Hewlett Packard
Enterprise

iQuote quick start guide

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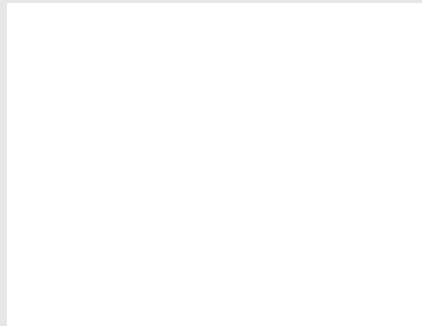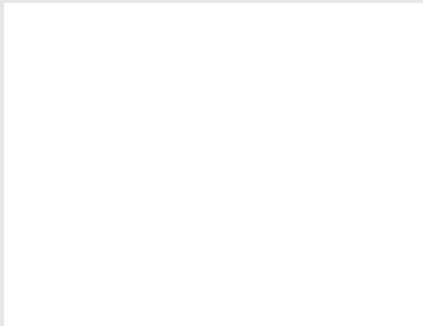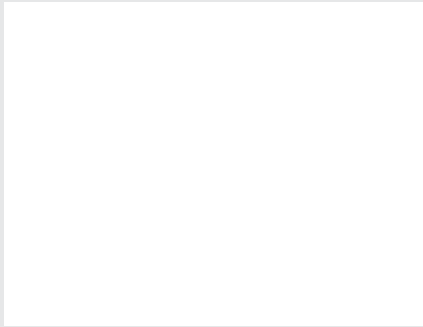
Introduction to HPE iQuote

Your BTO configuration tool

iQuote has been created for HPE Employees and HPE Channel Partners to create quick quotations for the small and mid-sized market customers.

Simple BTO configuration quoting tool highlighting products and offers HPE promoted in the channel to drive the SMB business and improving partner quoting experience.

You can access **iQuote Universal** by simply registering and creating an account here: **iquote.hpe.com/aspx/signin.aspx**.
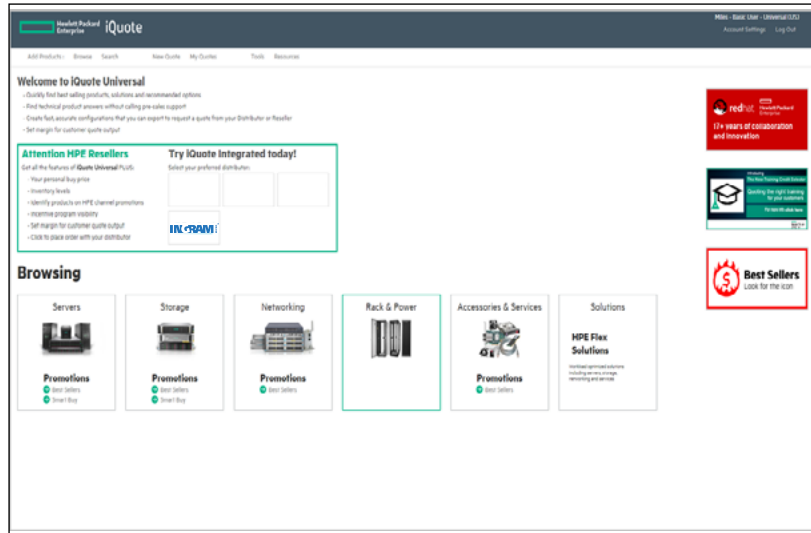
iQuote Integrated is an instance of the program available from our distribution partners. Login is available via your distributor web-store or can be accessed via the iQuote Universal via a hyperlink on the home page.
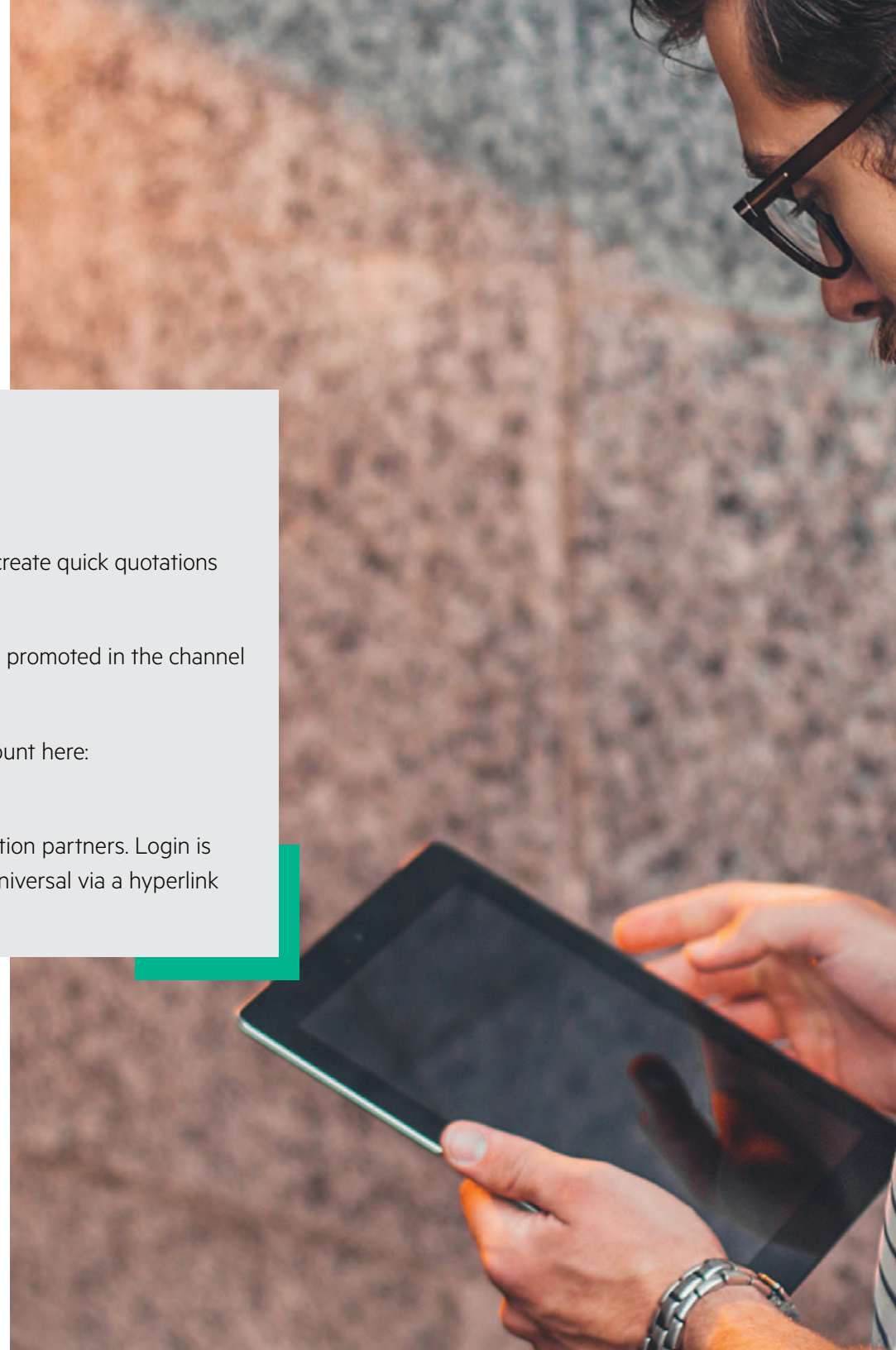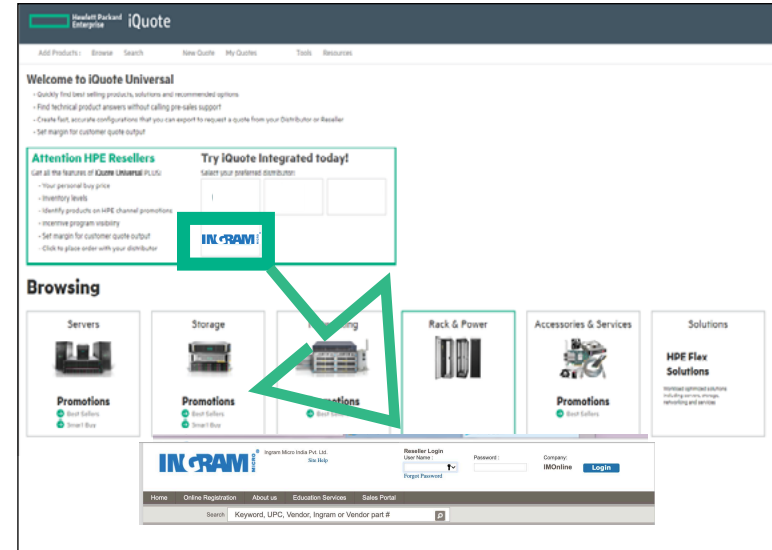
Differences between Universal and Integrated

iQuote Universal provides the following:

- Quickly find best-selling products, solutions, and recommended options

- Create fast, accurate configurations without pre-sales help that you can export to request a Quote from your distributor

- See an indicative buy price

- Overall stock visibility promotions

iQuote Integrated does all that iQuote Universal does; PLUS MORE:

- Partner's **individual buy price** at the distributor

- Click to **place order** with your distributor (if webstore ERP system is integrated)

- See individual distributor's **inventory** levels

- Access **competitive** response selector tools
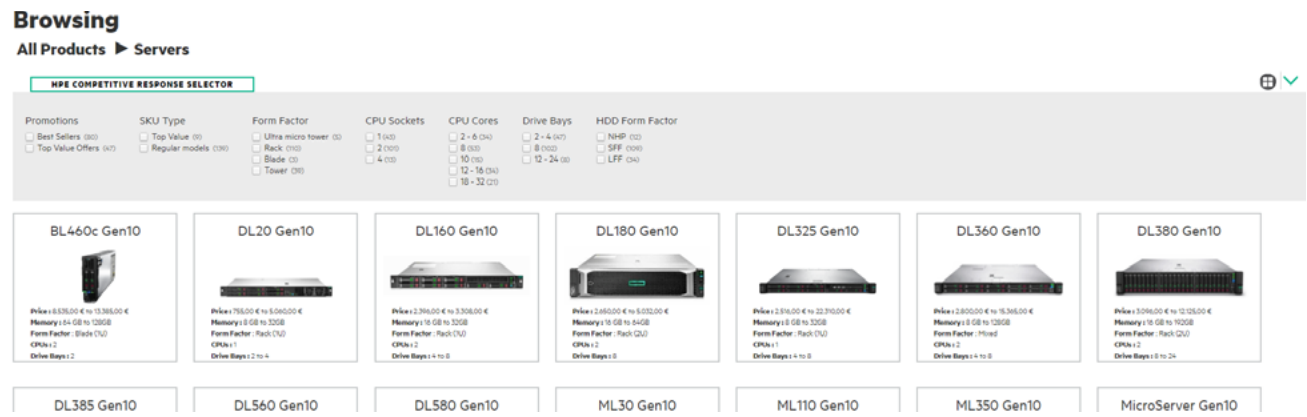
Creating a Quote in 8 easy steps

1

For this example, we will be using Servers, so click on the Server tile
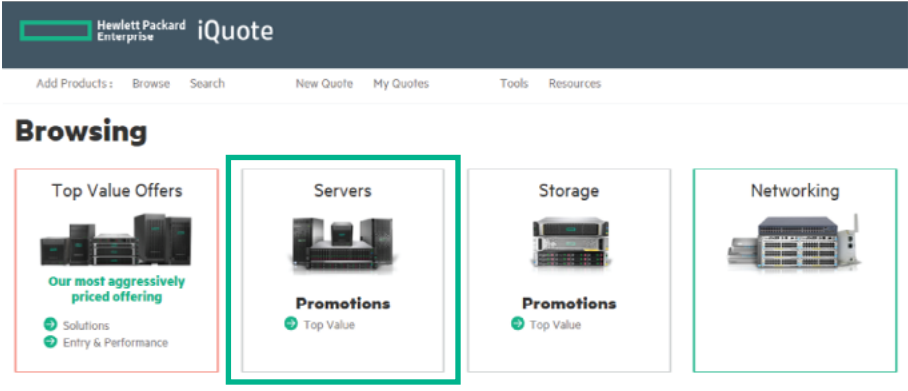
Screen may differ from region to region

2

Choose the "Product Family" you wish to Quote (in this example we've chosen DL160).

3

Click the green plus (+) button to select one system unit or enter the unit quantity in the box.

Browsing

All Products ▶ Servers ▶ DL160 Gen10

ACCESSORIES	HPE COMPETITIVE RESPONSE SELECTOR

Promotions	SKU Type	Form Factor	CPU Sockets	CPU Cores	Drive Bays	HDD Form Factor
☐ Best Sellers (2)	☐ Regular models (4)	☐ Rack (4)	☐ 2 (4)	☐ 8 (4)	☐ 4 (2)	☐ LFF (2)
☐ Top Value Offers (2)					☐ 8 (2)	☐ SFF (2)

⊕ 72713029   3.308,00 € *   0   in stock   ☐   ➕   WW ⓘ
Top Value Offer: PERFDL160-001- (878970-B21) – HPE ProLiant DL160 Gen10 Intel Xeon-S 4110 8-Core (2.10GHz 11MB) 16GB (1 x 16GB) DDR4 2666MHz RDIMM 8 x SFF 2.5in Small Form Factor Smart Carrier Dynamic Smart Array S100i SATA No Optical 500W 3 Year Next Business Day Warranty PLUS: 1x HPE 16GB (1x16GB) Single Rank x4 DDR4-2666 CAS-19-19-19 Registered Memory Kit, 1x HPE 500W Flex Slot Platinum Hot Plug Low Halogen Power Supply Kit, (72713029)

⊕ 72713399   3.081,00 € *   0   in stock   ☐   ➕   WW ⓘ
Top Value Offer: ENTDL160-001- (878968-B21) – HPE ProLiant DL160 Gen10 Intel Xeon-B 3106 8-Core (1.70GHz 11MB) 16GB (1 x 16GB) DDR4 2666MHz RDIMM 4 x LFF 3.5in Large Form Factor Smart Carrier Dynamic Smart Array S100i SATA No Optical 500W 3 Year Next Business Day Warranty PLUS: 1x HPE 16GB (1x16GB) Single Rank x4 DDR4-2666 CAS-19-19-19 Registered Memory Kit, 1x HPE Smart Array E208i-a SR Gen10 Low-Heatsink Controller Module, (72713399)

4

The Server will be added to basket. You can check alerts and add options next or Save the Quotation (See **Step 8**).

Quote 3336716-1(draft) 📄 📋   🔶 **FULFILMENT**

Enter quote name	**SAVE**

Total *3.001,00 € *

1 System, 1 option   ❗x1   ℹ️x2

⊖ DL160 Gen10 Servers		3.001,00 € *
➖ 1 ➕		
System unit	878970-R21	2.633,00 € *
⊕ Show Pre-Installed		
HW Support	HC9V0E ➖ 1 ➕	368,00 € *
⊕ Specification	CPU : 2.1 GHz MEM : 16 GB	
⊕ Validation	❗x1 ℹ️x2	

5

The plus and minus buttons allow you to quickly change options by adding or removing.

⊖ DL160 Gen10 Servers		3.001,00 € *
⊖ 1 ⊕		
System unit	878970-B21	2.633,00 € *
⊕ Show Pre-Installed		
HW Support	HC9V0E ⊖ 1 ⊕	368,00 € *
⊕ Specification	CPU : 2.1 GHz MEM : 16 GB	

6

Check the Validation—in this example there are **no** hard drives; no Management; Memory is not optimized; and iQuote provides Top Recommended Options; or the ability to search for an option that you may already have in mind.

Top Recommended **All Options** **Search**

Services   Hard disk drives   Memory   Power Supply   Licence   Processor

Services

TRAINING CREDIT SELECTOR   **HELP ME CHOOSE**

HC9W4E	HPE 3 Year Proactive Care 24x7 DL160 Gen10 Service	2.162,00 € *	in stock	☐ ⊕
U6E11E	HPE Installation ProLiant DL160/DL360e Service	274,00 € *	in stock	☐ ⊕
HF385E	HPE Training Credits for Servers and Hybrid IT Services	672,00 € *	in stock	☐ ⊕

7
Add Options in this step until Validation is **green**.

Quote 3336716-1(draft) 📄 📋   🛒 **FULFILMENT**

| Enter quote name | **SAVE** |

Total *7.118,00 € ***

1 System, 9 options

⊖ DL160 Gen10 Servers   *7.118,00 € ***

⊖ 1 ⊕

| System unit | 878970-B21 | *2.633,00 € *** |

⊕ Show Pre-Installed

Memory	815098-B21	⊖ 5 ⊕	*405,00 € ***
Hard Disk Drive	P07922-B21	⊖ 3 ⊕	*670,00 € ***
Licence w/ iLO	E6U64ABE	⊖ 1	*450,00 € ***

⊖ Specification   CPU : 2.1 GHz   MEM : 96 GB

Processor 2.1 GHz (1 slots of 2)

Memory 96 GB (6 slots of 8)

Power Supply txt (1 slots of 1) - (Non Redundant)

Hard Disk Drive 1440 GB (3 slots of 8)

⊖ Validation ✅

8
Typing in the Quote "Name" and Click "Save."

Quote 3336716-1(saved) 📄 v⁺ 📋   🛒 **FULFILMENT**

| XYZ Company | **SAVE** |

Total *7.118,00 € ***

1 System, 9 options

⊖ DL160 Gen10 Servers   *7.118,00 € ***

⊖ 1 ⊕

| System unit | 878970-B21 | *2.633,00 € *** |

⊕ Show Pre-Installed

Memory	815098-B21	⊖ 5 ⊕	*405,00 € ***
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Power Supply txt (1 slots of 1) - (Non Redundant)

Hard Disk Drive 1440 GB (3 slots of 8)

⊖ Validation ✅

4 Ways to Export your Quote

① ② ③   ④

Quote 3336716-1(saved) 📄 V⁺ 📋   🛒 **FULFILMENT**

XYZ Company   **SAVE**
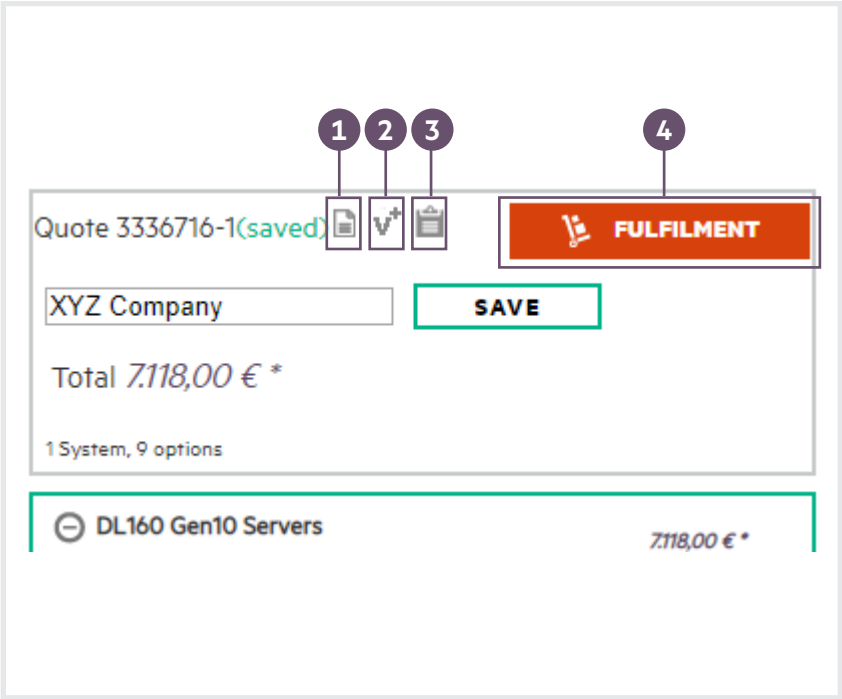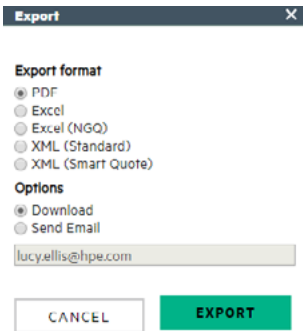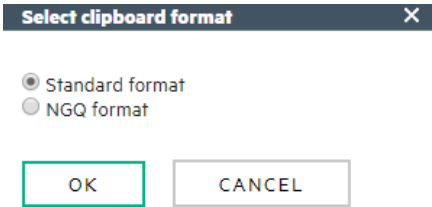
Total 7.118,00 € *

1 System, 9 options

⊖ DL160 Gen10 Servers   7.118,00 € *

① Export to one of the formats:
PDF, Excel, XML, Email

Export ✕

Export format
◉ PDF
○ Excel
○ Excel (NGQ)
○ XML (Standard)
○ XML (Smart Quote)

Options
◉ Download
○ Send Email

lucy.ellis@hpe.com

CANCEL   **EXPORT**

② **Save as a new version**
V+ icon—after saving a Quote, it means
you can create a new version. This is
especially useful if you want to send
multiple quotes to a customer for
comparison.

③ Copy to a clipboard

Select clipboard format ✕

◉ Standard format
○ NGQ format

OK   CANCEL

④ Send the order to a stocking partner

Fulfilment ✕

INGRAM
Ingram Micro

SKU	Description	Qty			
878970-B21	HPE ProLiant DL160 Gen10 Intel Xeon-S 4110 8-Core (2.10GHz 11MB) 16GB (1 x 16GB) DDR4 2666MHz RDIMM	1	0	4	0
P07922-B21	HPE 480GB 6G SATA SFF 2.5in Mixed Use Smart Carrier 3yr Warranty Digitally Signed Firmware SSD	3	21	18	Call
815098-B21	HPE 16GB (1x16GB) Single Rank x4 DDR4-2666 CAS-19-19-19 Registered Memory Kit	5	100	292	359
E6U64ABE	HPE iLO Advanced Electronic License with 3yr Support on iLO Licensed Features	1	In stock	In stock	In stock
Can fulfil all items			⊗	✓	⊗

Resource

iquote.hpe.com

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South Europe
Lydia Porta; **Carl Greener**

UK&I
Carrie Potts

France
Sanassi Cisse

DACH & Russia
Frank Werner

CEEMA
Muna Issa

APAC
Yan Lin Seet

India
Srikanth Pillutla

Japan
Yoko Nagai; **Masaaki Numata**

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