



## Fact Sheet

# New solutions enable enterprise partners to significantly accelerate growth

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### Overview

HP is introducing enhancements to its industry-leading partner program that will help enterprise partners considerably grow their top and bottom line and support the shift to a services-led business model.

### Updates include:

- New solutions, programs and tools help partners enable their workforce for outcomes-driven selling:
  - Four **outcomes-based solutions** integrate HP product and services offerings around top customer transformation opportunities. New sales training, sales tools and reference architecture focus on key partner opportunities within each of the four customer transformation areas.
  - **HP Consulting offerings** will complement the new outcomes-based solutions to help qualified HP ServiceOne partners shift the dialogue with customers to focus on outcomes for the New Style of Business.
  - HP will replace its current Enterprise Group product-focused certifications with a single **sales certification** for all partners that is designed to help identify sales opportunities in the four new transformation areas.
  - A system tracking learning credits will reward partners for participation in training sessions and HP events.
  - **Datacenter Care Add-On** complements HP's support offering for management of heterogeneous datacenters. Datacenter Care Add-On enables partners to easily align service levels to new products in existing HP Datacenter Care environments, expanding the opportunity for partners and maximizing the customer experience.
- A new Cloud marketplace helps partners increase their share-of-wallet with existing customers:
  - The new **HP Helion Partner Marketplace** is a public cloud services marketplace that enables resellers to easily and efficiently sell, provision, maintain and invoice a comprehensive suite of cloud services for small and medium businesses. The HP Helion Partner Marketplace provides significant benefits for HP PartnerOne partners:
    - Service providers will be able to take advantage of HP's vast partner ecosystem to reach new customers with their Infrastructure-as-a-Service, Platform-as-a-Service and Software-as-a-Service solutions, including the [HP Helion Network](#), which allows partners to deliver an expanded portfolio of cloud services.
      - The HP Helion Network provides hybrid cloud services, and helps customers to address country-specific and cross-border requirements. Membership in the HP

Helion Network has tripled since it was announced last June, and now includes Airtel, Alestra, British Telecom, Portugal Telecom, Telefonica, Ormuco, Vodafone and Teliasonera.

- Channel partners will have access to a dedicated control panel to manage their customers' cloud services and monitor their usage.
- The HP Helion Partner Marketplace offers automated provisioning, invoicing and reporting of packaged HP cloud service solutions.
- The HP Helion Partner Marketplace will be complementary to all distributor marketplaces, enabling partners to sell HP-powered cloud services and solutions.

### **Availability**

- HP Enterprise Group Sales Certifications will be available November 1 worldwide.
- HP Enterprise Group outcomes-based solutions will be available November 1 worldwide.
- HP Technology Services Consulting Solutions will be available in the U.S. and worldwide, beginning later this year.
- HP Datacenter Care Add-On will be available **X** in the U.S. and **X** worldwide.
- The HP Helion Partner Marketplace is available now in the U.S. and will be available in EMEA and APJ later this year.

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