



## HP Small Business Spotlight Program

The HP Small Business Spotlight program is an exclusive offering provided to HP-authorized resellers who focus on selling to small businesses. This program is Hewlett-Packard's commitment to providing resellers with the specialized support and resources needed to capture the tremendous growth potential of the small business marketplace.

There are two membership levels within the HP Small Business Spotlight program, each determined by sales performance: the Entry Level and the Senior Level. Each level of membership provides resellers with a comprehensive set of benefits and tools designed specifically for the small business marketplace.

Benefits of the HP Small Business Spotlight program include:

- Marketing Tools
- Solutions Training
- HP Small Business Spotlight Newsletter
- HP Small Business Solutions Expert Distinction
- Direct Mail
- Financial Incentives
- Qualified Sales Referrals/Leads
- HP Solutions Expert Logo Usage

---

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/sbso/sbso.htm>