

Industry Standard Servers		MHEC
		Discount off List Price
Entry Level Servers (PL LA ML100 Server)	ML110, ML115	14%
Entry Level Servers (PL LA Microservers)	ProLiant Micro Series	0%
Entry Level Servers and Options (PL LA)	DL120, DL140, DL145, DL160, DL165, DL180, DL185, DL320, ML310	20%
Core Servers and Options (PL SY and SI)	DL360, DL380, DL385, DL580, DL585, ML350, ML370, ML570, SL2xxx, SL4xxx	27%
Blade Servers and Options, other than Virtual Connect (PL MV)	BL260c, BL460c, BL465c, BL480c, BL680c, BL685c	27%
Blade Virtual Connect (PL UZ)		27%
Scaleable Datacenter Infrastructure (PL TN)	SCI (PODs), Moonshot	27%
ProLiant Moonshot Bundle	Moonshot	0%
Volume Software (PL 4U)	ProLiant Essentials	27%
Manufacturing Services, Factory Express		20%
Non-Discountable (Smartbuys; Specials; Microsoft Reseller Options Kits, CAL Packs, and Academic Licenses)		0%
Promotions/Smart Buys	Server Smart Buys	0%
HP Services - Care Pack		MHEC
		Discount off List Price
Industry Standard Servers	Hardware Services	20%
	Software Services	20%
	Installation Services	20%
	HP Care Pack-Recover-All Svc	20%
	Discover Conference Pass - <b>No Discounting</b>	0%
Cross Business Unit	Product Line UW - Installation (Volume)	20%
	HP Care Pack ENHANCED Services (Value)	20%
HPE Third Party		MHEC
		Discount off List Price
Third Party- PL J3 Only	Vmware, Linux Red Hat OS, Linux SuSE OS, Novell OS (PL J3)	27%
	Microsoft Non-Discountable MS Windows OS (PL J3)	0%
Third Party- Non PL J3	APC/Schneider Electric	15%
	All other third party hardware & services	10%
	Third Party Software	5%
Converged Systems		MHEC
		Discount off List Price
CS Virtualization Systems	Converged Systems	30%
BCS SAP HANA	Product Line HA - App System SAP HANA	26%
Business Critical Servers		MHEC
		Discount off List Price

	rx1620 Family, CPU, Rack, Memory, Disks	20%
	rx2600, rx2620, rx2660 & rx3600 servers, CPU, I/O Pwrsply, Rack, Memory	20%
	rx4640 & rx6600 servers, CPU, I/O, Rack Kits, Memory	26%
	Telco Blades Servers, Cables, Power, Rack, CPU, Disks, Memory	20%
HP Entry Level Servers -- Integrity Products & Cross Entry Level Integrity Accessories	rx2800 servers, CPU, I/O, Rack Kits, Memory	20%
HP Entry Level Servers -- PA Products & Cross Entry Level PA Accessories	HP 9000 Server - rp3440, rp3410, Memory, Disk, CPU	35%
	HP 9000 Server - rp4440, rp4410, Memory, CPU	35%
HP Integrity Cell Based Servers -- Products & Cross Integrity Accessories	rx7620, rx7640 Servers, midrange Integrity CPU	30%
	rx8620, rx8640 Servers, midrange Integrity CPU	30%
	rx7620, rx7640, rx8620, rx8640 iCAP	30%
	SuperDome2 and Accessories	30%
	HP 9000/Integrity Server Accessories	30%
	rx26xx, rx66xx, HP 9000/Integrity Server Accessories, Telco Accessories	30%
	Integrity Server Options & Accy	30%
	Integrity Server Options & Accy, Server Operating Systems & Software	30%
	Server Operating Systems & Software	30%
PA Products & Cross Mid Range PA Accessories	HP 9000 Server, rp7420 , rp7440 server, midrange PA CPU	32%
	HP9000 Server, rp8420, rp8440 servers, midrange PA CPU	32%
	rp7420, rp7440, rp8420, rp8440 iCAP	32%
	Legacy rp74xx / 84xx & Related Accessories (Upgrades & Re-marketed Products Only)	32%
HP Cell Based High End Servers & Cross High End PA & IA Accessories	PA RISC Superdome Accessories and CPU	32%
	Integrity Superdome Servers - Accessories: Misc, Power, Rack. Options: Chassis/Cabinet, CPU, Memory	32%
	Superdome iCAP and Accessories	32%
HP Cross Integrity / PA Accessory Products	PA & IA Accessories used cross servers lines - Hi/Hi	30%
	PA & IA Accessories used cross servers lines - Lo/Lo	30%
HP PA & IA Blade Servers & Accessories	Blade P Class Integrity Servers and Accessories	30%
	Blade C Class BL860c Integrity Servers, OE running on BL860c, BL460C, and Accessories	30%
	Blade C Class BL870c Integrity Servers and Accessories	30%
	Blade 890 i2 Servers	30%
	Blade i2 Family Accessories	30%

HP Server Operating Environments & Layered Software	HP-UX OS running on HP 9000 and PA servers	30%
	HP-UX & OpenVMS running on Integrity servers	30%
	Software applications running on HP-UX OS	30%
	Linux & Windows OS, Linux & Windows Layered Products	15%
	Software applications running on OVMS OS	30%
HP Per Socket Server Based Operating Licenses	HP 2 & 4 Socket Licenses	25%
	HP 8 Socket Licenses	30%
	HP 16 & 32 Socket Licenses	30%
DL785 Servers	DL785	20%
DL980 Servers	DL980	20%
OpenCall Software	HP Opencall Products	30%
<b>HP Services - Care Pack</b>		<b>MHEC</b>
		Discount off List Price
Business Critical Servers	HP-UX Server Services; Hardware Services	20%
	Software Services	20%
	Installation Services	20%

<b>Storage Solutions</b>		<b>MHEC</b>	
		Discount off List Price	
HP XP Storage Solutions	XP Software - 12000, 10000, 1024/128, 512/48	40%	
	XP Arrays - 12000, 10000, 1024/128	40%	
	XP Array Upgrades - 12000, 10000, 1024/128, 512/48/256	40%	
HP XP 20000/24000 & P9xxx Storage Solutions	XP 20000/24000 & P9xxx Software	35%	
	XP 20000/24000 & P9xxx Hardware	35%	
	XP 20000/24000 & P9xxx Upgrades	35%	
HP Enterprise Virtual Array - Enterprise	EVA 4100/6x00	35%	
HP Enterprise Virtual Array – x400 Solutions	EVA Cabinets & Accessories, EVA HDD's	35%	
	EVA 4400, 6400, 8400 & P6xxx Hardware / Software Products	35%	
HP 3PAR Storageworks Products	3PAR F-Class, E-Class & Common Software	35%	
	3PAR F-Class, E-Class, Arrays & Upgrades	35%	
	3PAR T-Class, S-Class Software	35%	
	3PAR T-Class, S-Class Arrays & Upgrades	35%	
	3PAR Drive Mag, Cabinets, Accy & Upgrades	35%	
	3PAR Mid-Range Array Software	35%	
	3PAR Mid-Range Array & Upgrades	35%	
	3PAR Mid-Range HDD & Encl	35%	
	3PAR Mid-Range Cab & Accy	35%	
	HP Storage Hardware - Enterprise	Clustered Gateway, WAN Accelerator, X9000 Family (IBRIX)	35%
		Enterprise Switches and Host Bus Adapters	35%
EML, ESL and VLS Tape Libraries, D2D		35%	
ESL G3 Libraries		35%	
Nimble Storage		35%	
HP Virtual Array and DS Hardware & Software Products	StoreOnce	35%	
HP Storage Hardware - Commercial	Virtual Array and DS Hardware	20%	
	Power Accessories	20%	
	HP LeftHand P4000 SAN Solutions	22%	
	Entry NAS & All in One Storage	20%	
	D2000/P2000 MSA HW & SW, MSA HDD's, Scalable File Share	20%	
	Blade System Storage Switches, Commercial Switches and Switch SW, Commercial Host Bus Adapters	20%	
	Tape Drives and Accessories (DDS, DAT, SDLT, Ultrium)	20%	
MSL & VSL Tape Libraries, Autoloaders	20%		
HP Storage Media	Storage Media Products	30%	
Promotions/Smart Buys	Server Smart Buys	0%	
<b>HP Services - Care Pack</b>		<b>MHEC</b>	
		Discount off List Price	
Storage	Hardware Services	20%	
	Software Services	20%	
	Installation Services	20%	
	Enterprise Class Storage Services - PL K3, R8	20%	
	Nimble Maintenance	5%	
	Business Class Storage Services - PL K3, R8	20%	
<b>Cross Business Unit</b>	Product Line UW - Installation (Volume)	20%	
	HP Care Pack ENHANCED Services (Value)	20%	

<b>Storage Solutions</b>		<b>MHEC</b>
		Discount off List Price
HP Cross-ESS Accessory Products	Selected HP Rack & Power - Related Products	20%
	HP Server Rack & Rack Accessories	27%
HP Cross-ESS Solution Products	Selected MSA Products	20%
	Selected MSA Related Options	20%
<b>HPE Related Services</b>		<b>MHEC</b>
		Discount off List Price
Custom Services	General Consulting	7%
	XaaS- Discounts are determined based on each request	SOW Required