Hewlett Packard Enterprise

HPE is rolling out PartnerTap's enterprise co-selling platform to scale up co-selling with partners worldwide

PARTNER ONBOARDING

PartnerTap empowers you to sell more with HPE

01 Automate account mapping

- Real-time data sharing and account mapping on a secure platform.
- No more emailing spreadsheets back & forth or waiting for the next roster.

02 Identify more sales opportunities

- Instantly see ALL the possible new logo and expansion accounts you could go after with HPE.
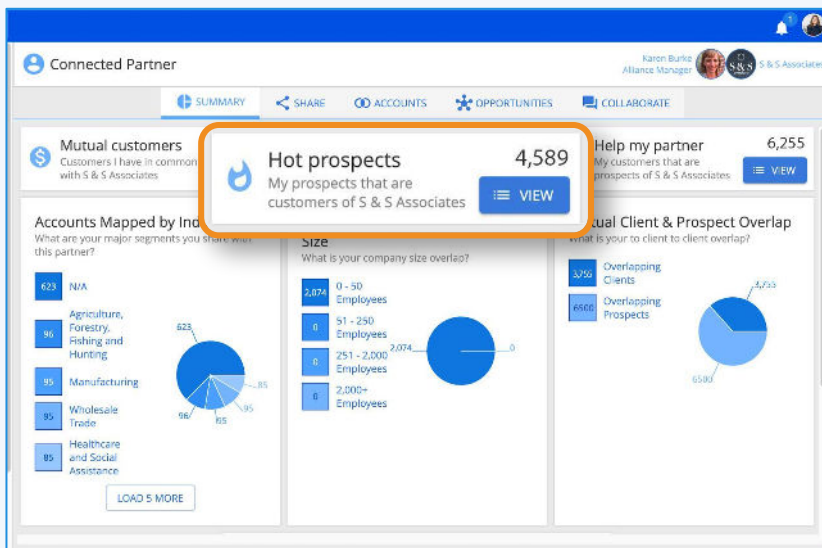
03 Co-sell with the right person

- Partners will have *real-time visibility* to the current HPE account owner from each division.
- Make it easy for your sellers to connect with the right person at HPE - quickly!

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"We could sell more HPE products if we knew who to work with on our accounts."

TOP PARTNER REQUEST

PARTNERTAP

Instantly identify all your potential opportunities with HPE

- **Identify all new logo accounts** in HPE's existing customer base
- **Identify all expansion opportunities** within your mutual customers
- **See where you can sell HPE** into your current customers for the first time
- **See current HPE sales owners** from each division, on each of your accounts

Source more new logo + growth opportunities

Get started at: partnertap.com/HPE

Partner Onboarding Guide

Learn more & create your free account:
www.partnertap.com/HPE

Add your data to PartnerTap: You can use the Data Manager to sync data directly from your CRM in just three clicks. Or upload your account data via CSV.

Connect with your HPE PBM in PartnerTap: You or your PBM can initiate becoming *connected partners* inside PartnerTap.

Analyze your joint opportunity: Once you've added account data & connected with your PBM, view the *Connected Partner Dashboard* to see a summary of your overlap.

Call your HPE PBM to align on your strategy: Discuss the data you're ready to share and align on your co-selling priorities.

Share data and co-sell together!

> ❝
> *"PartnerTap's enterprise co-selling platform gives us the data security and automation we need to take our co-sell program to the next level."*
>
> Dr. Renee Pizarro, HPE

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