

<p>Is B2X authorized by HPE as a Distributor?</p>	<ul style="list-style-type: none"><li>• Yes, B2X carries an active contract with HPE as an Authorized Parts Distributor. B2X services resellers and solution providers by supplying current and legacy products to support installed HPE environments.</li><li>• For verification, please visit HPE Partner Ready Portal and navigate: My Workspace &gt; My Account &gt; <b>Contracts &amp; Compliance</b> and then <b>Contract Information</b>, open the chapter <b>Documents Referenced</b>.</li><li>• To learn how B2X fits into the overall market for Authorized Distributors, please refer to the <a href="#">HPE US Disty Profile</a>.</li></ul>
<p>Where does B2X purchase its products from?</p>	<ul style="list-style-type: none"><li>• Directly from HPE – B2X operates under the <a href="#">PointNext</a> division and focuses on the components in highest demand to support the modern datacenter.</li><li>• This can be verified via our <a href="#">HPE Authorization Letter</a>.</li><li>• For partners committed to a secure, authentic and traceable supply chain due to customer and contract requirements, B2X can provide additional verification and specific documentation to validate.</li></ul>
<p>What products does B2X typically sell? What systems do you support?</p>	<ul style="list-style-type: none"><li>• The most common items are SSDs (solid state disks), memory, GPUs, CPUs, hard drives and network connectivity – the components that power enterprise server and storage environments.</li><li>• These products are supported by HPE’s entire server portfolio (ProLiant, Synergy, Simplivity, Apollo, Moonshot, Integrity) and storage arrays such as MSA &amp; 3Par.</li></ul>
<p>How do I access your inventory and pricing?</p>	<ul style="list-style-type: none"><li>• Visit our webstore at <a href="http://store.b2xglobal.com">store.b2xglobal.com</a> to see current inventory. The site is secure and does require a login to access inventory levels and pricing.</li><li>• If you have any questions, desire a better price or just prefer working with a friendly person (we do too), then call or email your rep. Our customers often report that we provide the fastest response time the highest quality of the service among all distributors in the IT channel.</li></ul>
<p>How long does it take to become a B2X partner?</p>	<ul style="list-style-type: none"><li>• Less than 15 minutes. We have a brief online set-up form <a href="#">available here</a> plus a one signature payment agreement to finalize Net30 terms.</li></ul>
<p>Can you integrate into my company’s internal quoting system?</p>	<ul style="list-style-type: none"><li>• Yes, our team can integrate our catalog with live inventory and pricing into just about any software tool used by resellers today. We have pre-existing connections with Channel Online (CNET), Connectwise, VARCommerce and VARStreet.</li><li>• If you use a customized or homegrown quote tool, we can format the data to meet your specific requirements and transmit via EDI, XML, FTP or other mediums as needed.</li></ul>
<p>Does HPE provide warranty and support on products sold by B2X?</p>	<ul style="list-style-type: none"><li>• Yes – all products are genuine, ship in sealed box and come with the default 1 year warranty and support provided by HPE.</li><li>• All products come with a 30 day cross-ship replacement warranty through B2X in the case of any DOA product.</li></ul>

<p><b>Why would I add B2X if I already work with Ingram, Tech Data and Synnex?</b></p>	<ul style="list-style-type: none"> <li>• B2X serves as a strategic complement to these broadline distributors, reducing supply chain risk and supporting the entire product lifecycle.</li> <li>• Resellers typically come to B2X because they cannot find or validate a specific request through their primary distributor.</li> <li>• Additionally, B2X can support reseller requests for product purchases and upgrades that do not make sense for the typical deal registration process.</li> </ul>
<p><b>Does B2X require a contract or volume commitment?</b></p>	<ul style="list-style-type: none"> <li>• No upfront contracts are required to begin purchasing from B2X.</li> <li>• B2X does offer unique Volume Incentive Rebate (VIR) programs for resellers to enhance the service and delivery terms as well as the profitability of their purchases.</li> </ul>
<p><b>Does B2X report its sales out to HPE?</b></p>	<ul style="list-style-type: none"> <li>• Yes, we do. Each month, every order that B2X ships to an HPE partner or reseller is reported back, down to the serial number level. We are open to audits, quarterly reviews and annual performance checks by HPE's global team.</li> </ul>
<p><b>Does B2X offer pricing protection?</b></p>	<ul style="list-style-type: none"> <li>• We do. B2X's policy is to provide the largest discount to the reseller who first presents a given opportunity. Any reseller that brings the same deal later will be provided with a higher price point to protect margin and opportunity for the first reseller.</li> </ul>
<p><b>Can I select B2X as a vendor for my Big Deal registration?</b></p>	<ul style="list-style-type: none"> <li>• No, we do not require the multi-layered channel approvals to issue competitive discounts.</li> <li>• Prices from B2X are competitive with other channel programs and we can deliver a discounted quote within minutes of a request; no follow-up required.</li> </ul>
<p><b>Can B2X support Federal customers with TAA and traceability requirements?</b></p>	<ul style="list-style-type: none"> <li>• Yes. The products that B2X provides it's HPE partner customers are procured via secure and direct supply chain with the manufacturer and are fully traceable.</li> <li>• For resellers with customers that require TAA compliance, B2X will only quote and ship qualifying products that are free of any restricted Countries of Origin.</li> </ul>
<p><b>Why haven't I heard of this before?</b></p>	<ul style="list-style-type: none"> <li>• Because it's new. The partnership between B2X and HPE began in March of 2020 – a timely date given the supply chain issues that started to occur at that time.</li> <li>• Because it's niche. B2X focuses exclusively on solution providers with existing or growing HPE compute and storage practices.</li> </ul>
<p><b>Why is it important to buy Certified Product from an Authorized Distributor?</b></p>	<ul style="list-style-type: none"> <li>• To protect your customers investment and ensure highest quality performance from HPE infrastructure. Please refer to <a href="#">Why Buy Certified HPE Drives</a> and <a href="#">Why Buy Certified HPE Memory</a> so learn more.</li> <li>• Buying from an Authorized Distributor also guarantees product authenticity, ensuring your customer receives the industry's best built-in security features and are protected by seamless warranty &amp; support.</li> </ul>