



**Hewlett Packard  
Enterprise**

# iQuote Training

September 2019



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# Version Changes Noted

- This new training document covers the newly released feature as of 9/12/19 called the “SMB Offers Tile”. You will see new slides added pages 27 to 37.



# iQuote Introduction & Benefits

# iQuote Definition

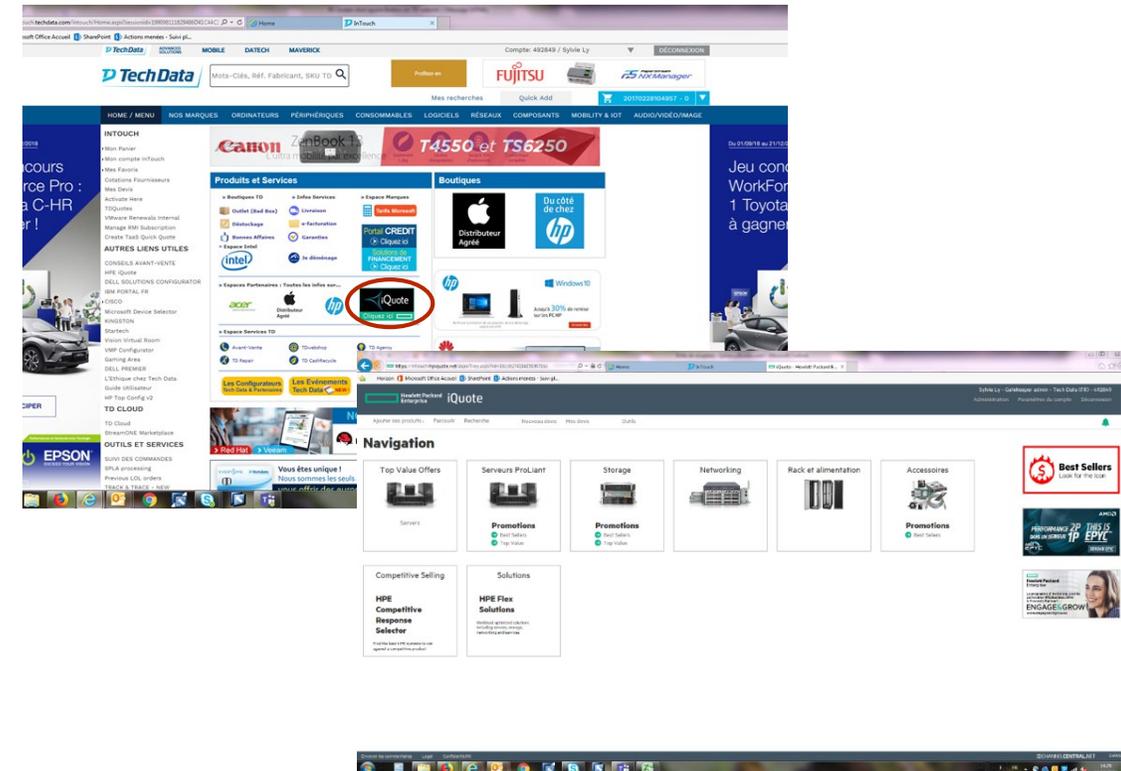
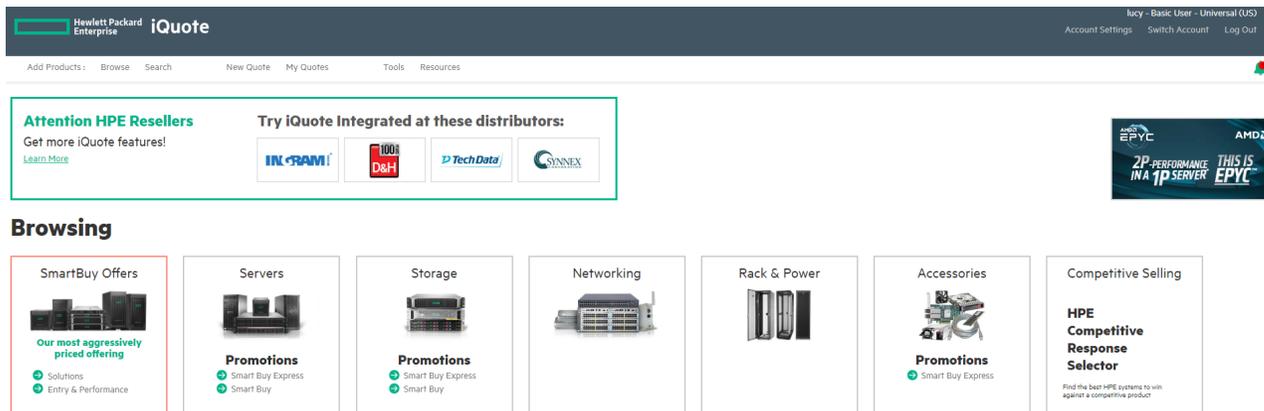
## What is iQuote

HPE iQuote is a simple Built-to-Order (BTO) configuration quoting tool highlighting products and offers for the small to midsized business. Find ready-to-ship solutions that are in stock at your favorite distribution partner.

HPE iQuote is a web-based tool that provides access via two methods (1) iQuote Universal and (2) iQuote integrated (hosted by a distributor or reseller web store). HPE iQuote provides accurate configuration guidance along with quick solution bundles.

## iQuote Version

- Universal (<https://iquote.hpe.com/asp/signin.aspx>)
- Integrated Version (single log in via distributor webstore)



# Benefits for Partners - Universal vs. Integration

## iQuote Universal

- Quickly find best-selling products and SMB solutions, and recommend options that are available in channel
- Find technical product answers without calling presales support
- Create fast, accurate configurations that can be exported quickly and shared with your preferred supplier for pricing
- See an indicative buy price
- Overall stock visibility promotions

## iQuote Integrated

### **iQuote Integrated provides all the iQuote Universal benefits, plus the following:**

- See distributor's actual price
- Click to place order with your distributor
- See inventory levels
- Set margin for customer quote output
- Access competitive selling tools
- In the SMB Solutions offer tile, "Total Savings" will be displayed\*

## **New Features – the SMB Solution Offers Tile!!**

Within iQuote, based upon your region, you will now see the SMB Solutions Tile (*EMEA – Top Value Offers; AMS – Smart Buys Offers; APJ: - Intelligent Buys Offers*) . Here, you will be able to select a specific use case, solution optimization, expandability, what OS you want to deploy, and finally what form factor (Rack or Tower) do you want for your environment. Based on your specific scenario, you will now have a HPE's recommended configuration – Super easy for your business!

NEW

# HPE iQuote leads

WW: Sun Jing (HPE SMB)

HPE IT: Jason Kenstowicz (Worldwide NGQ Direct)

Agency: matthew.toms@channelcentral.net

GEOs	iQuote Leads
North America	Winnie, Lori Mar; Chmelnitsky Brunet, Cheryl;
Latin America	Rojas, Jorge; Berger, Alf; Rozati, Pedro
North Europe	Cant, Isabelle
South Europe	Porta, Lydia
UK&I	Greener, Carl ; Potts, Carrie
France	Cisse, Sanassi
Dach &Russia	Werner, Frank
CEEMA	Issa, Muna
APAC	Seet, Yan Lin
India	Pillutla, Srikanth
Japan	Nagai, Yoko; Numata, Masaaki

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# Training Assumptions

Trainee must acquire an account - login to the following and request an account prior to training:

– [iquote.hpe.com](https://iquote.hpe.com)

– This training is focused on **iQuote Universal** and therefore will not show the following:

– Distributor's actual price

– Feature to “Click” to place order with a distributor

– Feature to “Set margin” for customer quote output

– Feature for “SMB Solutions Offer tile” that shares “**Total Savings**”. *This feature is dependent upon partner Regional login and distributor implementation of iQuote OPGs.*

# Prerequisite for training

Trainees MUST Register for iQuote Universal prior to training

## iQuote Universal

iQuote Universal is a free service available worldwide for channel partners, customers and IT consultants. Browse popular HPE Server, Storage and Networking products and create fast, accurate configurations that you can export to request a quote from your Distributor or Reseller.

To get started, select your country then register or login below.

Country **1**

- Argentina
- Australia
- Austria
- Belgium
- Bosnia
- Canada

**REGISTER** **2**

**LOG IN**

Not available in your country?

## Register for iQuote Universal (US)

Full Name \*

Email Address \*

Confirm Email Address \*

Company Name \*

User Type \*

Post Code \*

Telephone

\* Required field

**Terms and Conditions**

Every care is taken to ensure that the information contained within this site is accurate. Errors and Omissions excepted.

All prices shown within iQuote Universal are HPE List Price.

I consent to my personal data being stored and processed for the purposes of accessing and operating this service, in accordance with the terms of the [Privacy Policy](#)

I agree.

**REGISTER** **CANCEL**

**3**



**Log in**

# Log in

**iQuote**  
Your HPE channel-integrated Configure/Price/Quote tool

**iQuote Universal**  
iQuote Universal is a free service available worldwide for channel partners, customers and IT consultants. Browse popular HPE Server, Storage and Networking products and create fast, accurate configurations that you can export to request a quote from your Distributor or Reseller.

To get started, select your country then register or login below.

Country  
Argentina  
Australia  
Austria  
Belgium  
Bosnia  
Canada

REGISTER LOG IN

Not available in your country?  
Request it!

Servers Storage Networking

- 1 Choose your Country; and then click “Log In”
- 2 The next screen will require email and password; click “Log In”

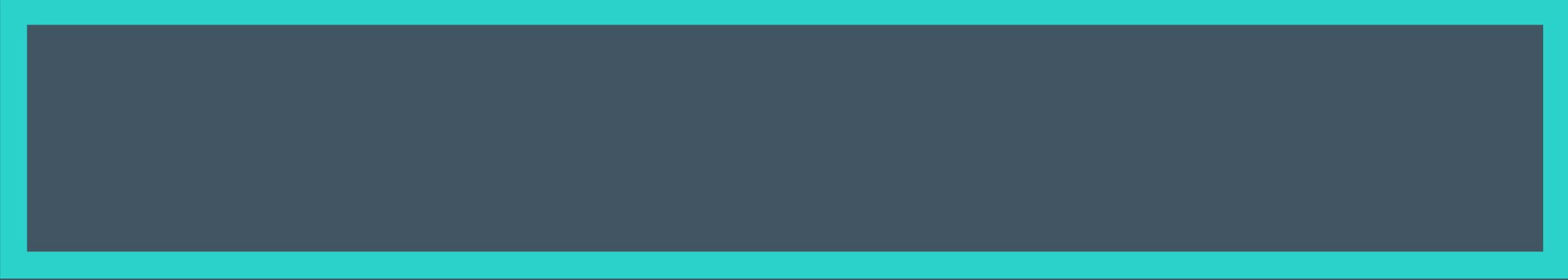
Welcome to iQuote  
Log In

Email Lucy.ellis@hpe.com

Password .....

FORGOTTEN PASSWORD LOG IN

**Note:** You must register first in order to Login. The team takes approximately 24 hours to verify ensuring access is not provided to a competitor.



# iQuote Home Page Overview

# iQuote Home Page



**Attention HPE Resellers**  
Get more iQuote features!  
[Learn More](#)

**Try iQuote Integrated at these distributors:**

- 
- 
- 
- 



## Browsing



- 1 "Browse"
- 2 "Search"
- 3 "New Quote"
- 4 "My Quotes"

# iQuote Home Page



**Attention HPE Resellers**  
Get more iQuote features!  
[Learn More](#)

**Try iQuote Integrated at these distributors:**

- 
- 
- 
- 



## Browsing



- 5 "Tools"
- 6 "Resources"
- 7 "Account Settings"
- 8 "Switch Account"

# iQuote Home Page

The screenshot shows the iQuote Home Page interface. At the top, there is a dark navigation bar with the Hewlett Packard Enterprise logo and 'iQuote' text on the left. On the right, it displays the user name 'Lucy - Basic User - Universal (US)' and links for 'Account Settings', 'Switch Account', and 'Log Out'. Below the navigation bar is a secondary menu with links: 'Add Products:', 'Browse', 'Search', 'New Quote', 'My Quotes', 'Tools', and 'Resources'. The main content area features a promotional banner for HPE Resellers with a 'Learn More' link. To the right of this banner is a section titled 'Try iQuote Integrated at these distributors:' which includes logos for Ingram, D&H, TechData, and another distributor. On the far right, there is an AMD EPYC advertisement. Below these elements is a 'Browsing' section with a grid of product tiles. Numbered callouts (9, 10, 11, 12) are placed over the 'Log Out' link, the notification bell icon, the distributor logos, and the 'Browsing' section header respectively.

- 9 “Log Out”
- 10 “Notifications”
- 11 Local “iQuote Integrated” Distributor Hyberlinks
- 12 “Browsing” Tiles for Products, Accessories and Competitive Information

# iQuote Home Page

**Attention HPE Resellers**  
Get more iQuote features!  
[Learn More](#)

**Try iQuote Integrated at these distributors:**




“Promotions” will have 2 letter call

**TV** = Top Value (Region Specific)

**SB** = Smart Buy (Region Specific)

**WW** = Worldwide Regular models

## Browsing

13 **NEW**  
Our most aggressive priced offering  
→ Solutions  
→ Entry & Performance

15 **Servers**  


17 **Storage**  


19 **Networking**  


20 **Rack & Power**  


**Promotions**  
→ Smart Buy Express

**Competitive Response Selector**  
Find the best HPE systems to win against a competitive product

- 13 “SMB Offers Tile”
- 15 “Server Tile”
- 17 “Storage Tile”
- 19 “Networking”
- 14 “Solutions” or “Entry & Performance”
- 16 “Promotions”
- 18 “Promotions”
- 20 “Rack & Power”

# iQuote Home Page

**Attention HPE Resellers**  
Get more iQuote features!  
[Learn More](#)

**Try iQuote Integrated at these distributors:**



## Browsing

<p><b>SmartBuy Offers</b></p>  <p><b>Our most aggressively priced offering</b></p> <ul style="list-style-type: none"><li>→ Solutions</li><li>→ Entry &amp; Performance</li></ul>	<p><b>Servers</b></p>  <p><b>Promotions</b></p> <ul style="list-style-type: none"><li>→ Smart Buy Express</li><li>→ Smart Buy</li></ul>	<p><b>Storage</b></p>  <p><b>Promotions</b></p> <ul style="list-style-type: none"><li>→ Smart Buy Express</li><li>→ Smart Buy</li></ul>	<p><b>Networking</b></p> 	<p><b>Rack &amp; Power</b></p> 	<p><b>21 Accessories</b></p>  <p><b>22 Promotions</b></p> <ul style="list-style-type: none"><li>→ Smart Buy Express</li></ul>	<p><b>23 Competitive Selling</b></p> <p><b>HPE Competitive Response Selector</b></p> <p>Find the best HPE systems to win against a competitive product</p>
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21 "Accessories" Tile

23 "Competitive Selector"

22 "Accessories Promotions"

# Learning Check Point

Login to iQuote and locate the following on the home page:

- a. Your Account Settings
- b. Notifications
- c. Product Tile for Server Promotions
- d. My Quotes



# Creating a Quote – in 8 easy steps

# Creating a Quote from Product Selector

There are several ways from the Homepage that you can start a search for a product family. This provides flexibility to the user, based on preference or the amount of information given in the customer requirements.

**1 Servers**

**Promotions**

- Best Sellers
- Top Value

**2**

**3**

**Product Selector Details:**

- Form Factor:** Ultra micro tower (5), Rack (110), Blade (3), Tower (39)
- CPU Sockets:** 1 (63), 2 (107), 4 (13)
- CPU Cores:** 2 - 6 (34), 8 (53), 10 (83), 12 - 16 (34), 18 - 32 (21)
- Drive Bays:** 2 - 4 (47), 8 (102), 12 - 24 (8)
- HDD Form Factor:** NHP (12), SFF (109), LFF (34)

Product	Price Range (€)	Memory	Form Factor	CPU	Drive Bays
BL460c Gen10	8,535.00 - 13,385.00	16 GB to 128 GB	Blade (1U)	2	2
DL20 Gen10	755.00 - 5,060.00	8 GB to 32 GB	Rack (1U)	1	2 to 4
DL160 Gen10	2,304.00 - 3,308	16 GB to 32 GB	Rack (1U)	2	4 to 8
DL180 Gen10	2,650.00 - 5,032.00	16 GB to 64 GB	Rack (2U)	2	8
DL325 Gen10	2,516.00 - 22,310.00	8 GB to 32 GB	Rack (1U)	1	4 to 8
DL360 Gen10	2,800.00 - 15,305.00	8 GB to 128 GB	Mixed	2	4 to 8
DL380 Gen10	3,096.00 - 12,125.00	16 GB to 128 GB	Rack (2U)	2	8 to 24
DL385 Gen10					
DL560 Gen10					
DL580 Gen10					
ML30 Gen10					
ML110 Gen10					
ML350 Gen10					
MicroServer Gen10					

# Creating a Quote from Product Selector (cont'd)

## Browsing

All Products ▶ Servers ▶ DL160 Gen10



ACCESSORIES

HPE COMPETITIVE RESPONSE SELECTOR

Promotions:  Best Sellers (2)  Top Value Offers (2)

SKU Type:  Regular models (4)

Form Factor:  Rack (4)

CPU Sockets:  2 (4)

CPU Cores:  8 (4)

Drive Bays:  4 (2)  8 (2)

HDD Form Factor:  LFF (2)  SFF (2)

- 72713029** **3,308,00 €\*** **0** **in stock**   
Top Value Offer: PERFDL160-001- (878970-B21) - HPE ProLiant DL160 Gen10 Intel Xeon-S 4110 8-Core (2.10GHz 11MB) 16GB (1 x 16GB) DDR4 2666MHz RDIMM 8 x SFF 2.5in Smart Carrier Dynamic Smart Array S100i SATA No Optical 500W 3 Year Next Business Day Warranty PLUS: 1x HPE 16GB (1x16GB) Single Rank x4 DDR4-2666 CAS-19-19-19 Registered Memory Kit, 1x HPE 300W Power Supply Kit, (72713029)
- 72713399** **3,081,00 €\*** **0** **in stock**   
Top Value Offer: ENTDL160-001- (878968-B21) - HPE ProLiant DL160 Gen10 Intel Xeon-B 3106 8-Core (1.70GHz 11MB) 16GB (1 x 16GB) DDR4 2666MHz RDIMM 4 x LFF 3.5in Smart Carrier Dynamic Smart Array S100i SATA No Optical 500W 3 Year Next Business Day Warranty PLUS: 1x HPE 16GB (1x16GB) Single Rank x4 DDR4-2666 CAS-19-19-19 Registered Memory Kit, 1x HPE 300W Power Supply Kit, (72713399)
- 878970-B21** **2,633,00 €\*** **4** **in stock**   
HPE ProLiant DL160 Gen10 Intel Xeon-S 4110 8-Core (2.10GHz 11MB) 16GB (1 x 16GB) DDR4 2666MHz RDIMM 8 x SFF 2.5in Smart Carrier Dynamic Smart Array S100i SATA No Optical 500W 3 Year Next Business Day Warranty
- 878968-B21** **2,396,00 €\*** **2** **in stock**   
HPE ProLiant DL160 Gen10 Intel Xeon-B 3106 8-Core (1.70GHz 11MB) 16GB (1 x 16GB) DDR4 2666MHz RDIMM 4 x LFF 3.5in Large Form Factor Smart Carrier Dynamic Smart Array S100i SATA No Optical 500W 3 Year Next Business Day Warranty

4

Quote 3336716-1(draft)

**FULFILMENT**

Enter quote name  **SAVE**

Total **3,001,00 €\***

1 System, 1 option x1 x2

5

**DL160 Gen10 Servers** **3,001,00 €\***

**1**

**System unit** **878970-B21** **2,633,00 €\***

**Show Pre-Installed**

**HW Support** **HC9V0E** **1** **368,00 €\***

**Specification** **CPU: 2.1 GHz** **MEM: 16 GB**

**Validation** x1 x2

# Creating a Quote from Product Selector (cont'd)



## Configuring

All Products ► Servers ► DL160 Gen10

878970-B21 2.633,00 €\* 4 in stock  + WW

HPE ProLiant DL160 Gen10 Intel Xeon-S 4110 8-Core (2.10GHz 11MB) 16GB (1 x 16GB) DDR4 2666MHz RDIMM 8 x SFF 2.5in Small Form Factor Smart Carrier Dynamic Smart Array S100i SATA No Optical 500W 3 Year Next Business Day Warranty

Specification

**Top Recommended** All Options Search

  
 Services

  
 Hard disk drives

  
 Memory

  
 Power Supply

  
 Licence

  
 Processor

Services		TRAINING CREDIT SELECTOR	HELP ME CHOOSE
HC9W4E	HPE 3 Year Proactive Care 24x7 DL160 Gen10 Service	2.162,00 €*	in stock <input type="checkbox"/> +
U6E11E	HPE Installation ProLiant DL160/DL360e Service	274,00 €*	in stock <input type="checkbox"/> +
HF385E	HPE Training Credits for Servers and Hybrid IT Services	672,00 €*	in stock <input type="checkbox"/> +

Quote 3336716-1(draft)

**FULFILMENT**

Enter quote name  **SAVE**

Total 3.001,00 €\*

1 System, 1 option x1 x2

---

**DL160 Gen10 Servers** 3.001,00 €\*

1

System unit	878970-B21	2.633,00 €*
<input type="checkbox"/> Show Pre-Installed		
HW Support	HC9VOE	<input type="checkbox"/> 1 <input type="checkbox"/> 368,00 €*
<input type="checkbox"/> Specification CPU : 2.1 GHz MEM : 16 GB		
<input type="checkbox"/> Validation  x1  x2		
<ul style="list-style-type: none"> <li> No Hard Disk</li> <li> No Management Licence</li> <li> Memory Optimisation</li> </ul>		

6

# Creating a Quote from Product Selector (cont'd)

7

Quote 3336716-1(draft) **FULFILMENT**

**SAVE**

Total 7.118,00 € \*

1 System, 9 options

**DL160 Gen10 Servers** 7.118,00 € \*

System unit	878970-B21		2.633,00 € *
-------------	------------	--	--------------

**Show Pre-Installed**

Memory	815098-B21	<input type="button" value="-"/> <input type="text" value="5"/> <input type="button" value="+"/>	405,00 € *
Hard Disk Drive	P07922-B21	<input type="button" value="-"/> <input type="text" value="3"/> <input type="button" value="+"/>	670,00 € *
Licence w/ iLO	E6U64ABE	<input type="button" value="-"/> <input type="text" value="1"/> <input type="button" value="+"/>	450,00 € *

**Specification** CPU : 2.1 GHz MEM : 96 GB

- Processor 2.1 GHz (1 slots of 2)
- Memory 96 GB (6 slots of 8)
- Power Supply txt (1 slots of 1) - (Non Redundant)
- Hard Disk Drive 1440 GB (3 slots of 8)

**Validation**

8

Quote 3336716-1(saved) **FULFILMENT**

**SAVE**

Total 7.118,00 € \*

1 System, 9 options

**DL160 Gen10 Servers** 7.118,00 € \*

System unit	878970-B21		2.633,00 € *
-------------	------------	--	--------------

**Show Pre-Installed**

Memory	815098-B21	<input type="button" value="-"/> <input type="text" value="5"/> <input type="button" value="+"/>	405,00 € *
Hard Disk Drive	P07922-B21	<input type="button" value="-"/> <input type="text" value="3"/> <input type="button" value="+"/>	670,00 € *
Licence w/ iLO	E6U64ABE	<input type="button" value="-"/> <input type="text" value="1"/> <input type="button" value="+"/>	450,00 € *

**Specification** CPU : 2.1 GHz MEM : 96 GB

- Processor 2.1 GHz (1 slots of 2)
- Memory 96 GB (6 slots of 8)
- Power Supply txt (1 slots of 1) - (Non Redundant)
- Hard Disk Drive 1440 GB (3 slots of 8)

**Validation**

# Creating a Quote from Product Selector (cont'd)

8

Quote 3336716-1(saved)    

XYZ Company 

Total 7,118,00 € \*

1 System, 9 options

**DL160 Gen10 Servers** 7,118,00 € \*

 1 

System unit	878970-B21	2,633,00 € *
 Show Pre-Installed		
Memory	815098-B21  5 	405,00 € *
Hard Disk Drive	P07922-B21  3 	670,00 € *
Licence w/ iLO	E6U64ABE  1	450,00 € *

**Specification** CPU : 2.1 GHz MEM : 96 GB

Processor 2.1 GHz (1 slots of 2)

Memory 96 GB (6 slots of 8)

Power Supply txt (1 slots of 1) - (Non Redundant)

Hard Disk Drive 1440 GB (3 slots of 8)

**Validation** 

**Export**

**Export format**

- PDF
- Excel
- Excel (NGQ)
- XML (Standard)
- XML (Smart Quote)

**Options**

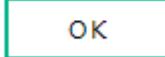
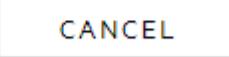
- Download
- Send Email

lucy.ellis@hpe.com

**Select clipboard format**

- Standard format
- NGQ format

V+ icon - after saving a quote, it means you can create a new version. This is especially useful if you want to send multiple quotes to a customer for comparison.

# Creating a Quote from Product Selector (cont'd)

8

Quote 3336716-1(saved) **FULFILMENT**

XYZ Company **SAVE**

Total 7118.00 € \*

d

## Fulfilment

SKU	Description	Qty	ALSO Deutschland	Tech Data	Ingram Micro
878970-B21	HPE ProLiant DL160 Gen10 Intel Xeon-S 4110 8-Core (2.10GHz 11MB) 16GB (1 x 16GB) DDR4 2666MHz RDIMM	1	0	4	0
P07922-B21	HPE 480GB 6G SATA SFF 2.5in Mixed Use Smart Carrier 3yr Warranty Digitally Signed Firmware SSD	3	21	18	Call
815098-B21	HPE 16GB (1x16GB) Single Rank x4 DDR4-2666 CAS-19-19-19 Registered Memory Kit	5	100	292	359
E6U64ABE	HPE iLO Advanced Electronic License with 3yr Support on iLO Licensed Features	1	in stock	in stock	in stock

Can fulfil all items



Validation

# Learning Check Point

Create a Quote with a DL380 Gen10 Server that has a Gold Intel Processor; provide RAID 5; and suggest every option to ensure the quote is valid assuming the customer has nothing to supplement the order.

Save Quote Name as “Check Point 1”

# Sample Answer

Quote - 'Check Point 1'

Quote ID: 3336757  
 Version: 1  
 Date: 23 Jul 2019  
 Prepared by: lucy, Universal - lucy.ellis@hpe.com

	<u>Mfr Part Number</u>	<u>Description</u>	<u>Quantity</u>	<u>Price</u>	<u>Total</u>	<u>Engage &amp; Grow Points (Total)</u>
System unit #1	72550269	Top Value Offer: PERFDL380-004- (P06422-B21) - HPE Solution Server ProLiant DL380 Gen10 Intel Xeon-G 5118 12-Core (2.30GHz 16.5MB) 64GB (2 x 32GB) DDR4 2666MHz RDIMM 8 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P408i-a No Optical 1 x UMB 2 x 800W 3yr Next Business Day Warranty PLUS: 1x HPE DL380 Gen10 Intel Xeon-G 5118 12-Core (2.30GHz 16.5MB L3 Cache) Processor Kit, 2x HPE 32GB (1 x 32GB) Dual Rank x4 DDR4-2666 CAS-19-19-19 Registered Memory Kit, 2x HPE 1.2TB 12G 10k rpm HPL SAS SFF (2.5in) Smart Carrier ENT 3 Year Wty Digitally Signed Firmware Hard Drive, 1x HPE DL Gen10 PCIe x8 x16 x8 Secondary Riser Kit, (72550269)	1	11.830,00 €	11.830,00 €	0
Memory	815100-B21	HPE 32GB (1 x 32GB) Dual Rank x4 DDR4-2666 CAS-19-19-19 Registered Memory Kit	10	775,00 €	7.750,00 €	0
Operating System	P11061-B21	Microsoft Windows Server 2019 (16-Core) Datacenter ROK English Software	1	4.495,00 €	4.495,00 €	20
Licence w/ iLO	E6U64ABE	HPE iLO Advanced Electronic License with 3yr Support on iLO Licensed Features	1	450,00 €	450,00 €	0
Hard Disk Drive	872479-B21	HPE 1.2TB 12G 10k rpm HPL SAS SFF (2.5in) Smart Carrier ENT 3 Year Wty Digitally Signed Firmware Hard Drive	1	600,00 €	600,00 €	0
HW Support	H8QP7E	HPE 3 Year Foundation Care 24x7 DL380 Gen10 Service	1	2.623,00 €	2.623,00 €	0
				Total:	27.748,00 €	Total Engage & Grow Points: 20

Advisory Notes

72550269 P11061-B21>>>Datacenter edition permits unlimited OSEs and Hyper-V containers on a server when all physical cores in the server are licensed. Additional Licenses for Windows Server 2019 Datacenter are available in packs of two, four, and sixteen cores.  
 72550269 Optimum performance is achieved when Memory is installed in multiples of 12 modules

NEW



# SMB Solutions Offers Tile

# Home Screen – SMB Offers Title

Depending upon login: SMB Offers Tile will be called – **SmartBuy Offers** (AMS); **Top Value Offers** (EMEA); **Intelligent Buy Offers** (APAC)

**Attention HPE Resellers**  
Get more iQuote features!  
[Learn More](#)

**Try iQuote Integrated at these distributors:**





## Browsing



**SmartBuy Offers**



**Our most aggressively priced offering**

- Solutions
- Entry & Performance

**Servers**



**Promotions**

- Smart Buy Express
- Smart Buy

**Storage**



**Promotions**

- Smart Buy Express
- Smart Buy

**Networking**



**Rack & Power**



**Accessories**



**Promotions**

- Smart Buy Express

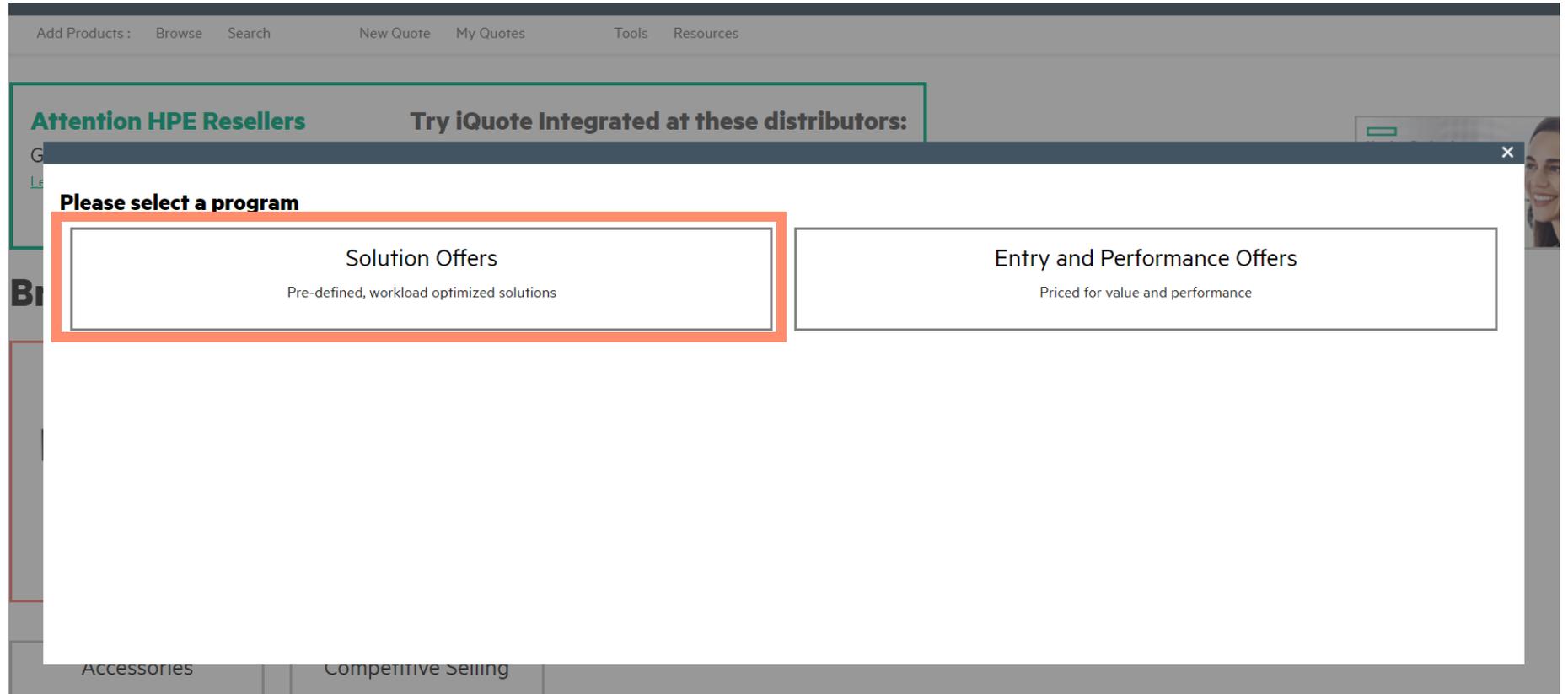
**Competitive Selling**

**HPE Competitive Response Selector**

Find the best HPE systems to win against a competitive product

# Select a Program

When the user clicks the offers tile rather than one of the links they will be presented with a choice of programs



# Solution Offers Selection

HPE Recommends

### HPE ProLiant Solution Offers

1

**SMB Use Case**  
 File and Backup  
 Virtualization  
 Application  
 Database  
 Small Office Deployment  
 Hyperconverged Infrastructure  
 Cloud Storage

**Optimization**  
 Performance  
 Balanced  
 Cost

**Expandability**  
 High  
 Mid  
 Low

**Operating System**  
 Windows  
 VMware  
 ClearOS

**Form Factor**  
 Rack  
 Tower  
 Micro Tower

2

Search

Solution	SMB Use Case	Optimization	Expandability	Operating System	Form Factor	Price	
ML350 Gen10 Windows Virtualization	Virtualization	Balanced	High	Windows	Tower	£10,209.00 *	<input type="button" value="View"/>

1 Program defined filters allows the user to quickly locate the correct offer

2 Free text search can also be used



# SMB Solutions Virtualization example

**HPE Recommends**

### HPE ProLiant Solution Offers

**SMB Use Case**  
 File and Backup  
 Virtualization  
 Application Database  
 Small Office Deployment  
 Hyperconverged Infrastructure  
 Shared Storage

**Optimization**  
 Performance  
 Balanced  
 Cost

**Expandability**  
 High  
 Mid  
 Low

**Operating System**  
 Windows  
 VMware  
 ClearOS

**Form Factor**  
 Rack  
 Tower  
 Micro Tower

Search  **SEARCH**

Solution	SMB Use Case	Optimization	Expandability	Operating System	Form Factor	Price	
DL160 Gen10 Windows Virtualization SOLUDL160-002	Virtualization	Balanced	Mid	Windows	Rack	\$1,623.00 *	<a href="#">View</a>
DL180 Gen10 Windows Virtualization SOLUDL180-002	Virtualization	Balanced	Low	Windows	Rack	\$1,823.00 *	<a href="#">View</a>
DL20 Gen10 Windows Virtualization SOLUDL20-008	Virtualization	Cost	Low	Windows	Rack	\$7,623.00 *	<a href="#">View</a>
DL325 Gen10 Windows Virtualization SOLUDL325-007	Virtualization	Balanced	Low	Windows	Rack	\$12,023.00 *	<a href="#">View</a>
DL360 Gen10 Windows Virtualization	Virtualization	Performance	Mid	Windows	Rack	\$13,062.00 *	<a href="#">View</a>
DL380 Gen10 Windows Virtualization SOLUDL380-007	Virtualization	Performance	High	Windows	Rack	\$15,120.00 *	<a href="#">View</a>
DL385 Gen10 Windows Virtualization SOLUDL385-007	Virtualization	Performance	High	Windows	Rack	\$13,688.00 *	<a href="#">View</a>

**HPE Recommends**

### DL20 Gen10 Windows Virtualization SOLUDL20-008

Kit Code: SOLUDL20-008

**Total Price** \$7,623.00 \*

**DL20 Gen10 Windows 2019 Hyper-V Virtualization Solution**

Part Number	Description	Qty
P06478-B21	HPE ProLiant DL20 Gen10 Intel Xeon E-2136 6-Core (3.30GHz 12MB) 16GB (1 x 16GB) DDR4 2666MHz UDIMM 4 x SFF 2.5in Small Form Factor Smart Carrier Dynamic Smart Array S100i SATA No Optical 500W 3yr Next Business Day Warranty	1
P11058-B21	Microsoft Windows Server 2019 (16-Core) Standard ROK English Software	1
869079-B21	HPE Smart Array E208i-a SR Gen10 Low-Heatsink Controller Module	1
865408-B21	HPE 500W Flex Slot Platinum Hot Plug Low Halogen Power Supply Kit	1
881457-B21	HPE 2.4TB 12G 10k rpm SAS ENT SFF (2.5in) Smart Carrier 3yr Wty 512e Digitally Signed Firmware Hard Drive	2
872475-B21	HPE 300GB 12G 10k rpm HPL SAS SFF (2.5in) Smart Carrier ENT 3yr Wty Digitally Signed Firmware HDD	2
E6U64ABE	HPE iLO Advanced Electronic License with 3yr Support on iLO Licensed Features	1
HC5P9E	HPE 3 Year Foundation Care 24x7 DL20 Gen10 Service	1
879507-B21	HPE 16GB (1 x 16GB) Dual Rank x8 PC4-2666V-E 2666MHz Unbuffered CAS-15 Standard Memory Kit	1

[BACK TO SELECTION](#) [ADD TO QUOTE](#)

**HPE Recommends**

### DL20 Gen10 Windows Virtualization SOLUDL20-008

Kit Code: SOLUDL20-008

**Total Price** \$7,623.00 \*

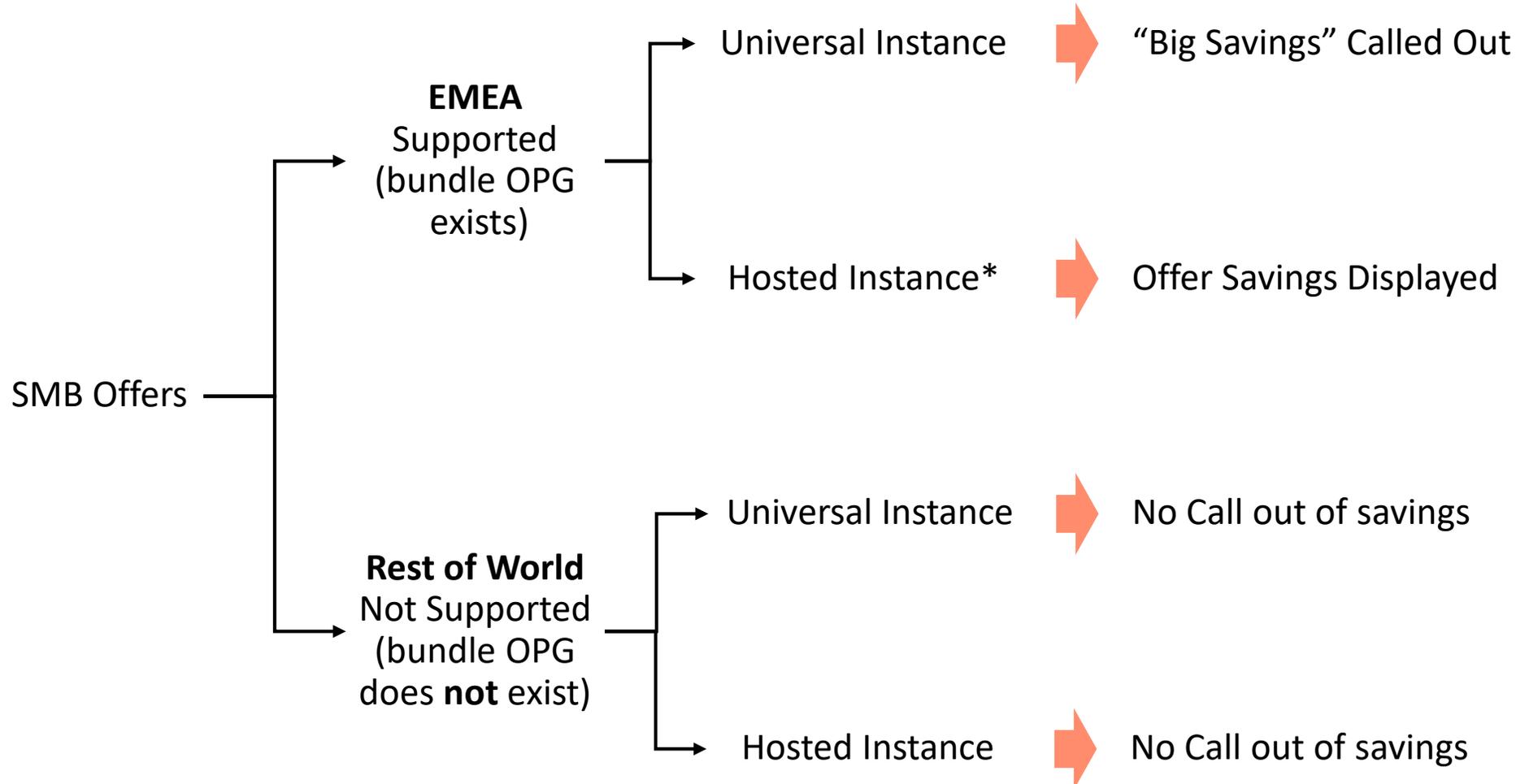
**DL20 Gen10 Windows 2019 Hyper-V Virtualization Solution**

[BACK TO SELECTION](#) [ADD TO QUOTE](#)

# SMB Offers “Big Savings” Display

*Big Savings* \*

VIEW / REFRESH



# Basket View of Solution (Universal; Not EMEA)

1

## Configuring

All Products ▶ Servers ▶ DL20 Gen10

P06478-B21 \$1,982.00 \* 166 in stock  WW 50 Points

HPE ProLiant DL20 Gen10 Intel Xeon E-2136 6-Core (3.30GHz 12MB) 16GB (1 x 16GB) DDR4 2666MHz UDIMM 4 x SFF 2.5in Small Form Factor Smart Carrier Dynamic Smart Array S100i SATA No Optical 500W 3yr Next Business Day Warranty

Specification

Form Factor	Rack (1U)	
Processor	1 x Intel Xeon E-2136 Six-Core (3.30GHz 12MB) Processor	max: 1
Memory	16GB (1 x 16GB) 2666MHz UDIMM	max: 4
Networking	HPE Embedded 1GbE Dual Port 332i Network Adapter	
Hard Disk Drive	None Installed	max: 4
Disk Storage Backplane	Hot Plug 2.5in Small Form Factor Smart Carrier Hard Disk	
Disk Controller	1 x HPE Dynamic Smart Array S100i controller (RAID 0/1/5/10) - Max 4 x SATA Only	max: 1
Power Supply	1 x HPE 500W Flex Slot Platinum Hot Plug Low Halogen Power Supply Kit	max: 3
Power Supply	1 x HPE RPS Enablement Kit	max: 3
Management	HPE Integrated Lights-Out 5 (LO 5) management processor (No Licence) / No OneView or Insight Control	
Warranty	3 Year Parts / 3 Year Labour / 3 Year Onsite Warranty Next Business Day	
Also included	HPE ProLiant LP FIO Riser Kit, 1U Short Friction Rail Kit	

Top Recommended All Options Search



Services



Hard disk drives



Memory



Power Supply



Licence

### Services

HC5P3E	HPE 3 Year Proactive Care Next Business Day DL20 Gen10 Service	\$352.00 *	in stock	<input type="checkbox"/> +
U7WZ5E	HPE Installation ML/DL Series 10 Service	\$200.00 *	in stock	<input type="checkbox"/> +
HF385E	HPE Training Credits for Servers and Converged Systems Service	\$800.00 *	in stock	<input type="checkbox"/> +

TRAINING CREDIT SELECTOR

HELP ME CHOOSE

2

Quote 3408450-1(draft) FULFILLMENT

Enter quote name SAVE

Total \$7,623.00 \*

1 System, 10 options  x3  x1  x1

ENGAGE & GROW 150 Points Learn More

---

**DL20 Gen10 Servers** \$7,623.00 \*

- 1 +

System unit	P06478-B21	\$1,982.00 *
-------------	------------	--------------

**Hide Pre-Installed**

Processor	P06652-L21	<span style="border: 1px solid #ccc; padding: 2px 5px;">1</span>
Memory	879507-B21	<span style="border: 1px solid #ccc; padding: 2px 5px;">1</span> <span style="margin-left: 5px;">+</span> \$378.00 *
Hardware Kit	P09145-B21	<span style="border: 1px solid #ccc; padding: 2px 5px;">1</span>
Hardware Kit	775612-B21	<span style="border: 1px solid #ccc; padding: 2px 5px;">1</span>
Power Supply	865408-B21	<span style="border: 1px solid #ccc; padding: 2px 5px;">1</span>
Power Supply	P06722-B21	<span style="border: 1px solid #ccc; padding: 2px 5px;">1</span>
Memory	879507-B21	<span style="border: 1px solid #ccc; padding: 2px 5px;">-</span> <span style="border: 1px solid #ccc; padding: 2px 5px; font-weight: bold;">1</span> <span style="border: 1px solid #ccc; padding: 2px 5px;">+</span> \$378.00 *
RAID Controller	869079-B21	<span style="border: 1px solid #ccc; padding: 2px 5px;">-</span> <span style="border: 1px solid #ccc; padding: 2px 5px; font-weight: bold;">1</span> \$285.00 *
Microsoft OS	P11058-B21	<span style="border: 1px solid #ccc; padding: 2px 5px;">-</span> <span style="border: 1px solid #ccc; padding: 2px 5px; font-weight: bold;">1</span> <span style="border: 1px solid #ccc; padding: 2px 5px;">+</span> \$795.00 *
Power Supply	865408-B21	<span style="border: 1px solid #ccc; padding: 2px 5px;">-</span> <span style="border: 1px solid #ccc; padding: 2px 5px; font-weight: bold;">1</span> \$295.00 *
Hard Disk Drive	881457-B21	<span style="border: 1px solid #ccc; padding: 2px 5px;">-</span> <span style="border: 1px solid #ccc; padding: 2px 5px; font-weight: bold;">2</span> \$1182.00 *
Hard Disk Drive	872475-B21	<span style="border: 1px solid #ccc; padding: 2px 5px;">-</span> <span style="border: 1px solid #ccc; padding: 2px 5px; font-weight: bold;">2</span> \$299.00 *
Licence w/ iLO	E6U64ABE	<span style="border: 1px solid #ccc; padding: 2px 5px;">-</span> <span style="border: 1px solid #ccc; padding: 2px 5px; font-weight: bold;">1</span> \$469.00 *
HW Support	HC5P9E	<span style="border: 1px solid #ccc; padding: 2px 5px;">-</span> <span style="border: 1px solid #ccc; padding: 2px 5px; font-weight: bold;">1</span> <span style="border: 1px solid #ccc; padding: 2px 5px;">+</span> \$447.00 *

**Specification** CPU: 3.3 GHz MEM: 32 GB

Processor 3.3 GHz (1 slots of 1) (6 Cores)

Memory 32 GB (2 slots of 4)

Power Supply txt (1 slots of 1) - (Non Redundant)

**Validation**  x3  x1  x1

- i RAID controller configuration
- ! Important Information
- ! Important Information
- ! Important Information
- i Memory Optimisation

# Basket View Universal in EMEA

Basket view

Once added to the basket the “Big Savings” sections appears.

Also the user will be able to continue to configure the system

1

2

Quote 3366069-1(draft) **FULFILMENT**

Enter quote name **SAVE**

Total **£10,209.00 \***  
(Excludes savings)

**Big Savings \*** **VIEW / REFRESH**

1 System, 12 options ⚠️x3 !x1

**ML350 Gen10 Servers** Discounts Included ✓ **£10,209.00 \***

System unit P11052-421 **£3,605.00 \***

Memory P00924-B21 **£648.00 \***

Microsoft OS P11058-041 **£666.00 \***

Power Supply 865414-B21 **£289.00 \***

Hard Disk Drive 872475-B21 **£238.00 \***

Hard Disk Drive 872479-B21 **£532.00 \***

Licence w/ iLO E6U64ABE **£370.00 \***

HW Support H9GF5E **£1,495.00 \***

Specification CPU : 2.2 GHz MEM : 64 GB

Validation ⚠️x3 !x1



Quote 3366072-1(draft) **FULFILMENT**

Enter quote name **SAVE**

Total **£12,391.00 \***  
(Excludes savings)

**Possible Savings** **VIEW / REFRESH**

Big Savings

1 System, 16 options ⚠️x3 !x1

**ML350 Gen10 Servers** Discounts Included ✓ **£12,391.00 \***

System unit P11052-421 **£3,605.00 \***

Memory P00924-B21 **£648.00 \***

Microsoft OS P11058-041 **£666.00 \***

Power Supply 865414-B21 **£289.00 \***

Hard Disk Drive 872475-B21 **£238.00 \***

Hard Disk Drive 872479-B21 **£532.00 \***

Licence w/ iLO E6U64ABE **£370.00 \***

HW Support H9GF5E **£1,495.00 \***

Specification CPU : 2.2 GHz MEM : 160 GB

Validation ⚠️x3 !x1

Adding / removing componentry to the basket causes the discount indicator to show, prompting the user to re-check for revised bundle Matches by clicking “View/Refresh”

# Export View via Universal in EMEA

Quote exports have been modified so that details of matched bundles are included

Quote - 3366072  
 Quote ID: 3366072  
 Version: 1  
 Date: 27 Aug 2019  
 Prepared by: Sandeep Shah, Universal - Sandeep.shah@hpe.com

  
**Hewlett Packard  
 Enterprise**

## Bill Of Materials

	Mfr Part Number	Description	Quantity	Price	Total
System unit #1	P11052-421	HPE ProLiant ML350 Gen10 Tower Intel Xeon-S 4214 12-Core (2.20GHz 17MB) 32GB (1 x 32GB) PC4-2933Y-R DDR4 RDIMM 8 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P408i-a SR 800W 3yr Next Business Day Warranty	1	£ 3,605.00	£ 3,605.00
Memory	P00924-B21	HPE 32GB (1 x 32GB) Dual Rank x4 DDR4-2933 CAS-21-21-21 Registered Memory Kit	4	£ 648.00	£ 2,592.00
Operating System	P11058-041	Microsoft Windows Server 2019 (16-Core) Standard ROK German Software	1	£ 666.00	£ 666.00
Power Supply	865414-B21	HPE 800W Flex Slot Platinum Hot Plug Low Halogen Power Supply Kit	1	£ 289.00	£ 289.00
Hard Disk Drive	872475-B21	HPE 300GB 12G 10k rpm HPL SAS SFF (2.5in) Smart Carrier ENT 3yr Wty Digitally Signed Firmware HDD	3	£ 238.00	£ 714.00
Hard Disk Drive	872479-B21	HPE 1.2TB 12G 10k rpm HPL SAS SFF (2.5in) Smart Carrier ENT 3 Year Wty Digitally Signed Firmware Hard	5	£ 532.00	£ 2,660.00
Licence w/iLO	E6J64ABE	HPE iLO Advanced Electronic License with 3yr Support on iLO Licensed Features	1	£ 370.00	£ 370.00
HW Support	H9GF5E	HPE 3 Year Foundation Care 24x7 ML350 Gen10 Service	1	£ 1,495.00	£ 1,495.00
				Sub Total:	£ 12,391.00
				Bundle Discount:	Big Savings
				Total:	£ 12,391.00

## Discount Savings Matched Bundles

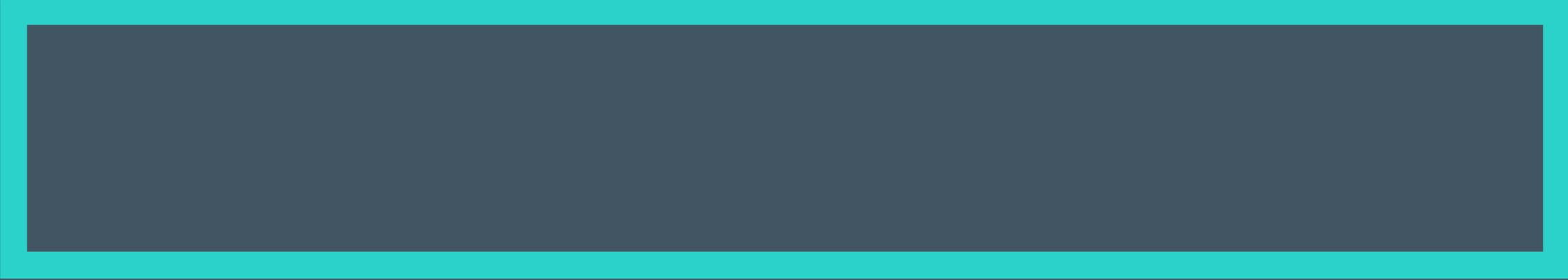
Kit Code/Config	Description	Quantity	Price	Total
SOLLML350-003	Top Value Offer: SOLLML350-003, Deal ID: 96658317, Config ID: 72596451	1	£4,542.00	£4,542.00

## Additional Products

Mfr Part Number	Description	Quantity	Price	Total
P11058-041	Microsoft Windows Server 2019 (16-Core) Standard ROK German Software	1	£666.00	£666.00
H9GF5E	HPE 3 Year Foundation Care 24x7 ML350 Gen10 Service	1	£1,495.00	£1,495.00
P00924-B21	HPE 32GB (1 x 32GB) Dual Rank x4 DDR4-2933 CAS-21-21-21 Registered Memory Kit	3	£648.00	£1,944.00
872475-B21	HPE 300GB 12G 10k rpm HPL SAS SFF (2.5in) Smart Carrier ENT 3yr Wty Digitally Signed Firmware HDD	3	£238.00	£714.00
872479-B21	HPE 1.2TB 12G 10k rpm HPL SAS SFF (2.5in) Smart Carrier ENT 3 Year Wty Digitally Signed Firmware Hard	5	£532.00	£2,660.00
E6J64ABE	HPE iLO Advanced Electronic License with 3yr Support on iLO Licensed Features	1	£370.00	£370.00

# Learning Check Point

Create a Quote with the SMB Solutions Tile for a Small Office Deployment. Remove an option and save the quote as “Checkpoint 2”.



# Choosing the Screen View

# Choosing the Screen View – Three Options

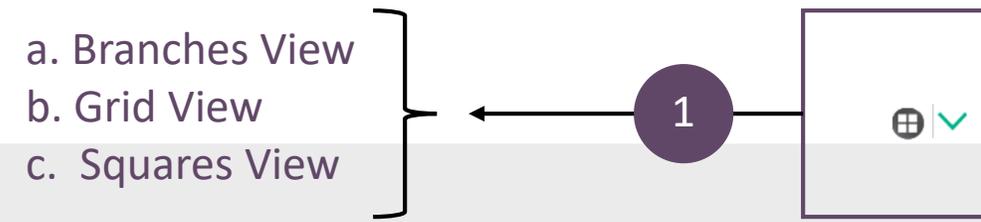


## Browsing

All Products ▶ Servers

### HPE COMPETITIVE RESPONSE SELECTOR

- |   |  |  |  |  |  |  |
|---|--|--|--|--|--|--|
| <b>Promotions</b><br><input type="checkbox"/> Best Sellers (80)<br><input type="checkbox"/> Top Value Offers (47) | <b>SKU Type</b><br><input type="checkbox"/> Top Value (9)<br><input type="checkbox"/> Regular models (139) | <b>Form Factor</b><br><input type="checkbox"/> Ultra micro tower (5)<br><input type="checkbox"/> Rack (110)<br><input type="checkbox"/> Blade (3)<br><input type="checkbox"/> Tower (39) | <b>CPU Sockets</b><br><input type="checkbox"/> 1 (45)<br><input type="checkbox"/> 2 (101)<br><input type="checkbox"/> 4 (15) | <b>CPU Cores</b><br><input type="checkbox"/> 2 - 6 (34)<br><input type="checkbox"/> 8 (53)<br><input type="checkbox"/> 10 (15)<br><input type="checkbox"/> 12 - 16 (34)<br><input type="checkbox"/> 18 - 32 (21) | <b>Drive Bays</b><br><input type="checkbox"/> 2 - 4 (47)<br><input type="checkbox"/> 8 (102)<br><input type="checkbox"/> 12 - 24 (8) | <b>HDD Form Factor</b><br><input type="checkbox"/> NHP (12)<br><input type="checkbox"/> SFF (109)<br><input type="checkbox"/> LFF (34) |
|---|--|--|--|--|--|--|



# Choosing the Screen View – Branches View

## HPE COMPETITIVE RESPONSE SELECTOR

### Promotions

- Best Sellers (80)
- Top Value Offers (47)

### SKU Type

- Top Value (9)
- Regular models (139)

### Form Factor

- Ultra micro tower (5)
- Rack (110)
- Blade (3)
- Tower (39)

### CPU Sockets

- 1 (43)
- 2 (101)
- 4 (13)

### CPU Cores

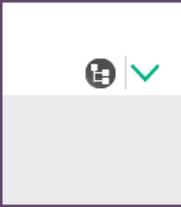
- 2 - 6 (34)
- 8 (53)
- 10 (15)
- 12 - 16 (34)
- 18 - 32 (21)

### Drive Bays

- 2 - 4 (47)
- 8 (102)
- 12 - 24 (8)

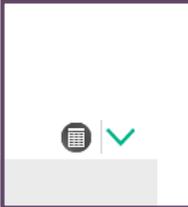
### HDD Form Factor

- NHP (12)
- SFF (109)
- LFF (34)



- ⊕ BL460c Gen10
- ⊕ DL20 Gen10
- ⊕ DL160 Gen10
- ⊕ DL180 Gen10
- ⊕ DL325 Gen10
- ⊕ DL360 Gen10
- ⊕ DL380 Gen10
- ⊕ DL385 Gen10
- ⊕ DL560 Gen10
- ⊕ DL580 Gen10
- ⊕ ML30 Gen10
- ⊕ ML110 Gen10
- ⊕ ML350 Gen10
- ⊕ MicroServer Gen10

# Choosing the Screen View – Grid View



All Products ► Servers

**HPE COMPETITIVE RESPONSE SELECTOR**

- Promotions**
  - Best Sellers (80)
  - Top Value Offers (47)
- SKU Type**
  - Top Value (9)
  - Regular models (139)
- Form Factor**
  - Ultra micro tower (5)
  - Rack (110)
  - Blade (3)
  - Tower (39)
- CPU Sockets**
  - 1 (43)
  - 2 (101)
  - 4 (13)
- CPU Cores**
  - 2 - 6 (34)
  - 8 (53)
  - 10 (15)
  - 12 - 16 (34)
  - 18 - 32 (21)
- Drive Bays**
  - 2 - 4 (47)
  - 8 (102)
  - 12 - 24 (8)
- HDD Form Factor**
  - NHP (12)
  - SFF (109)
  - LFF (34)

**SHOW ALL 157 ITEMS**

Price ▼ Add a sort ▼

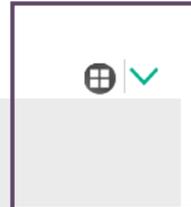
- Part Number
- Promotions
- Points
- SKU Type
- Form Factor
- HDD Form Factor
- CPU Sockets
- CPU Cores
- Drive Bays
- Family
- Installed Memory
- U (rack units)
- Stock
- Price

Part Number	Promotions	Points	SKU Type	Form Factor	HDD Form Factor	CPU Sockets	CPU Cores	Drive Bays	Family	Installed Memory	U (rack units)	Stock	Price
840371-B21	WW			Rack	SFF	4	26	16	DL560 Gen10	256 GB	2 U	0	60,635,00 € *
HPE ProLiant DL560 Gen10 4 x Intel Xeon-P 8170 26-Core (2.10GHz 15MB) 256GB (16 x 16GB) PC4-2666V-R DDR4 2666MHz RDIMM 16 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P816i-a SR Gen10 LH No Optical 2 x 1600W 3yr Next Business Day Warranty													
P02875-B21				Rack	SFF	4	24	16	DL560 Gen10	512 GB	2 U	0	60,005,00 € *
HPE ProLiant DL560 Gen10 4 x Intel Xeon-P 8268 24-Core (2.90GHz 36MB) 512GB (16 x 32GB) PC4-2933Y-R DDR4 RDIMM 16 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P816i-a SR Gen10 LH No Optical 2 x 1600W 3yr Next Business Day Warranty													
869845-B21	WW			Rack	SFF	4	26	8	DL580 Gen10	256 GB	4 U	0	58,044,00 € *
HPE ProLiant DL580 Gen10 4 x Intel Xeon-P 8164 26-Core (2.0GHz 35MB) 256GB (8 x 32GB) PC4-2666V-R DDR4 2666MHz RDIMM 8 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P408i-p SR 12Gb 4 x 1600W 3yr Next Business Day Warranty													
P05671-B21				Rack	SFF	4	24	8	DL580 Gen10	512 GB	4 U	0	53,775,00 € *
HPE ProLiant DL580 Gen10 4 x Intel Xeon-P 8260 24-Core (2.4GHz 35.75MB) 512GB (16 x 32GB) PC4-2933Y-R DDR4 RDIMM 8 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P408i-p SR 12Gb 4 x 1600W 3yr Next Business Day Warranty													

# Choosing the Screen View – Squares View

All Products ► Servers

## HPE COMPETITIVE RESPONSE SELECTOR



- |  |   |  |  |  |   |  |
|--|---|--|--|--|---|--|
| <b>Promotions</b>  | <b>SKU Type</b>   | <b>Form Factor</b>   | <b>CPU Sockets</b>   | <b>CPU Cores</b>   | <b>Drive Bays</b>   | <b>HDD Form Factor</b>   |
| <input type="checkbox"/> Best Sellers (80)<br><input type="checkbox"/> Top Value Offers (47) | <input type="checkbox"/> Top Value (9)<br><input type="checkbox"/> Regular models (139) | <input type="checkbox"/> Ultra micro tower (5)<br><input type="checkbox"/> Rack (110)<br><input type="checkbox"/> Blade (3)<br><input type="checkbox"/> Tower (39) | <input type="checkbox"/> 1 (43)<br><input type="checkbox"/> 2 (101)<br><input type="checkbox"/> 4 (13) | <input type="checkbox"/> 2 - 6 (34)<br><input type="checkbox"/> 8 (53)<br><input type="checkbox"/> 10 (15)<br><input type="checkbox"/> 12 - 16 (34)<br><input type="checkbox"/> 18 - 32 (21) | <input type="checkbox"/> 2 - 4 (47)<br><input type="checkbox"/> 8 (102)<br><input type="checkbox"/> 12 - 24 (8) | <input type="checkbox"/> NHP (12)<br><input type="checkbox"/> SFF (109)<br><input type="checkbox"/> LFF (34) |

### BL460c Gen10



**Price:** 8.535,00 € to 13.385,00 €  
**Memory:** 64 GB to 128GB  
**Form Factor:** Blade (1U)  
**CPUs:** 2  
**Drive Bays:** 2

### DL20 Gen10



**Price:** 755,00 € to 5.060,00 €  
**Memory:** 8 GB to 32GB  
**Form Factor:** Rack (1U)  
**CPUs:** 1  
**Drive Bays:** 2 to 4

### DL160 Gen10



**Price:** 2.396,00 € to 3.308,00 €  
**Memory:** 16 GB to 32GB  
**Form Factor:** Rack (1U)  
**CPUs:** 2  
**Drive Bays:** 4 to 8

### DL180 Gen10



**Price:** 2.650,00 € to 5.032,00 €  
**Memory:** 16 GB to 64GB  
**Form Factor:** Rack (2U)  
**CPUs:** 2  
**Drive Bays:** 8

### DL325 Gen10



**Price:** 2.516,00 € to 22.310,00 €  
**Memory:** 8 GB to 32GB  
**Form Factor:** Rack (1U)  
**CPUs:** 1  
**Drive Bays:** 4 to 8

### DL360 Gen10



**Price:** 2.800,00 € to 15.365,00 €  
**Memory:** 8 GB to 128GB  
**Form Factor:** Mixed  
**CPUs:** 2  
**Drive Bays:** 4 to 8

### DL380 Gen10



**Price:** 3.096,00 € to 12.125,00 €  
**Memory:** 16 GB to 192GB  
**Form Factor:** Rack (2U)  
**CPUs:** 2  
**Drive Bays:** 8 to 24

### DL385 Gen10



**Price:** 3.201,00 € to 12.515,00 €  
**Memory:** 16 GB to 64GB  
**Form Factor:** Rack (2U)  
**CPUs:** 2  
**Drive Bays:** 8 to 24

### DL560 Gen10



**Price:** 10.400,00 € to 60.635,00 €  
**Memory:** 32 GB to 512GB  
**Form Factor:** Rack (2U)  
**CPUs:** 4  
**Drive Bays:** 8 to 16

### DL580 Gen10



**Price:** 16.139,00 € to 58.044,00 €  
**Memory:** 64 GB to 512GB  
**Form Factor:** Rack (4U)  
**CPUs:** 4  
**Drive Bays:** 8

### ML30 Gen10



**Price:** 985,00 € to 2.040,00 €  
**Memory:** 8 GB to 16GB  
**Form Factor:** Tower (4U)  
**CPUs:** 1  
**Drive Bays:** 4 to 8

### ML110 Gen10



**Price:** 1.320,00 € to 6.674,00 €  
**Memory:** 8 GB to 32GB  
**Form Factor:** Tower  
**CPUs:** 1  
**Drive Bays:** 4 to 8

### ML350 Gen10



**Price:** 1.765,00 € to 6.535,00 €  
**Memory:** 8 GB to 64GB  
**Form Factor:** Mixed  
**CPUs:** 2  
**Drive Bays:** 4 to 8

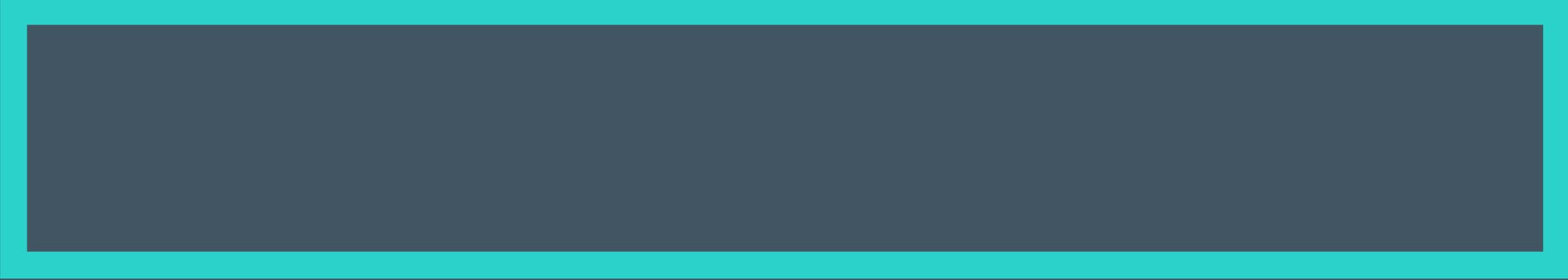
### MicroServer Gen10



**Price:** 450,00 € to 825,00 €  
**Memory:** 8 GB to 16GB  
**Form Factor:** Ultra micro tower  
**CPUs:** 1 to 2  
**Drive Bays:** 4

# Learning Check Point

Change the Views to all three options and pick a preference



# Adding to a Current Quote

# Select "My Quotes"

The screenshot shows the Hewlett Packard Enterprise iQuote interface. At the top, the logo and 'iQuote' text are visible. Below the logo, there is a navigation bar with the following items: 'Add Products : Browse', 'New Quote', 'My Quotes', and 'Resources'. The 'My Quotes' item is highlighted with a red box and an arrow pointing to it. Below the navigation bar, there are two tabs: 'DRAFT QUOTES' and 'SAVED QUOTES'. Below the tabs, there is a search bar with an 'APPLY' button and a 'CLEAR' button. Below the search bar, there is a note: 'Only quotes in the last 120 days displayed'. Below the note, there is a 'Number Of Results:' dropdown menu set to '50'. Below the dropdown menu, there is a table of quotes. The table has the following columns: 'Id', 'Version', 'Name', 'Contents', 'Updated', 'Status', 'Exports', and 'Value'. The table contains three rows of data. The first row is highlighted in light blue. The second row is highlighted in light blue. The third row is highlighted in light blue. Below the table, there are five buttons: 'FIRST PAGE', 'PREVIOUS', '1/1', 'NEXT', and 'LAST PAGE'.

Hewlett Packard Enterprise iQuote

My Quotes

Add Products : Browse New Quote My Quotes Resources

DRAFT QUOTES SAVED QUOTES

Search  APPLY CLEAR

Only quotes in the last 120 days displayed

Number Of Results: 50 ▼

Id ▼	Version	Name	Contents	Updated	Status	Exports	Value	
3336757	1	Check Point 1	1 System, 14 Options	23.07.2019	new (#NW)	1	27.748,00 €	✓ ✗ Ex
3336716	2	XYZ Company	1 System, 9 Options	23.07.2019	new (#NW)	0	7.118,00 €	✓ ✗ Ex
	1	XYZ Company	1 System, 9 Options	23.07.2019	new (#NW)	0	7.118,00 €	✓ ✗ Ex

FIRST PAGE PREVIOUS 1/1 NEXT LAST PAGE

# Create Next Version

Quote 3336757 Version 1

Id: 3336757 Version: 1 Name: Check Point 1 Updated: 23.07.2019 Status: new (#NW) Exports: 1 Value: 27.748,00 € \*

Mfr Part No	Description	List Price	Price Change	Quantity	Line Price
72550269	Top Value Offer: PERFDL380-004- (P06422-B21) - HPE Solution Server ProLiant DL380 Gen10 Intel Xeon-G 5118 12-Core (2.30GHz 16.5MB) 64GB (2 x 32GB) DDR4 2666MHz RDIMM 8 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P408i-a No Optical 1 x UMB 2 x 800W 3yr Next Business Day Warranty PLUS: 1x HPE DL380 Gen10 Intel Xeon-G 5118 12-Core (2.30GHz 16.5MB L3 Cache) Processor Kit, 2x HPE 32GB (1 x 32GB) Dual Rank x4 DDR4-2666 CAS-19-19-19 Registered Memory Kit, 2x HPE 1.2TB 12G 10k rpm HPL SAS SFF (2.5in) Smart Carrier ENT 3 Year Wty Digitally Signed Firmware Hard Drive, 1x HPE DL Gen10 PCIe x8 x16 x8 Secondary Riser Kit, (72550269)	11.830,00 €	none	1	11.830,00 € *
815100-B21	MEM HPE 32GB (1 x 32GB) Dual Rank x4 DDR4-2666 CAS-19-19-19 Registered Memory Kit	775,00 €	none	10	7.750,00 € *
P11061-B21	SOF1 Microsoft Windows Server 2019 (16-Core) Datacenter ROK English Software	4.495,00 €	none	1	4.495,00 € *
E6U64ABE	MAN1 HPE iLO Advanced Electronic License with 3yr Support on iLO Licensed Features	450,00 €	none	1	450,00 € *
872479-B21	HDD HPE 1.2TB 12G 10k rpm HPL SAS SFF (2.5in) Smart Carrier ENT 3 Year Wty Digitally Signed Firmware Hard Drive	600,00 €	none	1	600,00 € *
H8QP7E	SVC HPE 3 Year Foundation Care 24x7 DL380 Gen10 Service	2.623,00 €	none	1	2.623,00 € *

VIEW COPY CREATE NEXT VERSION

Create Next Version

# Modify your Quote and then Save

Quote 3336757-2(saved) **FULFILMENT**

Check Point 1

Total 19.998,00 € \*

1 System, 4 options x1 x1

**ENGAGE&GROW** **20 Points** [Learn More](#)

**DL380 Gen10 Servers** 19.998,00 € \*

1

Top Value Offer 72550269 11.830,00 € \*

Show Pre-Installed

Top Value Offer includes

Processor	826854-L21	<input type="button" value="x"/>	<input type="text" value="1"/>	
Memory	815100-B21	<input type="button" value="x"/>	<input type="text" value="2"/>	<input type="button" value="+"/> 775,00 € *
Hard Disk Drive	872479-B21	<input type="button" value="x"/>	<input type="text" value="2"/>	<input type="button" value="+"/> 600,00 € *
Hardware Kit	870548-B21	<input type="button" value="x"/>	<input type="text" value="1"/>	
Microsoft OS	P11061-B21	<input type="button" value="-"/>	<input type="text" value="1"/>	<input type="button" value="+"/> 4.495,00 € *
Licence w/ iLO	E6U64ABE	<input type="button" value="-"/>	<input type="text" value="1"/>	450,00 € *
Hard Disk Drive	872479-B21	<input type="button" value="-"/>	<input type="text" value="1"/>	<input type="button" value="+"/> 600,00 € *
HW Support	H8QP7E	<input type="button" value="-"/>	<input type="text" value="1"/>	<input type="button" value="+"/> 2.623,00 € *

Specification CPU : 2.3 GHz MEM : 128 GB

Validation x1 x1

MODIFY

Quote 3336757-2(saved) **FULFILMENT**

Check Point 1 v2

Total 19.998,00 € \*

1 System, 4 options x1 x1

**ENGAGE&GROW** **20 Points** [Learn More](#)

**DL380 Gen10 Servers** 19.998,00 € \*

1

Top Value Offer 72550269 11.830,00 € \*

Show Pre-Installed

Top Value Offer includes

Processor	826854-L21	<input type="button" value="x"/>	<input type="text" value="1"/>	
Memory	815100-B21	<input type="button" value="x"/>	<input type="text" value="2"/>	<input type="button" value="+"/> 775,00 € *
Hard Disk Drive	872479-B21	<input type="button" value="x"/>	<input type="text" value="2"/>	<input type="button" value="+"/> 600,00 € *
Hardware Kit	870548-B21	<input type="button" value="x"/>	<input type="text" value="1"/>	
Microsoft OS	P11061-B21	<input type="button" value="-"/>	<input type="text" value="1"/>	<input type="button" value="+"/> 4.495,00 € *
Licence w/ iLO	E6U64ABE	<input type="button" value="-"/>	<input type="text" value="1"/>	450,00 € *
Hard Disk Drive	872479-B21	<input type="button" value="-"/>	<input type="text" value="1"/>	<input type="button" value="+"/> 600,00 € *
HW Support	H8QP7E	<input type="button" value="-"/>	<input type="text" value="1"/>	<input type="button" value="+"/> 2.623,00 € *

Specification CPU : 2.3 GHz MEM : 128 GB

Validation x1 x1

SAVE

# My Quotes

Add Products : [Browse](#)   [New Quote](#)   [My Quotes](#)   [Resources](#)

**DRAFT QUOTES**   **SAVED QUOTES**

Search  [APPLY](#) [CLEAR](#)

Only quotes in the last 120 days displayed  
Number Of Results:

Id	Version	Name	Contents	Updated	Status	Exports	Value	
- 3336757	2	Check Point 1 v2	1 System, 4 Options	23.07.2019	new (#NW)	0	19.998,00 €	✓ ✗ Ex
	1	Check Point 1	1 System, 14 Options	23.07.2019	new (#NW)	1	27.748,00 €	✓ ✗ Ex
+ 3336716	2	XYZ Company	1 System, 9 Options	23.07.2019	new (#NW)	0	7.118,00 €	✓ ✗ Ex

[FIRST PAGE](#)   [PREVIOUS](#)   [1/1](#)   [NEXT](#)   [LAST PAGE](#)

See both Versions

# Learning Check Point

Open your Quote: Check Point 1 and make a change to it.  
Save as Version 2.

Verify you have both versions under “My Quotes”



# Competitive Selector

Please NOTE: this functionality is available to HPE Employees when using iQuote Universal. HPE Partners can only access this feature when they are utilizing iQuote Integrated

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# HPE Competitive Response Selector

If you are selling against a product from another Vendor, then from the home page you can select the Competitive Selling tile.

Competitive Selling

**HPE**  
**Competitive**  
**Response**  
**Selector**

Find the best HPE systems to win  
against a competitive product

# Competitive Response Selector

## HPE Competitive Response Selector

### Select Competitive Product

#### Competitor

- Cisco
- Dell
- Fujitsu
- Hitachi
- HUAWEI
- IBM
- Lenovo
- NetApp
- Oracle
- Oracle / Sun
- Quantum
- Spectra Logic
- Veritas

#### System Type

- Servers
- Storage

#### Form Factor

- Blade
- Rack
- Tower

#### Product

- M630
- R230
- R330
- R430
- R440
- R530
- R540
- R630
- R640
- R6415
- R730
- R730xd
- R740
- R740xd
- R7425
- R830
- R840
- R930
- R940
- R940xa
- T130
- T20
- T30
- T330
- T430
- T440
- T630
- T640

# Selecting Competitive Product

HPE Competitive Response Selector



## Select Competitive Product

### Competitor

- Cisco
- Dell
- Fujitsu
- Hitachi
- HUAWEI
- IBM
- Lenovo
- NetApp
- Oracle
- Oracle / Sun
- Quantum
- Spectra Logic
- Veritas

### System Type

- Servers
- Storage

### Form Factor

- Blade
- Rack
- Tower

### Product

- M630
- R230
- R330
- R430
- R440
- R530
- R540
- R630
- R640
- R6415
- R730
- R730xd
- R740
- R740xd
- R7425
- R830
- R840
- R930
- R940
- R940xa
- T130
- T20
- T30
- T330
- T430
- T440
- T630
- T640

## Recommended HPE Systems

Family	Price	Installed Memory	Form Factor	CPU Sockets	Drive Bays	PowerEdge
<a href="#">View</a> ML350 Gen10	1.765,00 € to 6.535,00 €	8GB to 64GB	Tower	2	4 to 8	T640

# View Products

All Products ▶ Servers ▶ ML350 Gen10



ACCESSORIES

HPE COMPETITIVE RESPONSE SELECTOR

Promotions

- Best Sellers (10)
- Top Value Offers (3)

SKU Type

- Top Value (1)
- Regular models (17)

Form Factor

- Tower (17)
- Rack (1)

CPU Sockets

- 2 (18)

CPU Cores

- 6 - 8 (12)
- 10 (3)
- 12 - 16 (3)

Drive Bays

- 4 (8)
- 8 (10)

HDD Form Factor

- NHP (3)
- LFF (5)
- SFF (10)

- ⊕ 877623-421 **6.535,00 €\*** 15 in stock  + WW

HPE ProLiant ML350 Gen10 Tower 2 x Intel Xeon-G 5118 12-Core (2.30GHz 16.5MB) 32GB (2 x 16GB) PC4-2666V-R DDR4 2666MHz RDIMM 8 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P408i-a SR 2 x 800W 3yr Next Business Day Warranty
- ⊕ P11053-421 **5.145,00 €\*** 6 in stock  + WW 10 Points 💰

HPE ProLiant ML350 Gen10 Tower Intel Xeon-G 5218 16-Core (2.30GHz 22MB) 16GB (1 x 32GB) PC4-2933Y-R DDR4 2933MHz RDIMM 8 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P408i-a SR 2 x 800W 3yr Next Business Day Warranty
- ⊕ 877622-421 **4.965,00 €\*** 10 in stock  + WW

HPE ProLiant ML350 Gen10 Rack-Mount 2 x Intel Xeon-S 4114 10-Core (2.20GHz 13.75MB) 32GB (2 x 16GB) PC4-2666V-R DDR4 2666MHz RDIMM 8 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P408i-a SR 2 x 800W 3yr Next Business Day Warranty
- ⊕ 72549946 **4.947,00 €\*** 51 in stock  + WW 💰

Top Value Offer: PERFML350-005- (P11051-421) - HPE ProLiant ML350 Gen10 Tower Intel Xeon-S 4210 10-Core (2.20GHz 14MB) 16GB (1 x 16GB) PC4-2933Y-R DDR4 RDIMM 8 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P408i-a SR 800W 3yr Next Business Day Warranty PLUS: 3x HPE 16GB (1x16GB) Single Rank x4 DDR4-2933 CAS-21-21-21 Registered Memory Kit, 1x HPE 800W Flex Slot Platinum Hot Plug Low Halogen Power Supply Kit, (72549946)
- ⊕ 72550267 **4.790,00 €\*** 125 in stock  + WW 💰

Top Value Offer: PERFML350-002- (877621-421) - HPE ProLiant ML350 Gen10 Tower Intel Xeon-S 4110 8-Core (2.10GHz 11MB) 16GB (1 x 16GB) PC4-2666V-R DDR4 2666MHz RDIMM 8 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P408i-a SR 800W 3yr Next Business Day Warranty PLUS: 1x HPE 16GB (1x16GB) Single Rank x4 DDR4-2666 CAS-19-19-19 Registered Memory Kit, 2x HPE 300GB 12G 10k rpm HPL SAS SFF (2.5in) Smart Carrier ENT 3yr Wty Digitally Signed Firmware HDD, 1x HPE ML350 Gen10 Redundant Fan Cage Kit, 1x HPE 800W Flex Slot Platinum Hot Plug Low Halogen Power Supply Kit, (72550267)
- ⊕ P11052-421 **4.060,00 €\*** 0 in stock  + WW 10 Points 💰

HPE ProLiant ML350 Gen10 Tower Intel Xeon-S 4214 12-Core (2.20GHz 17MB) 16GB (1 x 32GB) PC4-2933Y-R DDR4 RDIMM 8 x Hot Plug 2.5in Small Form Factor Smart Carrier Smart Array P408i-a SR 800W 3yr Next Business Day Warranty

# Learning Check Point

Create a Quote with the HPE equivalent to the following Dell Server: Rack R640; Intel Xeon G 6130 16-Core; 3 SSDs. Save as Checkpoint 3.



# Other items

# Search

From the Homepage, if you know the product/accessory you are looking for, you can click on and type the criteria into the Search field:

The screenshot shows a search interface with a search bar containing 'DL2d'. Below the search bar is a table of search results. The table has columns for product details, price, quantity, and stock status. The results include various server models and accessories.

Category	Product Name	Price	Quantity	Stock Status	Action
Servers	P06476-B21 HPE ProLiant DL20 Gen10 Intel Pentium G5400 Dual-Core (3.70GHz 4MB) 8GB (1 x 8GB) DDR4 2666MHz UDIMM	\$899.00 *	45	in stock	+
Servers	P08335-B21 HPE ProLiant DL20 Gen10 Intel Xeon E-2124 Quad-Core (3.30GHz 8MB) 8GB (1 x 8GB) DDR4 2666MHz UDIMM 2	\$1,103.00 *	29	in stock	+
Servers	P06479-B21 HPE ProLiant DL20 Gen10 Solution Server Intel Xeon E-2134 Quad-Core (3.50GHz 8MB) 16GB (1 x 16GB) DD	\$1,983.00 *	61	in stock	+
Servers	P06478-B21 HPE ProLiant DL20 Gen10 Intel Xeon E-2136 6-Core (3.30GHz 12MB) 16GB (1 x 16GB) DDR4 2666MHz UDIMM 4	\$2,022.00 *	47	in stock	+
Servers	P06477-B21 HPE ProLiant DL20 Gen10 Intel Xeon E-2124 Quad-Core (3.30GHz 8MB) 16GB (1 x 16GB) DDR4 2666MHz UDIMM	\$1,404.00 *	157	in stock	+
Accessories	Storage > Optical Drive > P06681-B21 HPE DL20 Gen10 LFF ODD Cable Kit	\$41.00 *	5	in stock	+
Accessories	Storage > Optical Drive > P06677-B21 HPE DL20 Gen10 SFF ODD Enablement Kit	\$44.00 *	13	in stock	+
Accessories	System > Hardware Kit > 811259-B21 HPE DL20 Gen9 FlexLOM riser kit	\$59.00 *	2	in stock	+
Accessories	System > Hardware Kit > 811271-B21 HPE DL20 Gen9 GPU Enablement Kit	\$59.00 *	6	in stock	+
Accessories	System > Hardware Kit > P06667-B21 HPE DL20 Gen10 FlexLOM riser kit	\$99.00 *	0	in stock	+
Accessories	System > Hardware Kit > P06671-B21 HPE DL20 Gen10 2SFF HDD Enablement Kit	\$125.00 *	7	in stock	+
Accessories	System > Power Supply > 820306-B21 HPE DL20 Gen9 RPS Cable Kit	\$25.00 *	6	in stock	+
Accessories	Expansion > RAID Controller > 822451-B21 HPE DL20 Gen9 Smart Storage Battery Holder	\$19.00 *	6	in stock	+

# Account Settings

By clicking on 'Account Settings' in the top right of the screen the following page will appear which enables you to amend your name, password, telephone number, language, currency and date formats:

## Account Settings

AccountID:178968 UserID:83608

[Change Password](#)

Full Name

lucy

Email

lucy.ellis@hpe.com

Telephone

253-905-0936

Language:

English ▼

Currency and Date Format:

English - United States ▼

Roles:

USER ▲▼

Apply to all my iQuote accounts.

Host Account Number

SAVE

# Switch Account Settings

For multiple GEO ; or multiple language access

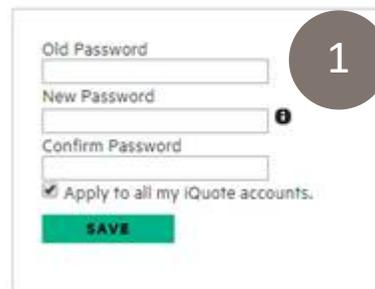
Language and country are separate (i.e. Canada needs both English and French). To get a different country context, you need to register for a different country on the signup page. (1) Then set the language accordingly.

Once you register all of the countries you need (using the same email address), go into one of them and go to Account Settings (2) From there click Change Password, and check the box to apply to all accounts.

After that, when you login, (3) there will be a selector after you login to pick which “instance” of iQuote Universal you want to use: And from one instance, you can click “Switch Account” to get back to the selector.

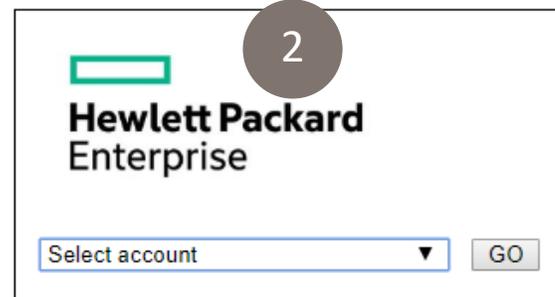
[Back to Account Settings](#)

## Change Password

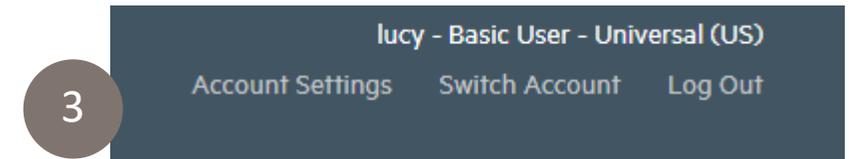


Old Password  
New Password  
Confirm Password  
 Apply to all my iQuote accounts.  
SAVE

Where would you like to visit?



**Hewlett Packard Enterprise**  
Select account ▼ GO



lucy - Basic User - Universal (US)  
Account Settings Switch Account Log Out

---

# Resources

Add Products : Browse

New Quote

My Quotes

Resources

---

## iQuote Resources

### Training

[Education Services Credit Selector Training Video](#)

[iQuote Training Video](#)

[iQuote User Guide](#)

### iQuote News

[iQuote News - July 2018](#)

[iQuote News - October 2018](#)



# Thank you!