

# HP Partner Weekly



Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training

30 October 2012 Issue #206

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## Upside from your installed base!

### LeftHand has changed the way we think about iSCSI SAN storage

LeftHand delivers enterprise-class features and performance but without the cost or complexity. With HP P4000 you get cost-effective, scalable iSCSI storage, with built in high-availability. As you add more storage, your performance and availability increases at the same time.

Read **inside** for more details



## Introducing the HP EliteBook Folio 9470m

Everything a business Ultrabook should be

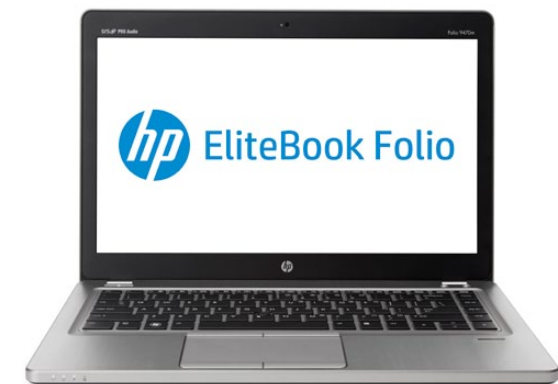
- **Enterprise ready**
- **IT friendly**
- **All business.**

Check out our new Ultrabook for business!

The HP EliteBook Folio keeps your customers productive from the airport to the desktop. Resume from sleep quickly and knock out projects fast. With long battery life, they can keep up with whatever the day brings.

**It's perfect for SMB professionals who travel extensively and want a super thin and light notebook with an attractive ID that's equipped for business.**

Read more **inside**



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## Introducing the HP EliteBook Folio 9470m

### Every thing a business Ultrabook should be

- Enterprise ready
- IT friendly
- All business.

HP is very excited to announce the arrival of our new Business Ultrabook! The HP EliteBook Folio keeps your customers productive from the airport to the desktop. Resume from sleep quickly and knock out projects fast. With long battery life, they can keep up with whatever the day brings.

### Now they can travel light at full power!

### Carry less. Do More.

- At just 18.95 mm, it's our thinnest EliteBook yet. The HP EliteBook Folio gives you a 14" diagonal display with the all the mobility you'd expect from an Ultrabook™.
- Whether you're working in the office or on the go, the workday just got a whole lot lighter—and more efficient. Thanks to built-in VGA, DisplayPort, Ethernet, and three USB 3.0 ports, you can say goodbye to a bagful of dongles. Just grab your HP EliteBook Folio and go.

### Advanced design.

- Business won't wait, so get going in seconds with Flash Cache technology or a solid-state drive.
- Engage in videoconferences, web-based trainings or streaming videos with smooth audio quality. SRS PRO Audio allows you to share crisp, powerful audio directly from your notebook.
- As HP's first-ever Ultrabook™ with enterprise docking capabilities included, connect with a display, keyboard, mouse, additional ports, or printer when at the office without the hassle of USB connections.

### Long battery life. There's a reason for that.

- Power through projects without worrying about recharging. Unlike most Ultrabooks, the battery isn't integrated so you can swap it out yourself. Plus you can easily attach a slice battery and extend power for hours and hours.

### Stay connected in more places.

- Access the Internet, corporate networks and email in more places with optional integrated HP Mobile Broadband featuring 3G and 4G LTE.
- Take business further with consistent global configurations that allow for product standardisation in up to 151 countries worldwide.
- Keep working or playing even in dimly lit rooms or on red eye flights. It's a full-size backlit keyboard that doesn't compromise comfort.

### Target audience

SMB professionals who travel extensively and want a super thin and light notebook with an attractive ID that's equipped for business.

### Ordering details

Part No.	Product Short Description	SLP inc GST
C7Q20AW	HP 9470m i5-3427U 14.0 4GB/500 HSPA PC	\$1,752.38
C8J12PA	HP 9470m i5-3427U 14.0 4GB/256 HSPA PC	\$2,599.00
C8J13PA	HP 9470m i7-3667U 14.0 8GB/256 HSPA PC	\$2,999.00

### How to order

To order, contact your authorised HP distributor

Bluechip Infotech	1300 727 474
Dicker Data	1800 688 586
Ingram Micro	1300 653 333
Synnex	1300 100 100



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## Purchase eligible notebooks and receive bonus 1 year ADP Care Pack

### For peace of mind to get your customers back to work faster.

Time is money, and the downtime caused by a broken notebook can be more than an inconvenience. HP's Accidental Damage Protection (ADP) helps prevent expensive out-of-pocket repair or replacement costs caused by accidents that may occur during normal operation of computing products. Enjoy enhanced peace of mind when the unexpected happens.

**From 1 October 2012 until 31 January 2013**, when your customers purchase selected HP ProBook and Ultrabook Business Notebooks between, they can claim a bonus 1 year Accidental Damage Protection Care Pack to enhance the support coverage of your new Business Notebook.

### What is Accidental Damage Protection (ADP)?

More than "just an insurance policy", ADP is enhanced hardware protection that provides convenient Next Business Day Onsite service. When you're covered by an HP service plan with HP Accidental Damage Protection, you get:

- Protection from unpredictable drops, spills and accidental damage
- Continuous coverage for hardware parts and labour
- 24x7 real-time chat and toll-free phone support from certified HP representatives
- Convenient Next Business Day Onsite service delivery

This plan works in conjunction with your standard limited HP product warranty. The duration of the HP Accidental Damage Protection plan is measured from the date of your hardware purchase.

ADP coverage applies to unintentional spills in or on the unit, drops, falls and electrical surge. This includes damaged or broken liquid crystal displays (LCDs) or broken parts. Coverage does not apply to cosmetic damage, theft, loss, damages caused by a vehicle accident, normal wear, consumables, intentional acts of damage, fire, or other exclusions specified by HP.

### Eligible products

The bonus 1 year ADP Care Pack promotion is available to redeem on the following HP Business Notebooks and Ultrabooks

- |                                     |  |
|-------------------------------------|--|
| <b>HP ProBook 4340s Notebook PC</b> | <b>HP ProBook 6570b Notebook PC</b>            |
| <b>HP ProBook 4540s Notebook PC</b> | <b>HP Envy Pro Ultrabook Notebook PC</b>       |
| <b>HP ProBook 4740s Notebook PC</b> | <b>HP Folio13 Ultrabook Notebook PC</b>        |
| <b>HP ProBook 6470b Notebook PC</b> | <b>HP Spectre XT Pro Ultrabook Notebook PC</b> |

### How do your customers redeem their bonus 1 year ADP Care Pack?

Once they have purchased a new eligible HP Business Notebook, they simply need to visit [www.hp.com.au/proprotect](http://www.hp.com.au/proprotect) or [www.hp.com.au/ultraprotect](http://www.hp.com.au/ultraprotect) and follow the redemption process. They will need to provide the notebook serial number, product code, proof of purchase and their personal details so we can process your redemption request.

### Further information

To learn more about HP Accidental Damage Protection and other HP Care Pack Services visit [www.hp.com.au/carepack](http://www.hp.com.au/carepack)

### Terms and conditions

1. This promotion is valid on sales made 1 October 2012 and 31 January 2013
2. All claims must be submitted by 4 March 2013
3. This Promotion is not valid in conjunction with any other offer, special or bid pricing, or promotional product bundle.
4. For full terms and conditions, [click here](#).



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## Attach an HP Officejet Pro 8600 Plus, earn \$100! Send in your claims now!

### Ensure you submit your claims and receive your bonus cash!

Attach an HP Officejet Pro 8600 e-All-in-One Plus to any HP notebook or desktop and we will reward you with \$100 cash! There is no limit to this offer so you have a terrific opportunity to earn some bonus cash and at the same time, increase your sales opportunities!

### This great offer ends 31 October 2012.

**All claims must be submitted by 5pm 2 November 2012.**

#### Follow these simple steps to claim

- Sell any HP Notebook or Desktop PC and attach an HP Officejet Pro 8600 Plus e-All-in-One Printer in the same transaction before 31 October 2012 to qualify for your \$100 sales reward. You will receive a \$100 reward for each bundle that you sell (there is no limit of how many you can claim)
- Email the following details to hpaustralia@hp.com to claim your reward:
  - First and Last Name
  - Your Company
  - Attach the end-user customer invoice which illustrating the HP Notebook or Desktop and the HP Officejet Pro 8600
  - Your email address linked to your HP Rewards account
- Final claims must be submitted by 2 November 2012.
- Your credit will be applied directly to your own HP Rewards Visa card by 30 November 2012.

**Remember, there is no cap to this offer so take advantage and earn some extra cash for your sales initiative!**

### Ordering details

Part No.	Description	RRP
CM750A	HP Officejet Pro 8600 Plus e-All-in-One Printer	\$499 inc GST

#### Terms and condition

- This promotion is available for sales made between 1 – 31 October 2012
- All claims must be received by COB 2 November 2012. No further correspondence shall be entered into.
- This offer is available to HP Preferred (Premier) Partners, Business Partners and Registered Resellers. HP Managed Retail Partners and Distributors are ineligible.
- This offer is available on any special, bid or large pricing opportunities.
- For full terms and conditions, [click here](#)

#### Footnotes

1. Most industry-leading colour laser AiOs <USD600 (<US\$700 in India), March 2011; based on local supplies pricing of major countries in the region. For details, see [www.hp.com/officejet](http://www.hp.com/officejet). OJ Pro ISO yield with highest-capacity cartridges based on continuous printing; see [www.hp.com/go/learnabouthsupplies](http://www.hp.com/go/learnabouthsupplies)
2. Wireless performance is dependent upon physical environment and distance from access point. Wireless operations compatible with 2.4 GHz routers only.
3. Requires an Internet connection to the printer. Feature works with any connected Internet- and email-capable device. Print times may vary. For a list of supported documents, and image types, see [www.hp.com/go/eprintcenter](http://www.hp.com/go/eprintcenter). And for additional solutions see [www.hp.com/go/mobile-printing-solutions](http://www.hp.com/go/mobile-printing-solutions)



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## HP LeftHand G2 EOFY Sale

### Upside from your installed base!

LeftHand has changed the way we think about iSCSI SAN storage by delivering enterprise-class features and performance but without the cost or complexity. With HP P4000 you get cost-effective, scalable iSCSI storage, with built in high-availability. As you add more storage, your performance and availability increases at the same time.

### Upgrading a LeftHand SAN is easier than almost any SAN in the market:

Simply plug in the new node and with a few clicks it becomes part of the cluster and all your LUN's are spread across the expanded cluster automatically. With well over 1000 LeftHand (P4000) units on the floor within our Australian customer base, there is massive opportunity for end of financial year upside.

### We want to help you... So we have a couple of offers!

- For upgrades to existing P4000 customer environments we will provide upgrade nodes at a minimum of 15% less than the original price paid per node!
- For any new P4500 or P4300 deal and we will not be beaten on price against another vendor! Guaranteed!

### To find out which products qualify

Please quote Promo code **88950221** to your distributor who will be sent instructions on how to leverage this promotion!

Avnet Technology Solutions 1300 36 25 25

Dicker Data 1800 688 586

Ingram Micro 1300 653 333

Lynx Technologies 1300 112 111

Promo code 88950221



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## 8 Steps to Building HP BladeSystem:

The HP BladeSystem Family Guide will provide your customers a step-by-step guide to building a BladeSystem solution.

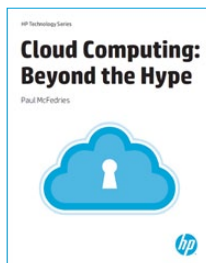
It highlights the latest ProLiant Gen8 features and servers as well as BladeSystem unique differentiators such as Virtual Connect, Intelligent Infrastructure and Insight Management.



**Resources**  
Family guide pdf

## Making the case for cloud

Are your customers asking how cloud can help them deliver better business results? Look to Cloud Computing: Beyond the Hype where they can learn the pros and cons about cloud, how to make the economic case and discover how to develop a complete cloud strategy. Read the **first chapter** for free. Plus, get a 25% discount toward the purchase of the full book.

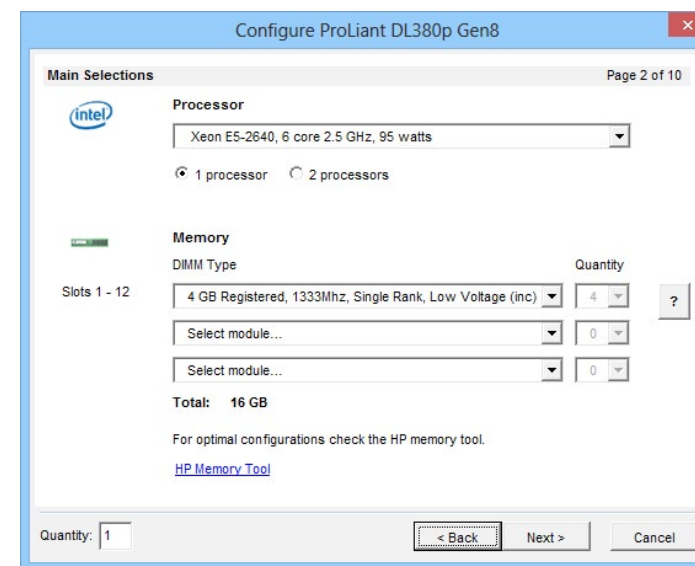
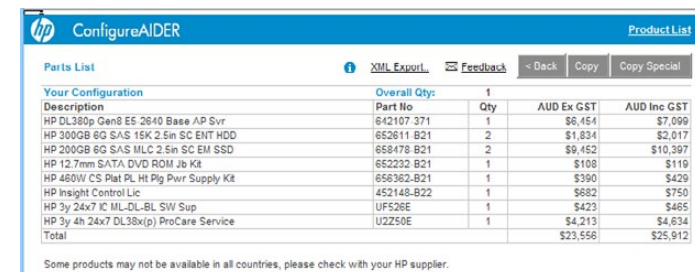


**Resources**  
First chapter  
Buy it today  
(use promo code **Cloud10917** for **25% discount - good until 31-Oct-12**)

## Need help with your HP ProLiant Server Configuration?

The **HP ConfigureAIDER** is an easy-to-use Excel based configuration tool for low to midrange ProLiant products. It is designed to help build a 'list of parts' with a minimum of technical knowledge in around 60 seconds enabling a very quick RRP quote that you could pass onto your distributor and customer

Visit [www.hp.com/go/configuraider](http://www.hp.com/go/configuraider) today

HP ConfigureAIDER Product List

Parts List XML Export Feedback Deck Copy Copy Special

Your Configuration		Overall Qty:		
Description	Part No.	Qty	AUD Ex GST	AUD Inc GST
HP DL380p Gen8 E5 2640 Base AP Svr	642107 371	1	\$6,454	\$7,099
HP 300GB 6G SAS 15K 2.5in SC ENT HDD	652611 B21	2	\$1,834	\$2,017
HP 200GB 6G SAS MLC 2.5in SC EM SSD	658478 B21	2	\$9,452	\$10,397
HP 12.7mm SATA DVD ROM Jb Kit	652232 B21	1	\$108	\$119
HP 480W CS Plat PL Ht Pw Supply Kit	656362-B21	1	\$390	\$429
HP Insight Control Lic	452148-B22	1	\$682	\$750
HP 3y 24x7 IC ML-DL-BL SW Sup	UF526E	1	\$423	\$465
HP 3y 4h 24x7 DL38x(p) ProCare Service	U2250E	1	\$4,213	\$4,634
<b>Total</b>			<b>\$23,556</b>	<b>\$25,912</b>

Some products may not be available in all countries, please check with your HP supplier.

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## Validate your expertise to prepare an HP BladeSystem solution

### Just launched: our new HP ATP BladeSystem Solution Integrator V8 certification

Are you a technical specialist who installs, manages, and integrates BladeSystem solutions into mid-level and enterprise environments? Then this certification is for you.

This certification validates your knowledge and skills to fully prepare an HP BladeSystem solution for the customer, including the latest Gen8 servers, so that the solution can be placed into a test environment or into production, or be ready for the customer to install applications.

[Learn more](#)



## New calendar shows ALL training available for HP Channel Partners

We are making it easier for HP Channel Partners to know HP and find the training you need with just a few clicks.

The new consolidated schedule contains a comprehensive list of Enterprise Group (EG) sales, pre-sales and integration-related courses for the next six months and includes training for new products, certifications, and for HP strategic initiatives and campaigns.

Search function includes filter by region (select 'APJ'), language, type of training (web-based training or instructor-led training), and technology area. Best of all, each listing includes a registration link that lets you quickly and easily secure your place in an instructor-led course or deep link directly to your preferred web-based training. This calendar can be found under 'What's New' bar of the Train & Certify section of the Partner Portal.

[Start your training now](#)



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## HP AIS/ASE Networking Certifications

- Accelerated HP Access Layer Network Technologies
- Accelerated HP Core/Distribution Layer Network Technologies
- Accelerated Interoperability & Troubleshooting HP Networks
- Implementing and Troubleshooting HP Wireless Networks

### World class training for all

HP Education is authorised training centre that delivers world class training for all HP ExpertOne Certifications curriculum paths. These curriculum structures will help your organisation maximise HP's leading edge technologies. Whether you are a novice or an expert HP Education has a training solution to meet your HP ExpertOne certification requirements.

The Accelerated HP Access Layer Network Technologies training is a 5-day course combining the HP A-Series Networking Technologies and HP E-Series Networking Technologies courses. This accelerated training introduces network technicians to the technologies and products in the HP A-Series line of routers and switches, also introduces network technicians to the HP E-Series switches, wireless access points, and controllers and the technologies they need to understand to begin configuring and managing these products.

The Accelerated HP Core/Distribution Layer Network Technologies course is a 5-day course combining the Implementing HP A-Series Networks and Implementing, HP E-Series Networks and Implementing HP Network Infrastructure Security courses.

The Accelerated Interoperability & Troubleshooting HP Networks course is a 5-day course. This accelerated training helps network engineers to design and implement multivendor networks that include HP A-Series, HP E-Series, and Cisco switches. The course focuses on the key differences between platforms, such as VLAN configuration, Spanning Tree Protocol (STP), Open Shortest Path First (OSPF), link aggregation, and Network Address Translation (NAT)

The Implementing and Troubleshooting HP Wireless Networks course provides learners with the skills and tools to successfully design, implement and troubleshoot SMB and small enterprise level HP wireless networks, including how to integrate into the existing wired infrastructure.

### Exams

- HP0-Y30 Implementing HP Networking Technologies
- HP0-Y32 Designing & Troubleshooting Open Standards Networks
- HP0-Y43 Implementing HP Network Infrastructure Solutions
- HP0-Y44 Implementing and Troubleshooting HP Wireless Networks

To register please visit our website on [www.hp.com.au/education](http://www.hp.com.au/education) and download our registration form under "How to Book" or call us on 1800 035 520

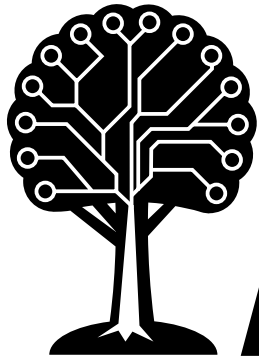
### HP Networking

Course Description	Location	November	December
<b>HL042P (5 days)</b>			
Accelerated HP Access Layer Network Technologies	Sydney	19-23	
	Melbourne	19-23	
	Perth		10-14
<b>HL045P (5 days)</b>			
Accelerated HP Core/Distribution Layer Network Technologies	Sydney	26-30	
<b>HL039P (5 days)</b>			
Accelerated Interoperability & Troubleshooting HP Networks	Sydney	12-16	
	Adelaide	26-30	
	Perth		17-21
<b>H3K66s (5 day)</b>			
Implementing and Troubleshooting HP Wireless Networks	Sydney	12-16	
	Melbourne	26-30	

### Product details

Product Code	Product Description	RRP <small>(inc tax)</small>
HL042P	Accelerated HP Access Layer Network Technologies	\$4400
HL045P	Accelerated HP Core/Distribution Layer Network Technologies	\$4400
HL039P	Accelerated Interoperability & Troubleshooting HP Networks	\$4400
H3K66s	Implementing and Troubleshooting HP Wireless Networks	\$4400

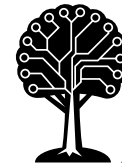




# ARN IT Industry Awards 2012

## WINNER

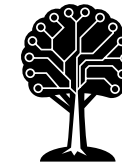
### Channel Choice Vendor of the Year



# ARN IT Industry Awards 2011

## WINNER

### Channel Choice Vendor of the Year



# ARN IT Industry Awards 2011

## HIGHLY COMMENDED

### Hardware Vendor of the Year



# ARN IT Industry Awards 2010

## WINNER



# ARN IT Industry Awards 2011

## HIGHLY COMMENDED

### Sustainability Vendor of the Year

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### HP's Authorised Distributors in Australia are:

<b>Alloys</b>	<b>1300 368 348</b>	for HP large format media & ink and commercial Scitex	<a href="http://www.alloys.com.au">www.alloys.com.au</a>
<b>Avnet Technology Solutions</b>	<b>1300 36 25 25</b>	For HP Servers Inc Integrity, StorageWorks, Networking, Software and Thin Clients	<a href="http://www.avnet.com.au">www.avnet.com.au</a>
<b>Bluechip Infotech</b>	<b>1300 727 474</b>	for HP PSG Products excluding RPOS and Digital Signage	<a href="http://www.bluechipit.com.au">www.bluechipit.com.au</a>
<b>Dicker Data</b>	<b>1800 688 586</b>	for HP PCs, notebooks, servers, StorageWorks and Networking	<a href="http://www.dickerdata.com.au">www.dickerdata.com.au</a>
<b>Ingram Micro</b>	<b>1300 653 333</b>	for all HP products	<a href="http://www.ingrammicro.com.au">www.ingrammicro.com.au</a>
<b>Ingram Micro Vantex</b>	<b>1300 727 846</b>	for HP RPOS and Digital Signage only	<a href="http://www.ingrammicro.com.au">www.ingrammicro.com.au</a>
<b>Lynx Technologies</b>	<b>1300 112 111</b>	for HP StorageWorks, HP Servers and Networking	<a href="http://www.lynxtech.com.au">www.lynxtech.com.au</a>
<b>Sektor Distributors</b>	<b>1300 273 586</b>	for HP RPOS and Digital Signage only	<a href="http://www.sektor.com.au">www.sektor.com.au</a>
<b>Synnex</b>	<b>1300 100 100</b>	for HP desktops, notebooks & HP printing and supplies	<a href="http://www.synnex.com.au">www.synnex.com.au</a>

# HP Partner Weekly

Supporting our Channel Partner Community with Product Information + News On Promotions, Events & Training

30 October 2012 Issue #206

