Industry Standard Servers (Compute)		MHEC
		Discount off List Price
x86 Tower - Entry Level Servers (PL LA ML100 Server)	ML110, ML115, ML150	14%
x86 Tower - Entry Level Servers (PL LA Microservers)	ProLiant Micro Series	0%
x86 Tower - Entry Level Servers (PL LA ML300)	ML3XX Series	27%
Entry Level Servers (x86 Entry and Value Rack - PL 4Q)	DL60, DL80, DL120, DL140, DL145, DL160, DL165, DL180, DL185, DL320, ML310	20%
x86 Premium and Scale-Up Rack Core Servers and Options (PL SY)	DL360, DL380, DL385, DL 560, DL580, DL585, ML350, ML370, ML570	27%
x86 Shared Volume Options (PL SH)	ProLiant racks, power supply and accessories	20%
	HPE Server power supply and accessories	27%
x86 Server Storage and Inf (PL SI)	Racks, accessories, power supplies	20%
x86 Blades (PL MV)	C-Class Units and Enclosures BL460c, BL465c, Blade Systems, ProLiant BL	27%
Synergy Infastructure and Compute (PL S6) Synergy Value Options (PL S7)	Synergy Compute, Processors, Node SY480, S660	27%
C-Class Converged Solutions (PL UZ)	Blade System Accessories	27%
Scaleable Datacenter Infrastructure (PL TN)	SCI (PODs), Moonshot	27%
ProLiant Moonshot Bundle	Moonshot	0%
Converged IoT Systems - Edgeline	Edgeline Systems	27%
Volume Software (PL 4U)	ProLiant Essentials	27%
Non-Discountable	Specials; Microsoft Reseller Options Kits, and Academic Licenses	0%
HPE Pointnext (Services)		MHEC
		Discount off List Price
Industry Standard Servers (Compute Services)	Hardware Services	20%
	Software Services	20%
	Installation Services	20%
Specialized Compute Services	Moonshot Server Support	20%
	MCS Server Support	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	All other third party hardware & services	10%
	Third Party Software	5%
Converged Systems		MHEC
		Discount off List Price
Converged Systems (PL FE)	Integrated Infrastructure	27%
	Cloud and Virtual Systems	27%
SDCG		MHEC
		Discount off List Price
Cloud System Software	Blade System Matrix SW, Cloud System SW	27%

		MHEC
Azure Stack Hyper Converged	Azure Stack	26%
Composable Fabric	HPE Composable Fabric	26%
Mission Critical (MCS)		**MHEC**
		Discount off List Price
HPE Integrity Solutions	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%
	Blades Servers, Cables, Power, Rack, CPU, Disks, Memory	20%
	rx2800 servers, CPU, I/O, Rack Kits, Memory	20%
	HP 9000/Integrity Server Accessories	30%
HPE Integrity Solutions -- Products & Cross Integrity Accessories	Integrity Superdome Servers - Accessories: Misc, Power, Rack. Options: Chassis/Cabinet, CPU, Memory	32%
	Superdome iCAP and Accessories	32%
	SuperDome2 and Accessories	30%
	Integrity Server Options & Accy	30%
	Integrity Server Options & Accy, Server Operating Systems & Software	30%
	Server Operating Systems & Software	30%
Storage Solutions		**MHEC**
		Discount off List Price
EVA Disk & SW	EVA 4400/6x00	35%
	EVA Cabinets & Accessories, EVA HDD's	35%
EVA Disk & SW	EVA 4400 & P6xxx Software Products	35%
3PAR Storage		
3PAR High End SW	3PAR 10XXX, 20XXX SW	35%
3PAR Mid Range SW	3PAR 7XXX, 8XXX, 9XXX Software	35%
3PAR Mid Range HW	3PAR 7XXX, 8XXX, 9XXX HDD, SSD, Accy, Base	35%
3PAR High End HW	3PAR 20XXX	35%
Primera Storage	Primera	35%
Nimble Storage		
Nimble Entry Arrays	AF20, AF40	35%
Nimble Enterprise Arrays	AF60, AF80, HF40	35%
Nimble Add-ons and Expansion Shelves		35%
Alletra Storage		
HPE Alletra	Alletra	35%
HPE SaaS		
Cloud Volumes		5%
HPE Data Ops Manager Reserved SaaS		5%
Other Core Storage		

D2D Store Once	StoreOnce 4x00, 2x00, 4900, Recovery Manager	35%
	StoreOnce 6x00, 5x00	20%
Entry NAS StoreEasy	NAS Family	20%
StoreVirtual Entry	StoreVirtual 3XXX HDD, SSD, SW	20%
	Power Accessories	20%
HPE Storage Hardware - Commercial	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%
HPE Storage Media	Storage Media Products	30%

Big Data		
Data Platform & Analytics ISV SW	ProLiant Server	27%
	VEEAM SW, Support	5%
	Qumulo SW	8%
	Cohesity SW	27%
	Cohesity Services, HW Bundle	5%
Blue Data		0%
Apollo 4000	ProLiant SL45X	20%
	ProLiant 45XX, XL4200, XL4500,	27%
	Apollo Options	20%
x86 Shared Big Data Options	Big Data HDD, Memory Cascade Lake, Skylake	27%
MapR SW	MapR	5%

HPE Pointnext		Discount off List Price
Storage Pointnext (Services)	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%
	Data Protector SW	9%
Cross Business Unit	Product Line UW - Installation (Volume)	20%
	HPE PointNext ENHANCED Services (Value)	20%

Storage Solutions		MHEC
		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%

HPE Related Services		MHEC
		Discount off List Price
Custom Services	General Consulting	7%
	XaaS GreenLake Solutions- Discounts are determined based on each request	**SOW Required**
Other Services	Education Services	16%

HPE Networking (Edge)		MHEC
Aruba, a Hewlett Packard Enterprise Company		
	Networking Hardware	**34%**
	Networking Software	**30%**
	Hardware Services	**15%**
	Software Services	**15%**
	Installation Services	**15%**
	Non-discountable Support	**0%**