



Your HP Agent Partner
can give you the best of both worlds.



Introducing your HP Agent Partner...

You, like so many of our customers, require flexible new ways to select, purchase, install and support products for your computing infrastructure. You value the convenience and efficiency of purchasing direct from HP. But you rely upon the attention, expertise and accessibility of your local HP Channel Partner. Working with HP and your partner, you can reap the benefits of both: direct purchasing from HP, backed by the local experts you've come to trust.

Here's how it works

HP has long depended upon its valued Channel Partners to deliver complete solutions to customers. Because of their product expertise and access to HP resources, a number of Channel Partners, called HP Agents offer value-added services that you require.

In certain selling situations, your Channel Partner is perfectly poised to provide valuable additional support that your business needs define. HP Agents contribute their unique talents and expertise; HP can respond to your demand for direct purchasing; and customers take advantage of the best of both worlds.

Expect more and get it

When you choose to work with HP through your Agent, you will get:

- A level of personal account coverage that a purely direct model simply can't provide
- Strong HP backing of your partner both before and after the sale
- Local setup and services from a partner who understands your unique requirements
- Trained and certified experts to provide customized services, such as systems integration and configuration
- Full warranty coverage for the products and services you purchase from HP, no matter how you acquired them
- Your partner's good working relationship with HP and his ability to leverage the right HP resources to meet your needs
- Competitive pricing from HP

No one is better equipped to address your unique requirements. That's why HP and your HP Agent are working together to serve you.

Any way you look at it, you're in the driver's seat

Because you've demanded it, we've built flexibility into the way you work with us. Continue to count on your local expert for pre- and post-sales support.

- Work with your Channel Partner on your most pressing needs. When the decision is made to order HP products, you may place your order with assistance from your Agent via **www.hp.com**, through your HP sales representative, or by phone or fax.

- Your Agent also benefits. HP rewards his valuable contribution with compensation by HP at no additional cost to you.

Sometimes the best of both worlds is buying direct while still receiving the personal service of your local partner.

© 2007 Copyright Hewlett-Packard Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

To learn more, visit www.hp.com

4AA1-2303ENUC, Rev. 1, July 2007

