

USETPA
Hewlett Packard Enterprise Manufacturer Branded Hardware, Software, Cloud and Related Services and Services Discount Sheet
PRICING SHEET

Hewlett Packard Enterprise Manufacturer BRANDED PRODUCTS

BRAND	PRODUCT CATEGORY	Product Description	MSRP	USETPA Customer Discount % off MSRP
Hewlett Packard Enterprise	Servers			
Hewlett Packard Enterprise	INDUSTRY STANDARD SERVERS	Entry Level DL10 and ML10/100 Series Servers and Options (PL LA)		20.00%
Hewlett Packard Enterprise	INDUSTRY STANDARD SERVERS	Core DL300/DL500 Series Servers (PL SY)		27.00%
Hewlett Packard Enterprise	INDUSTRY STANDARD SERVERS	Blade Servers and Options (PL MV)		27.00%
Hewlett Packard Enterprise	INDUSTRY STANDARD SERVERS	Apollo Servers, Scaleable Datacenter Infrastructure (PL TN, PL PD)		27.00%
Hewlett Packard Enterprise	INDUSTRY STANDARD SERVERS	Moonshot and Edgeline Server Appliances (PL S2, PL 2M)		27.00%
Hewlett Packard Enterprise	INDUSTRY STANDARD SERVERS	Manufacturing Services, Factory Express (PL SI)		20.00%
Hewlett Packard Enterprise	INDUSTRY STANDARD SERVERS	Shared Options (rest of PL SI, PL SH)		27.00%
Hewlett Packard Enterprise	INDUSTRY STANDARD SERVERS	Blade Virtual Connect (PL UZ)		25.00%
Hewlett Packard Enterprise	INDUSTRY STANDARD SERVERS	Third Party Software other than Microsoft (PL J3)		27.00%
Hewlett Packard Enterprise	INDUSTRY STANDARD SERVERS	SMARTBUY SKUs (ISS)		1.00%
Hewlett Packard Enterprise	INDUSTRY STANDARD SERVERS	Non-Discountable -Microservers (PL LA), Microsoft Operating Systems (PL J3), Easy Connect Software (PL S3)		0.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	HPE Integrity Solution (PL 1X)		30.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	BCS Software (Exclude Linux & Windows Operating Environment) (PL 23)		30.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	BCS Software Linux & Windows Operating Environment (PL 23)		19.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	Integrated Platforms (PL HA)		26.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	Non-Stop Enterprise (PL NW)		15.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	SGI MCS HW (PL RG)		25.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	BCS Blades (PL TQ)		30.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	BCS X-86 Servers (PL TR)		29.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	Synergy Infrastructure (PL S6)		31.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	Synergy Option (PL S7)		31.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	One View (PL FS)		30.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	Converged Systems (PL FE)		30.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	SimpliVity (PL S8)		35.00%
Hewlett Packard Enterprise	MISSION CRITICAL SERVERS	HyperConverged Other (PL S8)		35.00%
Hewlett Packard Enterprise	Storage			
Hewlett Packard Enterprise	HPE XP Storage Solutions	XP Software - 12000, 10000, 1024/128, 512/48		40.00%
Hewlett Packard Enterprise	HPE XP Storage Solutions	XP Arrays - 12000, 10000, 1024/128		40.00%
Hewlett Packard Enterprise	HPE XP Storage Solutions	XP Array Upgrades - 12000, 10000, 1024/128, 512/48/256		40.00%
Hewlett Packard Enterprise	HPE XP 20000/24000 & P9xxx Storage Solutions	XP 20000/24000 & P9xxx Software		35.00%

Hewlett Packard Enterprise	HPE XP 20000/24000 & P9xxx Storage Solutions	XP 20000/24000 & P9xxx Hardware	35.00%
Hewlett Packard Enterprise	HPE XP 20000/24000 & P9xxx Storage Solutions	XP 20000/24000 & P9xxx Upgrades	35.00%
Hewlett Packard Enterprise	HPE Enterprise Virtual Array - Enterprise	EVA 4100/6x00	35.00%
Hewlett Packard Enterprise	HPE Enterprise Virtual Array - Enterprise	EVA Cabinets & Accessories, EVA HDD's	35.00%
Hewlett Packard Enterprise	HPE Enterprise Virtual Array - Enterprise	Veeam and Iternity services	8.00%
Hewlett Packard Enterprise	HPE Enterprise Virtual Array - Enterprise	Veeam	8.00%
Hewlett Packard Enterprise	HPE Enterprise Virtual Array - Enterprise	Data Protector SW	8.00%
Hewlett Packard Enterprise	HPE Enterprise Virtual Array – x400 Solutions	EVA 4400, 6400, 8400 & P6xxx Hardware / Software Products	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR F-Class, E-Class & Common Software	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR F-Class, E-Class, Arrays & Upgrades, Nimble Storage	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR T-Class, S-Class Software, Nimble Storage	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR T-Class, S-Class Arrays & Upgrades, Nimble Storage	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR Drive Mag, Cabinets, Accy & Upgrades	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR Mid-Range Array Software	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR Mid-Range Array & Upgrades	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR Mid-Range HDD & Encl	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR Mid-Range Cab & Accy	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR 7xxx, 8xxx	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR StoreServ 8xxx	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR 9xxx	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR StoreServ	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR 10xxx	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	3PAR 2xxx	35.00%
Hewlett Packard Enterprise	HPE 3PAR Storageworks Products	HPE M6710 & M6720	35.00%
Hewlett Packard Enterprise	Nimble Products & Support	Nimble Cloud Volumes	15.00%
Hewlett Packard Enterprise	HPE Storage Hardware - Enterprise	Clustered Gateway, WAN Accelerator, X9000 Family (IBRIX)	35.00%
Hewlett Packard Enterprise	HPE Storage Hardware - Enterprise	Enterprise Switches and Host Bus Adapters	35.00%
Hewlett Packard Enterprise	HPE Storage Hardware - Enterprise	EML, ESL and VLS Tape Libraries, D2D	35.00%
Hewlett Packard Enterprise	HPE Storage Hardware - Enterprise	ESL G3 Libraries	35.00%
Hewlett Packard Enterprise	HPE Storage Hardware - Enterprise	StoreOnce	35.00%
Hewlett Packard Enterprise	HPE Virtual Array and DS Hardware & Software Products	Virtual Array and DS Hardware	20.00%
Hewlett Packard Enterprise	HPE Virtual Array and DS Hardware & Software Products	Power Accessories	20.00%
Hewlett Packard Enterprise	HPE Storage Hardware - Commercial	HPE LeftHand P4000 SAN Solutions	22.00%
Hewlett Packard Enterprise	HPE Storage Hardware - Commercial	StoreOnce 2***/3****	22.00%
Hewlett Packard Enterprise	HPE Storage Hardware - Commercial	Entry NAS & All in One Storage	20.00%
Hewlett Packard Enterprise	HPE Storage Hardware - Commercial	D2000/P2000 MSA HW & SW, MSA HDD's, Scalable File Share	20.00%
Hewlett Packard Enterprise	HPE Storage Hardware - Commercial	Blade System Storage Switches, Commercial Switches and Switch SW, Commercial Host Bus Adapters	20.00%
Hewlett Packard Enterprise	HPE Storage Hardware - Commercial	Tape Drives and Accessories (DDS, DAT, SDLT, Ultrium)	20.00%
Hewlett Packard Enterprise	HPE Storage Hardware - Commercial	MSL & VSL Tape Libraries, Autoloaders	20.00%
Hewlett Packard Enterprise	HPE Storage Media	Storage Media Products	30.00%
Hewlett Packard Enterprise	Promotions/Smart Buys	SMARTBUY SKUs (Storage)	1.00%
Hewlett Packard Enterprise	Networking		
Hewlett Packard Enterprise	HPE/Aruba Networking	HPE Networking Switching and SBN Networking	34.00%
Hewlett Packard Enterprise	HPE/Aruba Networking	HPE Networking Enterprise Routing and Switching	34.00%
Hewlett Packard Enterprise	HPE/Aruba Networking	HPE Networking Routing	34.00%
Hewlett Packard Enterprise	HPE/Aruba Networking	HPE Network Management and Software	34.00%
Hewlett Packard Enterprise	HPE/Aruba Networking	HPEN PL "NC"	34.00%
Hewlett Packard Enterprise	HPE/Aruba Networking	HPEN Aruba	31.00%
Hewlett Packard Enterprise	HPE/Aruba Networking	HPE Network Accessories	34.00%
Hewlett Packard Enterprise	HPE/Aruba Networking	WLAN	34.00%
Hewlett Packard Enterprise	HPE/Aruba Networking	Networking Utility	34.00%
Hewlett Packard Enterprise	HPE/Aruba Networking	HPE Telephony	0.00%
Hewlett Packard Enterprise	Networking Services	Hardware Services	11.00%
Hewlett Packard Enterprise	Networking Services	Software Services	11.00%
Hewlett Packard Enterprise	Networking Services	Installation Services	11.00%

Hewlett Packard Enterprise	Other - Miscellaneous (does not fit in other Categories)			
Hewlett Packard Enterprise	HPE Spare Parts & Refurbished Spare Parts	HPE Spare Parts & Refurbished Spare Parts		0%
RELATED SERVICES				
BRAND	SERVICE DESCRIPTIONS	Product Description	MSRP	USETPA Customer Discount % off MSRP
Hewlett Packard Enterprise	Maintenance and Support Services			
Hewlett Packard Enterprise	Financial Services and Asset Recovery	HPE Product Return and Recycling (Several Programs Available)		0%
Hewlett Packard Enterprise	Maintenance and Support Services	Upfront/Attached Support Services		20.00%
Hewlett Packard Enterprise	Maintenance and Support Services	HW Maintenance/Renewals/Day 1 Support Services (excluding ARUBA, Nonstop & SW Sprt Svcs)		20.00%
Hewlett Packard Enterprise	Maintenance and Support Services	HPE SW Support Maintenance/Renewals/Day 1 Support Svcs (excluding ARUBA & Nonstop)		20.00%
Hewlett Packard Enterprise	Maintenance and Support Services	HPE HW/SW Support Maintenance/Renewals/Day 1 Support Svcs - Nimble Storage		5.00%
Hewlett Packard Enterprise	Maintenance and Support Services	HW & SW Nonstop Support Services		18.00%
Hewlett Packard Enterprise	Maintenance and Support Services	Packaged/Consulting Services		20.00%
Hewlett Packard Enterprise	Maintenance and Support Services	Education/Training Services		20.00%
SERVICES				
BRAND	SERVICE DESCRIPTIONS	Product Description	MSRP	USETPA Customer Discount % off MSRP
Hewlett Packard Enterprise	Services			
Hewlett Packard Enterprise	Custom Services	Flexible Capacity Custom Services (GreenLake) infrastructure services on-demand	SOW Required	0%
Hewlett Packard Enterprise	Custom Services	Relocation Services	SOW Required	7%
Hewlett Packard Enterprise	Custom Services	Other Custom Services: Assessment, Professional Technical Support	SOW Required	7%