Licensing Options Summary Matrix

	Packaged Product	Flexible Quantity	Master License Agmt
Products available	Rapid Deployment Pack * 267196-B21 (Single node) 269817-B21 (10 node)	Rapid Deployment Pack 302127-B21	Rapid Deployment Pack 302128-B21
	iLO Advanced Pack 263825-B21	iLO Advanced Pack 302280-B21	iLO Advanced Pack 302281-B21
	Workload Management Pack 303284-B21	Workload Management Pack 294744-B21	Workload Management Pack 294745-B21
	Recovery Server Option 280189-B21	Recovery Server Option 303380-B21	Recovery Server Option 303381-B21
Components delivered with n quantity ordered	n Packs: case, media (as needed), documentation, key for 1 license	1 Pack: case, media (as needed), documentation, key for n licenses	Nothing delivered – invoice is proof of license purchase
Number of keys	1 per package for 1 server (RDP has 10-server option)	1 per package for n servers	Single key provided at initiation of agreement
License comes with key	Yes	Yes	No
Timing of license purchases	As needed	Up front in larger quantities	As needed
Media	Comes with pack (as needed)	Comes with pack (as needed)	Available at initiation of agreement
Fulfillment process	Delivered from HP or channel inventory	Built on order based on quantity	Immediate availability (since nothing has to ship)
Fulfillment by channel	Identical to other shippable options	Request drop-ship – distributors and some resellers have trouble receiving since n quantity ordered, but 1 received	Request drop-ship – distributors and some resellers have trouble receiving since n quantity ordered, but nothing received
Typical purchase scenario	Purchased with individual servers Purchased for small number of existing servers	Project roll-out of known quantity Deployment on a known-quantity of installed servers	Included in standard customer configurations Customer has standard software load
Covered by End-User License Agreement	Yes	Yes	Yes
Additional Contract	None	None	Signed sales agreement or existing master agreement (with HP Legal approval). Customer's HP account manager contacts ProLiantEssentials@hp.com to initiate agreement
Quantity Commitments	None	None (intended for larger qty)	None (intended for larger qty)
List prices	Same regardless of licensing option		
Discounts	Standard discount processes		
More information	http://www.hp.com/servers/proliantessentials ProLiantEssentials@hp.com		

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* RDP is also available bundled with HP ProLiant Blade servers as 8-node (281404-B21) and 20-node (273644-B21) options.