Order Processing Guidelines



SPECIAL PRICING NEGOTIATED

CUSTOMER DEAL

Geo Scope Local Deal Description: NQ06108866-02-Switches RTM Indirect **GLP LCLP** Dates: Ship/Sellout From: 17/11/23 Deal Lead: Cust Eng: Reseller Sales Rep: Shubhada Shinde Ship/Sellout To: 15/02/24 **ENTERPRISE** Mixed **DM**: Shubhada Shinde Volume Country Code IN Price List Code IN End User: DP

Status: ORDERABLE Quote Distribution Date: 17/11/23

Deal ID #:

1101891326

1002182968 WILO MATHER AND PLATT PUMPS PRIVATE LIMITED

Version #: 3

PCT 72 Bund Accum Mode N Complex Deal Ν Cash Payment Days

RS

Cash Disc Percent 0.00 Agent Incentive Flag

17/11/23

17/11/23

17/11/23

17/11/23 15/02/24

15/02/24

15/02/24

15/02/24

Price Term

Currency

Affiliate Customer Number

Reseller A

1000868294 REDINGTON LIMITED Chennai

Reseller B

J9993A

J9995A

J9987A

J9283D

TEAM COMPUTERS PRIVATE LIMITED 1000010442 Delhi

Aruba 8p 1G/10GbE SFP+ v3 zl2 Mod

Aruba 8p 1/2.5/5/XGT PoE+ v3 zl2 Mod

Aruba 10G SFP+ to SFP+ 3m DAC Cable

Aruba 24p 1000BASE-T v3 zl2 Mod

Product Number Offerings

Discounts are additional to Purchase Agreement Ord Min Rslr Min Rslr Max Ln Max Std Begin Opt PL Qty List PrcRS Offering Offer Type Description **End Date** Product number Qty Disc % Qty Qty Qty Date Aruba 5406R zl2 Switch 35 38% 374,072.00 220702.48 BD Net 17/11/23 15/02/24 J9821A H1MS0E Aruba 3Y FC 4H Exch 5406R zl2 SVC LS 1 50% 463,963.00 231981.50 BD Net 17/11/23 15/02/24 J9829A Aruba 5400R 1100W PoE+ zl2 PSU 35 2 38% 190,800.00 57240.00 BD Net 17/11/23 15/02/24 J9829A ACJ Aruba 5400R 1100W PoE+ zl2 PSU IN en 35 2 0% 0.00 0.00 BD Net 17/11/23 15/02/24 J9827A Aruba 5400R zl2 Management Module 35 38% 387,163.00 85175.86 BD Net 17/11/23 15/02/24

38%

38%

38%

38%

742,799.00

742,799.00

511,527.00

34.364.00

148559.80 BD Net

148559.80 BD Net

102305.40 BD Net

8591.00 BD Net

35

35

35

16

2

2

Discounts are addition	Discounts are additional to Purchase Agreement														
Product number	Opt	Description	PL	Qty		Rslr Min Qty			Std Disc %	List PrcRS	Offering	Offer Type	Begin Date	End Date	
J9150D		Aruba 10G SFP+ LC SR 300m MMF XCVR	16	4	1				38%	192,982.00	48245.50	BD Net	17/11/23	15/02/24	
J9151E		Aruba 10G SFP+ LC LR 10km SMF XCVR	16	10	1				38%	466,800.00	39257.90	BD Net	17/11/23	15/02/24	
Multi Country Information															
Country															
Special Terms ar	Special Terms and Conditions														
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Comments

Product Number Offerings

CONDITIONS CLIENT HPE - Portfolio

Creation Date(GMT)

17/11/2023 09:59:58

Deal Version

0003

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.

Integrated Quoting ID: NQ06108866-02 Partner Contact:Shubhada Atul Shinde Partner Contact's Email:shubhada-atul.shinde@hpe.com Partner Contact's Phone:null

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



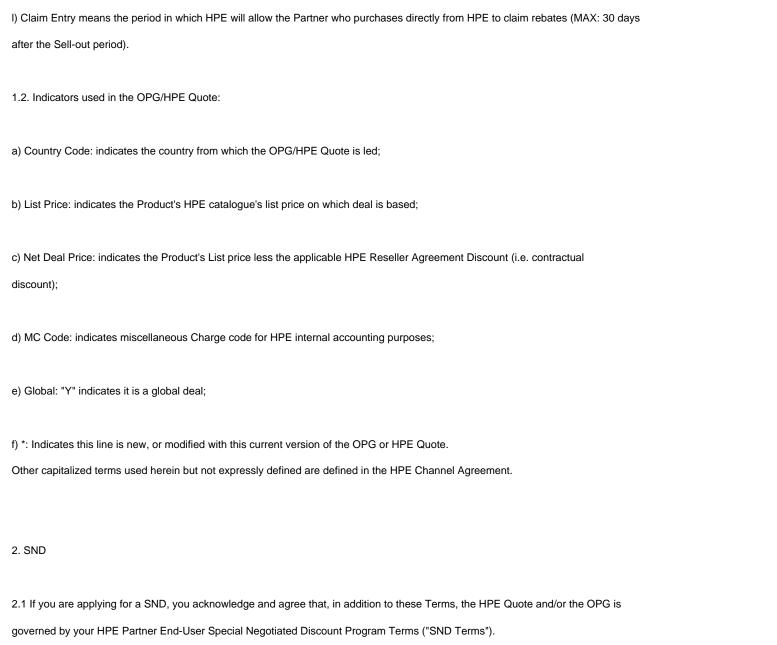
will not require any minimum resale price to be charged by you.

- 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

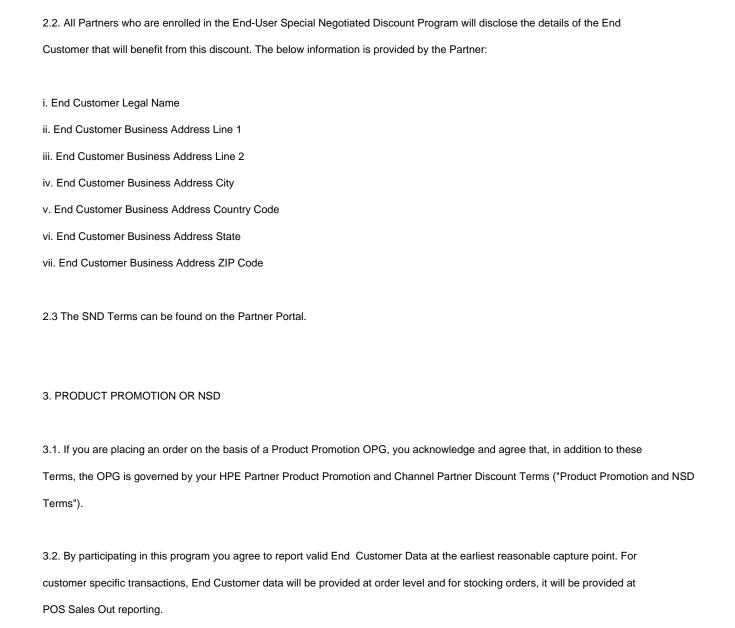
 Bill-To/Invoice-to is the company/ organization Name and Address representing the Mailing location for the invoice. T1 Sold To /

 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).

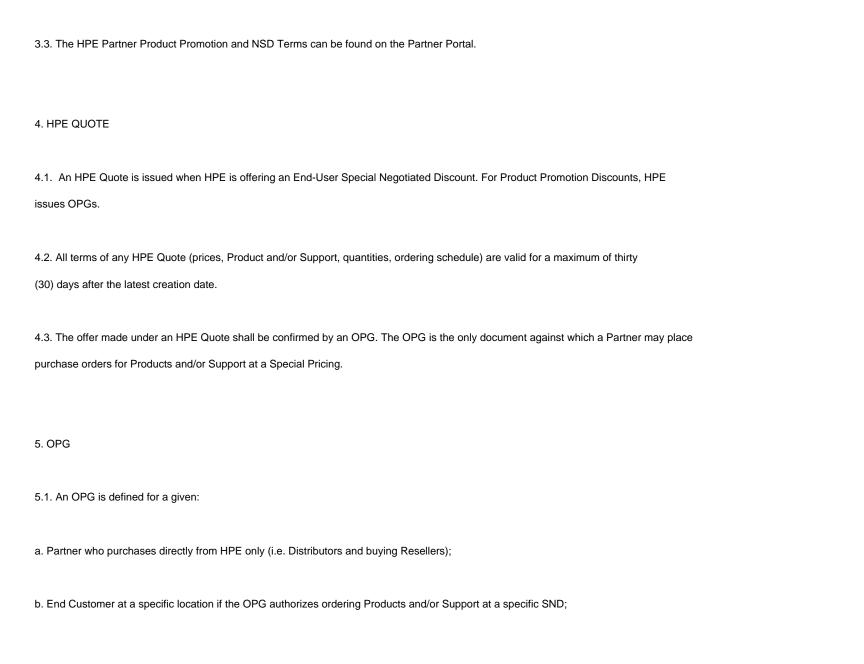




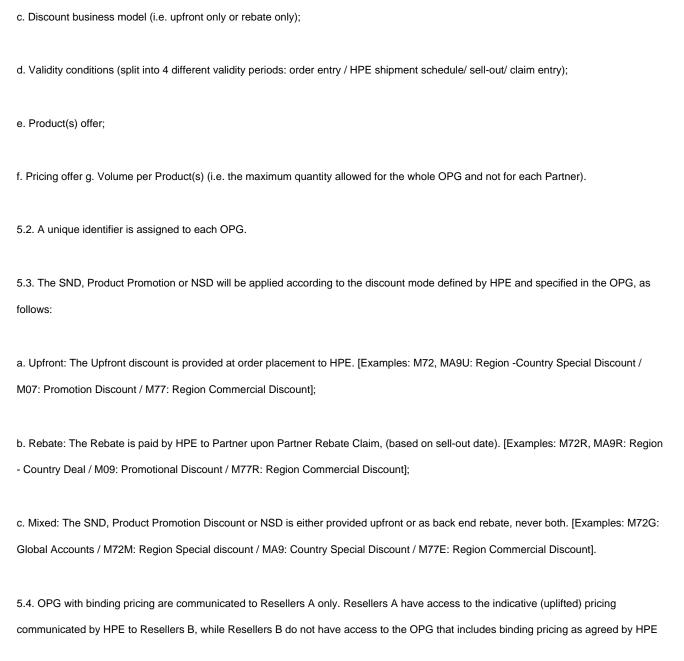






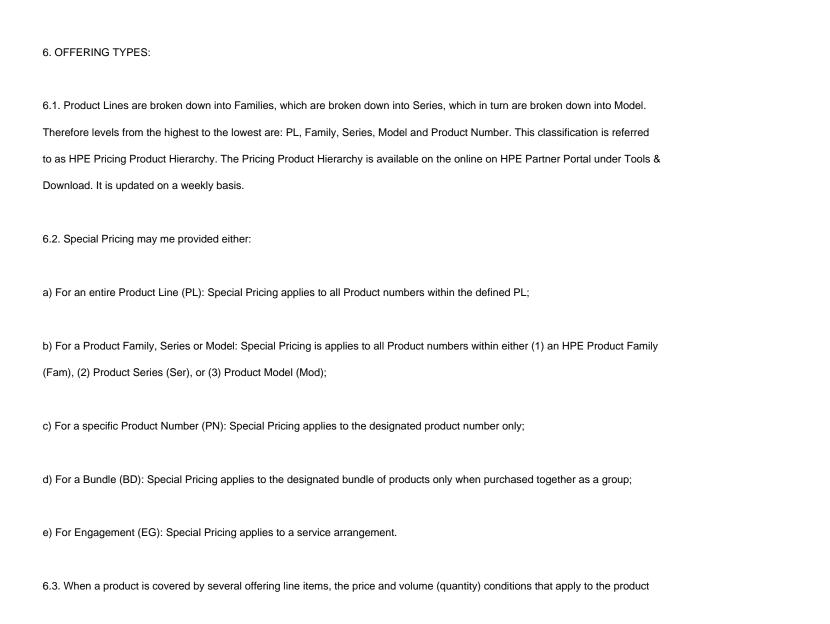








and Reseller A.





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.