



**Hewlett Packard
Enterprise**

Why SYNEX?

Tech Support

Build-to-Order and Integration

Demo Solutions Lab

Services

Fast Fulfillment

Flexible Financing

Public Sector Support

Contact Us

Partner with SYNEX for HPE Servers

Dedicated Resources, Service, Support





**Hewlett Packard
Enterprise**

Why SYNnex?

Tech Support

Build-to-Order and Integration

Demo Solutions Lab

Services

Fast Fulfillment

Flexible Financing

Public Sector Support

Contact Us



The SYNnex Advantage - 2019 HPE Distributor of the Year



SYNNEX is a full-line HPE distributor that has been distributing HPE solutions for the past 20 years. We know HPE, and when you partner with us, you get access to dedicated resources to support your business before, during, and after each sale.

Benefits of partnering with SYNnex include:

- Full support. Our product managers, business development reps, and engineers are ready and willing to help with everything from pricing and product availability to build-to-order and integration services.
- IT programs staffed by dedicated HPE sales and technical support teams.
- Demo Lab with current technology to help your customers learn about, and embrace, digital transformation.
- Custom solutions to sync IT priorities with key business objectives.
- Support for all HPE products and solutions, whether custom configuration or build-to-order.
- Inventory HPE ProLiant Servers in multiple locations to provide ground delivery to 90% of the continental US.
- Value-added reseller services to increase revenue and profits.

For more information about the SYNnex and HPE partnership, [click here](#).



Hewlett Packard
Enterprise

Why SYNnex?

Tech Support

Build-to-Order and Integration

Demo Solutions Lab

Services

Fast Fulfillment

Flexible Financing

Public Sector Support

Contact Us



Pre-sales Design Services

Meeting – and exceeding – customer expectations can be a challenge. Your customers want best-in-class solutions deployed with customized configurations, but thanks to an increasingly complex sales cycle, this is no simple task. SYNnex can help by supporting your customers' unique needs. Our complimentary pre-sales design services can help you configure the right technology for your customers. Partner with us for:

- **Bill of Materials (BOM) Creation:** Improve the efficiency of your pre-sales teams and ensure the accuracy of HPE server, storage, networking, software, and services orders with BOM generation and support.
- **Customer Design Consultation:** Get the required expertise to align HPE solutions to your customers' needs with expert consultation.
- **Proof-of-Concept Demo Lab:** Show your customer how an HPE solution will work in their environment as well as demonstrate various management platforms and consoles and assess capabilities.
- **Product and Tech Webinars:** Expand your HPE expertise with on-demand education and training webinars on solutions.

For more details, email your SYNnex Sales Rep or contact SYNnex Tech Support directly TS@synnex.com





**Hewlett Packard
Enterprise**

Why SYNnex?

Tech Support

Build-to-Order and Integration

Demo Solutions Lab

Services

Fast Fulfillment

Flexible Financing

Public Sector Support

Contact Us



Deliver the HPE Servers Your Customers Want

Need HPE servers built to your customers' exact specifications? SYNnex' build-to-order (BTO) and integration services can get the job done. With us, your customers can choose the components they need - including Intel and AMD processors, memory, and hard drives. Our world-class integration center is ISO 9001 and 14001 certified and enables you to create the customized solutions your customers need.

We can help with:

- Racks, servers, and storage configuration
- Imaging services
- UIDs, asset, tagging, and reporting
- Etching
- Bundling and kitting services

For more details, contact your SYNnex sales rep or email BTOTeam@synnex.com.





**Hewlett Packard
Enterprise**

Why SYNnex?

Tech Support

Build-to-Order and Integration

Demo Solutions Lab

Services

Fast Fulfillment

Flexible Financing

Public Sector Support

Contact Us



Demonstrate Your Solutions

With SYNnex' proof-of-concept demo lab, you can show your customer how an HPE solution will work in their environment as well as demonstrate various management platforms and consoles and assess capabilities. Our engineers can help show a broad variety of cloud and data center management technologies using HP servers, storage, and software.

Contact your SYNnex sales rep or email Joe Lovell joelo@synnex.com to learn more about how you can leverage the demo solutions lab.





**Hewlett Packard
Enterprise**

Why SYNnex?

Tech Support

Build-to-Order and Integration

Demo Solutions Lab

Services

Fast Fulfillment

Flexible Financing

Public Sector Support

Contact Us



Expand Your Services Portfolio

Want to spend more time winning deals and less time dealing with time-consuming installations? SYNnex SERVICESo/v can help. Take advantage of our value-added services to supplement your company's service offerings, skillsets, and geographic reach.

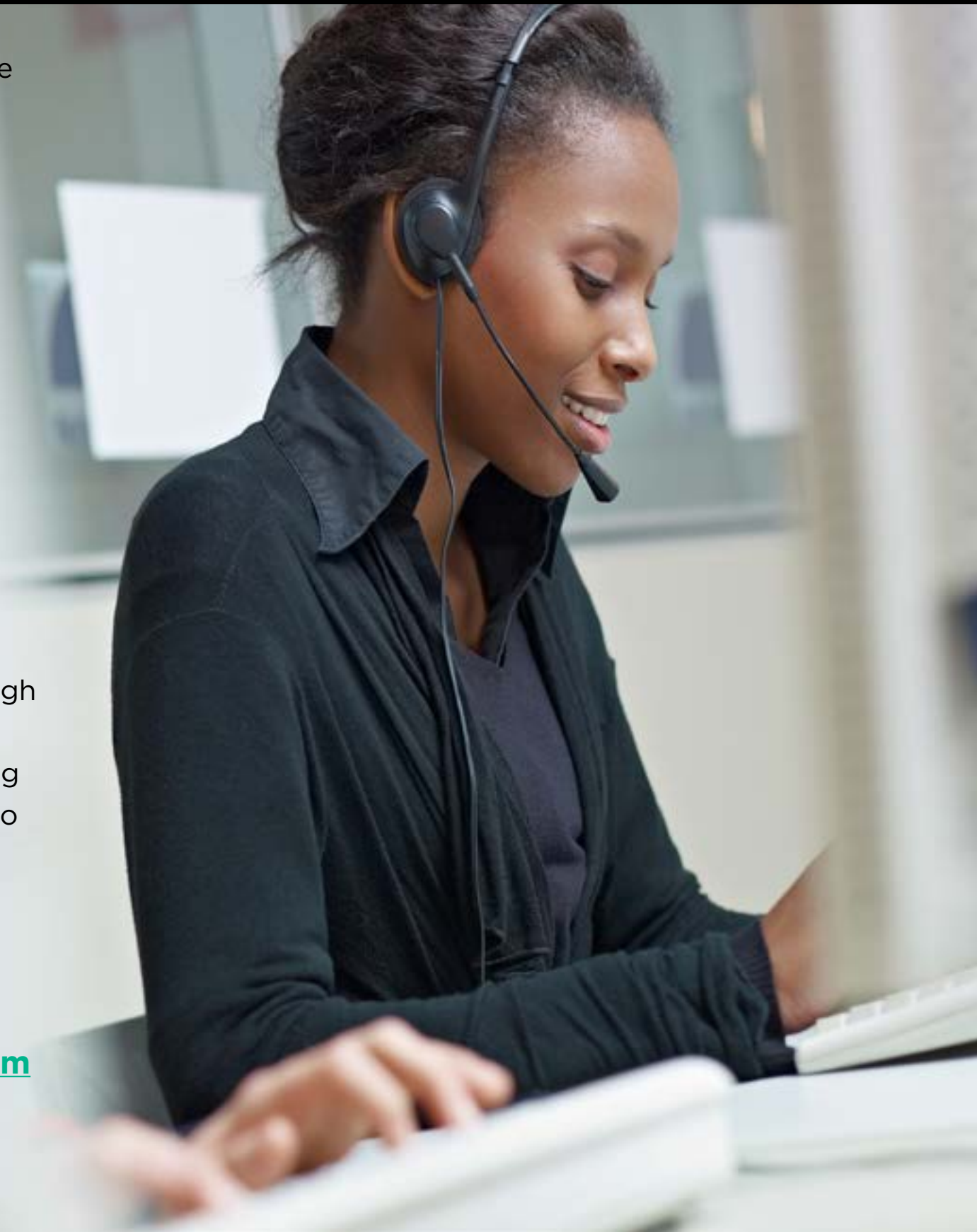
We can assist with:

- Pre- and post-sales support
- Reseller- and end-user enablement
- Server assessment
- Design and integration
- Product lifecycle support
- IT resource planning

Easy to buy, easy to sell

With hundreds of static SKUs, buying a service through SYNnex SERVICESo/v is as simple as clicking a button. Our "Service in a Box" pricing model is among the easiest and broadest in the channel and applies to any zip code in the United States. And thanks to our white-glove service, we can deliver these services under your brand while offloading the labor to our team of skilled technicians.

To learn more contact servicesolv@synnex.com





**Hewlett Packard
Enterprise**

Why SYNEX?

Tech Support

Build-to-Order and Integration

Demo Solutions Lab

Services

Fast Fulfillment

Flexible Financing

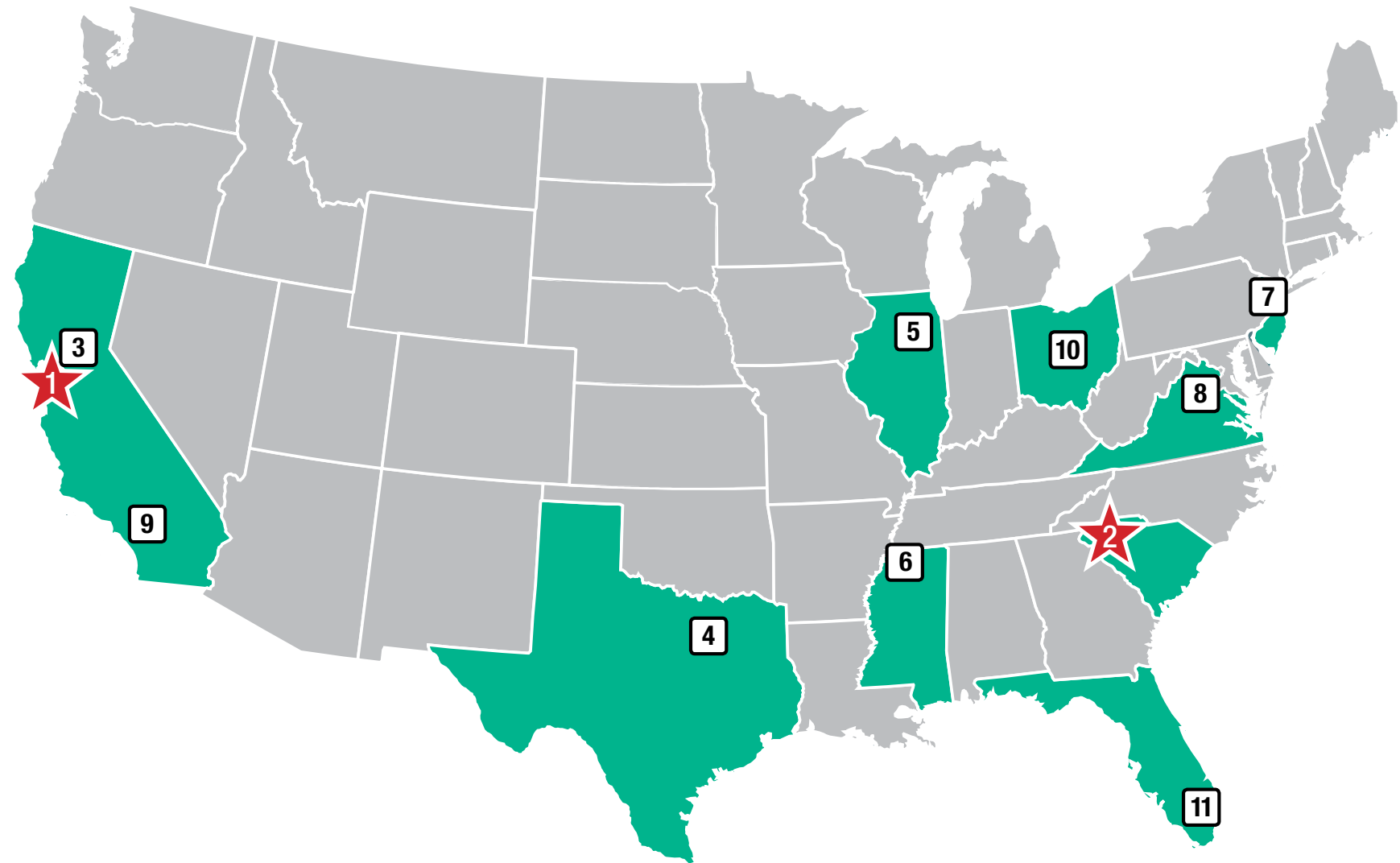
Public Sector Support

Contact Us



In Stock and Ready to Ship

With nine warehouses strategically located across the U.S., we can fulfill your customers' server orders quickly and efficiently. Our warehouses are fully stocked with HPE servers and typically offer one- to two-day ground delivery service. We also offer will-call and local delivery options for partners needing same-day services. So, what does this mean for you? Faster delivery, lower costs, and more sales.



- 1** **Corporate Headquarters**
Fremont, California
- 2** **Sales Headquarters**
Greenville, South Carolina

- 3** Tracy, California
- 4** Richardson, Texas
- 5** Romeoville, Illinois

- 6** Southaven, Mississippi
- 7** Monroe, New Jersey
- 8** Chantilly, Virginia

- 9** Chino, California
- 10** Grove City, Ohio
- 11** Miami, Florida



**Hewlett Packard
Enterprise**

Why SYNEX?

Tech Support

Build-to-Order and Integration

Demo Solutions Lab

Services

Fast Fulfillment

Flexible Financing

Public Sector Support

Contact Us



SYNNEX Financial Services - *Empowering Reseller Growth*



Grow your business with SYNEX Financial Services. We empower you to do more by serving as your trusted ally and removing the financial obstacles that limit growth. Offering everything from core credit services to strategic program development, we're committed to helping you achieve maximum success.

**For more details, contact your SYNEX sales rep or email
Finance@SynnexFinancialServices.com.**

Visit the
SYNNEX
HPE Financial
Services
Homepage



Hewlett Packard
Enterprise

Why SYNnex?

Tech Support

Build-to-Order and Integration

Demo Solutions Lab

Services

Fast Fulfillment

Flexible Financing

Public Sector Support

Contact Us

Public Sector Support

Partner with SYNnex GOVSolv to Close More HPE Deals

Here's how SYNnex can support your public sector business.

A dedicated public sector team

- Contract specialists
- Business development managers
- Subject matter experts that include former educators, a retired Chief of Police, and a registered e-Rate consultant and certified grant specialist

Public sector resources

- Capture/proposal support
- Bid Desk
- Business intelligence tools
- End-user demand generation
- Diversity Alliance Program

Access to critical contracts

80% of public sector business runs through a contract, so having access to the right contracts is critical. We offer access to HPE on a broad portfolio of contract vehicles, including:

- GSA
- MHEC contract exclusive to SYNnex. It's easy to get on, and we can add you immediately!
- NASPO ValuePoint and Datacom

SYNnex also primes contracts that include HPE. NCPA and USETPA are two national SLED contracts that are easy to get on and are exclusive to SYNnex. These contracts cover the entire HPE product line, including Aruba, Nimble, SimpliVity and SGI. Best of all, there's no cost to participate, and HPE picks up the contract fee.

For more information, email govsolv@synnex.com.





Hewlett Packard
Enterprise

Why SYNnex?

Tech Support

Build-to-Order and Integration

Demo Solutions Lab

Services

Fast Fulfillment

Flexible Financing

Public Sector Support

Contact Us

SYNNEX HPE Server Team

Product Management

Team Email - HPServer@synnex.com

Tom Prewitt

Sr. Director, Product Management

tomp@synnex.com

864-349-4462

Buddy Centner

Director, Product Management

buddyc@synnex.com

864-289-4466

Nathan Woodward

Manager, Product Management

nathanw@synnex.com

864-349-4528

Logan McCurry

Product Manager

loganm@synnex.com

864-373-7454

Louisa Hansen

Product Manager

louisah@synnex.com

864-349-4495

Business Development

Team Email - HPE@synnex.com

Diane Sullivan

Sr. Director Business Development

dianes@synnex.com

864-349-4366

Tom Sandquist

Manager, HPE Business Development

toms@synnex.com

864-349-4254

Janet Martin

Business Development

janetm@synnex.com

864-349-4652

Daniel Moses

Business Development

danielmo@synnex.com

864-373-7425

Tiffany Flournoy

Business Development

tiffanyf@synnex.com

864-349-4901

