



HP CloudSystem Partner Program

The HP CloudSystem Partner Program enables partners to build and manage complete, integrated cloud solutions across private, public and hybrid cloud environments. The program includes Cloud Centers of Excellence demonstration sites, the Cloud Enablement program, training and certification, [PartnerONE](#) incentives, and cloud professional services.

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HP Cloud Centers of Excellence help partners showcase the cloud

[The HP Cloud Centers of Excellence](#) program includes HP Converged Infrastructure solutions, automation software, training and financial incentives to transform channel partner facilities into cloud demonstration centers. With this program, channel partners develop a showcase of cloud expertise where customers can directly experience the benefits of cloud computing, such as accelerated service delivery and operational efficiency, to increase their cloud knowledge.

Centers are based on HP CloudSystem, which combines HP Converged Infrastructure with HP Cloud Service Automation (CSA) software for unified building and management of cloud services across private, public and hybrid models. Channel partners can also add HP TippingPoint security, HP Networking and HP 3PAR Utility Storage solutions to their centers.

Enabling partner cloud practices

[The HP Cloud Enablement Program](#) offers channel partners PartnerONE financial incentives for acquiring solutions from the [HP Converged Infrastructure](#) portfolio of servers, storage and networking, along with automation software to create cloud services. The incentives include rebates and market development funds, which can reduce the investment required to launch a cloud services practice.

Partners also may [lease](#) HP Converged Infrastructure solutions for cloud services through [HP Financial Services](#), further reducing the capital expenditure required to establish a cloud practice.



Teaming channel partners to deliver complete cloud solutions

The HP CloudSystem Partner Program includes a partner-to-partner initiative to accelerate cloud business opportunities. The initiative connects Converged Infrastructure Elite and HP Software Elite partners, aligning their competencies to deliver integrated cloud solutions to customers. Partners working together to win new business receive PartnerONE benefits, along with market awareness and demand generation support.

Training and certification

The HP CloudSystem Partner Program includes certifications to enable channel partners to architect, position and sell HP CloudSystem. Accredited Sales Consultant Certification for sales professionals focuses on skills to solve customer business problems by mapping their needs with cloud solutions. Accredited Integration Specialist presales certification provides training to design cloud solutions to meet customers' unique business requirements.

HP CloudSystem Partner training is included in a second series of Converged Infrastructure Sales Academy sessions beginning in June. The highly successful channel partner training program focuses on selling business value with HP Converged Infrastructure and includes new modules on HP cloud solutions.

Services for the enterprise cloud life cycle

HP's cloud services help partners address each step in developing customers' strategy, from creating a vision to designing, implementing, managing and enhancing cloud solutions. HP is enabling partners to participate across the services life cycle, representing complete cloud solutions to customers.

For example, partners can resell [HP Cloud Discovery Workshop](#) to help businesses and governments develop smart strategies and the optimal path for leveraging the cloud. As customers move forward with their strategy, [HP CloudStart](#) and [HP Critical Advantage](#) services enable faster deployment, greater availability and better business performance for cloud solutions.

Partners can contact their HP Partner Business Manager for further details about the HP CloudSystem Partner Program, and can access more



information at www.hp.com/go/cloudpartner.

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