

Why partner with SYNNEX + HPE



HPE ProLiant Gen10 servers: Flexible, hybrid cloud solutions for SMBs

SMBs need agility, speed, and security to stay competitive in today's rapidly evolving landscape—yet limited budgets and disconnected tools stand in their way. With HPE ProLiant Gen10, your customers can future-proof their businesses with server solutions that help them get the most out of the hybrid cloud. They'll benefit from the security and performance of on-premises servers while leveraging cloud capabilities for quick deployments and flexible scaling.

Teaming up with SYNNEX is the best way build your HPE practice. We'll help you reap all the rewards of the HPE Partner Ready Program, the most profitable partner program in the industry with higher payouts than competitors.

“ HPE and SYNNEX have been partners for 20 years, bringing solutions and technology to resellers and end users together.

— Rony Adaimy, North America ProLiant Server Category Manager at HPE



HPE is #1 in server sales and cloud infrastructure worldwide*



SYNNEX is the largest HPE distribution partner in North America



Partners generate 70% of HPE hardware revenue



SYNNEX is the 2019 HPE US Distributor of the Year

Drive innovation with enterprise-class features for SMBs

Take a quick look at how HPE ProLiant Gen10 servers deliver smart innovations that make IT simpler.

360-degree security

As the world's most secure industry-standard servers, ProLiant Gen10 ensures protection from the manufacturing supply chain all the way to decommissioning.

Workload optimization

A flexible, hybrid cloud infrastructure provides insights to optimize workload performance and efficiency to deliver better outcomes faster.

Intelligent automation

With InfoSight, customers gain AI-driven insights that predict and prevent problems before IT operations are impacted.

► Ready to get started? Connect with our team at HPE@synnex.com

How SYNEX supports your HPE journey

World-class support

Complimentary design services & technical support

Customized solutions

Build-to-order & integration services

Demo labs

Proof-of-concept lab experiences

Expanded services & markets

Value-added services & new markets to expand reach

Efficient fulfillment

Ready-to-go inventory & fast delivery

Flexible financing

Consumption-model pricing & core credit services



Answers to resellers' most frequently asked questions

How do I get authorized to sell HPE server solutions?

We can help. Just send us a note at HPE@synnex.com, and we'll guide you through the process.

I'm already an authorized HPE partner. How can I start selling through SYNEX?

Selling with SYNEX is easy—fill out our [online application](#) and we'll help you get set up.

Can SYNEX help me with server installs or other services?

You can use [SERVICESolv](#) to supplement your company's service offerings and geographic reach. We'll provide value-added services under your brand, strengthening your customer relationships. For more details, contact SERVICESolv@synnex.com.

Does SYNEX help manage customer contracts and renewals?

Yes! With [RENEWSoLv](#), you'll gain better visibility into contracts to help you sell more warranties and services, and avoid expirations.

What is iQuote and how can it help my business?

[SYNEX HPE iQuote](#) is an online quotation system that gives you real-time information on pricing, promotions, incentives, and available inventory in our 9 US distribution centers.

Do you offer flexible financing?

We have a [wide variety of financing options](#), including consumption-based pricing, designed to help you and your customers reach your goals faster.

Next steps

We're here to help you build the HPE practice that's right for your business. Visit our [HPE ProLiant Gen10 Servers for SMBs](#) page to learn more about adding HPE solutions to your portfolio, or connect with our team at HPE@synnex.com.

