# **Order Processing Guidelines**

Hewlett Packard Enterprise

SPECIAL PRICING NEGOTIATED CUSTOMER DEAL

Deal ID #: 1600175053 Version #: 3 Status:ORDERABLE Quote Distribution Date: 27/12/23

Deal Description: NQ06516442-02-OCAC IT Center Network

Infra

Ship/Sellout From: 27/12/23 Deal Lead:

**DM**:Soumyo Bose

End User:

Dates:

1036050785 GOVERNMENT OF ODISHA

Geo Scope Local RTM Indirect LCLP GLP Cust Eng: Reseller PUBLIC\_SECTOR Mixed **VALUE** Country Code IN Price List Code IN DP Price Term RS Currency PCT 72 Bund Accum Mode N Complex Deal Cash Payment Days Cash Disc Percent 0.00 Agent Incentive Flag

**Affiliate Customer Number** 

1036050785 GOVERNMENT OF ODISHA Bhubaneswar

Reseller A

1000868294 REDINGTON LIMITED Chennai

Reseller B

1040057095 E SQUARE SYSTEM & TECHNOLOGIESPRIVATE LIMITED Khordha

Product Number Offerings
Discounts are additional to Purchase Agreement

Product number	Opt	Description	PL					Std Disc %	List PrcRS	Offering	Offer Type	Begin Date	End Date
JL700C	•	Aruba 8360-32Y4C v2 FB 3F 2AC Bdl	NV	2	1	•		38%	4,084,905.00	612735.75	BD Net	27/12/23	26/03/24
JL700C	ACJ	Aruba 8360-32Y4C v2 FB 3F 2AC Bdl IN en	NV	2	1			0%	0.00	0.00	BD Net	27/12/23	26/03/24
H65U8E		Aruba 5Y FC NBD Exch 8360 32Y4C SVC	LS	2	1			50%	965,454.00	337908.90	BD Net	27/12/23	26/03/24
JL484A		Aruba 25G SFP28 LC SR 100m MMF XCVR	16	16	1			38%	176,618.00	14129.44	BD Net	27/12/23	26/03/24
J9150D		Aruba 10G SFP+ LC SR 300m MMF XCVR	16	24	1			38%	192,982.00	15438.56	BD Net	27/12/23	26/03/24
JH232A		HPE X142 40G QSFP+ LC LR4 SM Transceiver	16	4	1			38%	1,145,344.00	91627.52	BD Net	27/12/23	26/03/24
JL602A		Aruba X412 1U Universal 2-post RM Kit	L1	2	1			38%	12,545.00	5018.00	BD Net	27/12/23	26/03/24
JL448A		Aruba X2C2 RJ45 to DB9 Console Cable	35	2	1			38%	21,709.00	3256.35	BD Net	27/12/23	26/03/24
JH235A		HPE X242 40G QSFP+ to QSFP+ 3m DAC Cable	16	2	1			38%	68,618.00	17154.50	BD Net	27/12/23	26/03/24

# Multi Country Information

#### Country

## **Special Terms and Conditions**

Comments	Deal Version	Creation Date(GMT)
Integrated Quoting ID: NQ06516442-02 Partner Contact:Raghunath Rath Partner Contact's Email:raghunath.rath@hpe.com Partner Contact's Phone:+91 9937028130	0003	27/12/2023 03:55:23



## **CONDITIONS CLIENT HPE - Portfolio**

# ORDER PROCESSING GUIDELINES or HPE QUOTE TERMS FOR PARTNERS

These Order Processing Guidelines ("OPG") or HPE Quote ("HPE Quote") Terms ("Terms") govern the relationship between you ("Partner", "you" or "your") and the HPE entity which is issuing the OPG or HPE Quote ("HPE", "we" or "us"), with respect to the granting of the HPE Partner End-User Special Negotiated Discount or HPE Partner Product Promotion or HPE Partner Special Negotiated Discount. You acknowledge that placing a purchase order to HPE or your selected Reseller A with reference to the OPG or accepting the HPE Quote and asking for an OPG to be issued constitutes acceptance of these Terms.

OPGs and HPE Quotes are communicated to Reseller A or Reseller B. The ones communicated to Reseller B contain indicative pricing uplifted with a benchmarked Reseller A margin. Resellers B are expected to negotiate their pricing with the Reseller A of their choice.

- 1. DEFINITIONS, TERMINOLOGY AND INDICATORS:
- 1.1. Definitions:
- a) 'HPE Partner Agreement Discount" is the contractual discount granted under the HPE Partner Agreement. It is also referred to as "Contractual Discount".



- b) "End Customer" is the company/organization paying a price to ultimately use or consume HPE products/services purchased directly from HPE, from an HPE Distributor/Reseller or as part of a third-party solution package (provided by OEM, Service Provider). The End Customer is the true driver of product and service demand. The End Customer can be different from the Sold to, Ship to or Entitled Party.
- c) "HPE Quote" is an offer by HPE to the Partner specifying Products and/or Support, prices, quantities, ordering schedule and expiration date, which includes an End-User Special Negotiated Discount and is not orderable or claimed against.
- d) The "Order Processing Guidelines ("OPG")" contain the Products and/or Support, prices, quantities, ordering schedule and expiration date and is issued after the Partner informs that a deal for which HPE has issued a HPE Quote is won or includes a Product Promotion Discount, and is orderable or claimed against.
- e) "End User Special Negotiated Discount" or "SND" is the additional discount beyond the HPE Partner Agreement Discount for a specific End Customer deal. End-User Special Negotiated Discount is offered as "Big Deal Net Price" or "Additional % Off HPE List Price".
- f) "HPE Partner Product Promotion Discount" or "Product Promotion Discount" represents the discount beyond the HPE Partner
  Agreement Discount for a defined list of Products and/or Support, a set duration of time, within a designated Territory and which
  objective is to provide Partners with an additional discount that is expected to pass on End Customer, it being understood that HPE
  will not require any minimum resale price to be charged by you.
- g) Reseller A means Tier 1 Sold To Partner, i.e. an HPE Partner who buys directly from HPE for the purpose of resale or distribution to the next tier or End Customer (only if authorized by HPE). T1 Sold To is the Company/Organization which is legally



requesting a quote or an order. It includes the name and address of the requesting party (legal entity buyer). T1

Bill-To/Invoice-to is the company/ organization Name and Address representing the Mailing location for the invoice. T1 Sold To /

Bill-To Partners may also be referred to as "Distributor", "Wholesaler", "Franchisor", "T1 Reseller", "Corporate Reseller" and/or "Partner A".

h) Reseller B means T2 Channel/Reseller i.e. is an HPE Partner who typically buys from Reseller A/Tier 1 Partner for the purpose of resale to Customer. T2 Channel/Reseller is the company/Organization buying products, services or support from Distributors or Sub distributors and selling to End Customer. Can be more than one T2 on a transaction each with different Business Relationship type e.g. Reseller and a Preferred Service Provider.T2 Channel/Reseller Partners may also be referred to as "Resellers", "Final Tier", and/or "Partner B".

i) Order Entry Period means the period during which an order to buy Products and/or Support at Special Pricing can be placed by you to HPE against the relevant OPG.

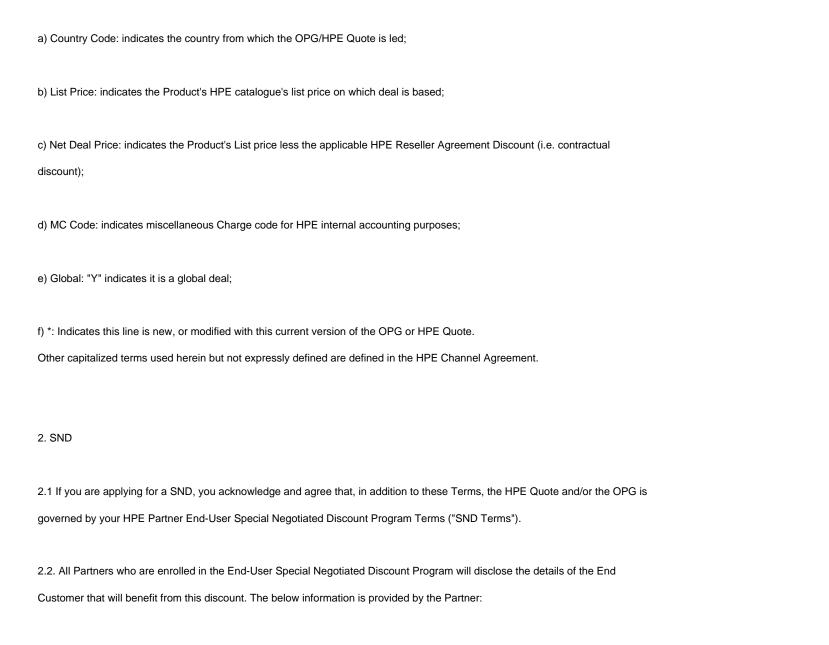
j) Shipment Schedule period means the period of shipment of Products from HPE (relevant for Special Pricing provided in the form of Upfront as defined below).

k) Sell-out period means the period of shipment of Products to the End Customer (relevant for Special Pricing provided in the form of Rebate as defined below).

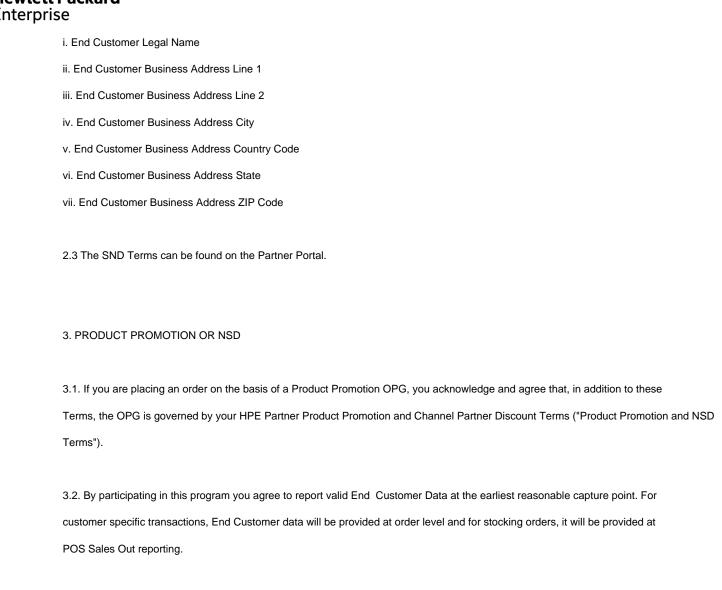
I) Claim Entry means the period in which HPE will allow the Partner who purchases directly from HPE to claim rebates (MAX: 30 days after the Sell-out period).

1.2. Indicators used in the OPG/HPE Quote:









3.3. The HPE Partner Product Promotion and NSD Terms can be found on the Partner Portal.



4.	<b>HPE</b>	QUOTE	
		Q 0 0 1 E	

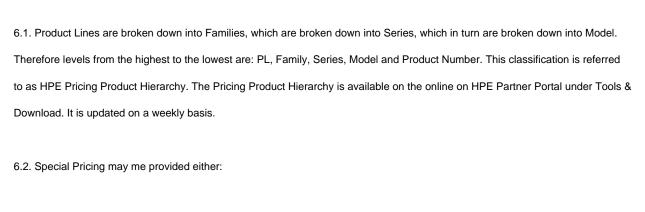
4.1. An HPE Quote is issued when HPE is offering an End-User Special Negotiated Discount. For Product Promotion Discounts, HPE issues OPGs.
<ul><li>4.2. All terms of any HPE Quote (prices, Product and/or Support, quantities, ordering schedule) are valid for a maximum of thirty</li><li>(30) days after the latest creation date.</li></ul>
4.3. The offer made under an HPE Quote shall be confirmed by an OPG. The OPG is the only document against which a Partner may place purchase orders for Products and/or Support at a Special Pricing.
5. OPG
5.1. An OPG is defined for a given:
a. Partner who purchases directly from HPE only (i.e. Distributors and buying Resellers);
b. End Customer at a specific location if the OPG authorizes ordering Products and/or Support at a specific SND;
c. Discount business model (i.e. upfront only or rebate only);
d. Validity conditions (split into 4 different validity periods: order entry / HPE shipment schedule/ sell-out/ claim entry);



e. Product(s) offer;
f. Pricing offer g. Volume per Product(s) (i.e. the maximum quantity allowed for the whole OPG and not for each Partner).
5.2. A unique identifier is assigned to each OPG.
5.3. The SND, Product Promotion or NSD will be applied according to the discount mode defined by HPE and specified in the OPG, as follows:
a. Upfront: The Upfront discount is provided at order placement to HPE. [Examples: M72, MA9U: Region -Country Special Discount / M07: Promotion Discount / M77: Region Commercial Discount];
b. Rebate: The Rebate is paid by HPE to Partner upon Partner Rebate Claim, (based on sell-out date). [Examples: M72R, MA9R: Regio - Country Deal / M09: Promotional Discount / M77R: Region Commercial Discount];
c. Mixed: The SND, Product Promotion Discount or NSD is either provided upfront or as back end rebate, never both. [Examples: M72G Global Accounts / M72M: Region Special discount / MA9: Country Special Discount / M77E: Region Commercial Discount].
5.4. OPG with binding pricing are communicated to Resellers A only. Resellers A have access to the indicative (uplifted) pricing communicated by HPE to Resellers B, while Resellers B do not have access to the OPG that includes binding pricing as agreed by HPE and Reseller A.

6. OFFERING TYPES:





- a) For an entire Product Line (PL): Special Pricing applies to all Product numbers within the defined PL;
- b) For a Product Family, Series or Model: Special Pricing is applies to all Product numbers within either (1) an HPE Product Family (Fam), (2) Product Series (Ser), or (3) Product Model (Mod);
- c) For a specific Product Number (PN): Special Pricing applies to the designated product number only;
- d) For a Bundle (BD): Special Pricing applies to the designated bundle of products only when purchased together as a group;
- e) For Engagement (EG): Special Pricing applies to a service arrangement.
- 6.3. When a product is covered by several offering line items, the price and volume (quantity) conditions that apply to the product are the one of the line item defined for the lowest level of product hierarchy. (e.g.: if a product number is covered by a Product Family line item and a Product Number line item, then the conditions of the Product Number line item apply.).
- 6.4. In the Offering sections, Begin and End date columns refer to Sell-out period for Rebate and Shipment Schedule period for



Upfront.

6.5. % Off HPE List / Extra discount: Authorized additional discount percentage i.e. discount off list price in addition to contractual discount.

6.6. BD Net Price / Partner price: Deal Net Price offered on a Product Number.

## 7. INSTALLED BASE CONSOLIDATION

HPE may share entitlement details for Support related to sub-components and drives purchased separately from or later than a main system with the Partner who provides Support for the main system in order to achieve configuration accuracy and customer satisfaction. Sharing of entitlement details will occur upon a request for a renewal Quote for Support, so that Support covers the entire base, including the main system and sub-components.