



HP AdvanceNet Premier Reseller Program

Great partnerships depend on great partners—those who recognize the value of cooperation in achieving shared objectives. At Hewlett-Packard, we want to be your partner of choice in meeting the needs of your server and network customers and to that end, we have put together a comprehensive program of reseller benefits called the HP AdvanceNet Premier Reseller program.

Our program is designed to increase your sales while actually decreasing the amount of time you spend to monitor and administer your participation. This is accomplished by activating most benefits automatically—so there's minimal paperwork involved in claiming what you have earned. All you have to do to participate in the program is to meet the minimum criteria for qualification. Once your requirements are met, HP will notify you of your benefits and when they begin—it's that simple! And, as long as you continue to meet the minimum qualifications of the program, these benefits will continue without interruption.

We're sure you'll agree that long-term staff development provides value to your dealership, and is key to the success of your sales activities. HP offers technical training on our HP NetServer and network connectivity products through our newly-created HP STAR certification program. Similar to HP AdvanceNet, the HP STAR certification program has been customized to meet your individual business needs. The HP AdvanceNet Program will provide HP STAR training and/or training time-out-of-office vouchers for each benefit track for which you qualify. You can claim your training reimbursement after your systems engineers complete either the HP STAR NetServer Technical Training (NTT-200) or HP STAR Network Connectivity Training (NET-200).

The HP AdvanceNet Premier Reseller program offers benefits along two "tracks," each of which corresponds to a specific category of products. One track offers benefits to support the sales of HP NetServer products. The other track offers benefits to support the sales of HP AdvanceStack Network Connectivity products. As you review the program details, you will see that each track offers different benefits. These differences reflect HP's flexibility in tailoring competitive benefits against the many manufacturers who offer similar products and/or marketing programs. In essence, HP offers a robust and highly responsive benefits program that evolves to changing market conditions.

**For more information, call your Tech Data sales representative today
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