



Friction-free Solution Deployments for ISVs and OEMs

Consider Datatrend Your Extended Team of Infrastructure Experts

Leave the hardware to us. Our technical knowledge and expertise assure turnkey services.

Testing and Certification

Procurement & inventory for long-life hardware solutions

Configuration: standardization & implementation

Installation, integration & assembly

Staging & deployment prep

QA & testing

Web ordering & tracking

Global shipping & logistics

Global on-site support

Financing flexibility

Partner with Datatrend and Hewlett Packard Enterprise to Speed your Custom Solutions to Market, in the U.S. and Globally

Remove the barriers to delivery. Datatrend partners with solution vendors (ISVs & OEMs) to custom configure technology infrastructure solutions. We provide streamlined implementation of your software, be it cloud services or a fully integrated purpose built appliance. Our flexible “sell to” or “sell with” model allows OEM and ISV solutions to be installed on premises at your customer data centers.

Leveraging Hewlett Packard Enterprise’s industry leading x86 technology, Datatrend offers a comprehensive line of rack and blade servers, workstations, network, and storage solutions. Add value to your offering, improve speed to market and gain the benefits of expert hardware procurement, integration and deployment. Our complementary approach allows you to focus on your solution development as we deliver on the enabling hardware to optimize it.

> Speed to market with a nimble partner:

Close more deals faster. Shorten time-to-value for your solution in your customer’s environment. Minimize the sales and delivery cycle - from design to acquisition, integration, installation and support – with pre-configured and optimized infrastructure customized to your workload requirements.

Customer Infrastructure Delays



Streamlined Appliance Delivery & Deployment

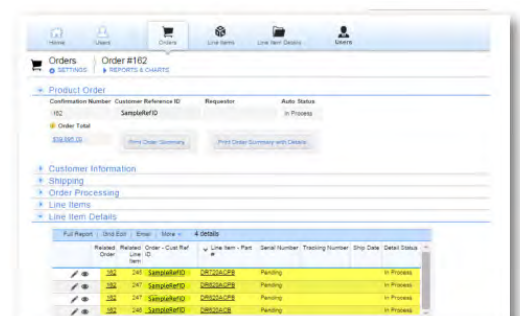


> **Customized, turnkey, certified infrastructure solutions ready to deploy:** From testing and certification on major server/storage platforms, to the custom design/configuration, integration and delivery of converged or hyper converged compute, storage and network infrastructure. You and your customers quickly realize value in consistent rapid deployment and optimal performance with high service levels and customer satisfaction.

> **Dedicated, knowledgeable and responsive CSR team:** Our customer service representatives orchestrate efficiently and communicate proactively throughout the sales, bid, order, delivery and ongoing support processes. The following principles define our commitment to customer satisfaction and drive our customer service: Be Obviously Better, Talk Straight, Do Right and Be Honorable.

> Custom online ordering & tracking:

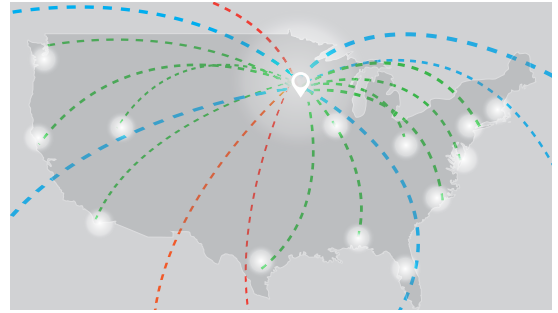
Portal allows for easy ordering of your pre-configured bill of materials (BOM), and allows shipment status tracking to assure your delivery is correct, complete and on time.



> **Central U.S. Integration Center with Global delivery and support:**

Largest DC power integration facility in North America; our custom-built integration environment supports large-scale, multi-data-center AC or DC power implementations, ranging from hundreds of racks to single on-demand appliance integration and shipping.

We offer pre-sales expert technical consulting, configuration and post-sales technical support, plus the global coverage of Hewlett Packard Enterprise support for in-country support, warranty and maintenance.



> **Private and co-branding value with Hewlett Packard Enterprise:**

Leverage the reputation, predictable performance and global support by co-branding with Hewlett Packard Enterprise; choose to package your unique brand in custom hardware, from bezels, BIOS, documentation and packaging to UI designs.

Why leading organizations rely on Datatrend: Our Team of Infrastructure Experts

- > **Established specialization in ISV & OEM partnership program** offering cross-industry solutions design, integration and deployment experience, with advocacy for customers throughout your solution pre-sale, sales and post-sales lifecycle
- > **Infrastructure & integration thought leadership** through needs assessment, consultation, plus continual research into new technologies and solution approaches; briefings, webinars, and workshops available. Ongoing education and certification for our sales and technical teams
- > **Cross-disciplinary team in-step from discovery to support**, offering expert consulting and architecture, white-glove service, clear communications and the best customer service SLA - from engineering and presales collaboration, to logistics, financing and ongoing support
- > **Unique financing and supply chain management** capabilities, with credit lines and flexible terms designed facilitate deals and delivery
- > **Best-of-breed partnerships** with the world's premier IT solution providers to bring you world class, proven solutions and tools, including Hewlett Packard Enterprise servers, storage and support

Why Datatrend Technologies:

A Hewlett Packard Enterprise OEM Integrator, Datatrend is a privately held, Minneapolis based VAR and solution integrator with 25+ years' experience optimizing enterprise infrastructure for the most demanding workloads. Our ISV & OEM Partner Program combines software with leading edge platforms in purpose-built packages so that both solution providers and their end users realize fast time to value with optimal and reliable performance and support. The result: a friction-free solution delivery experience and high satisfaction for both partners and end users.

Request a Consultation Go to Datatrend.com/hpe-isv-oem or Call **1-800-367-7472**



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