



**Hewlett Packard  
Enterprise**

# **HPE Business-to- Business Storefront**

May 2017



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# HPE Business-to-Business Storefront

State-of-the-art eCommerce platform makes doing business with HPE **fast, simple, and convenient**

- Self-service quoting, ordering, and repurchasing with 24x7 global availability
- Customized online experience tailored for your business
- Most HPE products and services available online, including more options for configuring your order
- Product and service recommendations tailored to your purchase history
- No approval delays for changes to your standard BOM
- Integrates with your purchasing workflows



# Simple and convenient

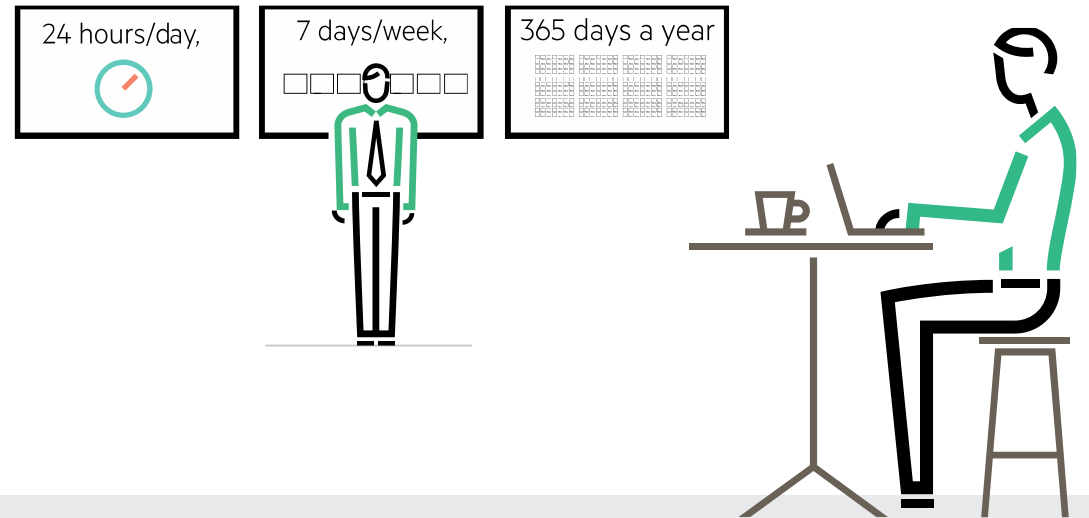
## Fast and easy

- Log in, select your catalog, and place your order in minutes
- Repurchase easily with minimal overhead
- Select delivery and payment options
- Easily access product information and pricing
- Get a quote, then use the B2B Storefront to convert the quote into a PO
- Chat online



## 24x7 convenience

- Order from your computer or mobile device anywhere, anytime
- Check the status of your order at any time

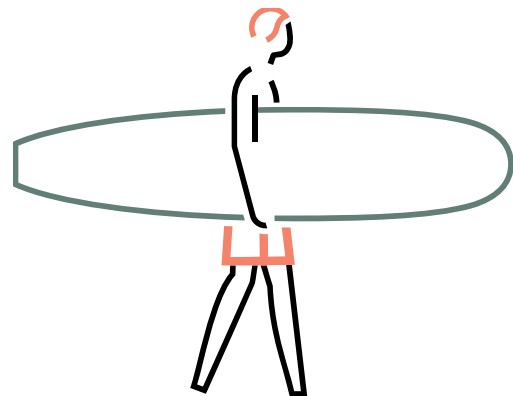
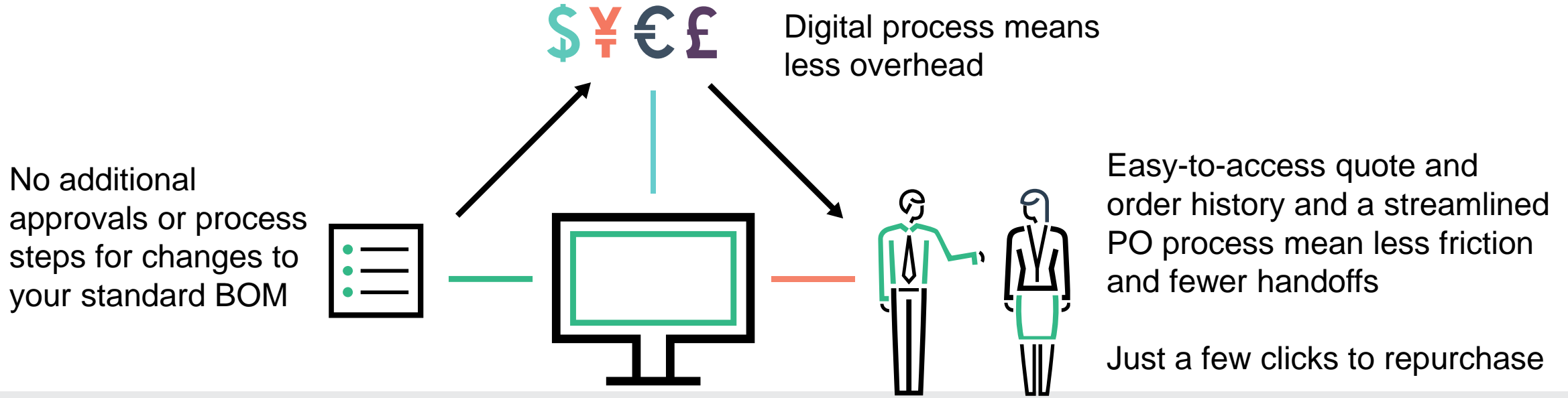


# Tailored for you

- Customer-specific catalog
- Products and services automatically recommended based on your purchase history
- Different home screens with tailored options for different users in your organization
- Seamlessly manages your purchasing standards
- Storefront and process integrates with your purchasing workflows
- Full B2Bi, integrating our online portal into your procurement system for an entirely seamless experience
- Just a few clicks to repurchase



# Tangible benefits for you



Plus it frees up your time to focus on other things



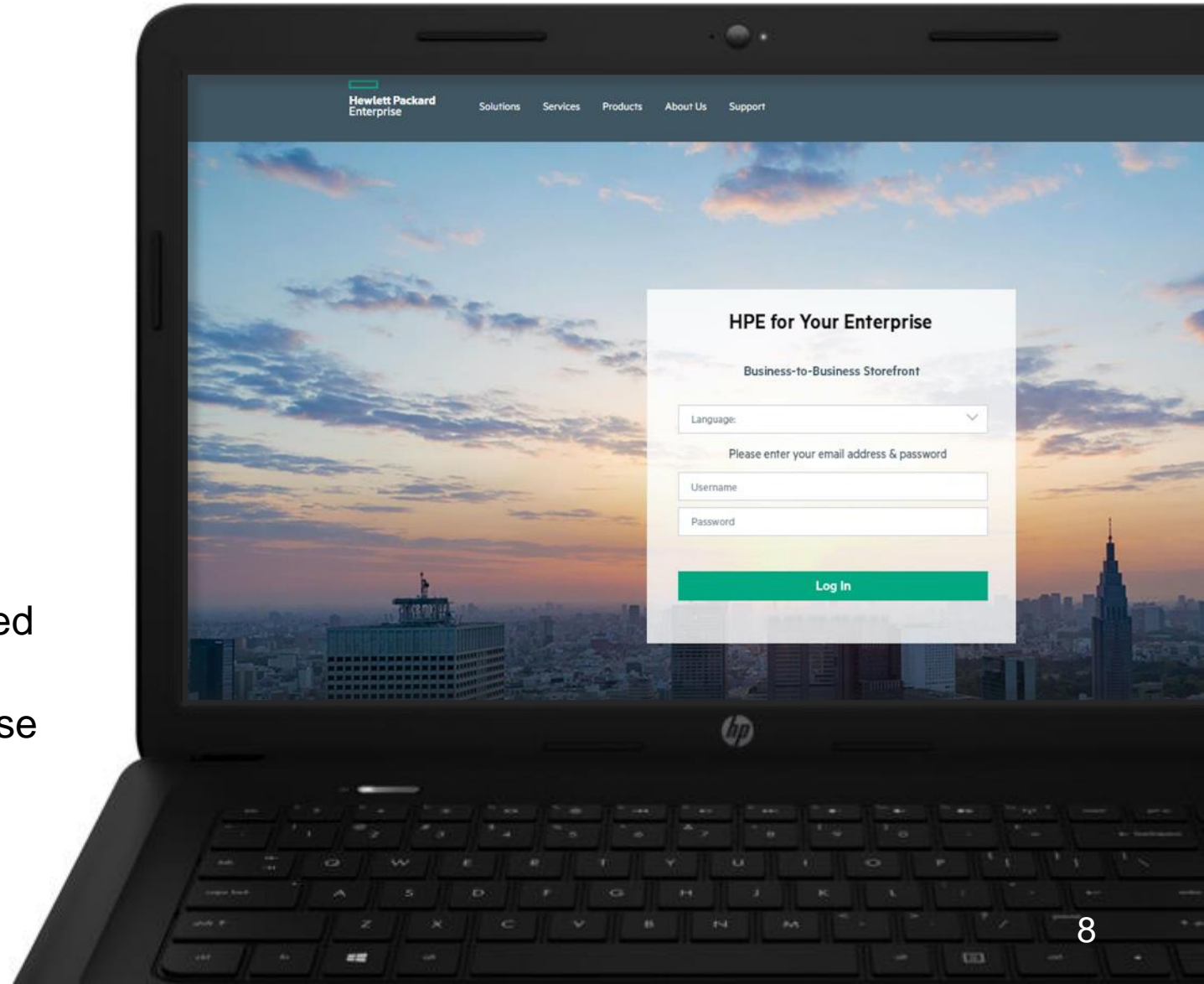
**Thank you**



# Appendix – An overview of the HPE Business-to-Business Storefront user interface

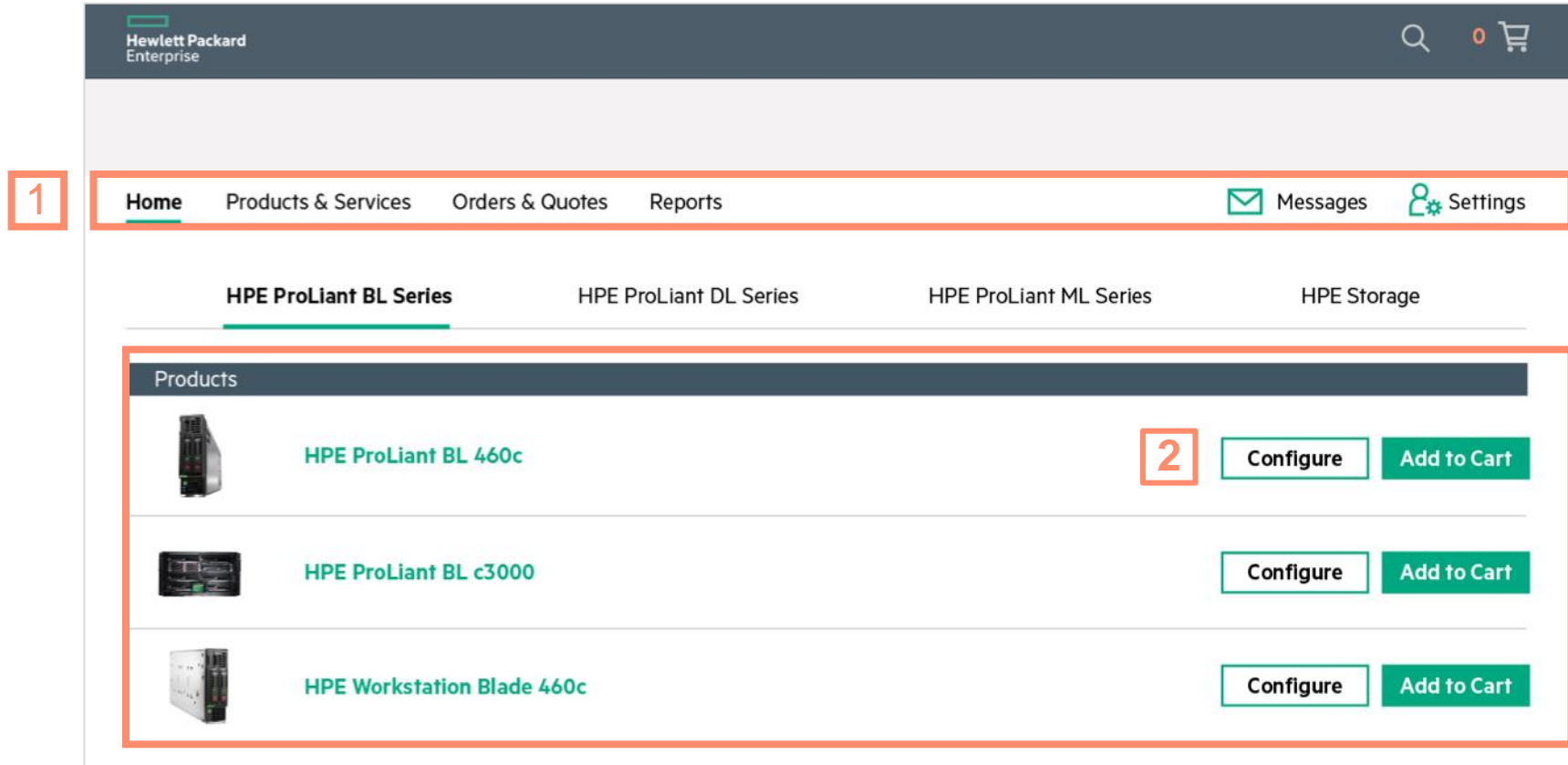
# Key features of our Business-to-Business Storefront

- Customer-specific portal
- Global catalog with account-specific pricing
- Multiple secure payment methods
- 140 countries, 15+ languages
- Global configurations
- Detailed product specs and comparisons
- Pricing localization, currency conversions
- Saved shopping carts
- Quote & order history
- Shipping and delivery status
- Product and service recommendations based on purchase history
- Ongoing improvements to search and browse experience





# Quick homepage access to order standard products, check order status, and convert quotes

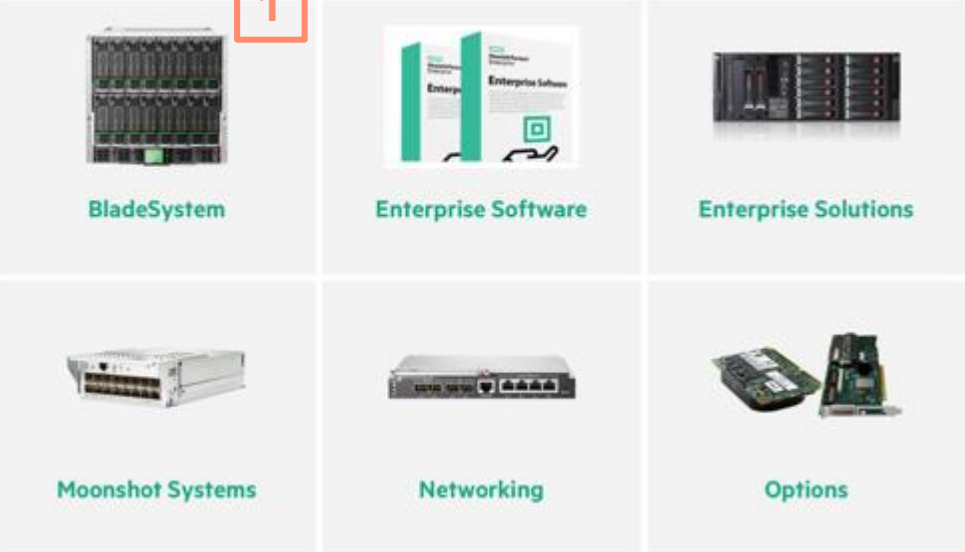


1 Navigation bar with easy access to key actions

2 Quick access to purchase or configure your standard products

# Easy catalog search

Catalog 1



BladeSystem Enterprise Software Enterprise Solutions

Moonshot Systems Networking Options

All Categories

- BladeSystem
- Enterprise Software
- Enterprise Solutions
- Moonshot Systems
- Networking
- Options
- Rack and Power
- Infrastructure Pr
- Servers
- Services and Support
- Storage
- Synergy
- Third Party Products
- Others

1 Click product category in homepage catalog

2 Select by thumbnail or use filters to narrow options

BladeSystem 2

**BladeSystem**

- BladeSystem Accelerators (1)
- BladeSystem Enclosures (16)
- BladeSystem Interconnects (6)
- BladeSystem Storage Blades (3)
- Integrity Server Blades (5)
- ProLiant Server Blades (10)

Filter by | Clear all selections

**Type**

- Configuration (11)
- Bundle (1)
- Standalone (29)

**Starting Price**

# Content-rich product detail pages

The screenshot shows the HPE product detail page for the HPE Workstation Blade 460c. The page layout includes a navigation bar with 'Home', 'Products & Services', 'Orders & Quotes', and 'Reports'. A search icon and a shopping cart icon are visible in the top right. The main content area is divided into three sections:

- 1** High resolution product image with multiple product views: A large image of the HPE Workstation Blade 460c server blade is shown, with three smaller images below it showing different views.
- 2** Clear list of product features: A list of product features is displayed under the heading 'HPE Workstation Blade 460c'. The features include:
  - Base Configuration
  - 1x SKU: 836737-B21: HPE ProLiant WS460c Gen9 E5-v4 10Gb/20Gb FlexibleLOM Configure-to-order Server Blade
  - 1x SKU: 819842-L21: HPE BL460c Gen9 Intel Xeon E5-2680v4 (2.4GHz/14-core/35MB/120W) FIO Processor Kit
  - 1x SKU: 805347-B21#0D1: HP 8GB (1x8GB) Single Rank x8 DDR4-2400 CAS-17-17-17 Registered Memory Kit
  - 1x SKU: 785067-B21#0D1: HPE 300GB SAS 12G Enterprise 10K SFF (2.5in) SC 3yr Wty HDD
  - 1x SKU: 761871-B21: HP Smart Array P244br/1GB FBWC 12Gb 2-ports Int FIO SAS Controller
  - 1x SKU: 684214-B21: HPE Ethernet 10Gb 2-port 560FLB FIO Adapter
  - 1x SKU: U8BF0E: HPE 3 year Proactive Care 24x7 WS460c Gen9 Service
- 3** Easy access to detailed specifications, compatible accessories, service and support options, and more information: A 'Price' section is visible, with currency symbols (\$, ¥, €, £) and two buttons: 'Configure' and 'Add to Cart'. Below the main content area, there is a navigation bar with links for 'Specifications', 'Accessories', 'Service & Support', and 'More Info'.

- 1** High resolution product image with multiple product views
- 2** Clear list of product features
- 3** Easy access to detailed specifications, compatible accessories, service and support options, and more information

# Easy configuration

**Configure Your Product**

HPE Workstation Blade 460c

Hardware | Service & Support | Accessories

Category	Description	Part	Qty	Price
Base Model *	HPE ProLiant WS460c Gen9 ES-v4 10Gb/20Gb FlexibleLOM Configure-to-order Server Blade	836737-B21		
Primary Processor *	HPE BL460c Gen9 Intel Xeon ES-2680v4 (2.4GHz/14-core/35MB/120W) FIO Processor Kit	819842-L21		
Secondary Processor				
Memory	HP 8GB (1x8GB) Single Rank x8 DDR4-2400 CAS-17-17-17 Registered Memory Kit	805347-B21W001	1	
Non Preinstalled Operating System *	None.			
Supported License Operating System Pack				
Downgrade Media Options for Non Preinstalled MS Server 2008 *	None.			
VMware Delivery Method *	None.			
Red Hat Enterprise Virtualization				
Red Hat Enterprise Linux Server				
VMWare Bundles				
RGSEditions				
VMWare VCenter Srm Products				
VMWare VCloud Products				
VMWare VCenter Products				
VMWare Client Virtualization				
VMWare VSphere Editions				
VMWare VSAN				
VMWare VSphere Kits				
RAID Settings *	None.			

**Summary**

Total Price  
\$ ¥ € £  
Add to Cart

**Hardware**

- HPE ProLiant WS460c Gen9 ES-v4 10Gb/20Gb FlexibleLOM Configure-to-order Server Blade
- HPE BL460c Gen9 Intel Xeon ES-2680v4 (2.4GHz/14-core/35MB/120W) FIO Processor Kit
- HP 8GB (1x8GB) Single Rank x8 DDR4-2400 CAS-17-17-17 Registered Memory Kit
- HPE 300GB SAS 10G Enterprise 10K SFF (2.5in) 5C 3yr Why HDD
- HPE Ethernet 10Gb 2-port 560FLB FIO Adapter
- HP Smart Array P244br/708 FBWC 10Gb 2-ports 1st FIO SAS Controller

**Service & Support**

- HPE 3 year Proactive Care 24x7 WS460c Gen9 Service

**Accessories**

- None selected

Export Summary

- 1 Guided configuration experience
- 2 Multiple ways to quickly customize your product including separate tabs for Service & Support, Accessories, and Hardware with top recommended options
- 3 Summary of your configuration changes and pricing

# Easy checkout

The screenshot shows the Hewlett Packard Enterprise shopping cart interface. The cart contains four items:

Items	Qty
HPE Workstation Blade 460c	1
HPE Proliant BLc7000	2
HPE ML350	1
HP Proliant DL20	1

Below the items is a "Continue shopping" button. To the right is a "Cart Summary" box with a "Create Purchase Order" button and options to "Save As Quote" or "Save As Favorite".

- 1 Review purchase, change quantities, and reconfigure from your shopping cart
- 2 Create a purchase order, save products as a quote, or add to favorites for easy repurchase

# Easy purchase order creation

1

Purchase Order

Purchase Order name:

Purchase Order number:

Submit Purchase Order

Save as draft

Account Information

First name:

Last name:

Company:

Phone:

Fax:

Email:

Payment Method:

Email notification:

Comments:

1 One step to review and submit purchase order

2 In-place editing of all purchase order sections

2

Shipping

Company:

Attention to:

Address 1:

Address 2:

Address 3:

City:

State/Province:

Zip/Postal code:

Country/Region:

Phone:

Fax:

Email:

Requested Delivery Date:

If no specific delivery date is requested HPE will endeavor to schedule delivery of your order as soon as possible.

Planned Delivery Date: not defined

Our order system will provide an expected delivery date within the next 72 hours.

Shipping instructions

Billing

Company:

Attention to:

Address 1:

Address 2:

Address 3:

State/Province:

City:

Zip/Postal code:

Country/Region:

CBN:

Phone:

Fax:

Email:

Invoice comments:

# Quick home page access to order status and converting quotes

The screenshot displays the Hewlett Packard Enterprise web interface. At the top, the navigation bar includes 'Home', 'Products & Services', 'Orders & Quotes', and 'Reports'. Below this, there are sections for 'HPE ProLiant BL Series', 'HPE ProLiant DL Series', 'HPE ProLiant ML Series', and 'HPE Storage'. The main content area is divided into 'Order Status' and 'My Quotes'. The 'Order Status' section shows a progress bar with stages: Submitted, Accepted, Production, Shipped to Customer, and Delivered. Below this, there are sections for 'Order Details' and 'Open Items'. The 'My Quotes' section shows a list of quotes with columns for 'Quote Date' and 'Expires'. A 'Submit' button is visible in the bottom right corner of the 'My Quotes' section.

1

2

3

1 Navigation bar click takes you to Order & Quotes section of home page

2 Click "Submit" to convert a quote to a purchase order

3 Track status anywhere, any time

# Order status and reporting

**Standard reports** 1

Dashboard

Simple order search

Advanced order search

Shipment search

Product search

Order reporting

**Standard reports**

My report results

Use sample reports

Create new report

Data field info

Setup event notification

User defined settings

Help

Quick start

FAQ

Trainings

Standard Report Wizard Fixed Standard Reports

HP offers the following set of standard reports which have been pre-defined and can be used 'as is'. These standard reports were created to meet the majority of customer needs. By selecting the checkbox and clicking on the 'Enable/disable standard reports' button below, you will enable those reports. All the enabled standard reports will automatically be generated per the frequency mentioned in the report's description. Please note that the monthly reports are scheduled to run once at the beginning of every month.

Should you wish to customize any of these standard reports, click on the report's title name to use the customization features which will allow you to modify the data fields to match your specific requirements and give the report a NEW title name.

- [Direct Average Order Cycle Time](#)  
This is a monthly summary report containing average order-to-delivery days (in working days) per UNSPSC class and commodity codes.
- [Direct Invoiced Revenue & Units](#)  
This is a monthly revenue summary report containing units invoiced per product family based on shipped to country. Only units and displays are reflected.
- [Direct Open Orders](#)  
This is a daily summary report showing the countries where orders have been placed but which do not yet have a shipped status.
- [Direct Serial Numbers](#)  
This is a monthly summary report showing all serial numbers of units shipped in the previous month.
- [Direct Shipment Orders](#)  
This is a summary report showing the quantity and the value of orders shipped, split by country, for the previous week.

Enable/Disable Standard Reports

1 Select user-defined or pre-defined report formats

2 Quick-look order status dashboard plus customizable order status reports including asset information (over 100 different fields)

**Order Status Dashboard** 2

Dashboard

Simple order search

Advanced order search

Shipment search

Product search

Order reporting

Standard reports

My report results

Use sample reports

Create new report

Order Search Product Search

Search your orders:

Search Value: Customer PO / HPE Order / Shipment / Tracking / Invoice No

Date Range: Select Date Type YYYY-MM-DD to YYYY-MM-DD

Search Reset

Overview of your recent orders:

Orders	Ordering Period	Total	Export	
	Past 7 days	8-21 days	22-100 days	





**Thank you**