

Solutions Brief

Build your OEM solution on a trusted, global hardware brand



Services



Solutions



Avnet and Hewlett Packard Enterprise take OEM solutions to the next level. Increase your competitive advantage with stable, long lifecycle platforms, complete factory integration services and global support chain and support services OEMs need to grow their business and keep costs under control.



Avnet and Hewlett Packard Enterprise understand OEMs

Choosing the right technology partner can make all the difference in growing your market share and increasing profitability. You want to get to market quickly with unique and compelling solutions. At the same time, you want to have the ability to scale your sales while maintaining the highest levels of product quality and customer satisfaction. To support growth and take your solutions to the next level of business success, you first need a platform partner that can offer a stable platform with a long life-cycle and visibility into product roadmaps for predictable change management.

With Avnet and Hewlett Packard Enterprise, you'll have access to the world's broadest and most popular product family, Hewlett Packard Enterprise ProLiant Gen8 industry-standard servers - the number one server family in the market for over 15 years running. With proven technology and strong brand

recognition, the Hewlett Packard Enterprise ProLiant Gen8 family will transform your OEM experience and positively impact your bottom line.



You may also be looking to reduce the cost of solution recertification and testing and ways to drive cost and complexity out of integration, logistics and fulfillment. Would it be beneficial to your business if your technical resources were focused on solution enhancements, rather than dealing with support issues?

With dedicated engineering resources, a global supply chain and Avnet's comprehensive business management tools, Avnet and Hewlett Packard Enterprise can support your efforts to grow and expand your market reach without schedule delays and without compromising quality.

The Avnet-Hewlett Packard Enterprise OEM partnership

The Avnet-Hewlett Packard Enterprise OEM program is designed to enable OEMs to embed, integrate, or private-label Hewlett Packard Enterprise technology into the OEM solution.



Avnet's partnership with Hewlett Packard Enterprise assures you of a clear direction and roadmap allowing you to develop solutions in confidence. Teaming with Avnet and Hewlett Packard Enterprise means you have full visibility, through your Avnet account manager, into Hewlett Packard Enterprise product lifecycle events including:

- Roadmaps
- Product End-of-Life reports
- Product transitions
- OEM custom engineering change orders
- Product change notifications (PCN)

In addition to providing OEMs with platform stability, Avnet and Hewlett Packard Enterprise provide worldwide support with cross-border delivery options to make it easier for your customers to acquire products anywhere in the world and still have the ability to locally access Avnet support services.

Why Avnet?

- Avnet offers a wide array of value-added services, customized solutions, and integration capabilities throughout the world, with Tier 1 direct pricing and support.
- We have invested in infrastructure and technical staff to assist you in bringing products to market quickly without sacrificing quality with predictable and timely supply when needed.
- We are financially positioned to scale our business to the level and needs of our growing customers, and suppliers and partners.
- We will collaborate with you at all levels of design and integration so you can minimize your total cost of ownership and concentrate on your core competencies.
- Avnet is committed to the success of our partners and their solutions.

Why Hewlett Packard Enterprise?

- Long 96-month lifecycles* with a 5-year warranty and predictable change management of potential component changes.
- Stable and tested configurations across the full spectrum of IT infrastructure (servers, storage and networking), simplifying qualification, testing and support of a total solution to help lower costs.

- Global service contracts and engineering support with local access.
- Cross-border purchase options for support services - buy an Hewlett Packard Enterprise Care Pack in one country for delivery in another country.

Free up your resources

With Avnet and Hewlett Packard Enterprise as your OEM platform provider, you can free up resources and focus more on innovation and scaling your business. Ultimately, you will be in a better position to drive cost and complexity out of integration, logistics, and fulfillment and minimize disruptions during product life cycles, all leading to greater customer satisfaction and improved profitability.



* Requires a 96-month OEM contract agreement.

To learn more, please contact us by email to Avnet_oem.uk@avnet.eu or visit us at www.avnet-embedded.eu.