The SHI/HP Partnership

SHI is currently ranked as one of the top HP partners worldwide

▸ Double-digit growth across the board in HP FY2014
  » *23% YoY growth in HP Enterprise Group (EG); ranked #2 in the U.S.*
  » *15% YoY growth in HP Printing & Personal Systems (PPS); ranked #4 in the U.S.*

▸ 21+ HP Certified Accredited System Engineers (ASEs) on staff - including HP EG Master ASE Certified Systems Engineers

▸ 2014 HP PartnerOne Global Reseller of the Year

▸ 2010 HP Enterprise Group (EG) Cross-Portfolio Platform Growth Award

HP Platinum Partner - SHI holds designations in the following areas:

▸ EG - Converged Infrastructure Platinum Specialist

▸ PPS - Platinum Partner

▸ PPS - Gold Client Virtualization Specialist

▸ PPS - Gold Managed Print Specialist

▸ PPS - Gold Designjet Specialist

▸ PPS - Gold Workstation Specialist Partner

▸ SW - Software Specialist

▸ SW - Software Silver IT Management Specialist

▸ SW - Software Silver TippingPoint Specialist

▸ HP Cloud Agile Partner

SHI maintains Full HP Enterprise Authorization and Full HP Authorization to sell ALL HP Product Lines

SHI's Value-Add

▸ 30+ on-site resources dedicated to supporting HP's various product lines and cultivating the relationship between SHI and HP

▸ Dedicated HP National Partner Business Managers by business segment
  » *Liaisons to HP in support of SHI's HP end-user customers*

▸ 24 Regional Partner Business Managers that support SHI's end-user customers at a local level

▸ Direct/strategic relationships with HP's distribution channels

▸ On-site demo lab backboned on HP Converged Infrastructure

▸ Support for hardware demo placements to end-users through two separate demo pools (HP's and SHI's own) guaranteeing the latest PC, print, server, storage, and networking products for 30-90 day trials

▸ Assessments and roadmap support

▸ Full configuration department onsite capable of a wide array of services such as warehousing, imaging and asset tagging

SHI Services Portfolio

Client and Print Services

▸ Mobility
▸ Windows Migration
▸ Client/Desktop Management
▸ Configuration and Imaging
▸ Virtual Desktop Infrastructure
▸ Deployment Planning Services
▸ Managed Print Services

Lifecycle Services

▸ Deployment and Support
▸ Product Protection, Warranty and Maintenance
▸ Asset Disposition and Remarketing

Cloud Services

▸ Software as a Service
▸ Platform as a Service
▸ Infrastructure as a Service
▸ Cloud Consulting
▸ Backup as a Service

Data Center Services

▸ Microsoft Windows Server 2003 Migration
▸ Virtualization
▸ Storage and SAN Design and Installation
▸ Server Installation and Configuration
▸ Network Installation and Configuration
▸ Backup and Recovery
▸ Custom Projects

hp Platinum Partner