

**Rajanikanth Urs**  
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**ProCurve Networking Business**  
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January 1<sup>st</sup>, 2007

**To: All Authorized Partners Sales Representatives**

**Sub: "Spot a ProCurve" Program**

Dear Partner,

We are pleased to announce the special New Year ProCurve Incentive Program for your sales representatives registering leads & selling HP ProCurve Commercial 2900 series switch.

**Table: 1 – Payout**

Product	Spot (Lead)	Sell	Spot & Sell
2900-24G	Rs. 500.00	Rs. 2,500.00	<b>Rs. 3,000.00</b>
2900-48G	Rs. 500.00	Rs. 4,500.00	<b>Rs. 5,000.00</b>

**Table: 1 Incentive Details**

**Program period: January 1<sup>st</sup> 2007 to – February 28<sup>th</sup> 2007**

**Important Details:**

- **Lead Registration:** Incentive to channel Sales Rep for qualified lead accepted – irrespective of closure in favor of HP.
  - a. Partner Sales Rep fills up the ProCurve Lead Generation Form and sends it to the undersigned before February 28<sup>th</sup>, 2007. Leads will be registered on a first cum first registered basis & lead confirmation number shall be provided.  
**Kindly do not wait till February 28<sup>th</sup>, 2007 to submit the Lead registration Form. Submit it as & when you have the lead. Mandatory information includes customer details & contact information.**
  - b. HP evaluates your lead and accepts/declines the lead.
  - c. Leads already in the funnel will not qualify.
- **Sales Closure:** Incentive for Partner Sales Rep when the registered lead is invoiced by the wholesaler.
  - a. Pay as per Table 1 for every 2900 series switch sold.
  - b. Leads not registered will not qualify for Sell Incentive.**

Incentive applicable for each of the above will be given in form of [gift voucher/hampers](#) at the end of the Program period, against submissions by HP authorized distributor/sub-distributor against approval from HP.

**Table: 2 - Eligible Products & product description**

Part No.	Product
J9049A	2900-24G
J9050A	2900-48G

- 20 or 44 10/100/1000 + 4 dual-personality (more 10/100/1000 or mini-GBIC connectivity\*)
- 4 integrated 10GbE ports: two CX4 and two X2 \*\* (Inbuilt)
- Virtual stacking capability allows single IP address management of up to 16 switches
- Layer 2 + IP static routing

**Program Guidelines:**

1. This program is open to all [HP Reseller Sales Partner Reps of all Registered HP BPB, BP & RR's](#) in India only. Non registered partners to be approved by HP Channel Managers & should initiate process of registration.
2. This program is applicable to 2900 series of switches only, as per Table 2 above.
3. All leads must be registered using the attached Lead Submission form.
4. This program is valid for all invoicing (from wholesaler) from January 1<sup>st</sup>, 2007 to February 28<sup>th</sup>, 2007.
5. HP reserves the right to approve leads which qualify for this incentive.
6. Copies of invoices of wholesalers must be provided for Sell incentive claim.
7. [ORC cases are not eligible.](#)
8. All taxes applicable for incentive will be borne by the sales person/company (recipient).
9. Both Rupee & USD orders are covered by this scheme.
10. The HP ProCurve Networking switches are to be procured from the wholesalers Ingram Micro & SES. Kindly verify stocks with wholesalers in advance.
11. HP reserves the right to audit all claims, and disqualify any incomplete claims.
12. HP reserves the right to terminate this program without any prior notice to the partners.
13. Only one salesperson can claim against a unique lead/sale.
14. The Incentives applicable would be provided to the Reseller by the Wholesaler / sub distributor when all the claims are verified & approved by HP .The Wholesaler (Tier 1) / sub-distributor would submit the claim to HP along with the Following:
  - Wholesaler Invoice to Reseller partner
  - Reseller Purchase Order on wholesaler.
15. The Incentive applicable (Gift voucher as per Table 1) would be provided by the Concerned wholesaler/sub-distributor billing the Reseller partner at **NO** additional Cost. There will be NO claims from Reseller partner to HP on this Program.

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Registration No.: 198204256H  
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Singapore 911801  
[www.hp.com/go/procurve](http://www.hp.com/go/procurve)



**Claim Process:**

- Sales Rep to submit claims for any of the above-mentioned schemes in the correct format. The claim form has to signed by the reseller organization partner/owner.  
All claims should reach HP, Bangalore latest by **15<sup>th</sup> March 2007**, any claim received after this date will be summarily rejected.
- Claims to be sent in the specified format attached with the program letter and should be accompanied with copies of wholesaler invoice to reseller & Reseller POs, without which they will not be processed.
- For qualifying for **SELL** incentive Invoicing from the wholesaler to reseller need to happen within the Program period.
- Lead Registration number has to provide along with Lead Incentive claims.

For any clarifications on the program, please contact your local channel manager or drop a mail to

Surya Narayan C.S  
National Channel Manager – Commercial Business  
HP India Sales Pvt Limited  
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Mobile: +91-9900966966.



I look forward to your support in making this program a success and assure you of my support at all times. Thanking you for your participation in HP business.

Rajanikanth Urs M.C

A handwritten signature in blue ink that reads "Rajanikanth Urs M.C". The signature is written in a cursive style and is underlined.

National Sales Manager  
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For  
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## Spot a ProCurve – 2900 series switch Program

(Send this duly filled with all details & supporting documents to Mr. Rajakananth Urs M.C, ProCurve Networking Business,

Hewlett-Packard India Sales Pvt. Ltd., 24, Salarpuria Arena, Hosur Main Road, Adugodi, Bangalore –30

Phone: +91 80 25041424, Fax: +91 80 5110 8013

OR Email: [suryan@denave.com](mailto:suryan@denave.com), [rajanakanth.urs@hp.com](mailto:rajanakanth.urs@hp.com))

Sales Rep. Name:								
Contact Tel. No.:				Email ID:				
Partner Org. Name:								
Address where incentives has to be sent:								
Claim Details:								
Lead incentive details						Sell Incentive details		
Product Family	Customer Name	Lead confirmation Nos.	Lead quantity	Incentive per unit	Total lead incentive	Distributor Name, Inv. No. & date	Incentive Per Unit	Total Sell Incentive
2900-24G				500			2,500	
2900-48G				500			4,500	
Total Lead Claim:						Total Sell Claim:		
1. Copies of all invoices to be attached along with the claim form. Kindly attach additional sheets if required in the same format as above.						Total Lead + Sell Claim		
2. Currency in INR								

(Signature, Date & stamp)