



Education opportunities with Arrow



Whether you are new to HPE and GreenLake or are an experienced HPE partner looking to accelerate and scale, Arrow is here to help. Our experienced team is ready to engage, educate and enable you and your HPE GreenLake practice.



Educational opportunities

- GreenLake 101: How It's Different and Why It Matters
- GreenLake for Partners Program: Curriculum, Competency, Compensation
- Opportunity Creation: Right Size the Solution, Land and Expand
- Get to the Quote: Understand Three Tools (GLQQ, IQ, Custom)
- Consumption Units, Indicative and Binding Pricing, TCV
- Minimum Commit and Metered Usage
- From Proposal to Statement of Work (SOW)
- How to Place a GreenLake Order
- GreenLake Order Process, Tracking, Installation
- Monthly Usage Invoicing and Billing
- Change Orders: The Simple Way to Growth and Expansion

Start now! Our team is ready to work with you.

Paul Poynter

Supplier Manager, NA Team Lead
763.647.5223 | 651.274.6105 (m)

Paul.Poynter@arrow.com

Richard Shutt

Supplier Manager, SBP Central and West U.S.
720.295.9953 | 719.352.6978 (m)

Richard.Shutt@arrow.com

Eric Moranelli

Supplier Manager, SBP East U.S. and Canada
412.298.2261 (m)

Eric.Moranelli@arrow.com

HPE GreenLake questions?

hpegreenlake@arrow.com

Prepare, progress and profit with Arrow and HPE!