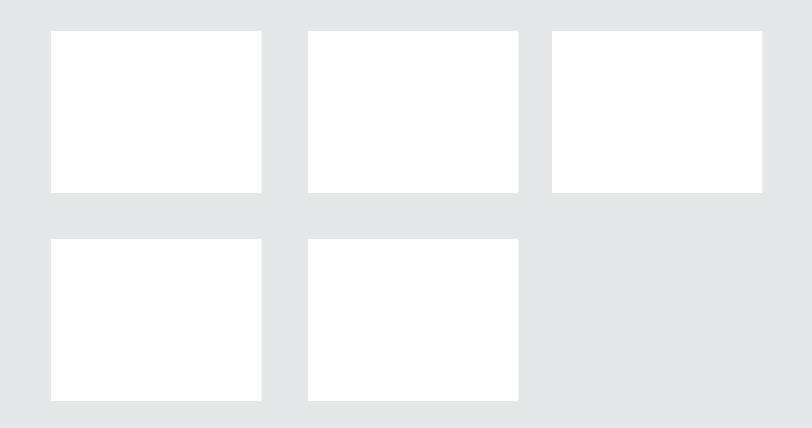
Hewlett Packard Enterprise

iQuote quick start guide

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Introduction to HPE iQuote

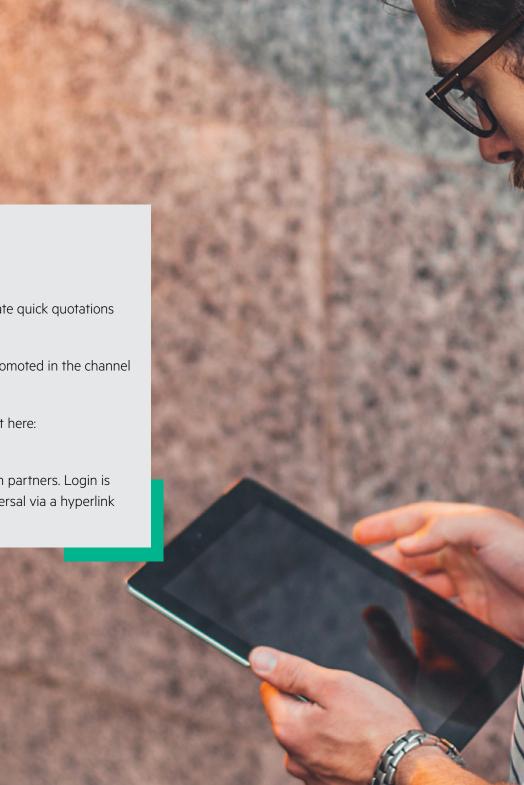
Your BTO configuration tool

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

- Find technical product answers witho	had you can export to request a quote from	your Dahrbutur or Reseller				Red Incl. Industrial
Attention HPE Reselle Set all the bases of Rown University - Your presend hay price - traventary levels - traventary procession on HPE desempt - norming angens velocity - set margin the customer custo and - costs to pass processimity para dentity Browsing	huts Select year preferred o	ntegrated today!				Sandy Surgers and Surg
Servers	Storage	Networking	Rack & Power	Accessories & Services	Solutions	Look for the icon
111				1	HPE Flex Solutions	
Promotions entranses promotions	Promotions text Selecs Small Bay	Promotions © test Seles		Promotions © text seles	mentani spremasi ndurung Induning mentan disenga menunting ani perutan	

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:

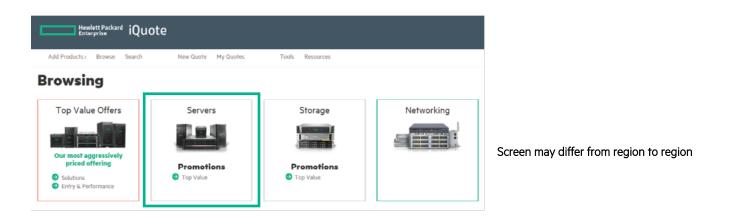
- Partner's individual buy price at the distributor
- Click to **place order** with your distributor (if webstore ERP system is integrated)
- See individual distributor's **inventory** levels
- Access competitive response selector tools

Sales guide For HPE and Channel Partner internal use only.

Creating a Quote in 8 easy steps



For this example, we will be using Servers, so click on the Server tile





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

Browsing

All Products 🕨 Servers

	Type Form Factor Utra micro tower 00 Utra micro tower 00 ular models (199) Blade (0) Tower (19) Tower (19)		co SFF con			
BL460c Gen10	DL20 Gen10	DL160 Gen10	DL180 Gen10	DL325 Gen10	DL360 Gen10	DL380 Gen10
Pvice + 8.535.00 € no 13385.00 € Memory : 64 GB to 120GB Form Factor : Blade (740 GMGs + 2 Drive Bays : 2	Pvice: 755.00 € 19 5.000,00 € Hennory 8 GB 19 3208 Form Factor : Rack (1U) CPDs 1 Drive Bays 12 to 4	Evice ± 2.30,00 € to 3.308,00 € Hemory 16 08 to 3208 Form Factor : Rack (%) OP04 2 Drive Bays 1.4 to 8	Price # 2.050.00 € to 5.032.00 € Memory 16 GB to 24GB Form Factor : Rack (24) GPUs # 2 Drive Bays # 3	Price + 2.510,00 € to 22.310,00 € Hemory ± 8 €8 to 3258 Form Factor : Rack OU CPO4 +1 Drive Bays ± 4 to 8	Pvice + 2.000.00 € to 15.305.00 € Hemory 8 06 to 12008 Form Factor : Mord CPNo 2 Delve Bays 4 to 8	Pvice + 3:095:00 € to 12:255:00 € Memory 16:08 to 19208 Form Factor : Rack (20) CP0s 2 Drive Bays 10 to 24



Sales guide

For HPE and Channel Partner internal use only.



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

Browsing

All Products > Servers > DL160 Gen10

Acce	ESSORIES	HPE COMPETITIV	E RESPONSE SELE	CTOR		
Promotions Best Sellers (2) Top Value Offers (2)	SKU Type Regular models (4)	Form Factor	CPU Sockets	CPU Cores	Drive Bays	HDD Form Factor
						Si 5600 DDR4 2666MHz RDIMM 8 x SFF 2.5in Small Form Factor Smart Carrier Dynamic Smart Array 19-19-19 Registered Memory Kit, tx HPE 500W Flex Slot Platinum Hot Plug Low Halogen Power
						© x 16GD) DDR4 2666MHz RDIMM 4 x LFF 3.5in Large Form Factor Smart Carrier Dynamic Smart Array -19-19-19 Registered Memory Kit, tx HPE Smart Array E208i-a SR Gen10 Low-Heatsink Controller



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 <i>3.001,00</i> € *	
1 System, 1 option	
 DL160 Gen10 Servers □ 	3.001,00 €*
System unit 878970-821	2.633,00 €*
Show Pre-Installed	
HW Support HC9V0E	368,00 € *
⊕ Specification CPU: 2.1 GHz MEM: 16 GB	
⊕ Validation ∎ _{x1} ∎ _{x2}	



Sales guide For HPE and Channel Partner internal use only.

5

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

DL160 Gen	10 Servers		3.001,00 € *
System unit	878970-B21		2.633,00 € *
G Show Pre-Inst	alled		
HW Support	HC9V0E	● 1 ↔	368,00 € *
Opecification	ON CPU:2.1 GHz M	EM : 16 GB	



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.





Sales guide For HPE and Channel Partner internal use only.



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

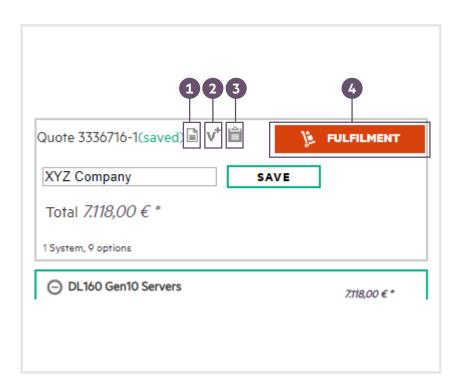
	Quote 3336716-1	(draft) 🗎 📋		🎉 FULFILMENT
	Enter quote nar	ne	SAVE	
	Total <i>7.118,00</i>	€*		
	1 System, 9 options			
	DL160 Gen10) Servers		7.118,00 € *
	System unit	878970-B21		2.633,00 € *
	G Show Pre-Instal	ed		
	Memory	815098-B21	● 5 ↔	405,00 € *
	Hard Disk Drive	P07922-B21		670,00 € *
	Licence w/ iLO	E6U64ABE	0 1	450,00 € *
	⊖ Specification	CPU: 2.1 GHz ME	EM : 96 GB	
-	Processor 2.1 GHz (1	slots of 2)		
	Memory 96 GB (6 slo	ots of 8)		
	Power Supply txt (1)	slots of 1) - (Non Re	dundant)	
	Hard Disk Drive 144	0 GB (3 slots of 8)		
	⊖ Validation .	2		



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

Quote 3336716-10	(saved) 🗎 Ϋ		🎉 FULFILMENT
XYZ Company		SAVE	
Total <i>7.118,00</i>	€*		
1 System, 9 options			
○ DL160 Gen10	Servers		7.118,00 € *
System unit	878970-B21		2.633,00 € *
G Show Pre-Installe	d		
Memory	815098-B21	5 (+)	405,00 € *
Hard Disk Drive	P07922-B21	⊖ 3 ↔	670,00 € *
Licence w/ iLO	E6U64ABE	0 1	450,00 € *
⊖ Specification	CPU: 2.1 GHz ME	EM : 96 GB	
Processor 2.1 GHz (1 s	lots of 2)		
Memory 96 GB (6 slot	s of 8)		
Power Supply txt (1 sl	ots of 1) - (Non Re	edundant)	
Hard Disk Drive 1440	GB (3 slots of 8)		
⊖ Validation ⊻			

4 Ways to Export your Quote



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

Export format PDF Excel Excel XML (Standard) XML (Standard) XML (Smart Quote) Options Send Email lucyellis@hpe.com CANCEL EXPORT



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.



4 Send the order to a stocking partner

Fulfilment

Export

SKU Description	Qty	l.		INCRAMI Ingram Micro	
878970-B21 HPE ProLiant DL160 Gen10 Intel Xeon- 16GB (1 x 16GB) DDR4 2666MHz RDIMM		0	4	0	
P07922-821 HPE 400GB 6G SATA SFF 2.5in Mixed U Warranty Digitally Signed Firmware SSD		21	10	Call	
815098-821 HPE 16GB (1x16GB) Single Rank x4 DDF Registered Memory Kit	4-2666 CAS-19-19-19 5	100	292	359	
EóUó4ABE HPE ILO Advanced Electronic License v Licensed Features	ith 3yr Support on ILO 1	in stock	in stock	in stock	
Can fulfil all items		\otimes	\odot	\otimes	

Resource

iquote.hpe.com

Contacts

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Questions or concerns? Log in iQuote and find the "submit feedback" at the home page left bottom.

Learn more at iquote.hpe.com

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