



Rahul Bambi
Product Manager
Personal System Group

9th January, 2008

To: All T2 Retail Partners of West (Maharashtra , Gujarat, MP, Chattisgarh & Goa)

Sub: Support Program for Presario Champion SKUs

Dear Business Partners,

This is support program for T2 partners on Presario Champion series.

Product Covered:

All Compaq Presario Champion (SG) Series desktops along with monitors.

Program Period:

Program Period is from 1st January to 31st January 2008.

Program Description:

To be eligible for this program partner has to meet assigned target of the month for Presario desktops.

On the successful completion of the targets, partners will get incentives as per slabs shown below –

Slab	Payout Rs / Unit
5	200
20	300
50	500

Please note there should be 100 % monitor connect and no incentive shall be paid if this clause is not adhered to.

HOW TO CLAIM FOR INCENTIVE.

Partner need not submit any online or manual claim for this program. The program will be paid automatically basis the Tier 1 data reported for purchases related to your entity in the correct company id.



You need to ensure that the data reported by Distributor is correct and reported under your correct entity otherwise your program incentive will be affected adversely.

1. **Only** the models mentioned under the **"Products Covered"** list above and **any subsequent inclusions by way of an amendment** would be eligible for incentive. No other model will be considered for incentive calculation under this program however all Presario models purchased during the program period will be considered for target achievement.
2. **Invoices in any name other than that of the reseller registered with HP will not be considered. Invoices should bear the same name as for which the claims has been filed for.**
3. The eligible products have to be purchased only from Authorized Wholesalers / Distributors. Sale of any products, purchased apart from HP Authorized Wholesalers/Distributors would not be counted towards under this program. Names of such authorized wholesalers/Distributors are as follows:
 - a. Ingram Micro.
 - b. Redington.
 - c. Savex
 - d. Jalan
 - e. Microtrack
 - f. Maxtone
 - g. Sagar
 - h. Sai
 - i. Rashi
4. Kindly note that if there are any additional models/ variations from the program letter which are to be considered for this program will be communicated as an amendment to the program letter during the quarter.
5. The incentive will be paid only if **SELL-IN** has been made during the program period.

Thank you for your participation in HP business,

Happy Selling!

Regards

Rahul Bambi
Product Manager
Personal System Group

Please send your Claims and queries to:

Program Claim Cell, Gurgaon
Hewlett Packard India Sales Pvt Ltd,
6th Floor, Tower D
Global Business Park,
Meharauli-Gurgaon Road,
Gurgaon 122002
Email: psg-india_claims@in1.exch.hp.com
Tel : 0124-2838901-12

