

Order Processing Guidelines



Deal ID # : 1101891326 Version # : 3 Status :ORDERABLE Quote Distribution Date : 17/11/23												SPECIAL PRICING NEGOTIATED CUSTOMER DEAL	
Deal Description : NQ06108866-02-Switches												Geo Scope Local	
Dates : Ship/Sellout From :17/11/23 Deal Lead : Ship/Sellout To :15/02/24 Sales Rep :Shubhada Shinde DM :Shubhada Shinde												RTM Indirect	
												GLP LCLP	
End User : 1002182968 WILO MATHER AND PLATT PUMPS PRIVATE LIMITED												Cust Eng: Reseller ENTERPRISE Mixed Volume	
												Country Code IN	
												Price List Code IN	
												Price Term DP	
												Currency RS	
												PCT 72	
												Bund Accum Mode N	
												Complex Deal N	
												Cash Payment Days	
												Cash Disc Percent 0.00	
												Agent Incentive Flag	

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

Product number	Opt	Description	PL	Qty	Ord Min Qty	Rslr Min Qty	Rslr Max Qty	Ln Max Qty	Std Disc %	List PrcRS	Offering	Offer Type	Begin Date	End Date
J9821A		Aruba 5406R zI2 Switch	35	1	1				38%	374,072.00	220702.48	BD Net	17/11/23	15/02/24
H1MS0E		Aruba 3Y FC 4H Exch 5406R zI2 SVC	LS	1	1				50%	463,963.00	231981.50	BD Net	17/11/23	15/02/24
J9829A		Aruba 5400R 1100W PoE+ zI2 PSU	35	2	1				38%	190,800.00	57240.00	BD Net	17/11/23	15/02/24
J9829A	ACJ	Aruba 5400R 1100W PoE+ zI2 PSU IN en	35	2	1				0%	0.00	0.00	BD Net	17/11/23	15/02/24
J9827A		Aruba 5400R zI2 Management Module	35	1	1				38%	387,163.00	85175.86	BD Net	17/11/23	15/02/24
J9993A		Aruba 8p 1G/10GbE SFP+ v3 zI2 Mod	35	1	1				38%	742,799.00	148559.80	BD Net	17/11/23	15/02/24
J9995A		Aruba 8p 1/2.5/5/XGT PoE+ v3 zI2 Mod	35	2	1				38%	742,799.00	148559.80	BD Net	17/11/23	15/02/24
J9987A		Aruba 24p 1000BASE-T v3 zI2 Mod	35	2	1				38%	511,527.00	102305.40	BD Net	17/11/23	15/02/24
J9283D		Aruba 10G SFP+ to SFP+ 3m DAC Cable	16	4	1				38%	34,364.00	8591.00	BD Net	17/11/23	15/02/24

Product Number Offerings														
Discounts are additional to Purchase Agreement														
Product number	Opt	Description	PL	Qty	Ord Min Qty	Rslr Min Qty	Rslr Max Qty	Ln Max Qty	Std Disc %	List PrcRS	Offering	Offer Type	Begin Date	End Date
J9150D		Aruba 10G SFP+ LC SR 300m MMF XCVR	I6	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	I6	10	1				38%	466,800.00	39257.90	BD Net	17/11/23	15/02/24
Multi Country Information														
Country														
Special Terms and Conditions														
Comments										Deal Version		Creation Date(GMT)		
Integrated Quoting ID: NQ06108866-02 Partner Contact:Shubhada Atul Shinde Partner Contact's Email:shubhada-atul.shinde@hpe.com Partner Contact's Phone:null										0003		17/11/2023 09:59:58		



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).



l) 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

2.1 If you are applying for a SND, you acknowledge and agree that, in addition to these Terms, the HPE Quote and/or the OPG is governed by your HPE Partner End-User Special Negotiated Discount Program Terms ("SND Terms").

2.2. All Partners who are enrolled in the End-User Special Negotiated Discount Program will disclose the details of the End Customer that will benefit from this discount. The below information is provided by the Partner:

- i. End Customer Legal Name
- ii. End Customer Business Address Line 1
- iii. End Customer Business Address Line 2
- iv. End Customer Business Address City
- v. End Customer Business Address Country Code
- vi. End Customer Business Address State
- vii. End Customer Business Address ZIP Code

2.3 The SND Terms can be found on the Partner Portal.

### 3. PRODUCT PROMOTION OR NSD

3.1. If you are placing an order on the basis of a Product Promotion OPG, you acknowledge and agree that, in addition to these Terms, the OPG is governed by your HPE Partner Product Promotion and Channel Partner Discount Terms ("Product Promotion and NSD Terms").

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);
- 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: Region - 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:

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 online on the HPE Partner Portal under Tools & Download. It is updated on a weekly basis.

6.2. Special Pricing may be 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 applied 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.