

BLADEMASTERS™ PROGRAM GUIDE



BENEFITS	MEMBER	PREMIER	PLATINUM
Power Marketing			
Targeted Funding Eligibility Support	•	•	•
Partner Hosted Solution Webinar		•	•
Assessment-Based Opportunity Generation		•	•
Marketing Planning		•	•
Partner Hosted Solution Event			•
Business Plan Development			•
Power Sales			
Solution Design	•	•	•
Technical Validation and Support	•	•	•
Margin Enhancement	•	•	•
Flexible Tools	•	•	•
HP New/Annuity Services	•	•	•
Order Placement and Management	•	•	•
Post-Order Support (Returns / DEFOA)	•	•	•
Level 2 Complex Configuration Escalation	•	•	•
Field-Based Pre-Sales Engineers / Support			•
Access to Blade Deal Support Desk			•
Power Tools			
Online Order Status and Delivery Detail	•	•	•
Online Invoicing	•	•	•
Arrow ECS Solution Centers (Lab and Demo Units)			•
Power Training			
Certification Mapping	•	•	•
Sales Training – Solution and Product		•	•
HP Blade Elite Certification Support			•

Benefits subject to availability. Some services may require shared partner investment.