



How to become an HPE OEM

We're excited about welcoming you to the HPE OEM program. Part of HPE's policy is to require our partners to execute a Global OEM Agreement that defines the terms under which you will operate with us as an OEM. Key provisions allow you to export, make approved modifications and include our products as a part of your solution. HPE has no volume requirements nor is pricing a part of our OEM Agreement. Upon the successful completion of the Application process (step 1), you will have access to our OEM Partner Portal, our OEM-specific Technical Support telephone line as well as enjoying other benefits of working with Hewlett Packard Enterprise as an OEM.

Becoming an HPE OEM is a simple process.

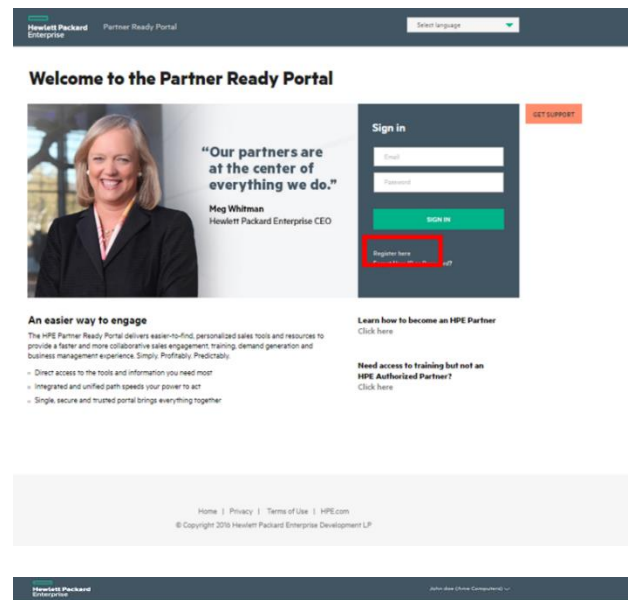
- Step 1: Create an account and Register your company in our Partner Portal
- Step 2: Choose OEM among the HPE Programs and Complete the application
- Step 3: Meet with the Sales representative
- Step 4: Complete a questionnaire on Compliance with Foreign Corrupt Practices Act (DDC)
- Step 5: Sign the OEM Agreement

Step 1: Portal Registration

To start your process you will go to the HPE Partner Ready Portal and sign up to access the portal at: <https://partner.hpe.com/web/upp-ww/registration>.

This page is the initial door into all of HPE's programs. To enter into the portal you will simply click on **Register Here**. Provide your name, your work email address, your contact information, company address and tax ID to complete the process.

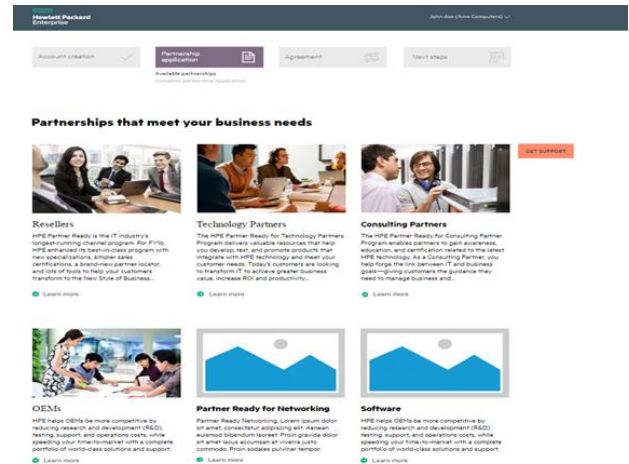
Once this step is complete HPE will send you an email with log-in information. Use this information to return to this page and sign into the portal. The Portal will talk about a Partner Portal Admin (PPA). You will have the opportunity in the application process to assign this role to a person of your choosing. You can also come back later and designate who will be the PPA for your company.



Step 2: Choose OEM among the program options and Complete the application

Once you receive the log-in information back you are ready to start the application process. The first step in the application process is confirming the OEM program is the correct program for you among the various partner programs HPE provides. The key criteria are:

- You have substantial, owned Intellectual Property (IP) within the solution you are selling
- The Solution is sold as a solution and not as standalone parts
- You are willing and able to provide first level support for the solution you are selling to your customers



By clicking **Learn More** you can gain more knowledge on the HPE OEM program. Once you are ready, **Enroll Now** will bring you into the application.

Once deciding the OEM program is the correct program for you, you can begin the application process. If at any time you want to come back to the application you merely need to choose save and you can return to the spot you left off.

The application will include questions in the following areas:

Company Information

- Company information and stock symbol if applicable
- Company annual Revenue
- Solution sales volume first 12 month and estimated annual volume at maturity
- Planned regional markets into which you will sell your solution
- Location and contact information globally from which you will purchase the HPE product
- Contact information of the authorized Contract Signer, Technical Support contacts and Ethics and Compliance Officer, and Portal Administrator

Solution information

- Brief overview of your OEM solution
- High level description of the HPE component you will need for the solution
- Patent numbers or other substantiation of your owned IP
- A description of any cloud components to your solution
- If any modifications will be made to the product including a brief description of the permissible modifications
- Contract manufacturer name and contact for the solution if one will be used.

Step 3: Meet with the Sales Representative

Once you complete the application questionnaire, an OEM Sales Representative will contact you to review your submission materials.

Step 4: Complete a questionnaire on Compliance with Foreign Corrupt Practices Act

As part of the HPE OEM program, HPE makes available the option to request from HPE additional discounts in excess of standard pricing. This pricing is requested when pursuing large strategic opportunities that might require an enhanced discount to win. To make these discounts available, HPE must insure its partners are in compliance with the Foreign Corrupt Practices Act and the UK Anti-Bribery Act. HPE completes its due diligence by asking our partners to complete a questionnaire (“DDQ”) on the topic. The questionnaire will be sent to the person whose contact information is provided as the Ethics and Compliance Officer on the application.

Step 5: Sign the OEM Agreement

Once the completed application has been received and approved, HPE will send the OEM Agreement via email to you for signature. Where legally allowed the OEM Agreement will be executed electronically. HPE will counter-sign electronically and send the OEM Agreement and the completed Application back to you along with a welcome letter.

The OEM Agreement is a 2 year global agreement with automatic 1 year extensions. If you have purchasing locations listed in Brazil, Taiwan, Russia or the CIS states we will send a Country Participation Agreement (CPA) to the listed contact. This must be signed locally and returned for local counter-signature. If you have a Contract Manufacturer (CM) listed we will send an addendum to them to sign also. These documents become part of the overall contract package.

Thank you for your interest in becoming an HPE OEM