



Hewlett Packard
Enterprise

HPE ENGAGE & GROW

PARTNER INFORMATION KIT

As at Q1FY21

STEP PER UNA CORRETTA REGISTRAZIONE

STEP 1: Accedere al link: [HPE EMEA Engage & Grow](#)

STEP 2: Compilare I form per la registrazione

STEP 3: Completare il questionario dei partner (su “my profile”)

STEP 4: Compilare correttamente I dati bancari

STEP 5: invitare I propri venditori a registrarsi per collezionare più punti

STEP 6: far accedere I venditori invitati al portale e accettare le terms&conditions



COME REGISTRARSI AL PROGRAMMA

Accedere al link: [HPE EMEA Engage & Grow](#)

Se non si hanno le credenziali:
Cliccare su → “Register as a member”


*E' possibile selezionare lingua italiana

La registrazione può avvenire con o senza PPID

HPE ENGAGE & GROW

HPE ENGAGE & GROW is a fully automated channel incentive program that aims to motivate the sales teams of HPE Distributors and/or HPE Resellers. Find out if you are eligible and get rewarded for selling eligible HPE products and solutions.

Username

Password 

Sign In

ENGLISH (DEFAULT) ▾

Forgot Password?

Register As a Member

Contact Support | Learn More | Terms & Conditions



REGISTER AS A MEMBER – CON PPID

Il PPID è il codice di identificazione dei partner di HPE

Il PPID si trova sul [Partner Ready Portal](#):

. Home>>Partner Ready Program>>Partner Ready Membership>>Partner Ready Status

2. Home >> My Account >> Partner Ready Status

Home > Partner Ready Program > Partner Ready Membership > Partner Ready Status

My Workspace | Products, Services & Solutions | Sales & Marketing | Partner Ready Program | Certification & Learning | My Sites

HPE Partner Ready for Solution Providers

FY21 Specializations	FY22 Potential Specializations	Competencies
Silver Hybrid IT Specialization Domestic Silver Services Specialization Aruba Business Partner	HPE Business Partner No Pointnext specializations No Aruba specializations	FY21 Hybrid IT Competencies achieved: 0
		FY22 Hybrid IT Potential competencies achieved: 0 View details below

Partner details

FKS Friedrich Karl Schroeder GmbH & Co. KG
Silver Hybrid IT Partner
Aruba Business Partner

Location ID: 40465721
Country/GTM: Germany

Partner ID: 1-101-684

N.B.: E' IMPORTANTE COMPILARE ED ACCETTARE TUTTI I CAMPI RICHIESTI

A. with PPID

Cloud Services | Software | IT Infrastructure | Advisory Services | Support | Shop

1. Check your company eligibility

Select Country: [-]

Partner ID: (highlighted in purple)

Please consider [Proximity Registration](#) if Company Registration is not an option for you.

2. Set your account

Email Address: test_hpe_EN_certa@edenred.com

Password:

Password Rules

- Must Contain 8 Characters
- Must Consist of One Upper Case, One Lower Case and One Numeric Character

3. Tell us about yourself

Selction: [-]

First Name:

Last Name:

Country Code: +44

Contact Number:

Country Code: +44

Alternative Contact:

Job Title: [-]

4. Confirm your participation

I confirm that I have been legitimated by the company to register for HPE ENGAGE & GROW. I have read, understood and agree to the terms and conditions as outlined.

[HPE ENGAGE & GROW program terms and conditions](#) [HPE ENGAGE & GROW program terms of Use](#) [HPE Privacy Statement](#)

5. We need your consent

Occasionally Hewlett Packard Enterprise communicates information about products, channel programs, services, and/or support. This may include new product information, promotions, or possibly an invitation to participate in market research. May Hewlett Packard Enterprise and/or HPE ENGAGE & GROW contact you with information that may be relevant to you?

Email Phone SMS IM Social Media

REGISTER AS A MEMBER – SENZA PPID

La registrazione può avvenire anche senza PPID

SE NON SI HA IL PPID, PROCEDERE CON “PROXIMITY REGISTRATION”

Partner ID
Please enter a valid Partner ID

Please consider Proximity Registration if Company Registration is not an option for you.

N.B.: E' IMPORTANTE COMPILARE ED ACCETTARE TUTTI I CAMPI RICHIESTI

B. without PPID

Services Software IT Infrastructure Advisory Services Support Shop All HPE Search Cart

1. Check your company eligibility

Select Country [▼]
[+]

Company Name

Partner ID

Please leave Partner ID blank if you do not have a valid Partner ID.

2. Set your account

Email Address
test_hpe_EN_certa@edesired.com

Password
[●]

Password Rules

- Must Contain 8 Characters
- Must Consist of One Upper Case, One Lower Case and One Numeric Character

3. Tell us about yourself

Solution [▼]
[+]

First Name

Last Name

Country Code +44 Contact Number

Country Code +44 Alternative Contact

Job Title [▼]

4. Confirm your participation

I confirm that I have been legitimated by the company to register for HPE ENGAGE & GROW. I have read, understood and agree to the terms and conditions as outlined:

HPE ENGAGE & GROW's [cooperan terms and conditions](#) HPE ENGAGE & GROW's [cooperan terms of use](#) HPE Privacy Statement

5. We need your consent

Occasionally Hewlett Packard Enterprise communicates information about products, channel programs, services, and/or support. This may include new product information, promotions, or possibly an invitation to participate in market research. May Hewlett Packard Enterprise and/or HPE ENGAGE & GROW contact you with information that may be relevant to you?

Email Phone SMS 91 Social Media

Program Information
You can always withdraw or modify your consent to receive marketing and sales communication from HPE. This can be done by using the opt-out and preference mechanism at the bottom of our email marketing communication.

Submit

DATI BANCARI

i dati bancari sono visibili solo dal profilo dell'admin

1. The user is logged in as Hi Mattias Berglind. The 'My Profile' menu is open, and the 'Bank Account' option is highlighted.

2. The 'Bank Account' form is displayed, titled 'TO FACILITATE PAYMENT TO YOUR BANK ACCOUNT, PLEASE PROVIDE THE NECESSARY INFORMATION BELOW'. It is divided into three sections:

- 1. Your Company Details:** Fields for Country (Sweden), Company Name (STORSAFE SWEDEN AB), Former ID (S-VENNAS), Company Address, Company Website Code, Contact First Name, Company Registration Number (0557147), Number Tax ID, Company City/State, Country Code (SE), and Contact Number (0800000000).
- 2. Your Company Bank Details:** Fields for Bank Name, Bank Address, Bank City/State, Bank Postal/ZIP Code, Account Name, Account Number, Bank Code, Branch Code, SWIFT, BIC Code, Bank Code, IBAN, Beneficiary First Name, Beneficiary Last Name, Beneficiary Address, Beneficiary City/State, and Beneficiary Postal/Zip Code.
- 3. Your Company Bank Letter:** A section for uploading a verification letter from the bank or company manager. It includes an 'Upload' button and a 'Confirm' checkbox.

Buttons at the bottom include 'Reset', 'Confirm', and 'Back To Home'.

Procedimento:

- My Profile
- Bank Account
- Compilare il form
- Cliccare "OK to proceed"
- Vedere il messaggio "Successful"

hpe-emea.ersg-staging.com says
Are you sure to proceed?

Buttons: OK, Cancel

SUCCESSFUL

Hurray! We have received your submission. You will receive a acknowledge email shortly.

You will be contacted if we require further clarification or information regarding your bank account.

Go to Home Page

COME RISCATTARE I PUNTI

i dati bancari sono visibili solo dal profilo dell'admin

1

2

3

4

5

YOUR BANK MATTERS
Please add your Bank Details before proceeding.

COMPANY MANAGEMENT CONSOLE

Invite User

User	Inches	BP Accounts

INCENTIVES TRAININGS TOTAL

2 0 2

Select Quarter: FY2003

Incentive

Incentives	Total

0320 Nimble Storage NEUR

Trainings

Add/Edit Bank Details Transfer to Bank

YOUR CONFIRMATION MATTERS

Bank details:
Bank Name: test
Acct Number: test
BPs to transfer to Bank: 2

Please verify your bank details above. After clicking confirm, this process is irreversible.

Confirm

SUCCESSFUL

Hurray! We have received your submission. You will receive a acknowledge email shortly.

You will be contacted if we require further clarification or information regarding your bank account.

Go to Home Page

Procedimento:

“My profile” → “Company Management”
→ BP Accounts → selezionare il quarto di riferimento → controllare se è disponibile il tasto “transfer to bank” → confermare e ricevere il messaggio di “Successo dell’operazione” → ricezione email da E&G

INVITARE I VENDITORI

1. Andare su "My Profile"
2. selezionare "Company Management"
3. Cliccare su "Invite User"
4. Inserire mail admin e mail del venditore.
5. Il venditore riceve una mail
6. Deve registrarsi al portale con le proprie credenziali e accettare le T&C

N.B.:

I Business Partner per arrivare al max dei 5000 punti per quarto devono registrare minimo 5 venditori

I Proximity per arrivare al max dei 2000 punti a quarto devono registrare almeno 2 venditori.

I profili registrati come "venditori" hanno una visibilità limitata del portale. Tutte le Informazioni strategiche sono riservate all'admin

COMPANY MANAGEMENT CONSOLE

User	Invites	BP Accounts			
FIRST NAME	LAST NAME	EMAIL	GROUP	DELETE	EDIT
Fanny	NG	fannyng@edenred.com	User		
.	.	sandy2@yahoo.com	User		
Sandy1	Toh11	sandy6@yahoo.com	User		
Sandy	Mee	sandy7@yahoo.com	User		
Sandy	Yo	sandy8@yahoo.com	User		

Invitation Information

Inviter Email: Admin.test@abc.com

Invitee Email: [Redacted]

Submit

Forwarded message
From: <cemea-toreply@hpenterprise.com>
Date: Tue, Nov 3, 2020 at 3:43 PM
Subject: HPE ENGAGE and GROW - Invitation
To: <>

Hewlett Packard Enterprise HPE ENGAGE & GROW

Dear User,
Switzerland S has invited you to register as a user in HPE ENGAGE & GROW. Click [here](#) to register.

This is a system generated notification

Warmest Regards,
EMEA HPE ENGAGE & GROW Team

✓ View All the Users, Invited Users and BPs earned by the Company

1. Send invitation to your colleagues
2. Key in your email and the intended invitee's
3. Invitee will receive email invitation

INFORMAZIONI SUL PROGRAMMA

- Una volta concluso l'iter di registrazione, il Partner non ha ulteriore operatività in quanto il programma è già integrato con i sistemi HPE e registra in automatico gli acquisti ed i relativi punti bonus.
- All'interno del portale, i Partner possono scaricare in autonomia la lista dei prodotti che concorrono a far guadagnare loro i punti bonus (la lista si aggiorna ogni quarto).
- All'interno del portale è possibile trovare dei training gratuiti che fanno guadagnare punti extra.
- 1 punto equivale ad 1 euro.
- I Business Partner possono guadagnare **massimo 5000** punti a quarto registrando almeno 5 venditori, i proximity partner **massimo 2000** punti a quarto registrando almeno 2 venditori.
- Per le configurazioni fatte tramite iQuote (configuration tool di HPE integrato ai siti dei distributori) è possibile vedere in tempo reale i punti bonus che si possono ottenere con quella configurazione.
- Al termine di ogni quarto il Partner riceve una mail dal team E&G che lo avverte che i punti sono pronti per essere riscattati ed i passaggi da seguire per vederli accreditati sul proprio conto corrente.

PERCHE' E' IMPORTANTE FAR REGISTRARE I VENDITORI?

Premesse:

- E&G nasce con l'idea di premiare i venditori dei partner HPE.
- Il programma prevede un premio massimo di 1000€ a venditore registrato.
- In Italia non è possibile "premiare/pagare" direttamente i dipendenti di altre aziende e per tanto è responsabilità dei partner distribuire i premi ai propri venditori.

Conseguenze:

- *Per arrivare al massimo di 5000 punti per i Business Partner è necessario avere registrati almeno 5 venditori (1 admin + 4), mentre per i Proximity sono necessari 2 venditori (admin + 1).*

Esempio:

- Un Business Partner si registra al programma e invita (oltre all'admin) altri 4 venditori a registrarsi.
- Di questi 4 solo 2 accedono al portale ed accettano le T&C.
- Il partner accumula 5000 punti con le sue attività durante il quarto.
- **Il partner potrà riscattare solo 3000 Punti perchè 2 venditori non sono correttamente registrati.**