Order Processing Guidelines

Hewlett Packard Enterprise

SPECIAL PRICING NEGOTIATED Deal ID #: 1600143193 Version #: 4 Status: ORDERABLE Quote Distribution Date: 28/12/23 CUSTOMER DEAL Geo Scope Local Deal Description: NQ06454988-03-Chembur Office Setup RTM Indirect GLP LCLP Dates: Ship/Sellout From: 28/12/23 Deal Lead: Cust Eng: Reseller Sales Rep : Minal S Gulati Ship/Sellout To: 27/03/24 **ENTERPRISE** Mixed **DM**: Minal S Gulati Volume Country Code IN Price List Code IN End User: DP Price Term 1001058301 Aditya Birla Group RS Currency **PCT** 72 Bund Accum Mode N Complex Deal Ν Cash Payment Days Cash Disc Percent 0.00 Agent Incentive Flag

Affiliate Customer Number

Reseller A

1000868294 REDINGTON LIMITED Chennai

Reseller B

JL086A

JL669B

1000757220 COMNET SOLUTIONS PRIVATE LIMITED Mumbai

Product Number Offerings
Discounts are additional to Purchase Agreement

ACJ

Aruba X372 54VDC 680W PS IN en

Aruba X751 FB Fan Tray

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-515 (RW) Unified AP VL 38% 162,109.00 35877.00 BD Net 28/12/23 27/03/24 Q9H62A 14 HG6T6E Aruba 3Y FC NBD Exch HW AP-515 SVC VR 14 50% 3,491.00 1352.05 BD Net 28/12/23 27/03/24 VL27/03/24 R3J18A AP-MNT-D AP mount bracket individual D 14 38% 4,036.00 1246.29 BD Net 28/12/23 Q9Y59AAE HPE ANW Central AP Fnd 3y E-STU 38% 31.668.00 14421.05 BD Net 28/12/23 27/03/24 L5 14 Q9Y74AAE HPE ANW Central Sw CL2 Fnd 3y E-STU L5 38% 84,500.01 12962.17 BD Net 28/12/23 27/03/24 27/03/24 H91L8E Aruba 3Y FC NBD Exch HW 6200M 48G PoESVC LS 4 50% 47,236.00 18294.50 BD Net 28/12/23 JL086A Aruba X372 54VDC 680W PS WB 38% 101,345.00 20186.28 BD Net 27/03/24 28/12/23

0%

38%

0.00

69.927.00

0.00 BD Net

15475.80 BD Net

28/12/23

28/12/23 27/03/24

27/03/24

WB

WB

Discounts are additional to Purchase Agreement													
Opt	Description	PL	Qty					Std Disc %	List PrcRS	Offering	Offer Type	Begin Date	End Date
	Aruba 1G SFP RJ45 T 100m Cat5e XCVR	16	8	1				38%	45,273.00	7514.55	BD Net	28/12/23	27/03/24
	Aruba 10G SFP+ to SFP+ 1m DAC Cable	16	4	1				38%	25,091.00	6941.25	BD Net	28/12/23	27/03/24
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Multi Country Information													
Special Terms and Conditions													
C	Opt	Opt Description Aruba 1G SFP RJ45 T 100m Cat5e XCVR Aruba 10G SFP+ to SFP+ 1m DAC Cable Drmation	Opt Description PL Aruba 1G SFP RJ45 T 100m Cat5e XCVR I6 Aruba 10G SFP+ to SFP+ 1m DAC Cable I6 Drmation	Opt Description PL Qty Aruba 1G SFP RJ45 T 100m Cat5e XCVR I6 8 Aruba 10G SFP+ to SFP+ 1m DAC Cable I6 4 Drmation	Opt Description PL Qty Ord Min Qty Aruba 1G SFP RJ45 T 100m Cat5e XCVR I6 8 1 Aruba 10G SFP+ to SFP+ 1m DAC Cable I6 4 1 Drmation	Opt Description PL Qty Ord Min Qty Aruba 1G SFP RJ45 T 100m Cat5e XCVR Aruba 10G SFP+ to SFP+ 1m DAC Cable Description PL Qty Ord Min Qty RsIr Min Qty I6 8 1 Aruba 10G SFP+ to SFP+ 1m DAC Cable Description I6 4 1	Opt Description PL Qty Ord Min Qty Qty Qty Qty Qty Aruba 1G SFP RJ45 T 100m Cat5e XCVR I6 8 1 Aruba 10G SFP+ to SFP+ 1m DAC Cable I6 4 1 Description PL Qty Ord Min Qty	Opt Description PL Qty Ord Min Qty Qty Qty Qty Qty Qty Qty Qty Aruba 1G SFP RJ45 T 100m Cat5e XCVR I6 8 1 Aruba 10G SFP+ to SFP+ 1m DAC Cable I6 4 1 Description PL Qty Ord Min Qty Qty Qty Qty Qty The property of the pro	Opt Description PL Qty Ord Min Qty RsIr Min Qty RsIr Max Qty In Max Qty Std Disc % Aruba 1G SFP RJ45 T 100m Cat5e XCVR I6 8 1 38% Aruba 10G SFP+ to SFP+ 1m DAC Cable I6 4 1 38%	Opt Description PL Qty Ord Min Qty RSIr Min Qty RSIr Max Qty Ln Max Qty Std Disc % List PrcRS Aruba 1G SFP RJ45 T 100m Cat5e XCVR Aruba 10G SFP+ to SFP+ 1m DAC Cable 16 8 1 38% 45,273.00 Description 38% 25,091.00	Opt Description PL Qty Ord Min Qty Rslr Min Qty Rslr Max Qty Ln Max Qty Std Disc % Disc % List PrcRS Offering Aruba 1G SFP RJ45 T 100m Cat5e XCVR I6 8 1 38% 45,273.00 7514.55 Aruba 10G SFP+ to SFP+ 1m DAC Cable I6 4 1 38% 25,091.00 6941.25	Opt Description PL Qty Qty Qty Qty Qty Qty Disc % List PrcRS Offering Offer Type Aruba 1G SFP RJ45 T 100m Cat5e XCVR I6 8 1 38% 45,273.00 7514.55 BD Net Aruba 10G SFP+ to SFP+ 1m DAC Cable I6 4 1 38% 25,091.00 6941.25 BD Net Ormation	Opt Description PL Qty Ord Min Qty RsIr Min Qty RsIr Max Qty List PrcRS Disc % List PrcRS Disc % Offering Date Description Aruba 1G SFP RJ45 T 100m Cat5e XCVR I6 8 1 38% 45,273.00 7514.55 BD Net 28/12/23 Aruba 10G SFP+ to SFP+ 1m DAC Cable I6 4 1 38% 25,091.00 6941.25 BD Net 28/12/23



Comments

Product Number Offerings

CONDITIONS CLIENT HPE - Portfolio

Creation Date(GMT)

28/12/2023 11:22:18

Deal Version

0004

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: NQ06454988-03 Partner Contact:Minal S Gulati Partner Contact's Email:minal-s.gulati@hpe.com Partner Contact's Phone:+91 9833202103

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



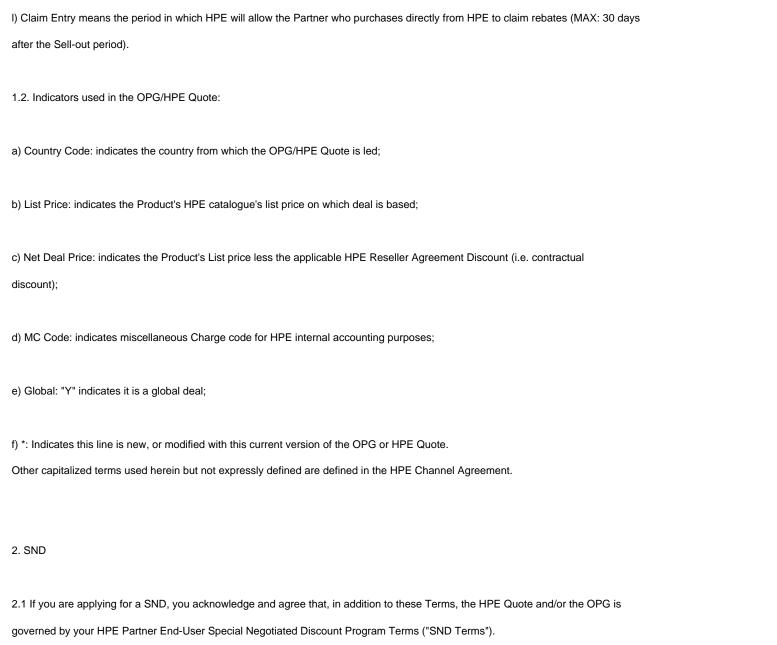
will not require any minimum resale price to be charged by you.

- 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

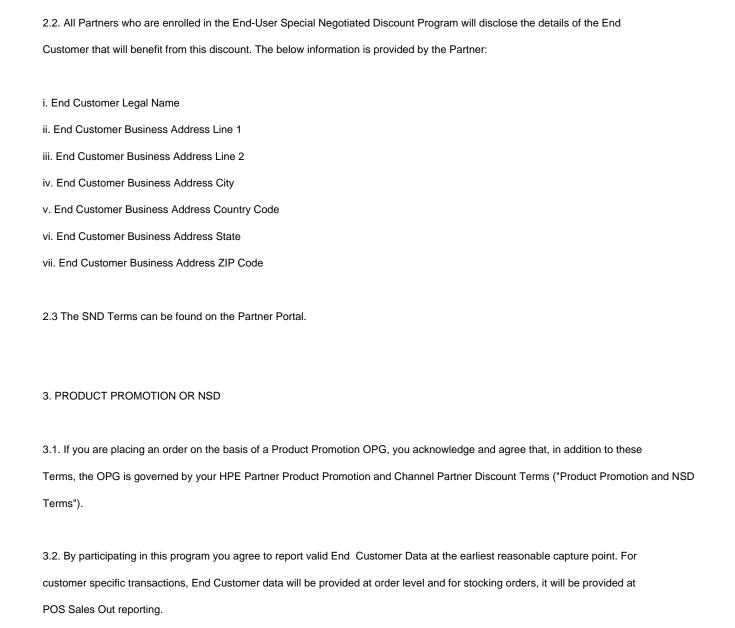
 Bill-To/Invoice-to is the company/ organization Name and Address representing the Mailing location for the invoice. T1 Sold To /

 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).

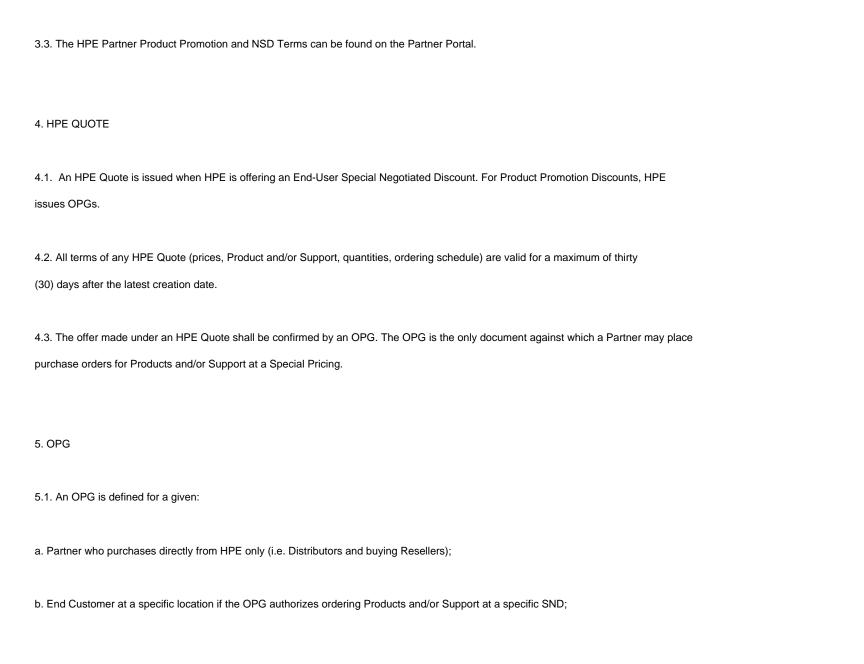




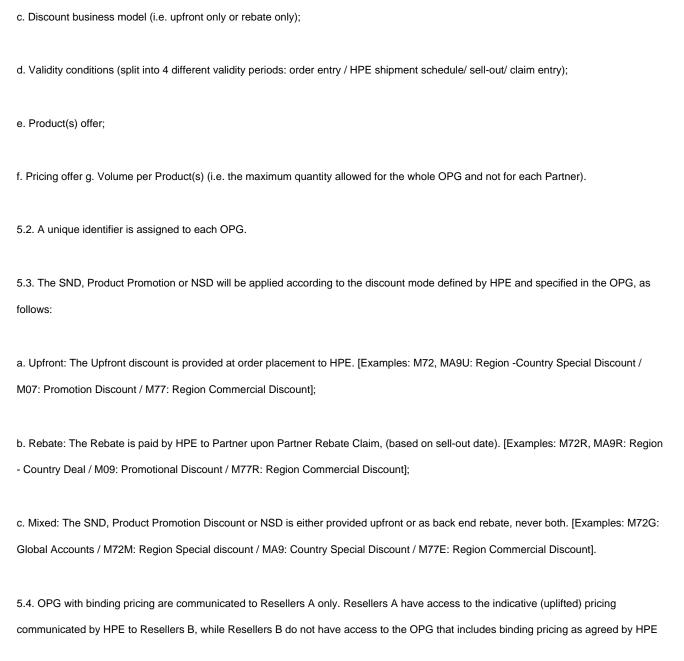






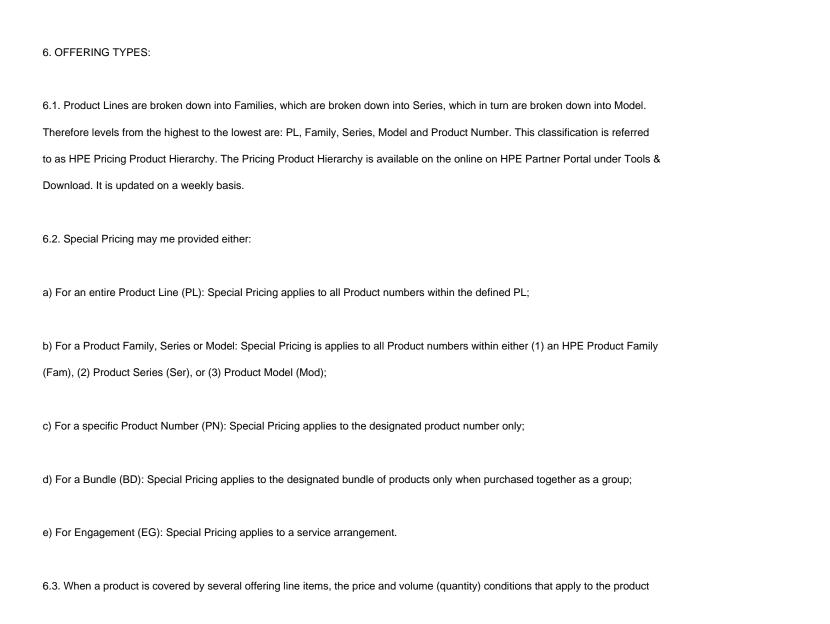








and Reseller A.





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.