# **Order Processing Guidelines**



Agent Incentive Flag

SPECIAL PRICING NEGOTIATED Deal ID #: 1600184118 Version # : 2 Status: ORDERABLE Quote Distribution Date: 03/01/24 CUSTOMER DEAL Geo Scope Local Deal Description: NQ06536492-01-WLAN 535 RTM Indirect GLP **LCLP** Dates: Ship/Sellout From: 03/01/24 Deal Lead: Cust Eng: Reseller Sales Rep: Shubhada Shinde Ship/Sellout To: 02/04/24 Mixed **DM**: Shubhada Shinde Volume Country Code IN Price List Code IN End User: DP Price Term 1040271446 Husqvarna Construction RS Currency **PCT** 72 Bund Accum Mode N Complex Deal Ν Cash Payment Days Cash Disc Percent 0.00

Affiliate Customer Number

Reseller A

1000868294 REDINGTON LIMITED Chennai

Reseller B

1000010442 TEAM COMPUTERS PRIVATE LIMITED Delhi

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 AP-535 (RW) TAA Unified AP VL 6 38% 265,527.00 69260.15 BD Net 03/01/24 02/04/24 JZ346A HN4L5E Aruba 5Y FC NBD Exch AP 535 TAA SVC VR 50% 49,200.00 24600.00 BD Net 03/01/24 02/04/24 VLR3J18A AP-MNT-D AP mount bracket individual D 6 38% 4,036.00 1052.85 BD Net 03/01/24 02/04/24 R1B26A Aruba 9004 (RW) TAA Branch Gateway XΒ 2 38% 253.418.00 94430.88 BD Net 03/01/24 02/04/24 97161.00 BD Net HN5N1E Aruba 5Y FC NBD Exch 9004 Gtwy TAA SVC XC 2 50% 194,322.00 03/01/24 02/04/24 JW119A PC-AC-IN AC Power Cord (India) VL2 38% 764.00 473.68 BD Net 03/01/24 02/04/24 R4E00AAE Aruba 90xx GW FSec 5yr Sub E-STU X9 2 38% 429,206.40 159936.00 BD Net 03/01/24 02/04/24 R1B30A Aruba 9004-MNT-19 Rack Mount Kit XB 2 38% 26,945.00 10040.65 BD Net 03/01/24 02/04/24 JY728A AP-CBL-SERU Console Adapter Cable VL 38% 3.491.00 2164.42 BD Net 03/01/24 02/04/24

### **Product Number Offerings**

Discounts are additional to Purchase Agreement

Product number	Opt	Description	PL	1(.)tv/			Ln Max Qty	Std Disc %	List PrcRS	Offering	Offer Type	Begin Date	End Date
S0M90A		HPE NW 6200F 48G C4 4SFP+740W T Sw	WB	1	1			38%	1,279,526.00	333751.98	BD Net	03/01/24	02/04/24
S0M90A	ACJ	HPE NW 6200F 48G C4 4SFP+740W T Sw IN en	WB	1	1			0%	0.00	0.00	BD Net	03/01/24	02/04/24
H82A9E		Aruba 5Y FC NBD Exch 6200F 48GPoE+740SVC	LS	1	1			50%	308,072.00	154036.00	BD Net	03/01/24	02/04/24
Q9Y60AAE		HPE ANW Central AP Fnd 5y E-STU	L5	6	1			38%	45,108.00	17667.93	BD Net	03/01/24	02/04/24
Q9Y75AAE		HPE ANW Central Sw CL2 Fnd 5y E-STU	L5	1	1			38%	133,232.82	52129.14	BD Net	03/01/24	02/04/24

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## **Special Terms and Conditions**

Comments	Deal Version	Creation Date(GMT)
Integrated Quoting ID: NQ06536492-01 Partner Contact:Shubhada Atul Shinde Partner Contact's Email:shubhada-atul.shinde@hpe.com Partner Contact's Phone:null	0002	03/01/2024 12:36:12



### **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.

# Hewlett Packard Enterprise

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### 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

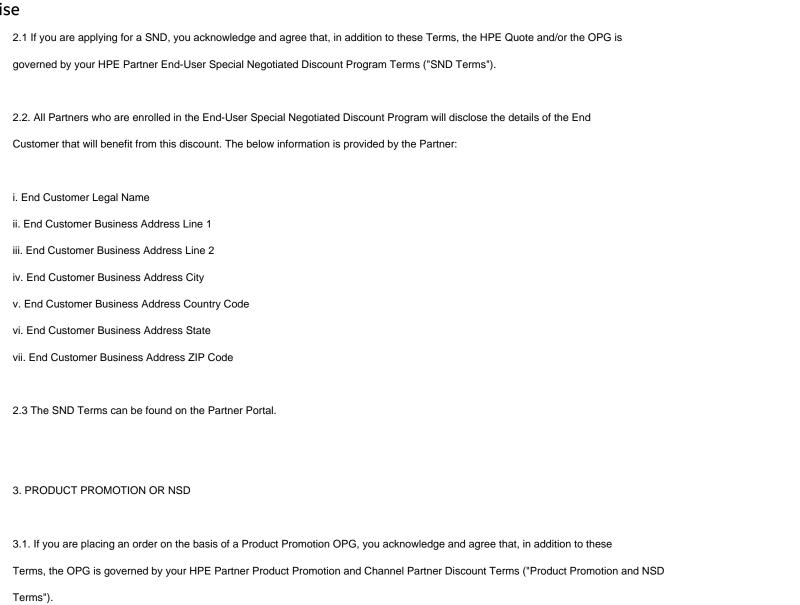
  Bill-To/Invoice-to is the company/ organization Name and Address representing the Mailing location for the invoice. T1 Sold To /

  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: a) Country Code: indicates the country from which the OPG/HPE Quote is led; b) List Price: indicates the Product's HPE catalogue's list price on which deal is based; c) Net Deal Price: indicates the Product's List price less the applicable HPE Reseller Agreement Discount (i.e. contractual discount); d) MC Code: indicates miscellaneous Charge code for HPE internal accounting purposes; e) Global: "Y" indicates it is a global deal; f) \*: Indicates this line is new, or modified with this current version of the OPG or HPE Quote. Other capitalized terms used herein but not expressly defined are defined in the HPE Channel Agreement. 2. SND



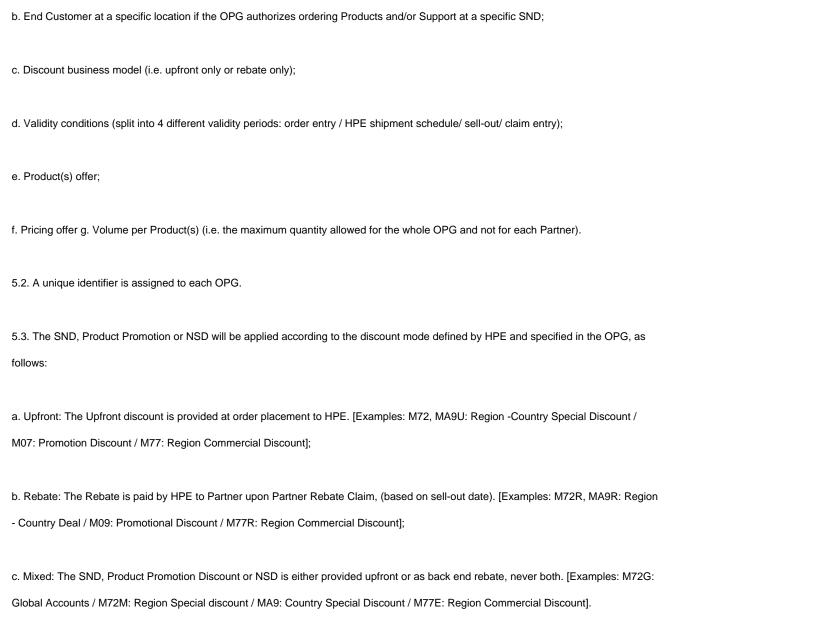


3.2. By participating in this program you agree to report valid End Customer Data at the earliest reasonable capture point. For

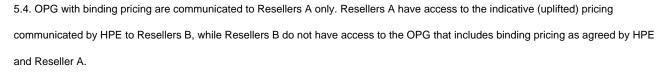


customer specific transactions, End Customer data will be provided at order level and for stocking orders, it will be provided at POS Sales Out reporting. 3.3. The HPE Partner Product Promotion and NSD Terms can be found on the Partner Portal. 4. HPE QUOTE 4.1. An HPE Quote is issued when HPE is offering an End-User Special Negotiated Discount. For Product Promotion Discounts, HPE issues OPGs. 4.2. All terms of any HPE Quote (prices, Product and/or Support, quantities, ordering schedule) are valid for a maximum of thirty (30) days after the latest creation date. 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);









#### 6. OFFERING TYPES:

- 6.1. Product Lines are broken down into Families, which are broken down into Series, which in turn are broken down into Model.

  Therefore levels from the highest to the lowest are: PL, Family, Series, Model and Product Number. This classification is referred to as HPE Pricing Product Hierarchy. The Pricing Product Hierarchy is available on the online on HPE Partner Portal under Tools & Download. It is updated on a weekly basis.
- 6.2. Special Pricing may me provided either:
- 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.