Below is a streamlined collection of resources you can share with your reseller customers. These links and documents explain the difference between refurbished and remanufactured products, how HPE Renew and Dell Recertified solutions work, and the benefits of Genuine HPE Replacement Parts. Feel free to pass them along or use them as talking points in your own presentations.

All-In-One Overview

- **HPE and Dell Program One-Pagers**
  - HPE Renew
  - Dell Recertified

Refurb vs. Reman

- **Image**: Refurb vs. Reman Graphic
  Simple breakdown of the differences—no mention of margins or sales pitch.
- **Session**: Our "Refurb vs. Reman" workshop can be presented on request (previously shown at SpiceWorld 2024). Great for teams or end-users who want a deeper dive.

IT Optimization with HPE Renew

- **Webinar Video**: Watch on YouTube
  Previously featured at HPE Discover, VLCM, and more. Demonstrates how HPE Renew helps customers optimize budgets and resources. We can also present this webinar for your end-users upon request.

HPE Renew Program

- **HPE Renew Certificate of Quality**
  Explains the "R" and why HPE Renew devices are remanufactured to meet strict standards.
- **HPE Renew Remanufacturing Process**:
  - **Technical Brief**: Download PDF
    Shows each step in a detailed, technical view.
  - **Video**: Process Walkthrough
    Explains how HPE handles refurbishing with input from real customers.

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- **HPE Renew Program Brochure**: View Here
  Covers warranty details, mixing new with Renew, and sustainability benefits.
- **HPE Renew Distributor and Customer Story**: Read "Why HPE Renew is Better for You"
  Shares our origin story in HPE Connect User Group and highlights the real value of Renew solutions.

Genuine HPE Replacement Parts

- **Overview**: Certified Parts PDF
  Explains authenticity, quality assurance, and how genuine parts can ensure compatibility.

Dell Recertified

- **StorageReview PowerEdge Coverage**
  - **Short Video**: Rack Comparison
    Quick look at Dell Recertified servers—can you spot the difference?
  - **Unboxing Video**: Watch Here
    Detailed review by an industry influencer.
  - **Article**: Spend Less, Move Faster with Dell Recertified Servers
    A technical comparison of new vs. recertified, including iDRAC reports and inside photos.
- **Dell Recertified Servers & Storage**
  Provides an overview of the Dell Recertified program, warranty coverage, and key benefits for customers (no logos in the document).

Need a Deeper Dive?

- We're happy to schedule webinars or internal sessions on any of these topics. Just let us know what your team needs.

Feel free to share these resources with your contacts, or reach out if you have questions or need any additional material.

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