Hewlett Packard Enterprise + D&H

Why D&H?
Proximity vs Business Medallion

D&H is an Employee Owned, SMB Focused Business with over 100 Years of Experience.
We offer New Customer Bonuses as well as Free Partner Marketing to help you grow your HPE Business.

We´re Like You, We Try Harder!

Proximity Partner	Business Partner
No contract nor HPE Agreement	Onboarding Process Completion HPE Agreement
No requirements to be HPE Proximity Partner	Minimum $25k Spend per year HPE Mandatory Sales Training Completion
Approved to Purchase HPE Product	Approved to Purchase HPE Product
Minimal Discounts	Access to Competitive Edge Discount, Deal Reg (Price Protection) and Escalated Pricing Discount
No SPIFs or Access to Rewards Program (Engage and Grow)	Earn Rewards via SPIF points in Engage and Grow
No Sales Enablement	Access to Sales Enablement Trainings, Certifications and HPE Branding
HPE Financial Services Access & HPE Server Trade-In Promotion	HPE Financial Services Access & HPE Server Trade-In Promotion

Comparison of prices for a DL385:



PRICE	#1 Product component break down (final price at the bottom)	PRICE
$1,837.33	HPE DL385 Gen10 7302 1P 8SFF Per Svr	$1,600.85
$2,343.21	HPE 16GB 1Rx4 PC4-2933Y-R Smart Kit	$1,409.87
$400.35	HPE DL380 Gen10 Box1/2 Cage Bkpln Kit	$271.55
$160.01	HPE DL38X Gen10 High Perf Fan	$96.77
$467.97	HPE DL38X Gen10 12Gb SAS Expander	$317.42
$136.44	HPE 800W FS Plat Ht Plg LH Pwr Sply Kit	$117.98
$11.73	HPE 1.83m 10A C13-UL Dom Pwr Cord	$9.26
$279.88	HPE 240GB SATA RI SFF SC MV SSD	$242.95
$2,076.34	HPE 2.4TB SAS 12G 10K SFF SC 512e DS HDD	$1,771.98
$227.89	HPE iLO Adv Elec Lic 3yr Support	$203.83
$695.32	MS WS19 (16-Core) Std ROK en SW	$654.55
$777.53	MS WS19 (16-Core) Std Add Lic AMS SW	$731.94
$1,718.55	MS WS19 50USR CAL en/fr/it/de/es/ja LTU	$1,617.79
$2,499.59	HPE 5Y FC NBD wDMR DL385 Gen10 SVC	$2,265.23

Proximity Price: $13,632 **VS** **Business Price: $11,311**

Price Demonstration only and subject to change*

Please reach out to your D&H Rep at HPE@dandh.com to start receiving these benefits and more