

# Evolving the partner experience

## HPE Financial Services Partner Connection



For more information visit

[HPE Financial Services](#)

[Partners & Resellers](#)

Simplify and automate your sales engagement process with your customer. Accessed as an e-service through the HPE Partner Ready portal, the HPEFS Partner Connection Portal makes it easy and fast to move from quick quote to contract, with help and expertise available along the way.

### **Portal functionality**

A seamless online experience available in multiple languages that promotes simplified management, accelerated sales cycles and faster financial services for new and existing transactions.

### **A partnership for success**

The HPEFS Partner Connection Portal is available to Hewlett Packard Enterprise and HP channel partners. Contact your HPE Financial Services channel sales representative for a demo and an invitation to join.

### **Partner benefits**

- Close deals and get paid faster
- Self-service finance tools and calculators to improve productivity
- Increase profitability with margin uplift and Channel Rewards incentive
- Manage deals from quote to close
- Access to expert sales support
- Access quick or detailed quotes from your website
- Fast or immediate credit decisions
- Receive quotes through your CRM system

## Solution brief

# 23

Countries activated

# 16

Countries with auto-credit scoring capabilities that make credit decisions within a minute

# 13

Languages available to provide an optimal partner experience around the globe

## Helping you work more effectively

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### Quick quote

Use our Online Calculator to quickly respond to customer queries regarding leasing options.

### Contact HPE Financial Services

Our experts are available to resolve any customer issue quickly and effectively.

### Credit applications

Quickly generate a credit application on behalf of your customer and track the application through its lifecycle (submit, withdraw, declines, approvals).

### Marketing and promotions

Visibility and access to all special offers added to the portal.

### Firm quotes

Create and save terms to provide your customer with options. Download PDF proposal document for each option.

### Reporting

Customer or partner transaction history accessible by keyword search or customizable dashboard.

### Proposals & Contracts

Easily convert a quote into an accepted proposal in seconds.

### Monitor status real-time

Monitor all of your customer transactions from a dashboard on the home page. View easily how many transactions are at each step.

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## Partner Connection API

With the HPEFS Partner Connection API, you can utilize a set of pricing and credit web services to streamline and automate your selling activities. Easily integrate monthly pricing and terms into your public website and intranet ordering pages to provide customers with alternatives to an upfront purchase. Our API guide provides simple-to-follow instructions and examples to get you up and running fast.

Learn more at  
[hpe.com/hpefinancialservices](https://hpe.com/hpefinancialservices)



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