



**SYNNEX -
GOING BEYOND THE SALE WITH
SERVICES AND SUPPORT THAT HELP
YOUR CUSTOMERS GROW**



When it comes to Hewlett Packard Enterprise solutions, think of SYNEX as your HPE supplier partner. SYNEX is committed to supporting our partners with a variety of pre-sales and post-sales customer services, as well as on-site field/professional services, including: remote site assessments, end-user enablement; design and integration; product life cycle support; contract design and assembly; and IT resource planning. We also provide education, vendor training, and certification opportunities, as well as demand generation and marketing services.

STRONGER TOGETHER FOR A SUPERIOR CUSTOMER EXPERIENCE

While we have several ways to help our HPE reseller partners engage more opportunities and close more business, here are a few ways some of our HPE resellers have collaborated and partnered with SYNEX to deliver stronger solutions for their clients.

Value-Added Services



Pre-Sales Support Services – SYNEX's Pre-Sales Team provides a variety of Site Assessment Services to help your customers get a thorough understanding of their technology opportunities and risks, such as regulatory compliance in healthcare facilities, endpoint security, or workload performance.



Field/Professional Services – Generate more opportunities and increase customer satisfaction. Complement your professional services team with collaborative support from SYNEX. We help extend your geographic and technical range from a deployment service perspective.

“SYNNEX SERVICESolv Pre-sales Support Team delivered a variety of site assessments that uncovered a number of problems (security, data center, and network) that ultimately led to over \$1M in business from a healthcare facility that needed our help to modernize its IT infrastructure.

SYNNEX SERVICESolv Field Services collaborated with us to deploy the solutions. With the help of SYNNEX, these projects proved so successful for us in servicing the hospital’s needs, we have since secured a five-year contract for services and procurement with the hospital.”

– Bruce Enright, President and CEO of Tallgrass Technologies

DELIVERY OF HPE CERTIFICATIONS

Professionals with advanced HPE certifications achieve better close rates and increased deal size. Through the SYNNEX delivery of HPE courses, you can get the hands-on experience you need to start quickly, and learn how to design solutions that increase your value to your customers and your employer. With flexible class offerings; both sales and technical, redeemable exam vouchers and SYNNEX one on one instructor support you can get started on advancing your skills at your convenience! Find out more at hpecoursedelivery@synnex.com



Product Training/Certification –

SYNNEX provides product line training your organization needs to be on top of today’s technology.

“HPE Product trainings and certifications support from the SYNNEX team ensures we are maximizing our status and training to keep us competitive and aware of changes in the market.”

– Steve Hull, Owner and CEO of Westwind



Financial Services –

SYNNEX offers a variety of financial tools and support to help your business grow.

“I think overall SYNNEX certainly helped provide us with ‘creative financing’ options in order to support our HPE customers. I also think SYNNEX’s ability to work with us on making sure we have the inventory in strategic locations to close and deploy a deal in a timely fashion is really important.”

– John Barker – Co-founder and CEO of Versatile



THINK OF US AS AN EXTENSION OF YOUR HPE SALES AND SERVICE ORGANIZATION



Increase revenue



Increase customer satisfaction

Extend the scope of your business offerings, create more opportunities



We are honored to be chosen as the HPE Distributor of the Year for 2017. We carry the full HPE Enterprise portfolio and have the expertise to provide technical support. For more information, please contact our SYNEX Business Development Team at hpe@synnex.com or call us at **800-444-7380**, option 1.

SYNEX Corporation | 44201 Nobel Drive | Fremont, CA 94538 | 510-656-3333 |
www.synnexcorp.com



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