

HP Quote



Deal #: 47303842 **Version #:** 1
Deal Description : P252PK447-01

Quote Distribution Date: 04/09/25

Volume Channel Deal
Global

Dates :
Ship/Sellout From : 04/09/25
Ship/Sellout To : 03/11/25
Order From : 03/09/25
Order To : 03/11/25

Deal Lead : DEAL LEAD
Sales Rep : OMER SCHNAPP
DM : ZACHI ORENSTEIN
BDM : IRINA ZAICA
Sales Rep E-mail : omer.schnapp@hp.com

End User:

MELLANOX TECHNOLOGIES, LTD.
 יקנעם עילית

Country Code IL
 Price List Code IL
 Price Term Duty Free
 Currency US \$
 MC Code 72
 Exclusivity N
 Complex Deal N
 Agent/Sales Incentive N
 RFP # DSSP
 Bundle Accum Mode: Deal

Reseller A

1-10M99-19285

DORCOM COMPUTERS LTD IL

Reseller B

1-10M99-19285

DORCOM COMPUTERS LTD IL

71641025

HP OP - EMEA Volume IL

Bundle Offerings

Discounts are additional to Purchase agreement

| Product Number | Opt | Description | PL | Qty | Ord Min Qty | Rslr A Min Qty | Rslr A Max Qty | Rslr B Min Qty | Rslr B Max Qty | Ln Max Qty | Std Disc % | List Prc US \$ | Offering US \$ | Offer Type | Begin Date | End Date | Service Days |
|--|-----|--|----|-----|-------------|----------------|----------------|----------------|----------------|------------|------------|----------------|----------------|------------|------------|----------|--------------|
| 57K33AV | | 54327326-HP Z4 G5 +mDPtoDP ID53335062 | 5X | 10 | 0 | | | | | | | | | | | | |
| Config ID : 54327326 Source Config ID : | | | | | | | | | | | | 15.03 | 4,843.72 | 2,385.01 | BD Net | 04/09/25 | 03/11/25 |
| 57K33AV | | HP Z4 TWR Base Unit G5 1125W RCTO | 5X | 1 | | | | | | | | 15 | 1,535.00 | 768.60 | | | |
| 57M61AV | | HP Linux-ready | 5X | 1 | | | | | | | | 0 | 0.02 | 0.01 | | | |
| 4YQ39AV | | OS Localization | 5X | 1 | | | | | | | | 0 | 0.02 | 0.01 | | | |
| 4YQ39AV | ABT | OS Localization | 5X | 1 | | | | | | | | 0 | 0.00 | 0 | | | |
| 6M6W7AV | | Intel Xeon W3-2435 4.30G 22.5MB 8 cores 165W CPU | 5X | 1 | | | | | | | | 15 | 1,446.00 | 714.45 | | | |

Bundle Offerings

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| Product Number | Opt | Description | PL | Qty | Ord Min Qty | Rslr A Min Qty | Rslr A Max Qty | Rslr B Min Qty | Rslr B Max Qty | Ln Max Qty | Std Disc % | List Prc US \$ | Offering US \$ | Offer Type | Begin Date | End Date | Service Days |
|----------------|-----|---|----|-----|-------------|----------------|----------------|----------------|----------------|------------|------------|----------------|----------------|------------|------------|----------|--------------|
| 57M94AV | | 32GB (2x16GB) DDR5 4800 DIMM ECC REG 1CPU Memory | 5X | 1 | | | | | | | 15 | 489.00 | 241.18 | | | | |
| 9T7U4AV | | NVIDIA RTX A400 4 GB 4mDP Graphics | 5X | 1 | | | | | | | 15 | 246.00 | 121.44 | | | | |
| 2PA20AV | | HP miniDP-to-DP Adapter | 5X | 1 | | | | | | | 15 | 6.00 | 2.84 | | | | |
| 57K96AV | | Operating System Load to M.2 | 5X | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| 57L08AV | | Z Turbo 512GB PCIe-4x4 2280 SED OPAL2 TLC M.2 SSD | 5X | 1 | | | | | | | 15 | 134.00 | 68.04 | | | | |
| 57N04AV | | HP USB 320K Keyboard | 5X | 1 | | | | | | | 15 | 15.00 | 6.83 | | | | |
| 57N04AV | ABT | HP USB 320K Keyboard | 5X | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| 57M64AV | | HP Wired 320M Mouse | 5X | 1 | | | | | | | 15 | 5.00 | 2.57 | | | | |
| 57M67AV | | No Included ODD | 5X | 1 | | | | | | | 15 | 3.67 | 1.81 | | | | |
| 6Q1F4AV | | Type-A SuperSpeed USB 5Gbps Front IO v2 Entry Module | 5X | 1 | | | | | | | 15 | 24.00 | 12.09 | | | | |
| 57K40AV | | HP Z4 G5 Fan and Front Card Guide Kit | 5X | 1 | | | | | | | 15 | 14.00 | 6.88 | | | | |
| 57K89AV | | HP Z4 G5 Memory Cooling Solution | 5X | 1 | | | | | | | 15 | 59.00 | 29.40 | | | | |
| 57L30AV | | Z4 Country Kit | 5X | 1 | | | | | | | 15 | 0.40 | 0.20 | | | | |
| 57L30AV | ABT | Z4 Country Kit | 5X | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| 63G17AV | | C13 1.83m Sticker Conventional Halogen Free Straight Desktop Power Cord | 5X | 1 | | | | | | | 15 | 9.00 | 4.24 | | | | |
| 63G17AV | ABT | C13 1.83m Sticker Conventional Halogen Free Straight Desktop Power Cord | 5X | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| 6Y5A1AV | | 1/1/1 (material/labor/onsite) Warranty | 5X | 1 | | | | | | | 15 | 9.00 | 4.58 | | | | |
| 6Y5A1AV | ABB | 1/1/1 (material/labor/onsite) Warranty | 5X | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| 57M63AV | | Single Unit (Tower) Packaging | 5X | 1 | | | | | | | 15 | 15.00 | 7.06 | | | | |
| 7H684AV | | HP Integrated Remote System Controller | 5X | 1 | | | | | | | 15 | 649.00 | 320.70 | | | | |
| 57K78AV | | HP 2.5GbE Flex Port | 5X | 1 | | | | | | | 15 | 19.00 | 9.20 | | | | |
| 7M3Q0AV | | 1/1/1 TWR Label | 5X | 1 | | | | | | | 15 | 0.05 | 0.02 | | | | |
| AY129AV | | HP Chassis Tag Service Variant 2 | 9R | 1 | | | | | | | 15 | 8.00 | 2.40 | | | | |
| AY130AV | | HP Packaging Tag Service | 9R | 1 | | | | | | | 15 | 8.00 | 2.40 | | | | |

Bundle Offerings

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| Product Number | Opt | Description | PL | Qty | Ord Min Qty | Rslr A Min Qty | Rslr A Max Qty | Rslr B Min Qty | Rslr B Max Qty | Ln Max Qty | Std Disc % | List Prc US \$ | Offering US \$ | Offer Type | Begin Date | End Date | Service Days |
|---|-----|---|----|-----|-------------|----------------|----------------|----------------|----------------|------------|------------|----------------|----------------|------------|------------|----------|--------------|
| 766U5AV | | HP Chassis Tagging SN +MAC1+MAC2+PKID SVC | 9R | 1 | | | | | | | 10 | 0.80 | 0.41 | | | | |
| 766U7AV | | HP Packaging Tag SN +MAC1+UUID+PKID SVC | 9R | 1 | | | | | | | 17 | 0.80 | 0.41 | | | | |
| U61CCE | | HP 3y Onsite HE WS HW Supp | BJ | 1 | | | | | | | 17 | 81.00 | 37.63 | | | | |
| ZD081AA | | Door/dock delivery workstations ZD081AA | 16 | 1 | | | | | | | 15 | 66.94 | 19.60 | | | | |
| AR1N8AV | | 54327382-HP ProDesk 4 G1i Mini - ultra5235t-64g-512-hp125-nowlan-nowifi-nobt-fd-3yw | DG | 10 | 0 | | | | | | | | | | | | |
| Config ID : 54327382 Source Config ID : | | | | | | | | | | | 9.93 | 1,118.19 | 768.89 | BD Net | 04/09/25 | 03/11/25 | |
| AR1N8AV | | HP ProDesk 4 G1i Mini -Base Unit IDS | DG | 1 | | | | | | | 10 | 265.00 | 181.58 | | | | |
| 8C9M7AV | | No Country of Origin Restriction | AN | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| AR1T4AV | | FreeDOS | DG | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| 4YH35AV | | OS Localization | 7F | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| 4YH35AV | ABT | OS Localization | 7F | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| AR1P5AV | | Intel Core Ultra5 235T 5.00G 24 MB 14 cores 35W CPU | DG | 1 | | | | | | | 10 | 302.00 | 204.91 | | | | |
| AR1W3AV | | 64GB (2x32GB) DDR5 5600 SODIMM Memory | DG | 1 | | | | | | | 10 | 321.00 | 250.96 | | | | |
| AR7Z7AV | | 512GB PCIe-4x4 NVMe TLC Solid State Drive | DG | 1 | | | | | | | 0 | 80.00 | 58.24 | | | | |
| AW6K1AV | | HP 125 v2 Black Wired Keyboard | DG | 1 | | | | | | | 10 | 7.00 | 4.02 | | | | |
| AW6K1AV | ABT | HP 125 v2 Black Wired Keyboard | DG | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| AR1T0AV | | HP Black 125 Wired Mouse | DG | 1 | | | | | | | 10 | 2.89 | 1.62 | | | | |
| AR1R8AV | | No WLAN | DG | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| AR1N2AV | | 90 Watt Smart PFC Straight AC Adapter | DG | 1 | | | | | | | 10 | 12.00 | 8.19 | | | | |
| AW6J4AV | | Intel vPro Enterprise | DG | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| AX3N0AV | | No Rear Flex I/O Port | DG | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| AR1Y3AV | | HP ProDesk 4 G1i Mini Country Kit | DG | 1 | | | | | | | 10 | 1.70 | 1.15 | | | | |

Bundle Offerings

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| Product Number | Opt | Description | PL | Qty | Ord Min Qty | Rslr A Min Qty | Rslr A Max Qty | Rslr B Min Qty | Rslr B Max Qty | Ln Max Qty | Std Disc % | List Prc US \$ | Offering US \$ | Offer Type | Begin Date | End Date | Service Days |
|--|-----|---|----|-----|-------------|----------------|----------------|----------------|----------------|------------|------------|----------------|----------------|------------|------------|----------|--------------|
| AR1Y3AV | ABT | HP ProDesk 4 G1i Mini Country Kit | DG | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| AW6J7AV | | C5 1.83m Conventional Straight Desktop Power Cord | DG | 1 | | | | | | | 10 | 1.40 | 0.95 | | | | |
| AW6J7AV | ABT | C5 1.83m Conventional Straight Desktop Power Cord | DG | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| AR1Y6AV | | 1/1/1 (material/labor/onsite) DM Warranty | DG | 1 | | | | | | | 10 | 4.84 | 3.10 | | | | |
| AR1Y6AV | ABB | 1/1/1 (material/labor/onsite) DM Warranty | DG | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| AR1R9AV | | Single Unit (Desktop Mini) Packaging | DG | 1 | | | | | | | 10 | 1.65 | 1.10 | | | | |
| AX3N8AV | | No Flex Port 2 | DG | 1 | | | | | | | 0 | 0.03 | 0.02 | | | | |
| AR1Q6AV | | 1/1/1 DM Label | DG | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| AR1R1AV | | Intel Core Ultra 5 Label | DG | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| B9PU6AV | | HP DM No Need Absorber | DG | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| UJ0F2E | | HP 4y Onsite Desktop Support | MG | 1 | | | | | | | 17 | 66.00 | 29.33 | | | | |
| ZD011A | | HP Standard Delivery (Door/Dock) Desktop | 16 | 1 | | | | | | | 15 | 52.50 | 23.63 | | | | |
| B04F2AV | | 54327337-HP Z2 Tower G1i U5-225 32GB 256GB - Win 11 Pro | IL | 10 | 0 | | | | | | | | | | | | |
| Config ID : 54327337 Source Config ID : | | | | | | | | | | | 15.09 | 2,096.12 | 1,077.48 | BD Net | 04/09/25 | 03/11/25 | |
| B04F2AV | | HP Z2 TWR Base Unit G1i 700W RCTO | IL | 1 | | | | | | | 15 | 801.00 | 420.85 | | | | |
| 8C9M7AV | | No Country of Origin Restriction | AN | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| B04JLAV | | Windows 11 Pro 64 | IL | 1 | | | | | | | 15 | 248.00 | 129.88 | | | | |
| 4YQ39AV | | OS Localization | 5X | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| 4YQ39AV | ABT | OS Localization | 5X | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| B04FFAV | | Intel Core Ultra5 225 4.90G 20 MB 10 cores 65W CPU | IL | 1 | | | | | | | 15 | 420.00 | 220.04 | | | | |
| B04KLAV | | 32GB (2x16GB) DDR5 5600 UDIMM NECC Memory | IL | 1 | | | | | | | 15 | 265.00 | 138.78 | | | | |
| 289C9AV | | No Adapters Needed | IL | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| B04J8AV | | Operating System Load to M.2 | IL | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| B04NLAV | | Z Turbo 512GB PCIe-4x4 2280 TLC M.2 Solid State Drive | IL | 1 | | | | | | | 15 | 126.00 | 65.78 | | | | |

Bundle Offerings

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|----------------|-----|---|----|-----|-------------|----------------|----------------|----------------|----------------|------------|------------|----------------|----------------|------------|------------|----------|--------------|
| 2ZR34AV | | Reduce Plastic No Included Keyboard | IL | 1 | | | | | | | 15 | 1.29 | 0.69 | | | | |
| 9FX31AV | | Reduce Plastic No Mouse Included | IL | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| B04J4AV | | No Included ODD | IL | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| B04PVAV | | Z2 G1i Tower Country Kit | IL | 1 | | | | | | | 15 | 0.38 | 0.21 | | | | |
| B04PVAV | ABT | Z2 G1i Tower Country Kit | IL | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| B04PKAV | | C13 Flange Premium CWP Black Straight Desktop Workstations Power Cord | IL | 1 | | | | | | | 15 | 2.55 | 1.34 | | | | |
| B04PKAV | ABT | C13 Flange Premium CWP Black Straight Desktop Workstations Power Cord | IL | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| B04PMAV | | 1/1/1 (material/labor/onsite) Warranty | IL | 1 | | | | | | | 15 | 38.00 | 21.96 | | | | |
| B04PMAV | ABB | 1/1/1 (material/labor/onsite) Warranty | IL | 1 | | | | | | | 0 | 0.00 | 0 | | | | |
| B04HXAV | | Single Unit (Tower) Z2 Packaging | IL | 1 | | | | | | | 15 | 11.00 | 5.54 | | | | |
| B04HCAV | | HP Flex 1GbE Single Port NIC | IL | 1 | | | | | | | 15 | 16.00 | 8.45 | | | | |
| B04HKAV | | Intel Core Ultra 5 Label | IL | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| C29YGAV | | 1/1/1 TWR Label | IL | 1 | | | | | | | 0 | 0.02 | 0.01 | | | | |
| AY130AV | | HP Packaging Tag Service | 9R | 1 | | | | | | | 15 | 8.00 | 1.50 | | | | |
| 766U7AV | | HP Packaging Tag SN +MAC1+UUID+PKID SVC | 9R | 1 | | | | | | | 17 | 0.80 | 0.26 | | | | |
| UJ0N5E | | HP 3y Onsite w/DMR Low End Workstation Supp | MG | 1 | | | | | | | 17 | 91.00 | 32 | | | | |
| ZD081AA | | Door/dock delivery workstations ZD081AA | 16 | 1 | | | | | | | 15 | 66.94 | 30.12 | | | | |

Special Terms and Conditions

Integrated Quoting ID: P252PK447-01 Partner Contact: kobi alfia Partner Contact's Email: kobi.alfia@emetdorcom.co.il Partner Contact's Phone: 9720543202070

| Ship Schedule | | | | | | | | | | | | | | | | | | | |
|---------------|----------------|-----|-----|-----------|------|-------|-------|-------|------|------|------|------|------|------|------|------|------|-------|-------|
| Line Number | Product Number | Opt | Qty | Load Type | 9/25 | 10/25 | 11/25 | 12/25 | 1/26 | 2/26 | 3/26 | 4/26 | 5/26 | 6/26 | 7/26 | 8/26 | 9/26 | 10/26 | 11/26 |
| 1 | 57K33AV | | 10 | Even | 4 | 3 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2 | B04F2AV | | 10 | Even | 4 | 3 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3 | AR1N8AV | | 10 | Even | 4 | 3 | 3 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
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Terms and Conditions

If a Customer, is specified in this quotation:

Partner acknowledges and agrees that, in addition to the Terms contained within this Quotation, that acceptance of this quotation constitutes acceptance of the HP Partner End-User Special Negotiated Discount Program Terms

Or

if a Customer is not specified in this quotation

Partner acknowledges and agrees that, in addition to the Terms contained within this Quotation, that acceptance of this quotation constitutes acceptance of the HP Partner Product Promotion and Channel Partner Discount Terms. The HP Partner Product Promotion and Channel Partner Discount Terms that can be found on the Partner Portal apply to commercial Promotions only.

These Terms can be found on the HP Partner Portal.

"Customer" has the meaning defined in your HP Partner Agreement.

Other Notes:

This document is a CUSTOMER QUOTE if the title indicates 'HP Quote'. Otherwise, the document is an ORDER PROCESSING GUIDELINE (OPG)..

CUSTOMER QUOTE

ALL TERMS of this present authorization to quote (price, product, quantities, shipment schedule) are valid for a maximum of thirty (30) days after the latest creation date.

ORDER PROCESSING GUIDELINE (OPG)

The OPG is a document detailing deals and promotions for which HP grants either an additional discount or a fixed price based on a special pricing APPROVAL.

An OPG is defined for a given:

- Partner who purchases directly from HP only
- End User Customer at a specific location in case of special pricing approval
- Discount mode (upfront only / rebate only)
- Set of Validity conditions (split into 4 different validity periods: order entry/HP shipment schedule/sell-out/claim entry)
- Product(s) offer
- Pricing offer
- Volume per product / bundle (this is the maximum quantity allowed for the whole OPG and not for each Partner).

Each OPG is assigned with a unique identifier.

HP defines for each OPG the associated discount mode in order to inform the Partners who purchase directly from HP about the discount application:

- **UPFRONT MODE:** The discount / special price is applicable only at order entry.
[Examples: M72, MA9U: Region -Country Special Discount / M07: Promotion Discount / M77: Region Commercial Discount]
- **REBATE MODE:** The discount / special price is applicable only by claiming for a credit (based on sell-out date).
[Examples: M72R, MA9R: Region - Country Deal / M09: Promotional Discount / M77R: Region Commercial Discount]
- **MIXED MODE:** The discount / special price is applicable either in upfront or in rebate, never both for the same Product Number (PN).
[Examples: M72G: Global Accounts / M72M: Region Special discount / MA9: Country Special Discount / M77E: Region Commercial Discount]

TERMINOLOGY:

(These definitions are provided for clarification purposes only.)

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| Reseller A = Tier 1 Partner: | Reseller who buys directly from HP [Logistic Service Partner (LSP) / Direct Buying Sales and Service Partner (SSP)] |
| Reseller B = Tier 2 Partner: | Reseller who buys from Reseller A and sells directly to the End User Customer [Indirect Sales and Service Partner (SSP)] or to another reseller [Channel Development Partner (CDP) or Indirect Sales and Service Partner (SSP)] |
| Order Entry period: | Period during which order can be placed to HP against an OPG (relevant for Upfront) |

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| Shipment Schedule period: | Period of shipment from HP (relevant for Upfront) |
| Sell-out period: | Period of shipment to the End User Customer (relevant for Rebate) |
| Claim Entry: | Period in which HP will allow the Partner who purchases directly from HP to claim rebates (MAX: 30 days after sell-out period) |
| Indicators: | |
| Country Code: | Indicates deal is led from this country. |
| List Price: | Indicates list price on which deal is based. |
| Net Deal Price: | Indicates contractual discount to get from HP standard list price to the deal price. |
| MC Code: | Miscellaneous Charge code for internal discount accounting purposes. |
| Global: | "Y" indicates it is a global deal. |
| * : | Indicates this line is new, or modified with this current version of the quote. |
| Offering Types: | |
| <u>Product Line (PL):</u> | Offering which applies to all HP product numbers within the PL. |
| <u>Product Family/Series/Model:</u> | <p>Offering which applies to all HP product numbers within an HP Product Family (Fam), Product Series (Ser) or Product Model (Mod). 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 HP Pricing Product Hierarchy. The Pricing Product Hierarchy is available on the online partner portal under Tools & Download. It is updated on a weekly basis.</p> <p><i>Note: 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.)</i></p> |
| <u>Product Number (PN):</u> | Offering which applies to the designated product number only. |
| <u>Bundle (BD):</u> | Offering which applies to the designated bundle of products only when purchased together as a group. |

Engagement (EG): Offering which applies to a service arrangement.

In the Offering sections, Begin and End date columns refer to Sell-out period for Rebate and Shipment Schedule period for Upfront.

% Off HP List / Extra discount: Authorized additional discount percentage i.e. discount off list price in addition to contractual discount.

BD Net Price / Reseller price: Deal Net Price offered on the Product Number.

* For PPS Supplies Upfront OPGs: Authorized additional Volume discount percentage (EOQ) i.e. discount off list price in addition to contractual discount, based on the purchased volume.

Please see Volume Discount Structure / EOQ concept document available in the Smart Portal tool (Home -> Sales Administration -> Status -> OPM) to find out the exact Volume discount and calculation guidelines applicable to you.

For additional information see:

Order Fulfillment Standard Operational Process Guide for LSP /Direct Buying SSP.

HP BRAND PROTECTION AND GRAY MARKET WHITE PAPER.

End User Verification Partner Process Description.