



HPE Partner Ready Program FY16 Entry criteria for **United Kingdom**

Partners wishing to enter the program must meet the following criteria by selling HPE Products, Software and Services from the listed product lines to end user customers. Additional criteria, including certifications are documented in the Partner Ready Program FY16 Guide.

Revenue thresholds consider the last complete 12 rolling months and are measured in net shipment US dollars.

Total Operating Performance (TOP) is calculated from hardware and service product lines and average penetration rate.

These criteria are applicable for entry to the Partner Ready program FY16 (1st November 2015 to 31st October 2016) and will also apply for entry to the FY17 partner program, to be achieved by 31st August 2016.*

Track your achievement on your [Partner Ready Status report](#) on the Partner Portal.

* HPE reserves the right to adjust thresholds at any time.

Partner Ready Program	Value	Metric
Enterprise Group Volume Track		
Business Partner	60,000	Revenue threshold measuring product lines: FE, FS, TR, HA, 1V, 8V, UZ, 4Q, MV, SY, LA, PD, TN, SI, 4U, J3, 2M, FN, SH, 1X, 23, TQ, 1T, 3P, 6H, I5, I7, 35, 1U, 34, I6, 3W, FA, NT, 3C,3S, J2, 3V, LI, LK, 4A, 43, LH, SD, 1Y, 3Z, 4F, LJ, LL, LM and associated services
Storage Supplies Partner	25,000	Revenue threshold measuring product lines: 7A
Enterprise Group Specializations		
Platinum Converged Infrastructure Specialist		To qualify meet Gold Server + Gold Storage + Gold Networking + Gold Services criteria
Platinum Hybrid IT Specialist		To qualify meet Gold Cloud Builder + Gold Service Provider criteria and solution must be build based on HPE Helion IP
Gold Cloud Builder Specialist	150,000	Revenue threshold measuring product lines: 4Y, FS, FE, FT, 87, 33, TF, 8C, 60C
Silver Cloud Builder Specialist	50,000	Revenue threshold measuring product lines: 4Y, FS, FE, FT, 87, 33, TF, 8C, 60C
Gold Server Specialist	3,000,000	Server revenue threshold measuring product lines: FE, FS, TR, HA, 1V, 8V, UZ, 4Q, MV, SY, LA, PD, TN, SI, 4U, J3, 2M, FN, SH, 1X, 23, TQ, 1T and associated services
Silver Server Specialist	800,000	Server revenue threshold measuring product lines: FE, FS, TR, HA, 1V, 8V, UZ, 4Q, MV, SY, LA, PD, TN, SI, 4U, J3, 2M, FN, SH, 1X, 23, TQ, 1T and associated services
Gold Storage Specialist	2,000,000	Storage revenue threshold measuring product lines: 3C,3S, J2, 3V, LI, LK, 4A, 43, LH, SD, 1Y, 3Z, 4F, LJ, LL, LM, LN and associated services
Silver Storage Specialist	400,000	Storage revenue threshold measuring product lines: 3C,3S, J2, 3V, LI, LK, 4A, 43, LH, SD, 1Y, 3Z, 4F, LJ, LL, LM, LN and associated services
Gold Networking Specialist	2,000,000	Networking revenue threshold measuring product lines: 6H, I5, I7, 35, 1U, 34, I6, 3W, FA, NT, 3P and associated services
Silver Networking Specialist	400,000	Networking revenue threshold measuring product lines: 6H, I5, I7, 35, 1U, 34, I6, 3W, FA, NT, 3P and associated services

Gold Services Specialist - Meet TOP for sales specialization - Option to add Service Delivery accreditation	1.30	Total Operating Performance (TOP) calculated from EG hardware and service product lines and average penetration rate Product lines included in calculation: 7G, 96, 72, JN, K3, R8, UW, 6W, 1Z, 4J, G4, 60,EA, 6C, 9Y, 9X
	1.30	EG TOP required for Gold delivery
	1.00	EG TOP required for Silver delivery
Silver Services Specialist - Meet TOP for sales specialization - Option to add Service Delivery accreditation	0.80	Total Operating Performance (TOP) calculated from EG hardware and service product lines and average penetration rate Product lines included in calculation: 7G, 96, 72, JN, K3, R8, UW, 6W, 1Z, 4J, G4, 60,EA, 6C, 9Y, 9X
	1.00	EG TOP required for Silver delivery
Silver and Gold Services - average penetration rates used in calculation of the TOP for reference	8.99	Industry Standard Server %
	27.77	Business Critical Systems %
	38.12	Storage Volume %
	35.62	Storage Value %
	8.00	Networking %
Software Specializations		
Platinum Software Specialist		To qualify meet all criteria for any 2 Gold Software Specialization
Enterprise Security Products		
Gold ArcSight Specialist	350,000	Revenue threshold measuring restricted product lines: 49,59,5C
Silver ArcSight Specialist	50,000	Revenue threshold measuring restricted product lines: 49,59,5C
Gold Fortify Specialist	350,000	Revenue threshold measuring restricted product lines:: 18,50
Silver Fortify Specialist	50,000	Revenue threshold measuring restricted product lines:: 18,50
Gold TippingPoint Specialist	350,000	Revenue threshold measuring restricted product lines:: i8, 5W, 75, 86
Silver TippingPoint Specialist	50,000	Revenue threshold measuring restricted product lines:: i8, 5W, 75, 86
IT Management		
Gold IT Operations Specialist	500,000	Revenue threshold measuring product lines: 87, 33, TF, U3, 4Y, FC, FM, CM
Gold Applications Specialist	500,000	Revenue threshold measuring product lines: TE, 1W TE, 1W, D9, 9N

Silver IT Management Specialist	50,000	Revenue threshold measuring product lines: TE, 1W, 87, 33, TF, U3, 4Y, FC, D9, FM, CM, 9N
Big Data		
Gold Big Data Information Governance Specialist	300,000	Revenue threshold measuring product lines: BD, D0, B5
Silver Big Data Information Governance Specialist	100,000	Revenue threshold measuring product lines: BD, D0, B5
Gold Big Data Information Management Specialist	350,000	Revenue threshold measuring product lines: LH, A8, A7
Silver Big Data Information Management Specialist	100,000	Revenue threshold measuring product lines: LH, A8, A7
Gold Big Data Platform Specialist	750,000	Revenue threshold measuring product lines: VE, 9Q, A1, 50, 5R
Silver Big Data Platform Specialist	100,000	Revenue threshold measuring product lines: VE, 9Q, A1, 50, 5R
Service Provider		
Gold Service Provider	2,000,000	Revenue threshold measuring product lines: 1Y, 3C, 3S, 3V, 3Z, 43, 4A, 4F, J2, LI, LJ, LK, LL, LM, LN, SD, V1, V2, VB, 1X, 23, HA, TQ, TR, NW, 1U, 34, 35, 3P, 3W, 6H, FA, I5, I6, I7, NC, NT, VL, VM, VN, 1T, 1V, 2M, 4Q, 4U, 66, 8V, FE, FN, FS, J3, LA, MV, OC, PD, RD, SH, SI, SY, TN, UZ, 4Y, 78, 7W, 8C, LH, 18, 49, 50, 59, 5W, 87, 9Q, I8, VE
Silver Service Provider	500,000	Revenue threshold measuring product lines: 1Y, 3C, 3S, 3V, 3Z, 43, 4A, 4F, J2, LI, LJ, LK, LL, LM, LN, SD, V1, V2, VB, 1X, 23, HA, TQ, TR, NW, 1U, 34, 35, 3P, 3W, 6H, FA, I5, I6, I7, NC, NT, VL, VM, VN, 1T, 1V, 2M, 4Q, 4U, 66, 8V, FE, FN, FS, J3, LA, MV, OC, PD, RD, SH, SI, SY, TN, UZ, 4Y, 78, 7W, 8C, LH, 18, 49, 50, 59, 5W, 87, 9Q, I8, VE