Order Processing Guidelines

Hewlett Packard
Enterprise

Deal ID # :	1101116727 Version # : 4 Status :	ORDERABLE Quote Distribution	n Date : 11/10/22	SPECIAL PRICING NEGOTIATED CUSTOMER DEAL			
Deel Deceri	Geo Scope Local						
Deal Descrip	Deal Description : NQ04671851-02-(SOT)US DC Capacity add-on						
Dates :	Ship/Sellout From :11/10/22	Deal Lead :		RTM Indirect GLP LCLP			
	Ship/Sellout To: 10/11/22	Sales Rep :		Upfront VALUE			
		DM:		Country Code TW			
				Price List Code TW			
End User :	······································			Price Term DP			
1	1013302696 台達電子工業股份有限公司			Currency TD			
				PCT 79			
				Bund Accum Mode N			
				Complex Deal N			
				Cash Payment Days			
				Cash Disc Percent 0.00			
				Agent Incentive Flag			
Affiliate Cus	stomer Number			!			
1013302696	台達電子工業股份有限公司 中堰	攊市		!			
Reseller A							
1000004997	精技電腦股份有限公司		台北市				
Reseller B							
1000004991	大同世界科技股份有限公司		臺北市				
Bundle Offer	rings						

Product number	Opt	Description

1013302696	口连	电十二美成份有限公司 中燃巾													
Reseller A															
1000004997	精技	電腦股份有限公司				É	計市								
Reseller B															
1000004991	大同	世界科技股份有限公司				3	臺北市								
Bundle Offerings Discounts are additio		ırchase Order													
Product number	Opt	Description	Р	L	Qty	Ord Min Qty	RsIr Min Qty	Rslr Max Qty	Ln Max Qty	Std Disc %	List PrcTD	Offering	Offer Type	Begin Date	End Date
868703-B21		២២១៩೮1_G@N•001፱፻፵₽48℃_512GB_600GB_x6_5\			1	1	•	•	0				BD Net	11/10/22	10/11/22
Config ID:28807900		Source Config ID:5128705315-03													
868703-B21		HPE DL380 Gen10 8SFF CTO Server	S	Υ	1										
868703-B21	UUF	HPE DL380 Gen10 8SFF CTO Server	S	Υ	1										
P02514-L21		HPE DL380 Gen10 Xeon-G 6248 FIO Kit	S	Υ	1										
P02514-B21		HPE DL380 Gen10 Xeon-G 6248 Kit	S	Υ	1										
P02514-B21	0D1	Factory Integrated	S	Υ	1										
P00930-B21		HPE 64GB 2Rx4 PC4-2933Y-R Smart Kit	S	SI	8										
P00930-B21	0D1	Factory Integrated	S	SI	8										
870757-B21		HPE 600GB SAS 15K SFF SC MV HDD	S	SI	3										
870757-B21	0D1	Factory Integrated	S	SI	3										
826694-B21		HPE DL38X Gen10 x16 x16 Riser	S	Υ	1										

Bundle Offerings Discounts are additional to Purchase Order

Product number	Opt	Description	PL	Qty	Ord Min Qty	Rslr Min Qty	Rslr Max Qty	Ln Max Qty	Std Disc %	List PrcTD	Offering	Offer Type	Begin Date	End Date
826694-B21	0D1	Factory Integrated	SY	1										
652503-B21		HPE 10GbE 2p SFP+ 57810S Adptr	SI	2										,
652503-B21	0D1	Factory Integrated	SI	2										,
P9D94A		HPE SN1100Q 16Gb 2p FC HBA	1Y	2										,
P9D94A	0D1	Factory Integrated	1Y	2										,
P01366-B21		HPE 96W Smart Stg Li-ion Batt 145mm Kit	SH	1										·
P01366-B21	0D1	Factory Integrated	SH	1										,
804331-B21		HPE Smart Array P408i-a SR Gen10 Ctrlr	SI	1										·
804331-B21	0D1	Factory Integrated	SI	1										·
629135-B22		HPE 1GbE 4p FLR-T BCM5719 Adptr	SI	1										
629135-B22	0D1	Factory Integrated	SI	1										
455883-B21		HPE BLc 10G SFP+ SR Transceiver	SI	4										
455883-B21	0D1	Factory Integrated	SI	4										
865414-B21		HPE 800W FS Plat Ht Plg LH Pwr Sply Kit	SI	2										
865414-B21	0D1	Factory Integrated	SI	2										
733660-B21		HPE 2U SFF Easy Install Rail Kit	SI	1										
733660-B21	0D1	Factory Integrated	SI	1										
QK733A		HPE Premier Flex LC/LC OM4 2f 2m Cbl	1Y	8										
E5Y34A		HPE OV 3yr 24x7 Supp Phys 1 Svr Lic	FS	1										
HU4A6A5		HPE 5Y Tech Care Essential SVC	72	1										
HU4A6A5	SVN	HPE One View w/IIo Support	K3	1										
HU4A6A5	WAH	HPE DL38x Gen10 Support	96	1										
1														
Multi Country Inf	iormati	ion												
Country														

Special Terms and Conditions

Comments	Deal Version	Creation Date(GMT)
5128705315-03	0001	23/09/2022 05:56:15
Integrated Quoting ID: NQ04671851-02 Partner Contact:Jiun-Hau Chu Partner Contact's Email:jiun-hau.chu@hpe.com Partner Contact's Phone:+886 2 26524060	0004	11/10/2022 08:01:14





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.

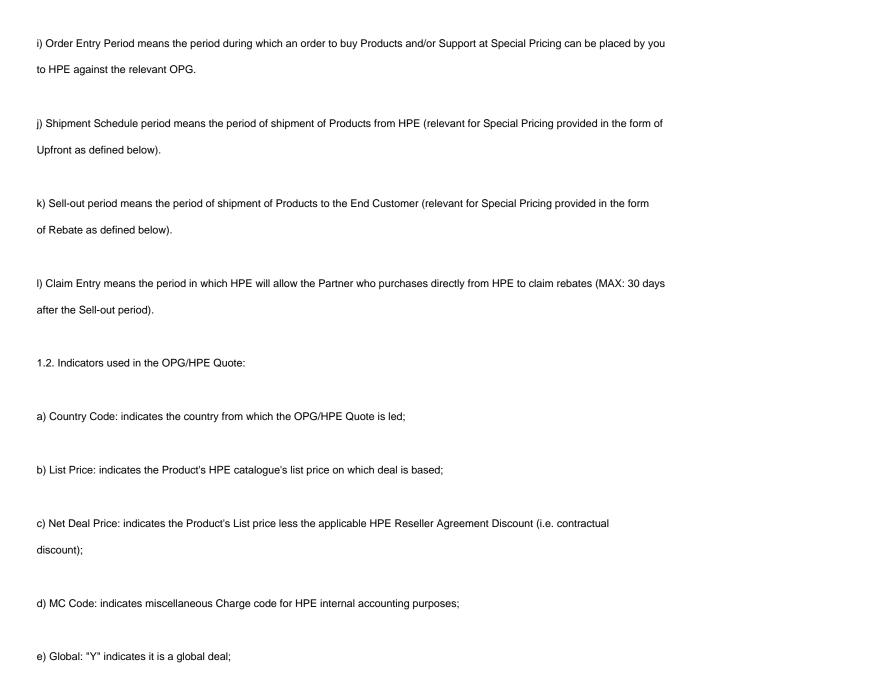
- 1. DEFINITIONS, TERMINOLOGY AND INDICATORS:
- 1.1. Definitions:
- a) 'HPE Partner Agreement Discount" is the contractual discount granted under the HPE Partner Agreement. It is also referred to as "Contractual Discount".
- b) "End Customer" is the company/organization paying a price to ultimately use 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.



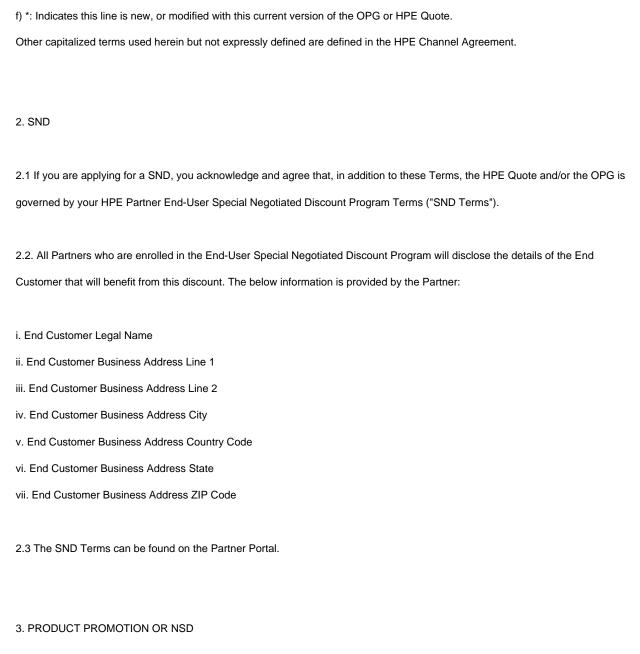
- d) The "Order Processing Guidelines ("OPG")" contain the Products and/or Support, prices, quantities, ordering schedule and expiration date and is issued after the Partner informs that a deal for which HPE has issued a HPE Quote is won or includes a Product Promotion Discount, and is orderable or claimed 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".





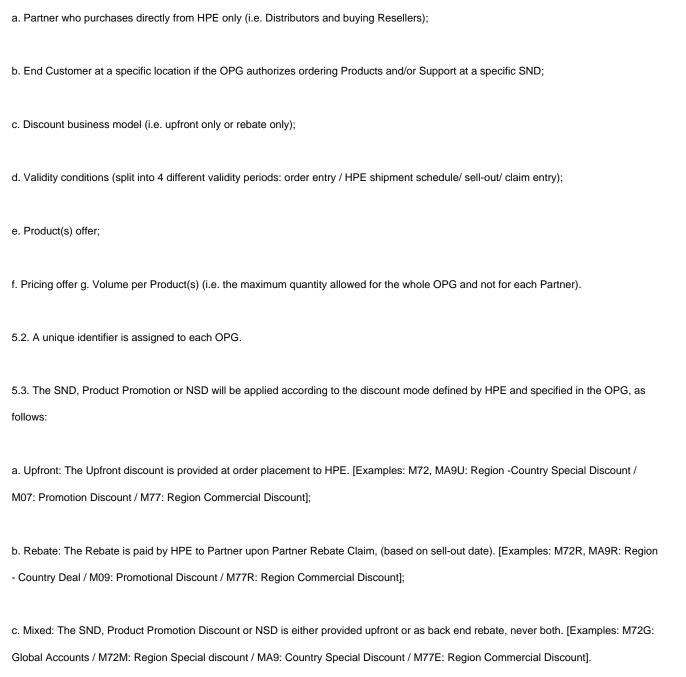


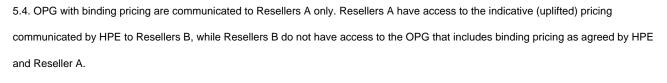
3.1. If you are placing an order on the basis of a Product Promotion OPG, you acknowledge and agree that, in addition to these



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:





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.