

ENGAGE & GROW PROGRAM
How it works

1. Sign Up

First person from your company to register will be assigned the Reseller Administrator role automatically.

Please keep in mind that the program is intended for HPE Distributor, Platinum, Gold, Silver and Business partners.
2. Invite Colleagues

The first person who registered the company will be responsible for the program. He/she automatically gets the reseller admin role with extra privileges assigned. Role can be assigned to another member in the same company at a later time.

Once Portal Administrator is onboard. It’s time to invite your other sales rep colleagues by using the “company management” menu. By sending out an invitation, your colleagues will receive an e-mail with an invitation code to enter the Engage & Grow portal. A minimum of 2 members per company is required in order for some task to be performed.

1. Complete Survey

To actively participate in HPE ENGAGE & GROW incentives, Portal Administrator need to complete the HPE ENGAGE & GROW Partner Survey. The survey can be found in the portal and takes 10-15 minutes to complete.

The information you share will be used to ensure suitable products and material are provided to support your sales efforts.

1. Order Your Engage & Grow Debit Card

One Debit Card for every participating sales rep in your company.

\*Usage of Debit Card is applicable to Australia, Hong Kong, Korea, Malaysia, New Zealand, Singapore, Philippines, Taiwan, Thailand, Vietnam and Sri Lanka. Catalogue redemption is available for Bangladesh, Brunei Darussalam, Indonesia, Laos, Macao, Maldives, Myanmar, Nepal, Timor Leste, Pakistan and Papua New Guinea.

1. Collect Bonus Points

Sell HPE products and participate in product trainings to earn BonusPoints.

Make sure you receive the HPE ENGAGE & GROW newsletter, so you don’t miss any special opportunities or important information regarding the program.

1. Earn And Spend!

As soon as the HPE ENGAGE & GROW quarter is over, the Portal Administrator will receive instructions how to allocate the earned points.

In most countries, the bonus point allocation consists of a transfer to the debit cards of individual sales reps. The sales rep receiving allocated bonus points, will then have to login to the Engage & Grow portal and confirm the BonusPoints within 30 days. If the process is confirmed, the payout will occur.

Or Redeem their points in the specially design catalogue with vouchers that can be use conveniently.

In all scenarios, the reseller admin has to take action within 30 days of receiving the allocation notification, otherwise the earned points will be lost.

\*Only 1 way of spending the points is available in each country, either via debit card or redemption at the catalogue



ENGAGE & GROW PROGRAM
FAQ
The following answers and questions may vary in the participating countries.

What is HPE Engage & Grow Program?

* HPE ENGAGE & GROW program aims to motivate sales team of HPE Partner Ready Resellers and Distributor in the SMB and Mid-Market through incentive program and e-trainings.

Who can take part in the HPE Engage & Grow Program?

* HPE Engage & Grow is available for all sales and presales representatives (SR and PR) from eligible HPE Partner Ready Resellers and distributor. An eligible Distributor and HPE Partner Ready Reseller is a company that has a T1 and T2 contract with HPE and has achieved Platinum, Gold, Silver, or Business Partner status within the HPE Partner Ready Program.

How does HPE Engage & Grow work?

* The first employee who logins to HPE ENGAGE & GROW are automatically given the role as a Portal Administrator, subsequently member will login as user. Program capture reseller's eligible transaction with distributors and award points to resellers at the end of each quarter.

How do I join HPE Engage & Grow?

* To access HPE ENGAGE & GROW, you must have an HPE Passport account. HPE Passport is a single sign-on service that let you use one user ID and password for all HPE Passport-enabled websites.

To set up an account, visit [**https://partner.hpe.com/web/upp-ww/registration**](https://partner.hpe.com/web/upp-ww/registration). Once you have an account, you may access HPE Engage & Grow either directly at [**https://apac.engageandgrow.hpe.com/**](https://apac.engageandgrow.hpe.com/) or through the HPE Partner Ready Portal by clicking “My Workplace,” then “HPE Engage & Grow,” under “Benefits and Rewards.”

What are the eligible countries?

* Australia, Bangladesh, Brunei, Cambodia Hong Kong, Indonesia, Laos, Macao, Mongolia, Myanmar, Nepal, New Zealand, Pakistan, Papua New Guinea, Philippines, Singapore, Korea, Sri Lanka, Taiwan, Thailand and Vietnam

Where can BonusPoints be utilized?

* BonusPoints can be utilized through Debit Card or redeeming them for voucher depending on your country.

What is the value of each BonusPoint?

* The value of 1 BonusPoints = 1 USD.

If you have any further enquiries, please [**contact support here**](https://support.hpereward.com/new/).