HPE Software Micro Focus Spin-Merger Partner FAQs:

Following the announcement today confirming the closing of the transaction with Micro Focus, we want to ensure that our HPE Software Partners have clear insight into what's changing , and how it will (or will not) impact your business engagement with us. We will continue to update you as we move forward. In the meantime if you have questions which are not covered below, please address these with your local Partner Executive.

This document will address the following:

Table of Contents

Spin-Merger Overview

Q1: What is the strategy behind the HPE Software Micro Focus spin-merger?

A: This merger is entirely consistent with Micro Focus' established acquisition strategy and focus on the efficient management of mature infrastructure software products. It presents a rare opportunity to achieve a significant increase in the scale and breadth of Micro Focus by combining with a business operating in market segments adjacent and complementary to Micro Focus and having characteristics of high recurring revenues and strong cash conversion; and with the potential to deliver total shareholder returns that are superior to those likely to be achieved on an organic basis.

HPE Software Micro Focus Spin-Merger Partner FAQs

Q2: What is the messaging we can and should take to our customers on this?

A: The merger will create one of the world's largest pure-play infrastructure software companies with strong positions in a number of key products, further enhancing customers' ability to leverage prior IT investment and exploit the latest industry innovations. This new company will have the global footprint, agility and financial strength to drive software innovation across a comprehensive array of products.

Q3: We hear the phrases Day 1, Day 2 and Day 3 often used related to the spin-merger. What do they mean and what dates do they represent?

A: Day 1 is September 1, 2017 and refers to the close of the transaction and our first day as a new combined company. Day 2 is November 1, 2017 and it marks the start of the first full fiscal year of the new Micro Focus with an integrated leadership team and GTM strategy. Day 3 refers to November 1, 2018 when the company will be on the same operating platform with consistent processes and programs.

Q4: What is the strategy for integrating the partner business?

A: Our integration strategy focuses on 4 key tenets:

- Incorporate the "best of both" in our go forward partner strategy, go-to-market and programs
- Maintain business as usual wherever possible– provide a stable business environment for our partners
- Protect and honor partner investment in our business
- Recognize and reward the value of partner specialization

HPE Software Partner Program

Q5: Will we continue to have the HPE Software Partner Ready program in place for the rest of FY17 (post September 1, 2017)?

A: Yes, our partner program will continue to run as is for the duration of FY17.

Q6: Will there be a combined Micro Focus partner program as of November 1, 2017?

A: No, we will run parallel, separate partner programs for FY18. One will be for existing Micro Focus partners; one will be for existing HPE Software partners for the remainder of this calendar year and until Fall **2018**. It is our intention to launch a combined partner program (operated on the same platform and systems) effective November 1, 2018.

Q7: I am an existing HPE Software Partner in the program. Will I have to apply to the Micro Focus program to continue with my HPE program participation & benefits on Day 1?

A: No, you will continue to receive the partner program benefits commensurate with your tiered status in the HPE Software Partner Program for the remainder of FY17. There is no action required on your part to continue with the current program on Day 1. Additionally, no partner is required to join both programs. If you are interested in applying to the Micro Focus partner program, you are welcome to review additional information on their public web site: https://www.microfocus.com/partners

Q8: Are HPE Software partners able to sell current Micro Focus products on Day 1 under their existing HPE agreements?

A: No. In order for existing HPE Software partners to sell Micro Focus products, they will need to apply for and be accepted into the current Micro Focus partner program. If you are interested in applying to the Micro Focus partner program, you are welcome to review additional information on their public web site: https://www.microfocus.com/partners

Q9: What will change for the FY18 HPE Software Partner Program?

A: We will discontinue the use of Partner Ready naming to further differentiate it from the pan-HPE partner program; it will simply be called HPE Software Partner Program. Additionally, and as is the case at the start of each fiscal year, we will make minor program adjustments to respond to the changing needs of our business and our partners. Those changes will be announced in the September timeframe, aligned to our usual process.

Q10: Through the Legal notification letter received from HPE in advance of the operational cutover, my HPE Partner Ready contract transitioned intact to a contract with the EntIT business entity retaining all HPE SW contractual & program T&Cs, requirements, and benefits. What happens to my existing EntIT contract upon the legal cutover to Micro Focus on Day 1?

A: On Day 1 Micro Focus and EntIT Software LLC [or your local EntCorp entity as previously shared through the recent vendor set up process], will merge and, just as with the operational cutover, your contract relationship will transition intact, retaining all contractual & program T&Cs, requirements, and benefits.

Q11: When Micro Focus and EntIT/EntCorp Software LLC merge on Day 1, will my existing HPE SW Partner contract allow me to automatically access the Micro Focus Partner program and to the pre-spin merger Micro Focus product portfolios?

A: No. If you are interested in applying to the Micro Focus partner program, you are welcome to review additional information on their public web site: https://www.microfocus.com/partners/

HPE Software Partner Portal

Q12: Will there be a new partner portal on Day 1?

A: No, the Hewlett Packard Enterprise (HPE) Partner Ready Portal at https://partner.hpe.com will continue to serve as the single go-to partner portal for HPE Enterprise Group and HPE Software until November 2017.

Q13: What happens on Day 1 with my current Partner Ready Portal access?

A: There will be no change to your Partner Ready Portal access on Day 1. Through November you will continue to access the existing Partner Ready Portal (https://partner.hpe.com) and your log-in credentials will remain the same.

Q14: Will there be a different or new Partner Portal for FY18?

A: Yes, we are introducing a new Software Partner Community Portal for HPE Software partners as part of the FAST (Future Architecture Software Transformation) launch in November 2017. Integrated with SFDC, the new portal will be a single point of entry for all the tools and information you need to manage your business including*: onboarding, opportunity management, deal registration, market development funds and joint business planning as well as all the training and certification material you need to be successful with our customers (and compliant with our program).

**Access to certain business management tools dependent on partner authorization level.*

Q15: Will I be required to obtain a new login ID or re-register to use the new Software Partner Community Portal?

A: Existing HPE Software partners will log in to the new Software Partner Community Portal using the same login and password used today to access the Partner Ready Portal.

Q16: How do I register for the Partner Ready Portal?

A: Steps to obtain access via the Partner Ready Portal:
To register for the Partner Ready Portal, you must have your partner company information. Obtain your partner company information from your company Partner Portal Administrator (PPA). You will need this information for the portal registration form.

1) Visit the HPE Partner Ready Portal sign-in page at: https://partner.hpe.com
2) Click the “Register here” link.

3) Complete the portal registration form. HPE recommends that you use your email address for your User ID. Where prompted, select the country where your company employer is based. Submit your registration.
4) Allow up to three business days for your PPA to approve your access.
5) When your access is approved, you will receive an email confirming your account activation. Follow the instructions in the email to access your HPE Partner Ready Portal account.
6) When your access is approved, you will also receive an email confirming your registration and providing your HPE Learner ID.

More details on how to register for the Partner Ready Portal are provided in this document.

Support and Renewals

Q17: Will the Software Support Sales (Renewals) and Service Integrator (SVI) Programs remain in place at Micro Focus?

A: The existing Software Support Sales and SVI Programs will transition to Micro Focus on Day 1.

Q18: I am an existing Partner in the HPE Software Support Sales Program. Will I now have to apply to the Micro Focus program to continue with my HPE program participation?

A: No, there is no action required on your part to continue with the current program on Day 1. For changes to the HPE Partner Ready Program, or for more information on the Micro Focus Partner Programs, please refer to the "HPE Software Partner Program" section of this guide.

Q19: Does my HPE Software Support Sales certification transfer to Micro Focus?

A: Certifications from the existing HPE Software Partner Support Sales Program will be migrated to Micro Focus.

Q20: Will we have new operational processes for renewals quoting and order management?

A: It will be business as usual for HPE Software partners through the close of Q4 FY17. The tools Partners use, including Partner Workbench/eSam and CSIF (where applicable), will remain the same for Day 1. It will be business as usual through the close of FY17, Q4. We are launching FAST (Future Architecture Software Transformation) in November 2017 and all partners will have access to training and awareness for the new systems between September and November.

Q21: Will the Software Support Tools remain the same?

A: Yes. Please continue to obtain support by logging a support ticket on the Software Support Online (SSO) on Day 1. If you need additional assistance for software support, please leverage Software Support Chat or contact Software Support over the phone.

Q22: What if a customer previously held a contract with both HPE Hardware and Software components?

A: Legacy HPE Software contracts that may include Hardware (EG) or Services (TS or Pointnext) have been separated out for Software contracts. Customer SAID(s) for existing HPE EG or Pointnext support contracts remain the same, and customers will have received notice of new Software SAID assignments. Customers will need to add the new SAID to your existing HPE Passport profile on Software Support Online (SSO). We will continue to honor existing obligations through the current applicable Software Support terms.

FY18 GTM

Q23: Are HPE Software partners able to sell current Micro Focus products on Day 1 under their existing HPE agreements?

A: No. In order for existing HPE Software partners to sell Micro Focus products, they will need to apply for and be accepted into the Micro Focus partner program. If you are interested in applying to the Micro Focus partner program, you are welcome to review additional information on their public web site: https://www.microfocus.com/partners/

Q24: Will we have new operational processes for order management and deal registration on Day 1?

A: It will be business as usual for HPE Software partners through the close of Q4 FY17. We are launching FAST (Future Architecture Software Transformation) in November 2017 and all partners will have access to training and awareness for the new systems between September and November.

Training and Certification

Q25: Where do I find HPE Software training and certification after the new Micro Focus company is formed on Day 1?

A: The navigation path to the Software Training & Certification process is via the Partner Ready Portal. There is a dedicated Software Training and Certification page under the "Certification and Learning" Menu. Please click there and follow the appropriate links.
Partner Ready Portal -> Certification & Learning -> Software Training & Certification

Q26: We've heard there are changes to how HPE Software partners will train and certify. What does this mean?

A: Starting September 1, 2017, HPE Software Partners can meet all their certification needs for requirements within the HPE Software Partner Program via a new and improved certification process. Sales Certifications and Presales Technical Certifications for **all** Business Units are available. The certification process can be accessed via the Partner Ready Portal. Certifications via the legacy HPE Certification & Learning website will no longer be available.

Q27: Are all partner certifications going to be free of charge?

A: No. The newly introduced sales certifications for all Business Units and the presales technical certifications for ITOM, ADM and Security are free of charge (including the supporting training for each of the exams). While much of the new material for the remaining Business Units (IM&G, Big Data Platform) will be free, there are three technical training course requirements provided by HPE Software Education that are available at cost.

Q28: How can I find my HPE Learner ID?

A: After your HPE Learner ID has been issued, you can find it in the Learning Center. Click the home button, then select "See Learner ID".

Micro Focus Gov LLC

Q29: Why is there a requirement in the U.S. for a separate Government LLC entity?

A: Micro Focus is a UK-based company, therefore in order to conduct business with the US Government, there are legal and compliance requirements to maintain ownership of the entity under US control. The overall spin-merger transaction is not expected to adversely impact pre-existing, on-going or future capability of the Software business. Specifically, Entco Government Software LLC expects there to be no change to the technical approach, key personnel, or other elements of its subcontract and Entco will continue performance without disruption or change.

Q30: What will happen to Software government contracts?

A: Resellers, Systems Integrators, Distributors, Support, Direct and Classified contracts will be reviewed and novated to the Government LLC entity.

Q31: What is the impact to Requests for Proposal (RFPs) where Hewlett Packard Enterprise has already submitted a proposal to customers for government responses that will be awarded after August 1, 2017?

A: Proposals for HPE Software assets submitted in the name of HPE prior to 1 August 2017 that will be awarded on or after 1 August 2017, should be made in the name of Entco Government Software LLC. HPE plans to inform customers by letter or within the specific proposal or quote when this applies.

Q32: If a partner is selling to both enterprise and government agencies how will the partner agreements be structured? Will two separate agreements be necessary?

A: Depending on how your existing agreement(s) with Hewlett Packard Enterprise is/are currently structured, it may be necessary to create two separate agreements.

Q33: Will the Partner Portal still be accessible? Will it be separate from the Hewlett Packard Enterprise Partner Portal?

A: The HPE Partner Ready Portal at https://partner.hpe.com will continue to serve as the single go to partner portal for HPE Enterprise Group and Software until November 2017. Since February 2017: HPE Enterprise Group and HPE Software partners have seen separate versions of business tools on the Partner Ready Portal accessed via two “Go” buttons. Starting November 2017: Legacy HPE Software partners will do business via a different partner portal owned by Micro Focus, as HPE Software business tools, products, information and historical Software orders will no longer reside on the HPE Partner Ready Portal.

HPE Software Micro Focus Spin-Merger Partner FAQs

FY18 Sales Kickoff

Q34: Will partners be invited to this year's Sales Kickoff event?

A: Yes, select partners from both HPE Software and Micro Focus partners will be invited to participate in our FY18 Sales Kickoff event. This year's event will be held in Las Vegas from November 7-9 2017 and will be our inaugural Global Sales Kickoff for the new, combined company. Registration will open in September and additional details will be communicated shortly.

Additional Information and Support

We have created a Global spin-merger Partner Readiness page on the Partner Ready Portal. Please bookmark the URL for your region, to ensure you have the latest information, assets and communication:

- **US** (hyperlink: https://partner.hpe.com/group/upp-na/micro-focus-day-1)
- **LAR** (hyperlink: https://partner.hpe.com/group/upp-lar/micro-focus-day-1)
- **EMEA** (hyperlink: https://partner.hpe.com/group/upp-emea/micro-focus-day-1)
- **APJ** (hyperlink: https://partner.hpe.com/group/upp-apj/micro-focus-day-1)

For other program-specific inquiries please reach out to the following region teams:

- North America Partner Program Team
- Latin America Partner Program Team
- Asia Pacific Partner Program Team
- EMEA Partner Program Team