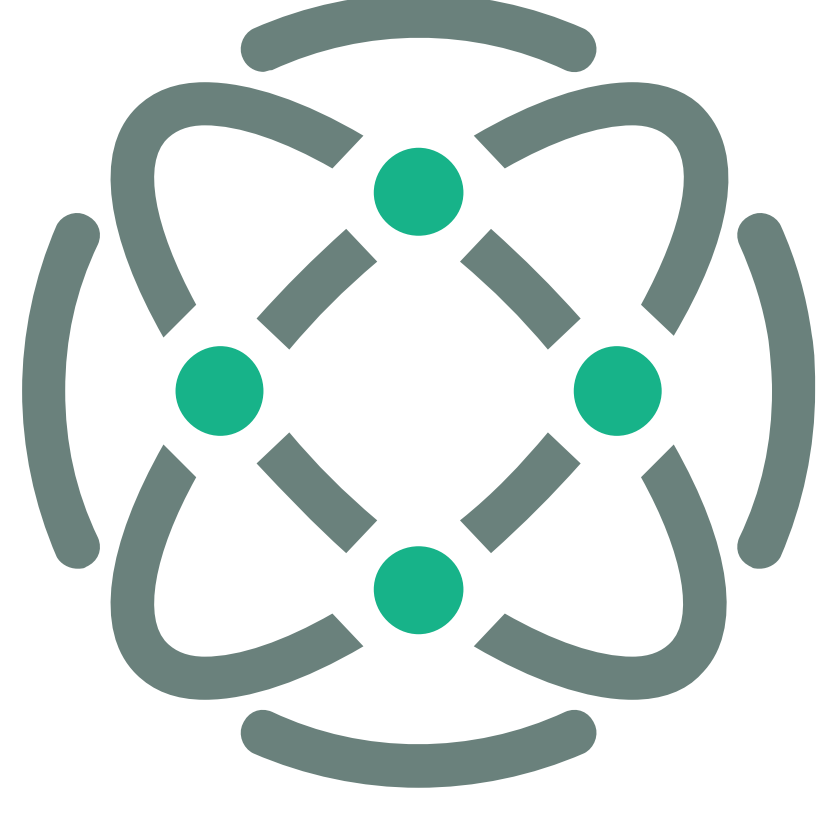
How does an IT manager offer anytime, anywhere access to data while keeping that data secure and lowering costs?

What's the Answer?

By employing a Client Virtualization strategy, data protection is back in the hands of IT managers. Those smartphones, tablets, and personal PCs act simply as a monitor viewing the data on an application, which resides back in the data center. If the smartphone or tablet is stolen, the information is still safe.



HPE Infrastructure Components for Client Virtualization



- HPE Synergy
- HPE Converged Systems
- HPE ProLiant Servers
- HPE 3PAR
- HPE StoreVirtual VSA

Stack & Sell the HPE Systems Software & Application Software including:

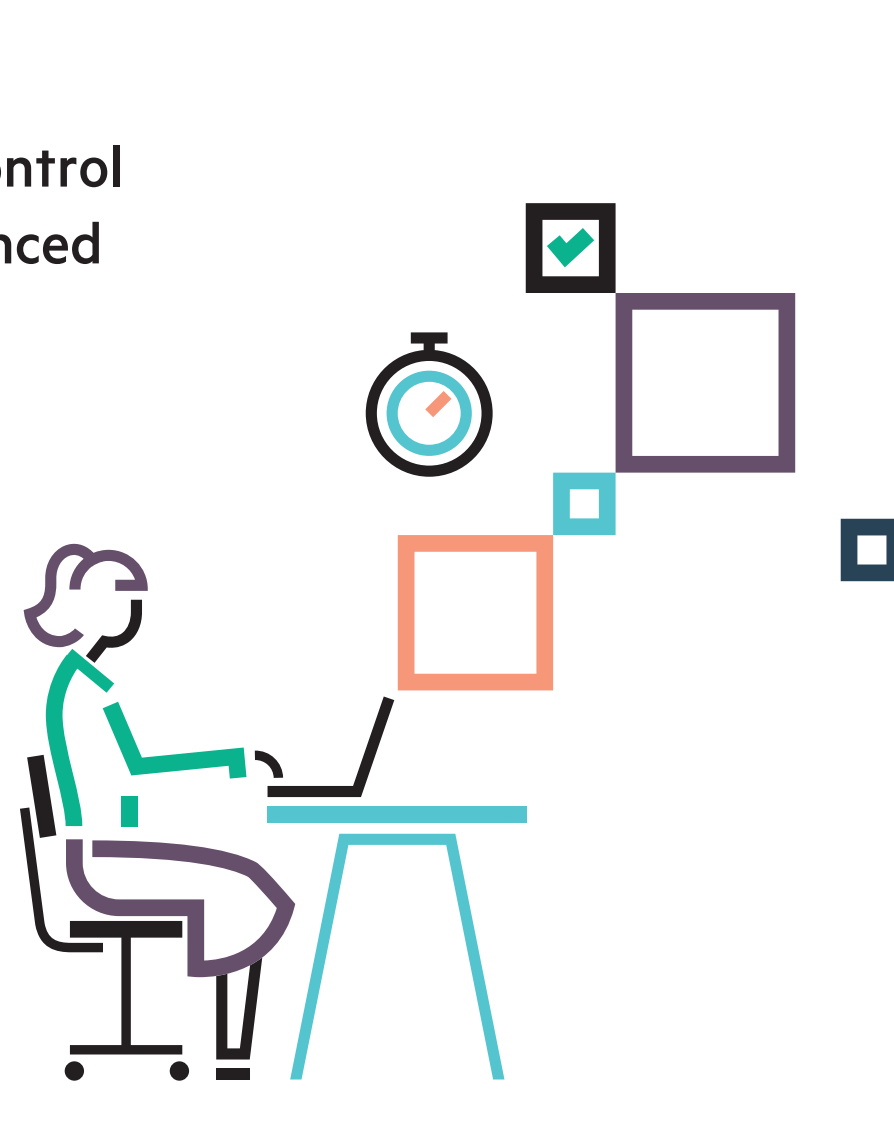
Desktop Virtualization Applications

- VMware
- Citrix
- Microsoft



Systems Management

- HPE OneView
- HPE Insight Control
- HPE iLO Advanced



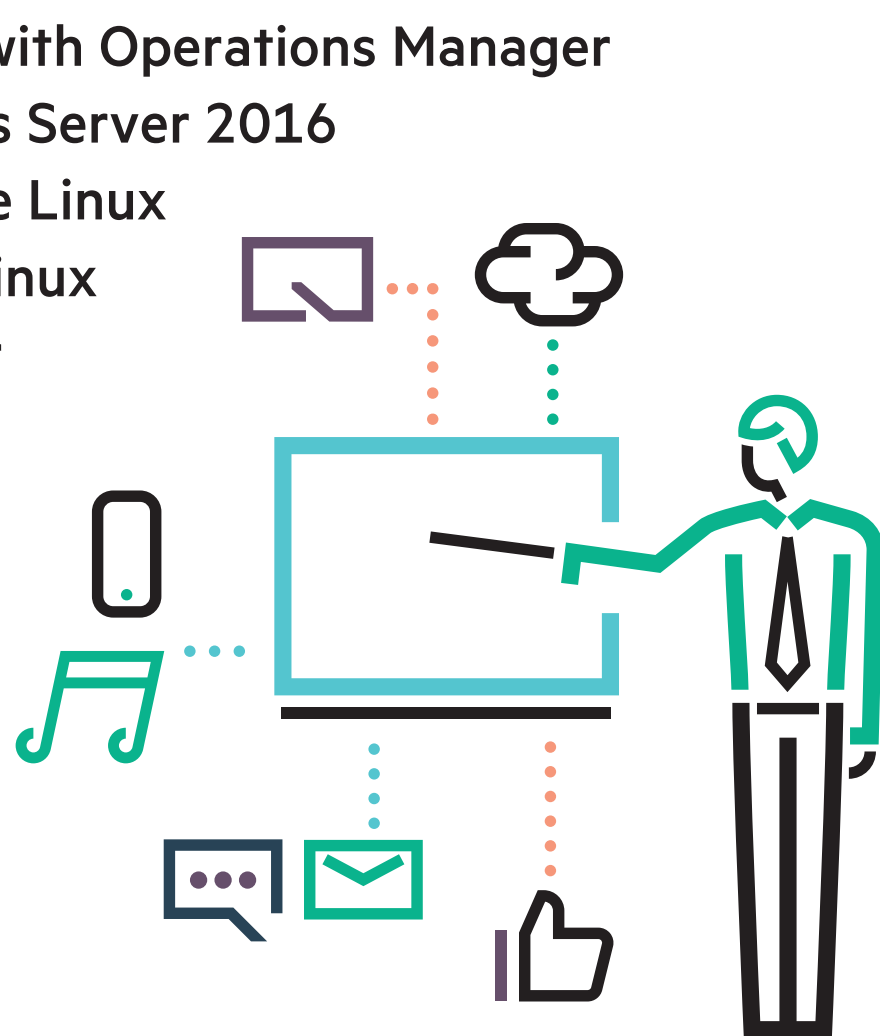
Software-Defined Storage

- SUSE
- VMware
- VM Explorer
- HPE StoreVirtual VSA



Virtualization & Containers

- VMware vSphere with Operations Manager
- Microsoft Windows Server 2016
- Red Hat Enterprise Linux
- SUSE Enterprise Linux
- Docker Datacenter
- Mesosphere DCOS



Plus: Project Maestro 2% Discount!

Increase your profitability by stacking HPE software solutions with servers and storage! Receive a 2% discount on deals that have the following products:

HPE Servers³ + HPE Storage³ + HPE Systems Software⁴ + Application Software = 2% discount

- All HPE Servers
- All HPE Storage
- HPE OneView
- HPE Insight Control
- HPE iLO Advanced
- Microsoft
- VMware
- SUSE
- Red Hat
- VM Explorer
- And more

NOTE: 2% available on servers, storage, and software only. Systems Software must be 5% or more of the total deal.

Why Partner with HPE?

HPE is the industry's longest running channel program.

Commitment to the Channel

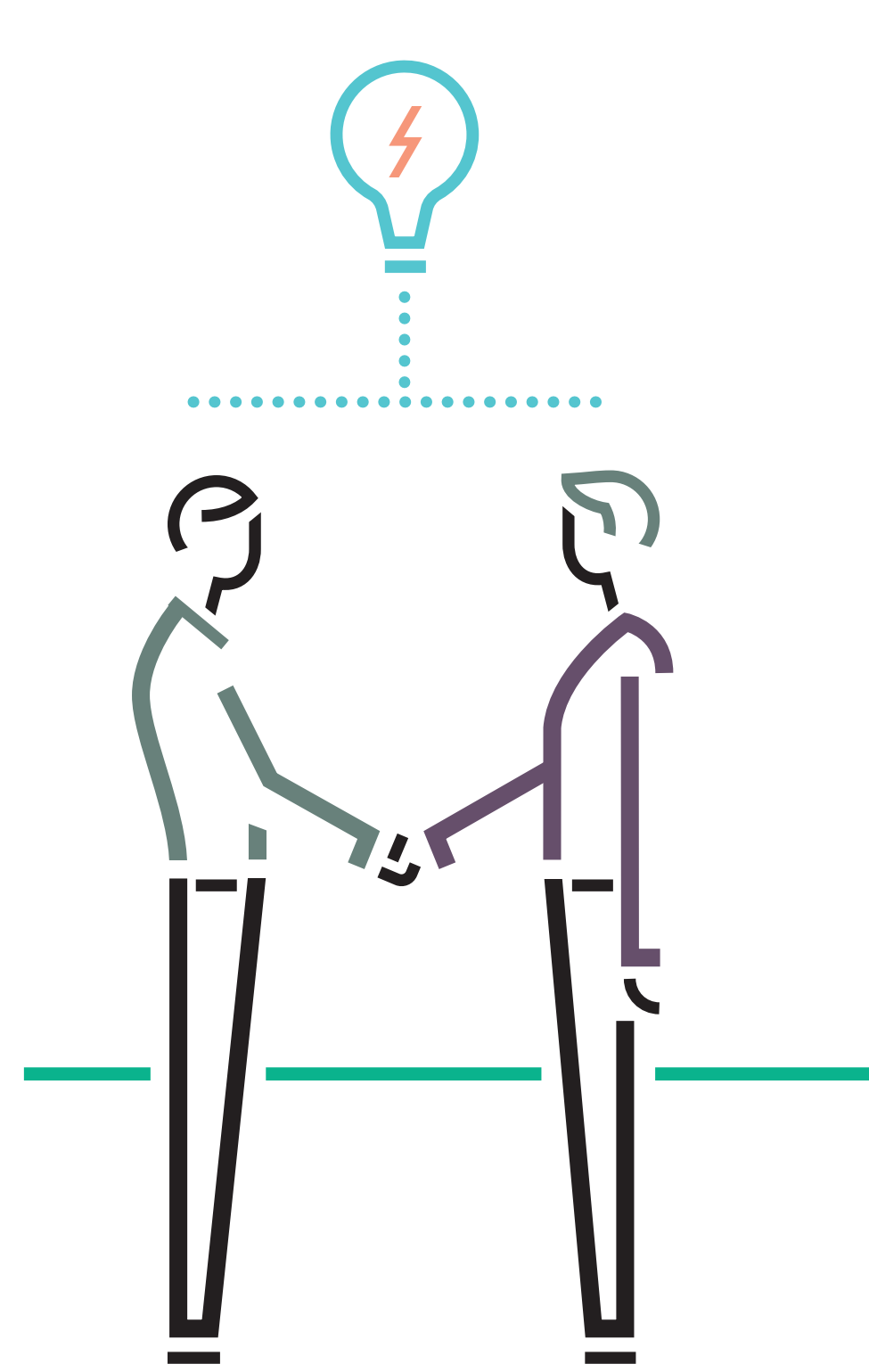
- New and simpler sales certifications
- New partner locator
- New tools to help your customers
- Single, secure, and trusted portal

One Support Provider ~ HPE for all Strategic Alliance Offerings

- More than 1,100 HPE support professionals trained on Alliance Software Solutions
- Tight engineering integration including tested and certified solutions
- A better user experience with fast response times and continuous availability

Profitability

- 20+% rebates when you combine up front and back end reseller compensation
- Increased demand generation assets from HPE
- Training and support to empower your sales and presales teams
- Faster HPE Revenue Quota completion with stacked solutions



For more information.
Project Maestro Partner Ready Page
 Contacts: infrastructureSW@hpe.com

For access to more sales and marketing tools, check out the Project Maestro Learning Center on CRN.com:
<http://custom.crn.com/hp-software-solutions/>

¹ Technavio, Global Virtual Desktop Infrastructure Market, 2016-2020
² IDC.com, Mobiletron Trust Gap Survey, June 2015
³ Forrester's Business Technology Security Survey, 2014

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