

# Benefits of Buying from HPE Preferred Partners

- Assures your products are new, factory-sealed, and covered by warranty
- Reduces the risk of buying counterfeit products
- Safeguards that your product will be localized
- HPE preferred partners are certified HPE product experts, and can provide world-class pre-sales, integration, break-fix, and consulting services

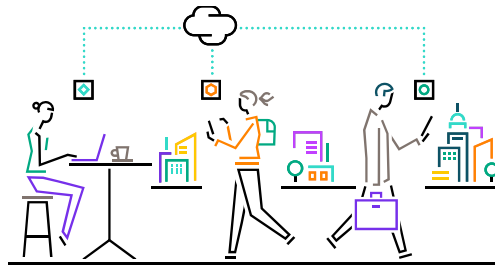
January 20, 2020

  
**Hewlett Packard**  
Enterprise



Contact us at [bsig@hpe.com](mailto:bsig@hpe.com) to share grey market concerns or counterfeit concerns, or for any further information.

# Self-Protection Recommendations



## **Buy from Hewlett Packard Enterprise**

By purchasing branded hardware and software products sold directly by Hewlett Packard Enterprise or preferred partners, you can have a high level of confidence that product is legitimately sourced.

## **If in an EEA Country, assure EEA compliance**

By requesting Hewlett Packard Enterprise preferred partners to confirm in writing that the goods supplied have been first sold by Hewlett Packard Enterprise or with its consent inside the EEA (European Economic Area), it will help to protect you from receiving goods that breach the European Union Trade Mark Regulation (EU N° 2017/1001).

## **Know the local pricing**

If products are being offered at prices significantly below HPE Preferred Partner pricing, there is the potential for them to be grey, counterfeit, or stolen. This risk is greatly reduced if you procure from an HPE Preferred Partner.

## **Request serial numbers**

By requesting that serial numbers are included on the invoice by the Hewlett Packard Enterprise supplier, you are equipped with a document identifying the specific hardware by its unique serial number.

## Resources



- Contact us at [bsig@hpe.com](mailto:bsig@hpe.com) for further information.
- Review the AGMA [whitepaper](#) for general information on the protection of intellectual property.