



HP Performance Program

In addition to our strong partnerships with our distributors, aggregators, and corporate resellers, HP recognizes the critical link that mainstream resellers like yourself play in meeting the needs of medium-size and large businesses. Reinforcing that link is the purpose behind our new HP Performance Program. We recognize your contribution to HP and welcome you to this exclusive group of top HP performers.

The HP Performance Program Web Site features areas devoted to:

*Extensive Technical Support - offers services that build your technical strength in HP products enabling you to enhance your reputation as a "local HP expert."

*Full Business Assistance - provides elements that help you build awareness, generate leads and close sales.

*Up-to-Date Information - demonstrates how you can sell efficiently and provide your customers with all the HP data they need to make informed decisions.

This comprehensive HP Performance Program provides programs that address all -- not just some -- of what you require to be prosperous and grow in today's highly competitive environment. All of which is provided in a simple, streamlined reseller program that covers the majority of Hewlett-Packard's extensive product portfolio. And, because your business requirements are dynamic, the program is designed to flex and change based on your needs.

To qualify, your reseller business must:

*Be a U.S. Reseller Agreement holder with: a U.S. Dealer Addendum; U.S. Direct VAR Addendum; and/or CADVAR Addendum; or a U.S. Second-Tier Reseller holder; or a U.S. VAR Certification holder.

*Within Hewlett-Packard's twelve-month measuring period, purchase at least \$100,000 of HP products either directly from HP or through an HP-Authorized U.S. Distributor as permitted by terms of your agreement.

*Complete an HP Checkpoint Survey to provide your business profile information when requested to do so by HP.

**For more information, call your Tech Data sales representative
today
at 800-237-8931 or visit HP's web site at
[http://partner.americas.hp.com/rrc/docs/cgi/overview/overviewSET.
htm](http://partner.americas.hp.com/rrc/docs/cgi/overview/overviewSET.htm)**