

VEP & LHN Pilot – CTO DL36x & DL38x products added

HAS BEEN EXTENDED THROUGH Q110 (January 2010)

In Scope: Arrow, Avnet, Synnex, Tech Data and Ingram

Out of Scope: Promark (No contract to sell standard HP products); Value big deal; Volume big deal

Details:

VEP and LHN registered deals will now be able to order CTO DL36x & DL38x products. Benefits to the partners is that this is the **only process** where DL36x & DL38x products and EVA (greater than 4400)/LHN can be sold together in one order process. These can only be ordered through VEP or LHN when:

1. VEP: EVA controllers are sold as part of the configuration request and order
2. VEP or LHN: DL36x & DL38x CTO products do not exceed 4 servers to EVA controller or LHN P4000 node
3. LHN: P4000 products are sold as part of the configuration request and order

Registration rules:

All deals must be registered through normal process today (LHN or VEP deal type)

All partners must be enterprise authorized

Product solution must have ISS and SWD dollar amounts in registration tool for VEP registration

LHN registration no change (ISS is not available to specify \$ size)

No registration for stand-alone ISS products will be accepted (per current process), no exception process to these rules will be approved.

Order opportunity size will follow normal process.

Misc. Rules:

No deal with DL36x or DL38x can be converted to value big deal. ALL deals converted to big deal processing will revert to current day rules, DL3XX products will move to volume and LHN and SWD will move to value big deal request. (Note: value big deal request will require a new value big deal registration number.)

Every order must contain an EVA controller or LHN node to qualify for value.

No DL3XX can be added with just services to qualify for registration process.